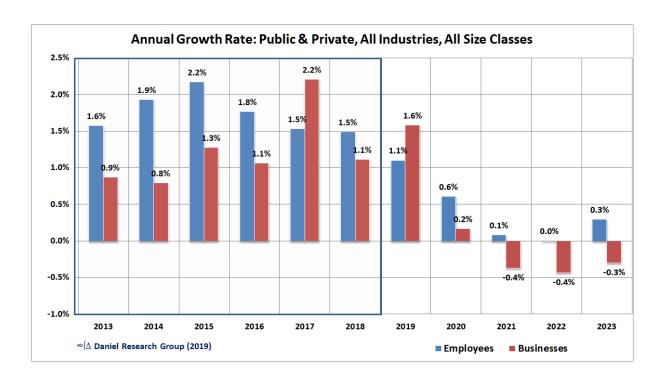
## How Big Is Your Market, How Fast Is It Growing



At some point in the technology market forecasting process the size and growth of the Total Available Market (TAM) must be estimated. For most enterprise technology products and services, the user and/or buying decision maker is an employee, the business or a sub-unit within the business. Daniel Research Group (**DRG**) maintains and continually updates a Business Economic Demographic Database (**BEDD**) that contains the history from 1998 and a forecast to 2026 of Employees, Businesses, Establishments, and Payroll by Sector (Public and Private), Industry and Business size by number of employees.

**Sources:** The tables and charts below were created from the current database for the United States. The overall economic trend reflects the current forecast published by **the Congressional Budget** Office on January 28, 2019. The industry tends reflect the industry level forecasts published by the **Bureau of Labor Statistics** and **DRGs** own analysis. The business size trends are derived by **DRG** analysis of business size data from the **US Census Bureau.** 

Public Sector historical data comes from the **Office of Personnel Management FedScope** Database, State and Local Government by Function data from the **US Census Bureau**, The **Bureau of Labor Statistics**, **the US Postal Service**, the **Department of Defense** Base Structure Reports and Green Book Budget Reports, as well as the US Budget report from the **White House**. Other Source uses include data from the **International Monetary Fund**, the US

**Internal Revenue Service**, and the **Bureau of Economic Analysis**. "Business" for the Public sector refers to the Federal, State or Local buying entity, usually an Agency or Department.

**DRGs** integrates these various data sources into a cohesive historical database and applies various trend analysis and forecasting methodologies, including its own qualitative assessments of the factors and trends influencing the economy and the structure of the economy to produce the **BEDD**. The entire **BEDD** or custom subsets can be obtained from **DRG**. **DRG** also maintains a similar historical and forecast database form the Consumer segment, as well as a second historical and forecasts Enterprise database by Occupation.

The following tables and charts present the forecasts and structural changes for the US Enterprise Economy.

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		151.303	152.977	153.915	154.044	154.053	154.510		71011
	AGR	1.5%	1.1%	0.6%	0.1%	0.0%	0.3%		
Businesses (K)		6,462.862	6,565.306	6,576.545	6,552.441	6,524.346	6,504.900	0.1%	
• •	AGR	1.1%	1.6%	0.2%	-0.4%	-0.4%	-0.3%		
Establishments (K)		8,483	8,614	8,655	8,650	8,643	8,646	0.4%	
. ,	AGR	1.3%	1.5%	0.5%	-0.1%	-0.1%	0.0%		
Annual Payroll (\$B)		7,503	7,798	8,077	8,321	8,530	8,742	3.1%	
	AGR	3.9%	3.6%	3.0%	2.5%	2.5%	2.8%		
Employees per Business		23	23	23	24	24	24	0.3%	
	AGR	0.4%	-0.5%	0.4%	0.5%	0.4%	0.6%		
Annual Payroll (\$1,000) per Em	ployee	51.5	52.8	54.1	55.4	56.7	58.2	2.5%	
2 (1)	AGR	2.4%	2.4%	2.4%	2.4%	2.5%	2.5%		

	Pi	rivate Secto	r: All Indust	ries, Employ	yees: All Siz	e Classes			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		128,768	130,358	131,187	131,355	131,415	131,859	0.5%	
	AGR	1.6%	1.2%	0.6%	0.1%	0.0%	0.3%		
Businesses (K)		6,428.920	6,531.359	6,542.021	6,518.305	6,491.153	6,471.335	0.1%	
	AGR	1.1%	1.6%	0.2%	-0.4%	-0.4%	-0.3%		
Establishments (K)		8,259	8,380	8,409	8,396	8,383	8,378	0.3%	
	AGR	1.2%	1.5%	0.3%	-0.2%	-0.2%	-0.1%		
Annual Payroll (\$B)		6,500	6,765	7,020	7,238	7,427	7,618	3.2%	
	AGR	4.1%	3.8%	3.1%	2.6%	2.6%	3.0%		
Employees per Business		20	20	20	20	20	20	0.3%	
	AGR	0.5%	-0.4%	0.5%	0.5%	0.5%	0.6%		
Annual Payroll (\$1,000) per Employ	ee	52.5	53.8	55.2	56.5	58.0	59.5	2.5%	
	AGR	2.5%	2.5%	2.5%	2.5%	2.5%	2.6%		
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		22,535	22,619	22,728	22,689	22,637	22,652		71011
	AGR	1.0%	0.4%	0.5%	-0.2%	-0.2%	0.1%		
Businesses (K)		33.942	33.947	34.524	34.136	33.193	33.565	-0.2%	
. ,	AGR	1.6%	0.0%	1.7%	-1.1%	-2.8%	1.1%		
Establishments (K)		224	234	246	254	260	268	3.6%	
. ,	AGR	4.5%	4.5%	4.9%	3.3%	2.4%	2.9%		
Annual Payroll (\$B)		1,004	1,033	1,057	1,082	1,103	1,124	2.3%	
	AGR	2.9%	2.4%	2.4%	1.9%	1.9%	2.1%		
Employees per Business		664	666	658	665	682	675	0.3%	
	AGR	-0.6%	0.4%	-1.2%	1.0%	2.6%	-1.0%		
Annual Payroll (\$1,000) per En	nployee	45.8	46.7	47.6	48.6	49.7	50.6	2.0%	
	AGR	1.9%	2.0%	1.9%	2.1%	2.1%	2.0%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	A
Employees (K)		2,550	2,613	2,649	2,661	2,662	2,643	0.7%	
	AGR	3.9%	2.5%	1.4%	0.5%	0.0%	-0.7%		
Businesses (K)		319.509	328.164	323.065	314.142	303.111	289.346	-2.0%	
	AGR	0.7%	2.7%	-1.6%	-2.8%	-3.5%	-4.5%	-	
Establishments (K)		330	339	333	324	312	298	-2.0%	
	AGR	0.7%	2.5%	-1.6%	-2.8%	-3.6%	-4.6%	_	
Annual Payroll (\$B)		95	100	106	109	112	113	3.5%	
	AGR	5.3%	5.7%	3.1%	1.9%	1.3%	0.3%		
Employees per Business		8	8	8	8	9	9	2.7%	
	AGR	3.2%	-0.2%	3.0%	3.3%	3.6%	4.0%		
Annual Payroll (\$1,000) per En	nployee	39.3	40.6	41.3	41.9	42.4	42.9	1.7%	
	AGR	1.3%	3.2%	1.7%	1.5%	1.3%	1.0%	_	

		Private Se	ctor: Mining	, Employees	s: All Size C	lasses			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		702	776	799	716	656	825	3.3%	
	AGR	3.5%	10.5%	3.0%	-10.4%	-8.4%	25.8%		
Businesses (K)		19.778	21.841	21.989	19.260	17.244	21.202	1.4%	
	AGR	1.3%	10.4%	0.7%	-12.4%	-10.5%	23.0%		<b>-</b>
Establishments (K)		29	33	33	30	27	34	3.0%	
• •	AGR	2.8%	11.2%	2.3%	-10.9%	-8.8%	25.2%		
Annual Payroll (\$B)		59	63	71	75	69	65	1.9%	
	AGR	6.3%	13.3%	5.6%	-8.1%	-6.1%	28.9%		
Employees per Business		35	36	36	37	38	39	1.8%	
	AGR	2.2%	0.1%	2.3%	2.3%	2.3%	2.3%		
Annual Payroll (\$1,000) per Emp	loyee	89.3	91.6	93.9	96.3	98.7	101.2	2.5%	
	AGR	2.7%	2.5%	2.6%	2.5%	2.5%	2.5%		
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		557	557	555	552	550	549	-0.3%	
	AGR	0.4%	-0.1%	-0.3%	-0.5%	-0.3%	-0.2%		
Businesses (K)		4.909	4.904	4.833	4.755	4.690	4.625	-1.2%	
	AGR	-0.7%	-0.1%	-1.4%	-1.6%	-1.4%	-1.4%		
Establishments (K)		16	16	16	16	16	15	-0.3%	
.,	AGR	-0.8%	0.1%	-0.4%	-0.6%	-0.4%	-0.5%		
Annual Payroll (\$B)		58	60	62	64	66	68	3.1%	
•	AGR	3.3%	3.2%	3.0%	2.8%	3.0%	3.1%		
Employees per Business		113	114	115	116	117	119	0.9%	
	AGR	1.1%	0.0%	1.1%	1.1%	1.1%	1.2%		
Annual Payroll (\$1,000) per Emp	loyee	108.3	111.9	115.6	119.4	123.4	127.5	3.3%	
	AGR	2.8%	3.3%	3.3%	3.3%	3.3%	3.3%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	A
Employees (K)		7,270	7,612	7,754	7,791	7,788	7,804	1.4%	
	AGR	4.5%	4.7%	1.9%	0.5%	0.0%	0.2%		_
Businesses (K)		789.631	827.350	840.537	842.172	839.523	838.880	1.2%	
	AGR	4.2%	4.8%	1.6%	0.2%	-0.3%	-0.1%		_
Establishments (K)		814	852	866	868	865	865	1.2%	
	AGR	4.2%	4.8%	1.6%	0.2%	-0.3%	-0.1%		_
Annual Payroll (\$B)		420	452	487	511	529	544	5.3%	
	AGR	7.6%	7.7%	4.9%	3.4%	2.9%	3.2%		-
Employees per Business		9	9	9	9	9	9	0.2%	
	AGR	0.3%	-0.1%	0.3%	0.3%	0.3%	0.3%		
Annual Payroll (\$1,000) per Em	ployee	62.2	64.0	65.9	67.8	69.8	71.9	2.9%	
	AGR	3.0%	2.8%	3.0%	3.0%	3.0%	3.0%		

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Metric		2018	2019	2020	2021	2022	2023	CAGR	Α
Employees (K)		12,431	12,532	12,438	12,240	11,974	11,923	-0.8%	
	AGR	-0.1%	0.8%	-0.8%	-1.6%	-2.2%	-0.4%	_	
Businesses (K)		263.252	265.657	262.977	258.059	251.663	249.745	-1.0%	
. ,	AGR	-0.3%	0.9%	-1.0%	-1.9%	-2.5%	-0.8%	_	
Establishments (K)		312	315	312	306	299	297	-1.0%	
	AGR	-0.3%	0.9%	-0.9%	-1.8%	-2.4%	-0.7%	_	
Annual Payroll (\$B)		727	743	766	777	782	782	1.5%	
	AGR	2.1%	3.1%	1.5%	0.6%	0.0%	1.8%	-	-
Employees per Business		47	47	47	47	48	48	0.2%	
	AGR	0.2%	-0.1%	0.3%	0.3%	0.3%	0.3%	-	
Annual Payroll (\$1,000) per En	nployee	59.8	61.1	62.5	63.9	65.3	66.7	2.2%	
	AGR	2.2%	2.3%	2.2%	2.2%	2.2%	2.2%		
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		5,956	6,024	6,021	5,956	5,924	5,953		Non
=mploy000 (it)	AGR	0.9%	1.1%	0.0%	-1.1%	-0.5%	0.5%	0.070	
Businesses (K)		291.293	295.098	291.955	285.850	281.391	279.883	-0.8%	
. ,	AGR	-0.2%	1.3%	-1.1%	-2.1%	-1.6%	-0.5%		
Establishments (K)		402	408	405	399	395	395	-0.4%	
	AGR	0.3%	1.3%	-0.6%	-1.6%	-1.1%	0.0%		
Annual Payroll (\$B)		423	438	454	466	473	482	2.7%	
	AGR	3.5%	3.7%	2.6%	1.5%	2.0%	3.1%		
Employees per Business		20	20	21	21	21	21	0.8%	
	AGR	1.0%	-0.2%	1.0%	1.0%	1.0%	1.0%		
Annual Payroll (\$1,000) per Em	ployee	73.5	75.4	77.3	79.4	81.4	83.6	2.6%	
	AGR	2.6%	2.5%	2.6%	2.6%	2.6%	2.6%		

		Private Sect							
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		5,956	6,024	6,021	5,956	5,924	5,953	0.0%	
	AGR	0.9%	1.1%	0.0%	-1.1%	-0.5%	0.5%		
Businesses (K)		291.293	295.098	291.955	285.850	281.391	279.883	-0.8%	
. ,	AGR	-0.2%	1.3%	-1.1%	-2.1%	-1.6%	-0.5%		
Establishments (K)		402	408	405	399	395	395	-0.4%	
. ,	AGR	0.3%	1.3%	-0.6%	-1.6%	-1.1%	0.0%		
Annual Payroll (\$B)		423	438	454	466	473	482	2.7%	
	AGR	3.5%	3.7%	2.6%	1.5%	2.0%	3.1%		
Employees per Business		20	20	21	21	21	21	0.8%	
	AGR	1.0%	-0.2%	1.0%	1.0%	1.0%	1.0%		
Annual Payroll (\$1,000) per Em	nployee	73.5	75.4	77.3	79.4	81.4	83.6	2.6%	
	AGR	2.6%	2.5%	2.6%	2.6%	2.6%	2.6%		
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		Private Se	ctor: Retail,	Employees	: All Size Cl	asses			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		15,980	16,029	16,051	15,978	15,968	15,827	-0.2%	
	AGR	0.7%	0.3%	0.1%	-0.5%	-0.1%	-0.9%	_	·
Businesses (K)		639.197	641.161	634.371	623.894	616.009	603.181	-1.2%	
	AGR	-0.5%	0.3%	-1.1%	-1.7%	-1.3%	-2.1%	_	
Establishments (K)		1,063	1,064	1,058	1,044	1,035	1,018	-0.9%	
	AGR	-0.1%	0.1%	-0.6%	-1.2%	-0.9%	-1.6%	_	
Annual Payroll (\$B)		442	452	461	468	473	479	1.6%	
	AGR	2.2%	2.0%	1.6%	1.0%	1.4%	0.5%		1=
Employees per Business		25	25	25	26	26	26	1.0%	
	AGR	1.2%	0.0%	1.2%	1.2%	1.2%	1.2%		1_====
Annual Payroll (\$1,000) per Em	ployee	28.3	28.7	29.2	29.6	30.0	30.4	1.5%	
	AGR	1.5%	1.6%	1.5%	1.5%	1.4%	1.4%		· <b>I</b>
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		5,341	5,512	5,599	5,631	5,550	5,565	0.8%	
	AGR	3.4%	3.2%	1.6%	0.6%	-1.4%	0.3%		
Businesses (K)		203.608	210.883	213.754	214.584	211.163	211.386	0.8%	
	AGR	3.2%	3.6%	1.4%	0.4%	-1.6%	0.1%		
Establishments (K)		262	271	274	275	271	271	0.7%	
	AGR	3.2%	3.4%	1.4%	0.4%	-1.6%	0.1%		
Annual Payroll (\$B)		256	271	286	297	306	309	3.8%	
	AGR	5.8%	5.6%	4.0%	2.9%	0.9%	2.6%		
Employees per Business		26	26	26	26	26	26	0.1%	
	AGR	0.2%	-0.4%	0.2%	0.2%	0.2%	0.2%		
Annual Payroll (\$1,000) per E	mployee	50.7	51.9	53.1	54.4	55.7	57.0	2.4%	
	AGR	2.4%	2.3%	2.4%	2.4%	2.4%	2.4%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	A
Employees (K)		2,806	2,775	2,761	2,757	2,779	2,742	-0.5%	
	AGR	0.4%	-1.1%	-0.5%	-0.1%	0.8%	-1.3%	_	
Businesses (K)		60.183	59.727	59.474	59.464	60.016	59.288	-0.3%	
. ,	AGR	0.5%	-0.8%	-0.4%	0.0%	0.9%	-1.2%	_	
Establishments (K)		119	118	118	118	120	119	-0.1%	
	AGR	0.7%	-0.6%	-0.1%	0.2%	1.2%	-1.0%	_	
Annual Payroll (\$B)		267	278	285	294	305	319	3.6%	
	AGR	4.1%	2.5%	3.2%	3.6%	4.6%	2.4%		
Employees per Business		47	46	46	46	46	46	-0.2%	
	AGR	-0.1%	-0.4%	-0.1%	-0.1%	-0.1%	-0.1%		
Annual Payroll (\$1,000) per Em	ployee	99.1	102.7	106.5	110.5	114.7	119.0	3.7%	
	AGR	3.7%	3.6%	3.7%	3.7%	3.8%	3.8%		

	Priva	te Sector: F	inance, Inst	ırance, Emp	oloyees: All	Size Classe:	S		
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		6,310	6,265	6,271	6,276	6,308	6,279	-0.1%	
	AGR	0.7%	-0.7%	0.1%	0.1%	0.5%	-0.5%	-	
Businesses (K)		242.304	240.623	240.844	241.038	242.193	241.023	-0.1%	
	AGR	0.7%	-0.7%	0.1%	0.1%	0.5%	-0.5%	-	
Establishments (K)		484	482	483	484	488	486	0.1%	
. ,	AGR	0.8%	-0.5%	0.3%	0.3%	0.7%	-0.3%	-	
Annual Payroll (\$B)		621	644	657	677	697	721	3.0%	
	AGR	3.6%	2.1%	3.0%	3.0%	3.4%	2.4%		
Employees per Business		26	26	26	26	26	26	0.0%	
	AGR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	_	
Annual Payroll (\$1,000) per Emp	oloyee	102.0	105.0	108.0	111.1	114.3	117.6	2.9%	
	AGR	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%		<b></b> -
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	Private Se	ector: Real E	Estate, Rent	al, Leasing,	<b>Employees</b>	: All Size Cla	asses		
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		2,186	2,187	2,183	2,172	2,176	2,180	-0.1%	
	AGR	-0.1%	0.0%	-0.2%	-0.5%	0.2%	0.2%		
Businesses (K)		311.914	313.753	315.664	316.657	319.863	323.159	0.7%	
	AGR	0.7%	0.6%	0.6%	0.3%	1.0%	1.0%		
Establishments (K)		412	416	419	421	427	432	1.0%	
. ,	AGR	1.0%	0.9%	0.9%	0.5%	1.2%	1.3%		
Annual Payroll (\$B)		118	122	126	130	133	138	3.1%	
	AGR	3.2%	3.2%	3.0%	2.7%	3.4%	3.4%		
Employees per Business		7	7	7	7	7	7	-0.8%	
	AGR	-0.8%	-0.6%	-0.8%	-0.8%	-0.8%	-0.8%		
Annual Payroll (\$1,000) per E	mployee	55.8	57.6	59.5	61.4	63.3	65.4	3.2%	
	AGR	3.3%	3.2%	3.2%	3.2%	3.2%	3.2%		
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	Private Sector: P	rofessional,	Scientific,	Technical Se	ervices, Em	plovees: All	Size Clas	ses	
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		9,084	9,181	9,239	9,344	9,421	9,450	0.8%	
	AGR	0.9%	1.1%	0.6%	1.1%	0.8%	0.3%		
Businesses (K)		807.833	818.952	819.308	823.659	825.553	823.254	0.4%	
	AGR	0.3%	1.4%	0.0%	0.5%	0.2%	-0.3%		
Establishments (K)		923	937	940	947	952	952	0.6%	
	AGR	0.6%	1.5%	0.3%	0.8%	0.5%	0.0%		_=
Annual Payroll (\$B)		760	788	818	847	880	913	3.7%	
	AGR	3.8%	3.8%	3.5%	4.0%	3.7%	3.1%		
Employees per Busines	SS	11	11	11	11	11	11	0.4%	
	AGR	0.6%	-0.3%	0.6%	0.6%	0.6%	0.6%		
Annual Payroll (\$1,000)	per Employee	86.8	89.1	91.6	94.2	96.9	99.6	2.8%	
	AGR	2.8%	2.7%	2.8%	2.8%	2.8%	2.8%		
		∞)	∆ Daniel Re	search Grou	up © 2019				

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		2,375	2,431	2,464	2,463	2,469	2,488	0.9%	
	AGR	3.5%	2.3%	1.4%	-0.1%	0.2%	0.8%		
Businesses (K)		6.428	6.538	6.449	6.270	6.118	6.000	-1.4%	
	AGR	0.6%	1.7%	-1.4%	-2.8%	-2.4%	-1.9%		
Establishments (K)		39	40	41	41	41	41	0.8%	
( )	AGR	3.3%	2.6%	1.1%	-0.4%	0.0%	0.6%		
Annual Payroll (\$B)		254	268	280	289	295	301	3.4%	
	AGR	5.6%	4.3%	3.3%	1.9%	2.2%	2.7%		
Employees per Business		370	372	382	393	404	415	2.3%	
	AGR	2.9%	0.6%	2.8%	2.8%	2.7%	2.8%		
Annual Payroll (\$1,000) per Em	ployee	112.9	115.1	117.4	119.6	121.9	124.2	1.9%	
	AGR	2.0%	2.0%	1.9%	1.9%	1.9%	1.9%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		9,261	9,373	9,453	9,503	9,473	9,488	0.5%	
	AGR	1.0%	1.2%	0.8%	0.5%	-0.3%	0.2%		
Businesses (K)		266.615	270.231	269.027	266.973	262.670	259.643	-0.5%	
	AGR	-0.3%	1.4%	-0.4%	-0.8%	-1.6%	-1.2%		
Establishments (K)		323	327	326	324	319	316	-0.4%	
	AGR	-0.2%	1.1%	-0.3%	-0.6%	-1.4%	-1.0%		
Annual Payroll (\$B)		374	389	406	422	438	451	3.8%	
	AGR	4.2%	4.3%	4.0%	3.7%	2.9%	3.4%	- 1	
Employees per Business		35	35	35	36	36	37	1.0%	
	AGR	1.3%	-0.1%	1.3%	1.3%	1.3%	1.3%	- 1	
Annual Payroll (\$1,000) per Em	ployee	42.0	43.3	44.7	46.1	47.6	49.1	3.1%	
	AGR	3.2%	3.0%	3.2%	3.2%	3.2%	3.2%	1	

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		3,790	3,854	3,904	3,945	3,996	4,038	1.3%	
	AGR	3.3%	1.7%	1.3%	1.0%	1.3%	1.1%		<b>-</b>
Businesses (K)		92.911	94.530	95.905	97.057	98.473	99.684	1.4%	
	AGR	3.5%	1.7%	1.5%	1.2%	1.5%	1.2%		<b>-</b>
Establishments (K)		106	108	109	110	112	113	1.4%	
	AGR	3.3%	1.7%	1.4%	1.1%	1.4%	1.2%		<b>-</b>
Annual Payroll (\$B)		142	150	156	161	167	172	4.0%	
	AGR	5.6%	3.9%	3.6%	3.3%	3.5%	3.3%		<b>-</b>
Employees per Business		41	41	41	41	41	41	-0.1%	
	AGR	-0.2%	-0.1%	-0.1%	-0.2%	-0.2%	-0.2%		
Annual Payroll (\$1,000) per Em	ployee	39.5	40.4	41.3	42.2	43.1	44.1	2.2%	
	AGR	2.3%	2.2%	2.2%	2.2%	2.2%	2.2%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		19,875	20,092	20,234	20,479	20,726	20,978	1.1%	
	AGR	1.8%	1.1%	0.7%	1.2%	1.2%	1.2%		
Businesses (K)		708.612	719.854	720.130	723.825	727.396	730.905	0.6%	
	AGR	1.1%	1.6%	0.0%	0.5%	0.5%	0.5%		
Establishments (K)		953	972	981	994	1,008	1,024	1.4%	
	AGR	1.8%	2.0%	0.9%	1.4%	1.4%	1.5%		
Annual Payroll (\$B)		943	982	1,013	1,044	1,081	1,119	3.5%	
	AGR	4.2%	3.2%	3.0%	3.5%	3.5%	3.6%		
Employees per Business		28	28	28	28	28	29	0.5%	
	AGR	0.8%	-0.5%	0.7%	0.7%	0.7%	0.7%		
Annual Payroll (\$1,000) per El	mployee	49.4	50.4	51.6	52.8	54.0	55.2	2.3%	
	AGR	2.3%	2.1%	2.3%	2.3%	2.3%	2.3%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		2,396	2,416	2,445	2,456	2,498	2,527	1.1%	
. , , ,	AGR	3.1%	0.9%	1.2%	0.5%	1.7%	1.2%		
Businesses (K)		131.487	133.196	134.195	134.217	135.896	136.773	0.8%	
	AGR	2.6%	1.3%	0.8%	0.0%	1.3%	0.6%		
Establishments (K)		144	146	148	148	150	151	0.9%	
	AGR	2.7%	1.3%	0.9%	0.2%	1.4%	0.8%		
Annual Payroll (\$B)		83	87	90	93	95	99	3.5%	
	AGR	5.2%	3.1%	3.2%	2.5%	3.7%	3.1%		
Employees per Business		18	18	18	18	18	18	0.3%	
	AGR	0.4%	-0.4%	0.4%	0.4%	0.5%	0.5%		
Annual Payroll (\$1,000) per	Employee	36.4	37.2	37.9	38.7	39.4	40.2	2.0%	
	AGR	2.0%	2.2%	2.0%	2.0%	2.0%	1.9%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
									AGIN
Employees (K)		14,112	14,362	14,594	14,695	14,754	14,831	1.0%	
	AGR	2.8%	1.8%	1.6%	0.7%	0.4%	0.5%		
Businesses (K)		542.331	552.325	558.290	559.246	558.653	558.729	0.6%	
	AGR	2.2%	1.8%	1.1%	0.2%	-0.1%	0.0%		<b></b>
Establishments (K)		726	739	746	747	746	746	0.5%	
	AGR	2.2%	1.7%	1.0%	0.1%	-0.2%	-0.1%		
Annual Payroll (\$B)		269	284	297	310	320	330	4.2%	
	AGR	5.6%	4.6%	4.4%	3.4%	3.1%	3.2%		
Employees per Business		26	26	26	26	26	27	0.4%	
. , .	AGR	0.6%	-0.1%	0.5%	0.5%	0.5%	0.5%		
Annual Payroll (\$1,000) per	Employee	20.1	20.7	21.2	21.8	22.4	23.0	2.7%	
2 (1)	AGR	2.7%	2.8%	2.7%	2.7%	2.7%	2.7%		

	Priv	vate Sector:	Other Serv	ices, Emplo	yees: All Si	ze Classes			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		5,785	5,769	5,774	5,741	5,743	5,766	-0.1%	
	AGR	0.2%	-0.3%	0.1%	-0.6%	0.0%	0.4%	_	
Businesses (K)		727.125	726.572	729.254	727.183	729.528	734.629	0.2%	
	AGR	0.4%	-0.1%	0.4%	-0.3%	0.3%	0.7%	-	
Establishments (K)		800	799	801	798	800	806	0.1%	
	AGR	0.3%	-0.1%	0.3%	-0.4%	0.3%	0.6%	_	
Annual Payroll (\$B)		188	194	198	204	208	214	2.6%	
	AGR	2.8%	2.4%	2.8%	2.1%	2.7%	3.1%		
Employees per Business		8	8	8	8	8	8	-0.3%	
	AGR	-0.3%	-0.2%	-0.3%	-0.3%	-0.3%	-0.3%		
Annual Payroll (\$1,000) per Em	ployee	33.5	34.4	35.3	36.2	37.2	38.2	2.7%	
	AGR	2.7%	2.6%	2.7%	2.7%	2.7%	2.7%		
		∞∫	∆ Daniel Re	search Grou	up © 2019				

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		234	234	234	233	233	232	-0.2%	
	AGR	0.9%	0.2%	-0.1%	-0.4%	-0.2%	-0.3%		
Businesses (K)		0.137	0.136	0.138	0.136	0.138	0.136	-0.1%	
	AGR	1.5%	-0.7%	1.5%	-1.4%	1.5%	-1.4%		
Establishments (K)		7	7	7	7	7	7	1.1%	
	AGR	-1.5%	1.9%	1.0%	0.9%	0.8%	0.7%		_=
Annual Payroll (\$B)		13	14	14	14	15	15	3.0%	
	AGR	3.9%	3.0%	2.8%	2.5%	2.6%	2.5%		<b></b>
Employees per Business		1,707	1,723	1,696	1,715	1,686	1,706	0.0%	
	AGR	-0.6%	0.9%	-1.6%	1.1%	-1.7%	1.1%		
Annual Payroll (\$1,000) per Em	nployee	58.3	60.0	61.7	63.5	65.3	67.2	2.9%	
	AGR	3.0%	2.8%	2.9%	2.9%	2.9%	2.9%		<b>-</b>

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		439	441	452	448	444	450	0.5%	
	AGR	1.2%	0.4%	2.5%	-0.8%	-0.9%	1.4%	_	
Businesses (K)		0.046	0.046	0.048	0.048	0.048	0.048	0.9%	
	AGR	2.2%	0.0%	4.3%	0.0%	0.0%	0.0%	_	
Establishments (K)		3	3	3	3	3	3	-1.2%	
	AGR	1.6%	-1.9%	3.8%	-5.6%	-2.0%	-0.1%	_	
Annual Payroll (\$B)		19	20	21	22	22	22	2.6%	
	AGR	3.4%	2.6%	4.7%	1.3%	1.2%	3.6%	_	
Employees per Business		9,545	9,580	9,409	9,330	9,242	9,372	-0.4%	
	AGR	-1.0%	0.4%	-1.8%	-0.8%	-0.9%	1.4%	_	
Annual Payroll (\$1,000) per Em	nployee	45.7	46.7	47.7	48.7	49.8	50.9	2.2%	
	AGR	2.1%	2.2%	2.2%	2.2%	2.1%	2.1%		

		Public Secto	r: Wholesa	le, Employe	es: All Size	Classes			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		1.280	1.253	1.228	1.204	1.192	1.186	-1.5%	
	AGR	-1.1%	-2.1%	-2.0%	-2.0%	-1.0%	-0.5%		
Businesses (K)		0.012	0.012	0.011	0.011	0.011	0.010	-3.6%	
.,	AGR	0.0%	0.0%	-8.3%	0.0%	0.0%	-9.1%		_
Establishments (K)		0.042	0.042	0.039	0.039	0.039	0.037	-2.5%	
	AGR	0.0%	0.0%	-7.1%	0.0%	0.0%	-5.1%		_
Annual Payroll (\$B)		0.088	0.089	0.089	0.089	0.090	0.091	0.7%	
	AGR	1.2%	0.3%	0.3%	0.3%	1.3%	1.8%		
Employees per Business		107	104	112	109	108	119	2.1%	
	AGR	-1.1%	-2.1%	6.9%	-2.0%	-1.0%	9.4%		
Annual Payroll (\$1,000) per En	nployee	69.4	71.1	72.7	74.4	76.1	77.9	2.3%	
	AGR	2.4%	2.4%	2.3%	2.3%	2.3%	2.3%		
		∞∫	∆ Daniel Re	search Grou	up © 2019				
		Public Se	ctor: Retail,	<b>Employees</b>	: All Size Cla	asses			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		17.210	17.838	18.213	18.448	18.549	18.421	1.4%	
	AGR	5.2%	3.6%	2.1%	1.3%	0.5%	-0.7%		<b></b>
Businesses (K)		0.417	0.434	0.440	0.441	0.441	0.432	0.7%	
	AGR	3.0%	4.1%	1.4%	0.2%	0.0%	-2.0%		
Establishments (K)		1.128	1.140	1.140	1.135	1.103	1.088	-0.7%	
	AGR	2.8%	1.1%	0.0%	-0.4%	-2.8%	-1.4%		
Annual Payroll (\$B)		0.541	0.578	0.611	0.636	0.658	0.675	4.5%	
	AGR	6.9%	5.7%	4.2%	3.4%	2.6%	1.4%		
Employees per Business		41	41	41	42	42	43	0.7%	
	AGR	2.1%	-0.4%	0.7%	1.1%	0.5%	1.4%		
Annual Payroll (\$1,000) per En	nployee	33.6	34.2	34.9	35.6	36.4	37.2	2.0%	
	AGR	1.6%	1.9%	2.0%	2.1%	2.1%	2.1%		
		∞∫	∆ Daniel Re	search Grou	up © 2019				

	Public Sec	tor: Transp	ortation, W	arehousing.	Employees	s: All Size Cl	lasses		
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		957.531	973.865	1,013.042	1,021.714	1,012.410	1,028.840	1.4%	
	AGR	4.3%	1.7%	4.0%	0.9%	-0.9%	1.6%		
Businesses (K)		30.323	30.258	30.799	30.405	29.461	29.851	-0.3%	
	AGR	1.6%	-0.2%	1.8%	-1.3%	-3.1%	1.3%		
Establishments (K)		34.119	34.050	34.784	34.532	33.349	33.156	-0.6%	
	AGR	1.5%	-0.2%	2.2%	-0.7%	-3.4%	-0.6%		
Annual Payroll (\$B)		15.808	17.115	17.993	19.457	20.409	21.066	5.9%	
	AGR	8.3%	5.1%	8.1%	4.9%	3.2%	5.8%		
Employees per Business		32	32	33	34	34	34	1.8%	
	AGR	2.6%	1.9%	2.2%	2.2%	2.3%	0.3%		
Annual Payroll (\$1,000) per Em	ployee	17.9	18.5	19.2	20.0	20.8	21.7	3.9%	
	AGR	3.8%	3.4%	4.0%	4.0%	4.2%	4.1%		
		∞∫	∆ Daniel Re	search Gro	up © 2019				

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		102.167	100.778	102.484	104.636	102.480	103.756	0.3%	
1 7 ( )	AGR	3.6%	-1.4%	1.7%	2.1%	-2.1%	1.2%		
Businesses (K)		0.109	0.107	0.113	0.115	0.116	0.117	1.4%	
	AGR	3.8%	-1.8%	5.6%	1.8%	0.9%	0.9%		=
Establishments (K)		2.186	2.234	2.417	2.489	2.565	2.647	3.9%	
	AGR	2.4%	2.2%	8.2%	3.0%	3.1%	3.2%		
Annual Payroll (\$B)		3.245	3.442	3.455	3.573	3.708	3.688	2.6%	
	AGR	6.1%	0.4%	3.4%	3.8%	-0.5%	2.8%		
Employees per Business		937	942	907	910	883	887	-1.1%	
	AGR	-0.2%	0.5%	-3.7%	0.3%	-2.9%	0.4%		
Annual Payroll (\$1,000) per En	nployee	33.7	34.3	34.9	35.4	36.0	36.5	1.6%	
	AGR	2.4%	1.8%	1.7%	1.6%	1.6%	1.5%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		528.116	528.630	533.847	526.484	525.164	529.946	0.1%	
	AGR	-0.3%	0.1%	1.0%	-1.4%	-0.3%	0.9%	-	
Businesses (K)		0.114	0.115	0.116	0.113	0.112	0.111	-0.5%	
	AGR	-4.2%	0.9%	0.9%	-2.6%	-0.9%	-0.9%		
Establishments (K)		27.010	26.692	26.369	25.990	25.655	25.355	-1.3%	
	AGR	-2.5%	-1.2%	-1.2%	-1.4%	-1.3%	-1.2%		
Annual Payroll (\$B)		17.943	18.408	18.970	19.718	20.012	20.540	2.7%	
	AGR	2.6%	3.1%	3.9%	1.5%	2.6%	3.8%	-	
Employees per Business		4,633	4,597	4,602	4,659	4,689	4,774	0.6%	
	AGR	4.0%	-0.8%	0.1%	1.2%	0.6%	1.8%		
Annual Payroll (\$1,000) per Em	ployee	34.9	35.9	36.9	38.0	39.1	40.2	2.9%	
	AGR	2.9%	3.0%	2.9%	2.9%	2.9%	2.9%		

	ic Sector: Pr					•			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		655.287	655.439	667.902	656.095	653.980	665.926	0.3%	
	AGR	-0.7%	0.0%	1.9%	-1.8%	-0.3%	1.8%	-	
Businesses (K)		0.146	0.147	0.152	0.150	0.153	0.159	1.7%	
	AGR	-4.6%	0.7%	3.4%	-1.3%	2.0%	3.9%		
Establishments (K)		11.361	11.672	12.271	12.016	12.317	12.829	2.5%	
	AGR	-0.5%	2.7%	5.1%	-2.1%	2.5%	4.2%	-	
Annual Payroll (\$B)		19.187	19.173	19.506	20.225	20.214	20.498	1.3%	
	AGR	-0.1%	1.7%	3.7%	-0.1%	1.4%	3.6%	-	
Employees per Business		4,488	4,459	4,394	4,374	4,274	4,188	-1.4%	
	AGR	4.0%	-0.7%	-1.5%	-0.5%	-2.3%	-2.0%		
Annual Payroll (\$1,000) per E	mployee	29.3	29.8	30.3	30.8	31.3	31.9	1.7%	
	AGR	0.7%	1.7%	1.8%	1.7%	1.7%	1.7%	_	
		∞∫	∆ Daniel Re	search Grou	ıp © 2019				

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		3,464.102	3,507.457	3,601.915	3,603.743	3,586.059	3,629.149	0.9%	
	AGR	2.5%	1.3%	2.7%	0.1%	-0.5%	1.2%		
Businesses (K)		0.510	0.518	0.526	0.524	0.514	0.515	0.2%	
	AGR	2.0%	1.6%	1.5%	-0.4%	-1.9%	0.2%		
stablishments (K)		37.052	37.948	39.238	40.028	40.016	40.902	2.0%	
	AGR	4.4%	2.4%	3.4%	2.0%	0.0%	2.2%		
Annual Payroll (\$B)		140.350	147.223	151.850	158.820	161.815	163.966	3.2%	
	AGR	4.9%	3.1%	4.6%	1.9%	1.3%	3.1%		
imployees per Business		6,792	6,771	6,848	6,877	6,977	7,047	0.7%	
	AGR	0.5%	-0.3%	1.1%	0.4%	1.4%	1.0%	-	=_=
Annual Payroll (\$1,000) per Em	ployee	42.5	43.3	44.1	44.9	45.7	46.6	1.8%	
	AGR	2.3%	1.9%	1.8%	1.8%	1.8%	1.8%		<b>-</b>

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		10,421.769	10,377.600	10,309.874	10,222.434	10,133.149	10,048.912	-0.7%	
	AGR	0.3%	-0.4%	-0.7%	-0.8%	-0.9%	-0.8%		
Businesses (K)		0.109	0.105	0.101	0.098	0.094	0.090	-3.8%	
	AGR	-0.9%	-3.7%	-3.8%	-3.0%	-4.1%	-4.3%		
Establishments (K)		3.399	3.013	2.691	2.360	2.083	1.817	#####	
	AGR	-7.7%	-11.4%	-10.7%	-12.3%	-11.7%	-12.8%		
Annual Payroll (\$B)		496.762	511.079	519.915	527.734	534.625	541.479	1.7%	
	AGR	2.9%	1.7%	1.5%	1.3%	1.3%	1.3%		
Employees per Business		95,613	98,834	102,078	104,311	107,799	111,655	3.2%	
	AGR	1.2%	3.4%	3.3%	2.2%	3.3%	3.6%		_===
Annual Payroll (\$1,000) per En	nployee	49.0	50.1	51.2	52.3	53.4	54.6	2.2%	
	AGR	2.6%	2.2%	2.2%	2.2%	2.2%	2.2%		

	Public Sec	tor: Health	Care, Social	Assistance	e, Employee	s: All Size C	lasses		
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		3,128.749	3,324.385	3,483.485	3,591.023	3,669.235	3,707.480	3.5%	
	AGR	8.0%	6.3%	4.8%	3.1%	2.2%	1.0%		
Businesses (K)		1.244	1.319	1.372	1.403	1.423	1.427	2.8%	
	AGR	7.7%	6.0%	4.0%	2.3%	1.4%	0.3%		
Establishments (K)		89.492	99.404	108.657	117.201	124.932	131.805	8.1%	
	AGR	11.3%	11.1%	9.3%	7.9%	6.6%	5.5%		
Annual Payroll (\$B)		141.376	156.754	170.895	183.784	194.426	203.858	7.6%	
	AGR	10.9%	9.0%	7.5%	5.8%	4.9%	3.7%		
Employees per Business		2,515	2,520	2,539	2,560	2,579	2,598	0.7%	
	AGR	0.2%	0.2%	0.7%	0.8%	0.7%	0.8%		
Annual Payroll (\$1,000) per E	mployee	50.1	51.4	52.8	54.1	55.6	57.0	2.6%	
	AGR	2.7%	2.6%	2.6%	2.6%	2.6%	2.6%		<b></b>
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
									AGR
Employees (K)		213.102	210.676	213.355	211.099	210.690	216.000	0.3%	
	AGR	-1.3%	-1.1%	1.3%	-1.1%	-0.2%	2.5%		
Businesses (K)		0.155	0.155	0.156	0.154	0.156	0.161	0.8%	
	AGR	-4.9%	0.0%	0.6%	-1.3%	1.3%	3.2%		
Establishments (K)		2.163	2.200	2.244	2.283	2.310	2.361	1.8%	
	AGR	-1.6%	1.7%	2.0%	1.7%	1.2%	2.2%		
Annual Payroll (\$B)		8.232	8.140	8.228	8.518	8.615	8.787	1.3%	
	AGR	-1.1%	1.1%	3.5%	1.1%	2.0%	4.8%		
Employees per Business		1,375	1,359	1,368	1,371	1,351	1,342	-0.5%	
	AGR	3.8%	-1.1%	0.6%	0.2%	-1.5%	-0.7%		
Annual Payroll (\$1,000) per	Employee	38.2	39.1	39.9	40.8	41.7	42.6	2.2%	
	AGR	0.2%	2.2%	2.2%	2.2%	2.2%	2.2%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	A
Employees (K)		89.045	97.118	101.368	108.227	109.701	106.699	3.7%	
	AGR	15.7%	9.1%	4.4%	6.8%	1.4%	-2.7%		
Businesses (K)		0.089	0.096	0.103	0.113	0.116	0.114	5.1%	
	AGR	20.3%	7.9%	7.3%	9.7%	2.7%	-1.7%		
Establishments (K)		3.572	3.733	3.793	3.939	3.948	3.908	1.8%	
	AGR	4.2%	4.5%	1.6%	3.8%	0.2%	-1.0%		_
Annual Payroll (\$B)		1.300	1.537	1.715	1.851	2.042	2.137	10.5%	
	AGR	18.3%	11.6%	7.9%	10.3%	4.7%	0.4%		
Employees per Business		1,001	1,012	984	958	946	936	-1.3%	
	AGR	-3.8%	1.1%	-2.7%	-2.7%	-1.3%	-1.0%		
Annual Payroll (\$1,000) per E	mployee	17.3	17.7	18.3	18.9	19.5	20.1	3.1%	
	AGR	2.2%	2.3%	3.4%	3.3%	3.3%	3.2%		

	Pui				oyees: All S	ize Classes			
Metric		2018	2019	2020	2021	2022	2023	CAGR	A
Employees (K)		2,283.780	2,148.741	1,995.341	1,943.068	1,938.365	1,913.685	-3.5%	
	AGR	-7.5%	-5.9%	-7.1%	-2.6%	-0.2%	-1.3%		
Businesses (K)		0.531	0.499	0.449	0.425	0.410	0.394	-5.8%	
	AGR	-10.3%	-6.0%	-10.0%	-5.3%	-3.5%	-3.9%		
Establishments (K)		3.189	2.712	2.391	2.190	2.084	1.929	-9.6%	
	AGR	-14.9%	-15.0%	-11.8%	-8.4%	-4.8%	-7.4%		
Annual Payroll (\$B)		126.518	115.750	109.416	102.043	99.773	99.911	-4.6%	
	AGR	-8.5%	-5.5%	-6.7%	-2.2%	0.1%	-0.9%		
Employees per Business		4,301	4,306	4,444	4,572	4,728	4,857	2.5%	
	AGR	3.1%	0.1%	3.2%	2.9%	3.4%	2.7%		
Annual Payroll (\$1,000) per En	nployee	50.7	50.9	51.1	51.3	51.5	51.7	0.4%	
	AGR	-1.1%	0.5%	0.4%	0.4%	0.4%	0.4%		
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
									AGR
Employees (K)		0.168	0.170	0.166	0.162	0.157	0.148	-2.5%	
	AGR	-4.5%	1.2%	-2.4%	-2.4%	-3.1%	-5.7%	-	
Businesses (K)		0.163	0.167	0.169	0.164	0.163	0.153	-1.3%	
.,	AGR	-1.2%	2.5%	1.2%	-3.0%	-0.6%	-6.1%	-	
Establishments (K)		0.163	0.167	0.169	0.164	0.162	0.152	-1.4%	
etablioninionio (iv)	AGR	-1.2%	2.5%	1.2%	-3.0%	-1.2%	-6.2%	-	
Annual Payroll (\$B)		0.008	0.007	0.007	0.007	0.007	0.007	-1.2%	
	AGR	-4.7%	2.1%	-0.9%	-0.7%	-1.7%	-4.1%	-	
Employees per Business		1.03	1.02	0.98	0.99	0.96	0.97	-1.3%	
	AGR	-3.4%	-1.2%	-3.5%	0.6%	-2.5%	0.4%		
Annual Payroll (\$1,000) per Emplo	yee	43.1	43.5	44.2	45.0	45.6	46.4	1.5%	
	AGR	-0.2%	0.9%	1.5%	1.8%	1.4%	1.7%		

		Public S	ector: All In	dustries, En	nployees: 5	to 9			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		1.409	1.446	1.478	1.503	1.518	1.525	1.6%	
	AGR	3.7%	2.6%	2.2%	1.7%	1.0%	0.5%		
Businesses (K)		0.212	0.219	0.222	0.226	0.229	0.230	1.6%	
	AGR	3.4%	3.3%	1.4%	1.8%	1.3%	0.4%		
Establishments (K)		0.213	0.225	0.230	0.235	0.241	0.244	2.8%	
otabilotimente (14)	AGR	2.4%	5.6%	2.2%	2.2%	2.6%	1.2%		_=
Annual Payroll (\$B)		0.044	0.047	0.048	0.051	0.053	0.056	4.8%	
	AGR	6.0%	4.2%	5.1%	4.7%	4.0%	3.8%		
Employees per Business		6.65	6.60	6.66	6.65	6.63	6.63	0.0%	
	AGR	0.3%	-0.7%	0.8%	-0.1%	-0.3%	0.0%		
Annual Payroll (\$1,000) per Em	ployee	33.0	33.5	34.5	35.5	36.6	37.8	2.7%	
2 10 7 7	AGR	2.2%	1.5%	2.8%	3.0%	3.0%	3.3%		
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			ctor: All Ind		•				
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		553.352	562.786	583.791	587.432	580.225	588.016	1.2%	
	AGR	3.5%	1.7%	3.7%	0.6%	-1.2%	1.3%		
Businesses (K)		30.339	30.276	30.814	30.428	29.495	29.892	-0.3%	
	AGR	1.6%	-0.2%	1.8%	-1.3%	-3.1%	1.3%	_	
Establishments (K)		30.726	30.338	30.826	30.440	29.507	29.348	-0.9%	
	AGR	1.2%	-1.3%	1.6%	-1.3%	-3.1%	-0.5%	_	
Annual Payroll (\$B)		0.071	0.072	0.075	0.076	0.078	0.080	2.1%	
	AGR	1.4%	3.0%	2.3%	2.3%	1.8%	1.3%	_	
Employees per Business		18.24	18.59	18.95	19.31	19.67	19.67	1.5%	
	AGR	1.9%	1.9%	1.9%	1.9%	1.9%	0.0%		
Annual Payroll (\$1,000) per En	nployee	0.1	0.1	0.1	0.1	0.1	0.1	0.9%	
	AGR	-2.1%	1.2%	-1.4%	1.6%	3.1%	-0.1%		
		ml m	A Doniel Bo	search Grou	ın @ 2040				

		Public Se	ctor: All Ind	ustries, Em	ployees: 20	to 99			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		16.855	17.112	17.128	17.011	16.824	16.655	-0.2%	
	AGR	-0.5%	1.5%	0.1%	-0.7%	-1.1%	-1.0%		
Businesses (K)		0.370	0.375	0.375	0.372	0.368	0.364	-0.3%	
	AGR	-0.3%	1.4%	0.0%	-0.8%	-1.1%	-1.1%		
Establishments (K)		2.405	2.313	2.134	1.976	1.893	1.752	-6.1%	
	AGR	-12.9%	-3.8%	-7.7%	-7.4%	-4.2%	-7.4%		
Annual Payroll (\$B)		0.567	0.574	0.600	0.625	0.663	0.723	5.0%	
	AGR	1.2%	4.6%	4.1%	6.2%	9.0%	14.3%		
Employees per Business		45.55	45.63	45.67	45.73	45.72	45.76	0.1%	
	AGR	-0.2%	0.2%	0.1%	0.1%	0.0%	0.1%		
Annual Payroll (\$1,000) per Em	ployee	34.0	35.1	36.5	39.0	43.0	49.6	7.8%	
	AGR	1.7%	3.0%	4.0%	6.9%	10.2%	15.5%		
		∞∫	∆ Daniel Re	search Grou	up © 2019				

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		215.433	222.461	225.510	226.544	226.126	224.840	0.9%	
	AGR	2.7%	3.3%	1.4%	0.5%	-0.2%	-0.6%		
Businesses (K)		0.906	0.941	0.958	0.965	0.965	0.961	1.2%	
	AGR	3.5%	3.9%	1.8%	0.7%	0.0%	-0.4%		
Establishments (K)		3.802	3.907	3.963	3.977	3.956	3.921	0.6%	
. ,	AGR	4.7%	2.8%	1.4%	0.4%	-0.5%	-0.9%		
Annual Payroll (\$B)		7.455	7.729	8.101	8.312	8.477	8.598	2.9%	
	AGR	3.7%	4.8%	2.6%	2.0%	1.4%	1.0%	-	
Employees per Business		237.78	236.41	235.40	234.76	234.33	233.96	-0.3%	
	AGR	-0.8%	-0.6%	-0.4%	-0.3%	-0.2%	-0.2%		
Annual Payroll (\$1,000) per Em	ployee	35.9	36.4	36.9	37.4	38.0	38.6	1.5%	
	AGR	0.9%	1.5%	1.2%	1.5%	1.6%	1.6%	_	

		Public Sec	tor: All Indu	stries, Emp	loyees: 500	to 999			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		331.942	342.286	349.523	353.628	355.490	356.275	1.4%	
	AGR	3.5%	3.1%	2.1%	1.2%	0.5%	0.2%	-	
Businesses (K)		0.475	0.489	0.500	0.504	0.506	0.505	1.2%	
	AGR	3.7%	2.9%	2.2%	0.8%	0.4%	-0.2%	- 1	
Establishments (K)		5.655	5.982	6.269	6.527	6.683	6.836	3.9%	
	AGR	8.2%	5.8%	4.8%	4.1%	2.4%	2.3%		<b></b> -
Annual Payroll (\$B)		12.301	12.865	13.494	13.997	14.414	14.780	3.7%	
	AGR	4.6%	4.9%	3.7%	3.0%	2.5%	2.2%	-	
Employees per Business		698.83	699.97	699.05	701.64	702.55	705.50	0.2%	
	AGR	-0.3%	0.2%	-0.1%	0.4%	0.1%	0.4%		
Annual Payroll (\$1,000) per Emp	oloyee	38.8	39.4	40.0	40.8	41.6	42.4	1.8%	
	AGR	1.1%	1.7%	1.6%	1.8%	2.0%	2.0%	_	
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		865.209	876.011	880.714	880.007	876.783	875.393	0.2%	
	AGR	-0.4%	1.2%	0.5%	-0.1%	-0.4%	-0.2%		_=
Businesses (K)		0.521	0.527	0.529	0.526	0.522	0.518	-0.1%	
	AGR	-1.1%	1.2%	0.4%	-0.6%	-0.8%	-0.8%		
Establishments (K)		10.874	11.442	11.948	12.243	12.521	12.771	3.3%	
(.,)	AGR	3.2%	5.2%	4.4%	2.5%	2.3%	2.0%		
Annual Payroll (\$B)		37.708	38.260	39.388	40.283	41.031	41.720	2.0%	
	AGR	1.5%	2.9%	2.3%	1.9%	1.7%	1.9%	=	_==
Employees per Business		1,660.67	1,662.26	1,664.87	1,673.02	1,679.66	1,689.95	0.4%	
	AGR	0.8%	0.1%	0.2%	0.5%	0.4%	0.6%		
Annual Payroll (\$1,000) per Empl	oyee	44.2	45.0	45.7	46.6	47.6	48.6	1.9%	
	AGR	1.8%	1.7%	1.7%	1.9%	2.1%	2.0%		

		<b>Public Secto</b>	or: All Indus	tries, Emplo	yees: 2500	to 4999			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		1,170	1,180	1,185	1,179	1,173	1,173	0.1%	
	AGR	1.5%	0.8%	0.4%	-0.5%	-0.5%	0.0%		<b>=-</b>
Businesses (K)		0.323	0.325	0.329	0.325	0.324	0.321	-0.1%	
	AGR	0.9%	0.6%	1.2%	-1.2%	-0.3%	-0.9%		
Establishments (K)		13.268	13.886	14.705	15.219	15.650	16.119	4.0%	
. ,	AGR	3.2%	4.7%	5.9%	3.5%	2.8%	3.0%		_==
Annual Payroll (\$B)		51.2	52.5	53.9	55.1	55.8	56.6	2.0%	
	AGR	2.6%	2.7%	2.1%	1.3%	1.4%	1.8%		
Employees per Business		3,623	3,630	3,601	3,627	3,622	3,655	0.2%	
	AGR	0.6%	0.2%	-0.8%	0.7%	-0.1%	0.9%		
Annual Payroll (\$1,000) per Em	ployee	44.9	45.7	46.5	47.4	48.3	49.1	1.8%	
	AGR	1.1%	1.8%	1.7%	1.9%	1.9%	1.8%		
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Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		2.082	2.084	2.092	2.091	2.094	2.106		71011
p.oy coo (,	AGR	0.0%	0.1%	0.4%	-0.1%	0.2%	0.6%	-	
Businesses (K)		0.290	0.289	0.291	0.291	0.290	0.291	0.1%	
. ,	AGR	-0.3%	-0.3%	0.7%	0.0%	-0.3%	0.3%	-	
Establishments (K)		18.513	18.935	19.568	19.498	19.522	19.893	1.4%	
	AGR	0.3%	2.3%	3.3%	-0.4%	0.1%	1.9%	_	_==_
Annual Payroll (\$B)		94.8	96.1	97.7	99.7	101.4	103.4	1.8%	
	AGR	1.4%	1.7%	2.0%	1.7%	2.0%	2.3%	-	
Employees per Business		7,180	7,211	7,190	7,185	7,222	7,239	0.2%	
	AGR	0.3%	0.4%	-0.3%	-0.1%	0.5%	0.2%	-	
Annual Payroll (\$1,000) per En	nployee	46.2	46.9	47.6	48.5	49.4	50.3	1.7%	
	AGR	1.4%	1.6%	1.6%	1.8%	1.8%	1.7%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		17,299	17,333	17,392	17,353	17,312	17,309	0.0%	
	AGR	1.0%	0.2%	0.3%	-0.2%	-0.2%	0.0%		
Businesses (K)		0.343	0.339	0.337	0.335	0.331	0.330	-0.8%	
	AGR	0.0%	-1.2%	-0.6%	-0.6%	-1.2%	-0.3%		
Establishments (K)		138.646	147.263	156.021	163.611	169.956	176.535	5.0%	
	AGR	6.3%	6.2%	5.9%	4.9%	3.9%	3.9%		
Annual Payroll (\$B)		799.7	824.8	843.9	864.3	881.1	897.9	2.3%	
	AGR	3.1%	2.3%	2.4%	1.9%	1.9%	2.1%		
Employees per Business		50,433	51,129	51,609	51,801	52,303	52,453	0.8%	
	AGR	1.0%	1.4%	0.9%	0.4%	1.0%	0.3%		
Annual Payroll (\$1,000) per Em	ployee	47.7	48.7	49.7	50.8	51.9	52.9	2.1%	
	AGR	2.2%	2.1%	2.1%	2.2%	2.2%	2.1%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		6,422	6,506	6,500	6,460	6,419	6,381	-0.1%	
	AGR	0.8%	1.3%	-0.1%	-0.6%	-0.6%	-0.6%		
Businesses (K)		3,987	4,056	4,067	4,058	4,047	4,039	0.3%	
	AGR	1.2%	1.7%	0.3%	-0.2%	-0.3%	-0.2%	-	
Establishments (K)		4,010	4,076	4,085	4,073	4,059	4,048	0.2%	
etablioninionio (iv)	AGR	1.1%	1.7%	0.2%	-0.3%	-0.3%	-0.3%		
Annual Payroll (\$B)		293	303	313	320	325	330	2.4%	
	AGR	3.1%	3.6%	2.1%	1.6%	1.6%	1.6%		
Employees per Business		1.61	1.60	1.60	1.59	1.59	1.58	-0.4%	
	AGR	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%		
Annual Payroll (\$1,000) per Em	ployee	47.1	48.2	49.2	50.3	51.5	52.6	2.2%	
	AGR	2.2%	2.3%	2.2%	2.3%	2.2%	2.2%		

		Private S	Sector: All In	dustries, Ei	mployees: 5	to 9			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		7,211	7,307	7,292	7,238	7,182	7,134	-0.2%	
	AGR	0.7%	1.3%	-0.2%	-0.7%	-0.8%	-0.7%		
Businesses (K)		1,093	1,107	1,104	1,096	1,087	1,080	-0.2%	
	AGR	0.7%	1.3%	-0.2%	-0.8%	-0.8%	-0.7%		
Establishments (K)		1,106	1,120	1,117	1,108	1,099	1,092	-0.3%	
	AGR	0.7%	1.3%	-0.2%	-0.8%	-0.8%	-0.7%		
Annual Payroll (\$B)		273	281	291	296	300	304	2.2%	
	AGR	2.8%	3.6%	1.8%	1.3%	1.3%	1.4%		<b></b>
Employees per Business		6.60	6.60	6.60	6.60	6.60	6.61	0.0%	
	AGR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Annual Payroll (\$1,000) per Em	nployee	38.9	39.8	40.6	41.4	42.3	43.1	2.1%	
	AGR	2.1%	2.2%	2.0%	2.1%	2.0%	2.1%		
		∞∫	∆ Daniel Re	search Grou	up © 2019				

		Private Se	ector: All Inc	lustries, Em	ployees: 10	to 19			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		8,972	9,100	9,093	9,033	8,966	8,917	-0.1%	
	AGR	0.9%	1.4%	-0.1%	-0.7%	-0.7%	-0.5%		
Businesses (K)		667	677	676	671	666	662	-0.1%	
	AGR	0.9%	1.4%	-0.1%	-0.7%	-0.8%	-0.6%		
Establishments (K)		698	707	706	701	696	691	-0.2%	
• •	AGR	0.8%	1.4%	-0.2%	-0.7%	-0.8%	-0.6%		
Annual Payroll (\$B)		357	367	381	388	393	398	2.2%	
	AGR	2.9%	3.8%	1.9%	1.4%	1.2%	1.5%		
Employees per Business		13.45	13.45	13.45	13.46	13.46	13.46	0.0%	
	AGR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Annual Payroll (\$1,000) per Em	nployee	40.9	41.8	42.7	43.5	44.4	45.3	2.1%	
2 11 7	AGR	2.0%	2.3%	2.0%	2.0%	2.0%	2.0%		_ <b></b>
		∞∫	∆ Daniel Re	search Gro	up © 2019				

		Private Se	ector: All Inc	lustries, Em	ployees: 20	to 99			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		22,232	22,556	22,635	22,578	22,497	22,486	0.2%	
	AGR	1.4%	1.5%	0.4%	-0.3%	-0.4%	-0.1%		
Businesses (K)		569	577	579	578	576	576	0.2%	
	AGR	1.4%	1.5%	0.4%	-0.2%	-0.3%	0.0%		
Establishments (K)		737	746	746	743	739	737	0.0%	
(-)	AGR	1.1%	1.2%	0.1%	-0.5%	-0.5%	-0.3%		
Annual Payroll (\$B)		958	991	1,029	1,054	1,073	1,090	2.6%	
	AGR	3.4%	3.8%	2.4%	1.8%	1.7%	2.0%		
Employees per Business		39.10	39.10	39.09	39.08	39.08	39.07	0.0%	
	AGR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Annual Payroll (\$1,000) per Emp	oloyee	44.6	45.6	46.6	47.5	48.5	49.5	2.1%	
	AGR	2.0%	2.4%	2.0%	2.0%	2.0%	2.1%		_ =
		∞∫	∆ Daniel Re	search Grou	ıp © 2019				

		Private Sec	tor: All Indu	stries, Emp	loyees: 100	to 499			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		18,381	18,623	18,688	18,656	18,605	18,628	0.3%	
	AGR	1.3%	1.3%	0.3%	-0.2%	-0.3%	0.1%		
Businesses (K)		94	95	95	95	95	95	0.2%	
	AGR	1.2%	1.2%	0.2%	-0.3%	-0.4%	0.0%		
Establishments (K)		378	382	383	382	382	382	0.2%	
	AGR	1.2%	1.0%	0.3%	-0.1%	-0.1%	0.1%		<b></b>
Annual Payroll (\$B)		904	940	976	1,005	1,029	1,053	3.1%	
	AGR	4.0%	3.9%	3.0%	2.4%	2.3%	2.8%		
Employees per Business		195.41	195.57	195.75	196.04	196.33	196.50	0.1%	
	AGR	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%		
Annual Payroll (\$1,000) per Em	ployee	51.1	52.4	53.8	55.2	56.6	58.1	2.6%	
	AGR	2.6%	2.5%	2.6%	2.5%	2.6%	2.7%		
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				•	loyees: 500				
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		6,746	6,832	6,896	6,923	6,943	7,002	0.7%	
	AGR	1.9%	1.3%	0.9%	0.4%	0.3%	0.8%	- 1	
Businesses (K)		10	10	10	10	10	10	0.4%	
	AGR	1.5%	0.9%	0.6%	0.1%	0.0%	0.6%	- 1	
Establishments (K)		136	138	140	141	143	145	1.3%	
(.,	AGR	2.3%	1.3%	1.4%	1.0%	1.1%	1.4%		<b></b>
Annual Payroll (\$B)		354	370	384	398	410	422	3.6%	
	AGR	4.6%	3.9%	3.6%	3.0%	3.0%	3.7%		
Employees per Business		696.25	699.17	701.43	703.58	705.43	707.23	0.3%	
	AGR	0.4%	0.4%	0.3%	0.3%	0.3%	0.3%	- 1	
Annual Payroll (\$1,000) per Er	mployee	54.9	56.3	57.8	59.2	60.8	62.5	2.7%	
	AGR	2.6%	2.6%	2.7%	2.6%	2.7%	2.8%		

Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
		8.897	9.010	9.099	9.143	9,177	9,261	0.8%	AGIN
Employees (K)								0.6%	
	AGR	1.9%	1.3%	1.0%	0.5%	0.4%	0.9%		
Businesses (K)		6	6	6	6	6	6	0.6%	
. ,	AGR	1.7%	1.0%	0.8%	0.3%	0.2%	0.8%		
Establishments (K)		164	165	168	169	171	173	1.1%	
(-,	AGR	2.1%	0.9%	1.3%	0.8%	0.9%	1.3%		
Annual Payroll (\$B)		491	514	533	552	568	586	3.6%	
	AGR	4.5%	3.7%	3.6%	3.0%	3.0%	3.7%		
Employees per Business		1,539.79	1,543.41	1,545.93	1,548.39	1,550.63	1,552.25	0.2%	
	AGR	0.2%	0.2%	0.2%	0.2%	0.1%	0.1%		<b>=</b> -
Annual Payroll (\$1,000) per Em	ployee	57.7	59.1	60.6	62.2	63.8	65.6	2.6%	
	AGR	2.6%	2.4%	2.6%	2.5%	2.6%	2.8%		

	T I	Private Sect	or: All Indus	stries, Empl	oyees: 2500	to 4999			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		7,160	7,247	7,330	7,371	7,404	7,476	0.9%	
	AGR	2.1%	1.2%	1.1%	0.6%	0.4%	1.0%		I <b></b>
Businesses (K)		2.027	2.051	2.076	2.091	2.107	2.122	0.9%	
	AGR	2.0%	1.2%	1.2%	0.7%	0.8%	0.7%		I <b></b>
Establishments (K)		146	149	153	156	159	162	2.1%	
	AGR	3.0%	1.8%	2.3%	2.0%	2.2%	2.2%		_ <b>-</b>
Annual Payroll (\$B)		424	444	462	480	495	510	3.8%	
	AGR	4.7%	4.1%	3.8%	3.1%	3.1%	3.8%		<b> </b>
Employees per Business		3,532.37	3,533.63	3,530.70	3,525.18	3,514.08	3,523.08	-0.1%	
	AGR	0.0%	0.0%	-0.1%	-0.2%	-0.3%	0.3%	_	
Annual Payroll (\$1,000) per Em	ployee	62.0	63.8	65.5	67.1	68.9	70.8	2.7%	
	AGR	2.6%	2.9%	2.6%	2.6%	2.6%	2.8%	_	
		∞]	∆ Daniel Re	search Gro	up © 2019				

	F	Private Sect	or: All Indus	tries, Empl	oyees: 5000	to 9999			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		7,110	7,197	7,279	7,324	7,365	7,462	1.0%	
	AGR	2.0%	1.2%	1.1%	0.6%	0.6%	1.3%		
Businesses (K)		1.011	1.024	1.035	1.037	1.040	1.051	0.8%	
	AGR	1.7%	1.3%	1.1%	0.2%	0.3%	1.1%		
Establishments (K)		135	136	138	139	140	142	1.0%	
.,	AGR	1.9%	1.3%	1.3%	0.4%	0.7%	1.3%		
Annual Payroll (\$B)		440	462	481	500	517	535	4.0%	
	AGR	5.0%	4.1%	4.0%	3.4%	3.4%	4.2%		
Employees per Business		7,032.17	7,028.30	7,032.76	7,062.36	7,081.58	7,099.52	0.2%	
	AGR	0.3%	-0.1%	0.1%	0.4%	0.3%	0.3%		
Annual Payroll (\$1,000) per Empl	oyee	65.0	66.8	68.7	70.6	72.6	74.7	2.8%	
	AGR	2.9%	2.8%	2.8%	2.8%	2.8%	2.9%		
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	Р	rivate Secto	r: All Indust	ries, Emplo	yees: 10000	or more			
Metric		2018	2019	2020	2021	2022	2023	CAGR	AGR
Employees (K)		35,638	35,979	36,376	36,628	36,858	37,113	0.8%	
	AGR	2.0%	1.0%	1.1%	0.7%	0.6%	0.7%	-	<b></b>
Businesses (K)		1.012	1.027	1.039	1.049	1.058	1.066	1.0%	
	AGR	1.8%	1.5%	1.2%	1.0%	0.9%	0.8%	-	<b></b>
Establishments (K)		749	760	773	783	795	806	1.5%	
.,	AGR	2.3%	1.4%	1.6%	1.3%	1.5%	1.4%	-	<b>-</b>
Annual Payroll (\$B)		2,005	2,095	2,169	2,246	2,317	2,389	3.6%	
	AGR	4.5%	3.6%	3.5%	3.2%	3.1%	3.3%		<b></b>
Employees per Business		35,216	35,033	35,010	34,917	34,837	34,815	-0.2%	
	AGR	0.2%	-0.5%	-0.1%	-0.3%	-0.2%	-0.1%		
Annual Payroll (\$1,000) per Em	ployee	58.8	60.3	61.7	63.2	64.8	66.5	2.5%	
	AGR	2.4%	2.6%	2.4%	2.5%	2.5%	2.6%	_	
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Employees	20	18	201	9	202	3
ICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	2.0%	3.9%		2.5%	2.0%	0.7
21 Mining	0.5%	3.5%	0.6%	10.5%	0.6%	3.3
22 Utilities	0.4%		0.4%	-0.1%	0.4%	-0.3
23 Construction	5.6%	4.5%	5.8%	4.7%	5.9%	1.4
31 Manufacturing	9.7%	-0.1%	9.6%	0.8%	9.0%	-0.8
42 Wholesale	4.6%	0.9%	4.6%	1.1%	4.5%	0.0
44 Retail	12.4%	0.7%	12.3%	0.3%	12.0%	-0.2
48 Transportation, Warehousing	4.1%	3.4%	4.2%	3.2%	4.2%	0.8
51 Information	2.2%	0.4%				-0.8
52 Finance, Insurance	4.9%	0.7%	4.8%		4.8%	-0.
53 Real Estate, Rental, Leasing	1.7%	-0.1%		0.0%		-0.
54 Professional, Scientific, Technical Services	7.1%	0.9%	7.0%	1.1%	7.2%	0.8
55 Management of Companies, Enterprises	1.8%	3.5%		2.3%		0.
56 Administrative Support, Waste Management, Remediation Services	7.2%	1.0%	7.2%	1.2%	7.2%	0.
61 Education	2.9%	3.3%		1.7%	3.1%	1.
62 Health Care, Social Assistance	15.4%	1.8%	15.4%	1.1%	15.9%	1.
71 Arts, Entertainment, Recreation	1.9%	3.1%		0.9%		1.
72 Accommodation, Food Services	11.0%	2.8%	11.0%	1.8%	11.2%	1.
81 Other Services	4.5% 100.0%	0.2%	4.4%	-0.3%	4.4% 100.0%	-0. 0.
Total Businesses	100.0%	1.6%	100.0%	1.2%	100.0%	
11 Forestry, Fishing, Hunting, Agriculture	5.0%	0.7%	5.0%	2.7%	4.5%	-2.
21 Mining	0.3%	1.3%	0.3%	10.4%	0.3%	1.
22 Utilities	0.1%		0.1%	-0.1%	0.1%	-1.
23 Construction	12.3%	4.2%	12.7%	4.8%	13.0%	1.
31 Manufacturing	4.1%		4.1%	0.9%	3.9%	-1.
42 Wholesale	4.5%	-0.2%	4.5%	1.3%	4.3%	-0.
44 Retail	9.9%		9.8%	0.3%	9.3%	-1
48 Transportation, Warehousing	3.2%	3.2%	3.2%	3.6%	3.3%	0.
51 Information	0.9%	0.5%				<b>■</b> -0.
52 Finance, Insurance	3.8%	0.7%	3.7%	-0.7%	3.7%	-0.
53 Real Estate, Rental, Leasing	4.9%	0.7%	4.8%	0.6%	5.0%	0.
54 Professional, Scientific, Technical Services	12.6%	0.3%	12.5%	1.4%	12.7%	0.
55 Management of Companies, Enterprises	0.1%	0.6%	0.1%	1.7%	0.1%	-1.
56 Administrative Support, Waste Management, Remediation Service	4.1%	-0.3%	4.1%	1.4%	4.0%	-0.
61 Education	1.4%	3.5%	1.4%	1.7%		1.
62 Health Care, Social Assistance	11.0%	1.1%	11.0%	1.6%	11.3%	0.
71 Arts, Entertainment, Recreation	2.0%	2.6%	2.0%	1.3%	2.1%	0.
72 Accommodation, Food Services	8.4%	2.2%	8.5%	1.8%	8.6%	0
81 Other Services	11.3%	0.4%	11.1%	-0.1%	11.4%	0.
Total	100.0%	1.1%	100.0%	1.6%	100.0%	0.

Employees	2018	an 5 Emp	2019		2023	
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	5.1%	0.5%	5.2%	2.5%	4.6%	-2.2
21 Mining	0.3%	1.2%	0.3%	10.5%	0.3%	1.3
22 Utilities	0.1%	-1.4%	0.1%	-0.1%	0.1%	.8
23 Construction	13.0%	4.2%	13.4%	4.7%	13.8%	1.2
31 Manufacturing	3.1%	-0.4%	3.1%	0.8%	3.0%	
42 Wholesale	4.4%	-0.4%	4.3%	1.1%	4.2%	
44 Retail	11.2%	-0.4%	11.0%	0.3%	10.7%	-1.
48 Transportation, Warehousing	3.0%	2.8%	3.0%	3.2%	3.1%	q.
51 Information	0.8%	0.3%	0.8%	-1.1%	0.8%	-0.
52 Finance, Insurance	4.8%	0.8%	4.7%	-0.7%	4.8%	ø.
53 Real Estate, Rental, Leasing	5.4%	0.2%	5.3%	0.0%	5.5%	d.
54 Professional, Scientific, Technical Services	13.5%	0.1%	13.5%	1.1%	13.6%	d.
55 Management of Companies, Enterprises	0.0%	-1.9%	0.0%	2.3%	0.0%	-3.
56 Administrative Support, Waste Management, Remediation Services	4.0%	-0.4%	4.0%	1.2%	3.9%	<u>=0</u> .
61 Education	1.1%	3.4%		1.7%	1.2%	1.
62 Health Care, Social Assistance	10.0%	0.5%	10.0%	1.1%	10.1%	d.
71 Arts, Entertainment, Recreation	1.6%	2.3%	1.6%	0.9%	1.7%	d.
72 Accommodation, Food Services	5.2%	0.9%	5.3%	1.8%	5.2%	<u>-0</u> .
81 Other Services	13.4%	0.3%	13.2%	-0.3%	13.6%	O.
Total	100.0%	0.8%	100.0%	1.3%	100.0%	-∳.
Businesses	2018		2019		2023	
11 Forestry, Fishing, Hunting, Agriculture	5.6%	0.8%	5.6%	2.8%	5.0%	-1.
21 Mining	0.3%	1.0%	0.3%	10.3%	0.3%	1.
22 Utilities	0.1%	-1.3%	0.1%	0.0%	0.1%	-1.
23 Construction	13.3%	4.3%	13.7%	4.8%	14.0%	1.
31 Manufacturing	2.7%	-0.3%	2.7%	1.0%	2.6%	-1.
42 Wholesale	4.2%	-0.1%	4.2%	1.5%	4.0%	-0.
44 Retail	9.7%	-0.4%	9.6%	0.3%	9.1%	-1.
48 Transportation, Warehousing	3.4%	3.3%	3.4%	3.8%	3.5%	0
51 Information	0.9%	0.9%	0.9%	-0.5%	0.9%	0.
52 Finance, Insurance	4.4%	0.8%	4.3%	-0.7%	4.4%	0.
53 Real Estate, Rental, Leasing	6.3%	1.0%	6.2%	0.7%	6.5%	1.
54 Professional, Scientific, Technical Services	15.0%	0.5%	15.0%	1.5%	15.3%	0.
55 Management of Companies, Enterprises	0.0%	-0.3%	0.1%	4.1%	0.0%	-1.
56 Administrative Support, Waste Management, Remediation Services	4.3%	-0.2%	4.3%	1.4%	4.2%	-0.
61 Education	1.2%	3.6%		1.8%		1.
62 Health Care, Social Assistance	9.5%	1.5%	9.5%	2.1%	9.8%	1.
71 Arts, Entertainment, Recreation	2.1%	3.0%		1.5%		1.
72 Accommodation, Food Services	5.2%	1.0%	5.2%	1.9%	5.0%	-0.
81 Other Services	11.8%	0.6%	11.6% 100.0%	0.0% 1.7%	11.9% <b>100.0%</b>	0. 0.
Total	100.0%	1.2%				

Sector: Private, 9 Employees	2018		2019	)	2023	
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	4.7%	0.2%	4.7%	2.5%	4.2%	-2.4
21 Mining	0.3%	1.3%	0.3%	10.5%	0.3%	1.4
22 Utilities	0.1%	-0.8%	0.1%	-0.1%	0.1%	-1.4
23 Construction	11.5%	4.1%	11.9%	4.7%	12.3%	1.1
31 Manufacturing	4.5%	-0.5%	4.5%	0.8%	4.3%	-1.2
42 Wholesale	4.5%	-0.5%	4.5%	1.1%	4.3%	-1.1
44 Retail	12.0%	-0.5%	11.9%	0.3%	11.5%	-1.2
48 Transportation, Warehousing	2.6%	2.9%	2.7%	3.2%	2.7%	0.5
51 Information	0.8%	0.0%	0.8%	-1.1%	0.8%	-0.8
52 Finance, Insurance	3.2%	0.9%	3.1%	-0.7%	3.2%	0.1
53 Real Estate, Rental, Leasing	3.0%	-0.4%	2.9%	0.0%	2.9%	-0.3
54 Professional, Scientific, Technical Services	9.4%	-0.3%	9.3%	1.1%	9.4%	-0.2
55 Management of Companies, Enterprises	0.0%	1.5%	0.0%	2.3%	0.0%	-0.
56 Administrative Support, Waste Management, Remediation Services	3.6%	-0.5%	3.6%	1.2%	3.5%	-0.7
61 Education	1.4%	4.0%	1.4%	1.7%	1.6%	1.8
62 Health Care, Social Assistance	14.0%	0.2%	13.9%	1.1%	14.0%	-0.:
71 Arts, Entertainment, Recreation	1.5%	1.8%	1.5%	0.8%	1.6%	0.
72 Accommodation, Food Services	9.9%	2.1%	10.0%	1.8%	10.3%	0.
81 Other Services	13.1%	0.2%	12.9%	-0.3%	13.2%	0.0
Total	100.0%	0.7%	100.0%	1.3%	100.0%	-0.2
Businesses	2018	_	2019		2023	
11 Forestry, Fishing, Hunting, Agriculture	4.7%	0.4%	4.8%	2.6%	4.3%	-2.2
21 Mining	0.3%	1.2%	0.3%	10.5%	0.3%	1.4
22 Utilities	0.1%	-1.1%	0.1%	-0.2%	0.1%	-1.
23 Construction	11.5%	4.0%	11.9%	4.7%	12.3%	1.
31 Manufacturing	4.5%	-0.5%	4.5%	0.8%	4.3%	-1.
42 Wholesale	4.5%	-0.5%	4.4%	1.1%	4.3%	-1.
44 Retail	12.0%	-0.6%	11.9%	0.3%	11.4%	-1.
48 Transportation, Warehousing	2.6%	2.9%		3.2%	2.7%	0.
51 Information	0.8%	-0.1%		-1.2%	0.8%	-0.
52 Finance, Insurance	3.3%	0.9%	3.2%	-0.7%	3.3%	0.
53 Real Estate, Rental, Leasing	3.0%	-0.4%	3.0%	0.0%	3.0%	-0.
54 Professional, Scientific, Technical Services	9.4%	-0.3%	9.4%	1.0%	9.4%	-0.:
55 Management of Companies, Enterprises	0.0%	1.5%	0.0%	2.3%	0.0%	-0.
56 Administrative Support, Waste Management, Remediation Services	3.6%	-0.5%	3.6%	1.2%	3.5%	-0.
61 Education	1.4%	3.9%	1.4%	1.6%		1.
62 Health Care, Social Assistance	13.8%	0.1%	13.8%	1.0%	13.8%	-0.
71 Arts, Entertainment, Recreation	1.5%	1.8%		0.9%		0.
72 Accommodation, Food Services	9.7%	2.0%	9.8%	1.7%	10.0%	0.
	13.2%	0.2%	13.0%	-0.3%	13.3%	0.0
81 Other Services Total	100.0%	0.7%	100.0%	1.3%	100.0%	-0.2

Employees	2018		2019		2023	
ICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	3.7%	0.0%	3.7%	2.5%	3.2%	2.6
21 Mining	0.3%	0.6%	0.4%	10.5%	0.3%	0.8
22 Utilities	0.1%	0.5%	0.1%	-0.1%	0.1%	0.2
23 Construction	10.8%	3.9%	11.2%	4.7%	11.4%	0.9
31 Manufacturing	6.2%	-0.5%	6.1%	0.8%	5.8%	1.1
42 Wholesale	5.1%	-0.4%	5.1%	1.1%	4.9%	1.
44 Retail	10.1%	-1.0%	10.0%	0.3%	9.4%	1.
48 Transportation, Warehousing	2.8%	2.6%	2.9%	3.2%	2.9%	0.
51 Information	0.9%	-0.6%		-1.1%	0.8%	1.
52 Finance, Insurance	2.0%	-0.7%		-0.7%	1.9%	1.
53 Real Estate, Rental, Leasing	2.2%	-0.7%		0.0%		<b>=</b> 0
54 Professional, Scientific, Technical Services	8.5%	-0.3%	8.5%	1.1%	8.5%	0.
55 Management of Companies, Enterprises	0.1%	1.2%	0.1%	2.3%	0.1%	0.
56 Administrative Support, Waste Management, Remediation Services	3.6%	-0.7%	3.6%	1.2%	3.5%	0
61 Education	1.8%	3.5%	1.8%	1.7%	2.0%	1
62 Health Care, Social Assistance	13.5%	0.7%	13.5%	1.1%	13.7%	b
71 Arts, Entertainment, Recreation	2.0%	2.1%	1.9%	0.9%	2.0%	0
72 Accommodation, Food Services	16.5%	3.1%	16.6%	1.8%	17.7%	1
81 Other Services	9.9%	-0.3%	9.7%	-0.3%	9.8%	<b>6</b> 0
Total	100.0%	0.9%	100.0%	1.4%	100.0%	0
Businesses	2018	,	2019		2023	
11 Forestry, Fishing, Hunting, Agriculture	3.8%	0.1%	3.8%	2.6%		-2
21 Mining	0.3%	0.7%	0.4%	10.6%	0.3%	0
22 Utilities	0.1%	0.5%	0.1%	-0.4%	0.1%	<b>-</b> C
23 Construction	10.8%	3.9%	11.1%	4.7%	11.4%	C
31 Manufacturing	6.1%	-0.5%	6.1%	0.8%	5.8%	-1
42 Wholesale	5.1%	-0.4%	5.1%	1.1%	4.9%	1
44 Retail	10.2%	-1.0%	10.1%	0.3%	9.5%	-1
48 Transportation, Warehousing	2.8%	2.7%		3.2%		C
51 Information	0.9%	-0.5%		-1.0%		-1
52 Finance, Insurance	2.0%	-0.7%		-0.7%		-1
53 Real Estate, Rental, Leasing	2.2%	-0.8%		0.0%		<b>-</b> 0
54 Professional, Scientific, Technical Services	8.5%	-0.4%	8.5%	1.0%	8.5%	0
55 Management of Companies, Enterprises	0.1%	2.7%	0.1%	3.7%	0.1%	0
56 Administrative Support, Waste Management, Remediation Services		-0.7%	3.6%	1.2%	3.5%	-0
61 Education	1.8%	3.6%	1.8%	1.7%		1
62 Health Care, Social Assistance	13.6%	0.6%	13.5%	1.0%	13.7%	0
71 Arts, Entertainment, Recreation	1.9%	2.2%		0.9%		0
72 Accommodation, Food Services	16.1%	3.1%	16.2%	1.8%	17.3%	1
81 Other Services	10.0%	-0.3%	9.8%	-0.3%	9.9%	<b>-</b> 0
Total	100.0%	0.9%	100.0%	1.4%	100.0%	-0

Employees	2018		2019	)	2023	3
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	2.9%	1.9%	2.9%	2.5%	2.7%	-1.1
21 Mining	0.4%	2.3%	0.5%	10.5%	0.5%	2.1
22 Utilities	0.2%	0.4%	0.2%	-0.1%	0.2%	-0.3
23 Construction	9.5%	4.2%	9.8%	4.7%	10.0%	1.2
31 Manufacturing	9.3%	-0.4%	9.3%	0.8%	8.7%	-1.1
42 Wholesale	5.5%	-0.1%	5.5%	1.1%	5.2%	-0.8
44 Retail	7.9%	-1.0%	7.9%	0.3%	7.3%	-1.8
48 Transportation, Warehousing	2.9%	2.7%		3.2%		0.4
51 Information	1.1%	-0.3%		-1.1%		-1.0
52 Finance, Insurance	2.4%	-0.4%		-0.7%		-1.0
53 Real Estate, Rental, Leasing	1.8%	-0.1%		0.0%		0.
54 Professional, Scientific, Technical Services	7.2%	0.3%	7.1%	1.1%	7.2%	0.:
55 Management of Companies, Enterprises	0.2%	2.3%	0.2%	2.3%	0.2%	0.
56 Administrative Support, Waste Management, Remediation Services		-0.6%	4.1%	1.2%	3.9%	-0.
61 Education	2.9%	2.8%		1.7%		0.
62 Health Care, Social Assistance	13.0%	1.4%	12.9%	1.1%	13.3%	0.
71 Arts, Entertainment, Recreation	2.5%	1.9%	2.5%	0.9%		0.
72 Accommodation, Food Services	19.1%	3.5%	19.1%	1.8%	20.4%	1.
81 Other Services	7.0%	0.1%	6.9%	-0.3%	6.9%	-0.
Total	100.0%	1.4%	100.0%	1.5%	100.0%	0.
Businesses 11 Forestry, Fishing, Hunting, Agriculture	<b>2018</b> 3.1%	1.5%	2019 3.1%	2.1%	2023	3 1.
21 Mining	0.5%	2.4%	0.5%	10.7%	0.5%	2.
22 Utilities	0.1%	0.5%	0.1%	0.1%	0.1%	0.
23 Construction	9.6%	4.3%	9.9%	4.7%	10.1%	1.
31 Manufacturing	8.8%	-0.3%	8.8%	0.9%	8.3%	1.
42 Wholesale	5.6%	-0.3% -0.1%	5.6%	1.1%	5.3%	0.
44 Retail	8.0%	-1.1%	7.9%	0.2%	7.3%	1.
48 Transportation, Warehousing	3.0%	2.8%		3.3%		0
51 Information	1.1%	-0.4%				1.
52 Finance, Insurance	2.2%	-0.5%		-0.8%		<b>1</b>
53 Real Estate, Rental, Leasing	1.9%	-0.3%		-0.2%		0.
54 Professional, Scientific, Technical Services	7.2%	0.2%	7.2%	1.0%		0.
55 Management of Companies, Enterprises	0.2%	-1.6%	0.2%	-1.6%	0.2%	3.
56 Administrative Support, Waste Management, Remediation Services		-0.5%	4.0%	1.4%	3.8%	0.
61 Education	2.7%	2.8%		1.7%	2.8%	0.
62 Health Care, Social Assistance	12.4%	1.3%	12.4%	1.1%	12.7%	0.
71 Arts, Entertainment, Recreation	2.4%	2.0%		0.9%		O.
72 Accommodation, Food Services	19.7%	3.7%	19.8%	1.9%	21.2%	1.
81 Other Services	7.4%	0.2%	7.3%	-0.2%	7.3%	0.
		70	100.0%	1.5%	100.0%	0.

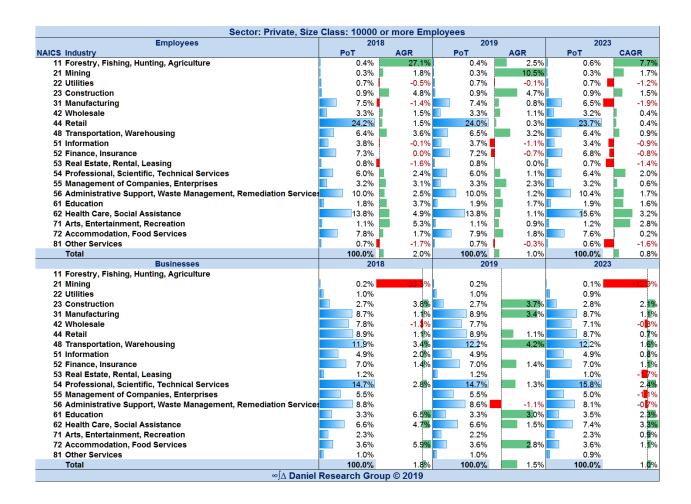
Sector: Private, Siz	e Class: 100 t	o 499 Empl	oyees			
Employees				9	2023	
NAICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	2.2%	0.9%		2.5%		-2.0%
21 Mining	0.6%	3.9%	0.6%	10.5%	0.7%	3.4%
22 Utilities	0.3%	1.1%	0.3%	-0.1%	0.3%	0.3%
23 Construction	6.5%	4.4%	6.7%	4.7%	6.8%	1.3%
31 Manufacturing	12.9%	0.2%	12.8%	0.8%	12.3%	-0.6%
42 Wholesale	6.0%	1.4%	5.9%	1.1%	6.0%	0.4%
44 Retail	6.6%	0.2%	6.5%	0.3%	6.3%	-0.6%
48 Transportation, Warehousing	3.3%	3.1%		3.2%		0.7%
51 Information	1.7%	1.7%		-1.1%		0.6%
52 Finance, Insurance	3.9%	0.9%	3.8%	-0.7%	3.9%	0.0%
53 Real Estate, Rental, Leasing	1.8%	0.3%	1.8%	0.0%	1.8%	0.2%
54 Professional, Scientific, Technical Services	7.0%	1.1%	7.0%	1.1%	7.2%	0.9%
55 Management of Companies, Enterprises	1.2%	3.7%	1.3%	2.3%		1.0%
56 Administrative Support, Waste Management, Remediation Services	6.3%	-0.8%	6.3%	1.2%	6.0%	-0.9%
61 Education	3.7%	3.1%	3.7%	1.7%	3.8%	1.1%
62 Health Care, Social Assistance	19.4%	1.2%	19.3%	1.1%	19.7%	0.6%
71 Arts, Entertainment, Recreation	2.8%	2.7%	2.8%	0.9%	2.8%	0.7%
72 Accommodation, Food Services	10.0%	2.2%	10.1%	1.8%	10.2%	0.5%
81 Other Services	3.8%	0.5%	3.8%	-0.3%	3.8%	0.2%
Total	100.0%	1.3%	100.0%	1.3%	100.0%	0.3%
Businesses	2018	3	201	9	2023	
11 Forestry, Fishing, Hunting, Agriculture	2.9%	0.8%	2.9%	2.5%	2.6%	-1.9%
21 Mining	0.7%	4.2%	0.8%	11.0%	0.8%	3.9%
22 Utilities	0.3%	1.2%	0.3%		0.3%	0.4%
23 Construction	6.4%	4.5%	6.6%	4.8%	6.8%	1.4%
31 Manufacturing	12.4%	0.3%	12.4%	0.9%	12.0%	-0.5%
42 Wholesale	7.2%	0.9%	7.1%	0.7%	7.1%	-0.1%
44 Retail	7.4%	0.1%	7.3%	0.2%	7.1%	-0.7%
48 Transportation, Warehousing	4.0%	3.3%	4.1%	3.4%	4.2%	0.8%
51 Information	1.7%	1.5%	1.6%	-1.3%	1.7%	0.4%
52 Finance, Insurance	3.6%	0.6%	3.5%	-1.0%	3.5%	-0.2%
53 Real Estate, Rental, Leasing	2.3%	-0.2%	2.3%	-0.5%	2.2%	-0.3%
54 Professional, Scientific, Technical Services	7.0%	0.9%	7.0%	0.8%	7.2%	0.7%
55 Management of Companies, Enterprises	1.6%	2.0%	1.6%	0.7%	1.5%	-0.5%
56 Administrative Support, Waste Management, Remediation Services	6.0%	-0.8%	6.0%	1.2%	5.6%	-1.0%
61 Education	3.4%	2.8%	3.4%	1.3%	3.5%	0.8%
62 Health Care, Social Assistance	17.0%	1.3%	17.0%	1.2%	17.5%	0.7%
71 Arts, Entertainment, Recreation	2.6%	2.2%	2.6%	0.4%	2.6%	0.3%
72 Accommodation, Food Services	9.1%	2.0%	9.2%	1.7%	9.3%	0.4%
81 Other Services	4.4%	0.4%	4.3%	-0.4%	4.4%	0.1%
Total	100.0%	1.2%	100.0%	1.2%	100.0%	0.2%
	Research Grou					

Employees	2018 2019			2023		
IAICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	0.6%	10.5%	0.6%	2.5%	0.9%	7.6°
21 Mining	0.9%	7.2%	1.0%	10.5%	1.2%	6.0
22 Utilities	0.3%	2.2%	0.3%	-0.1%	0.3%	1.29
23 Construction	4.3%	4.8%	4.4%	4.7%	4.4%	1.69
31 Manufacturing	13.8%	0.6%	13.8%	0.8%	13.1%	-0.3
42 Wholesale	4.8%	1.3%	4.8%	1.1%	4.7%	0.3
44 Retail	5.5%	0.9%	5.4%	0.3%		0.0
48 Transportation, Warehousing	3.5%	3.5%	3.5%	3.2%		0.9
51 Information	2.1%	1.4%		-1.1%		0.4
52 Finance, Insurance	4.8%	2.3%	4.7%	-0.7%		1.3
53 Real Estate, Rental, Leasing	1.8%	1.9%		0.0%		1.5
54 Professional, Scientific, Technical Services	6.4%	0.8%	6.4%	1.1%	6.4%	0.7
55 Management of Companies, Enterprises	2.3%	3.8%	2.3%	2.3%	2.3%	1.1
56 Administrative Support, Waste Management, Remediation Services	9.3%	0.8%	9.3%	1.2%	9.2%	0.4
61 Education	4.8%	2.0%	4.8%	1.7%	4.7%	0.2
62 Health Care, Social Assistance	19.2%	1.6%	19.2%	1.1%	19.4%	0.9
71 Arts, Entertainment, Recreation	2.7%	4.6%	2.7%	0.9%	2.9%	1.9
72 Accommodation, Food Services	10.5%	3.2%	10.6%	1.8%	10.7%	1.1
81 Other Services	2.4%	-0.4%	2.3%	-0.3%		-0.6
Total	100.0%	1.9%	100.0%	1.3%	100.0%	0.79
Businesses	2018		2019		202	_
11 Forestry, Fishing, Hunting, Agriculture	0.7%	8.1%	0.7%	1.5%	_	7.5
21 Mining	1.0%	6.5%		10.1%		6.1
22 Utilities	0.3%		0.3%		0.3%	0.7
23 Construction	3.3%	3.2%	3.4%	3.8%		0.6
31 Manufacturing	10.9%	-0.6%	10.7%	-0.4%	9.9%	-1.4
42 Wholesale	6.7%	1.6%	6.7%	1.2%	6.6%	0.3
44 Retail	5.4%	0.8%	5.4%	0.2%		0.0
48 Transportation, Warehousing	3.5%	1.5%		1.2%		-1.2
51 Information	1.9%	1.6%		-1.6%		0.2
52 Finance, Insurance	5.7%	5.0%	5.7%	2.0%	6.8%	4.2
53 Real Estate, Rental, Leasing	1.9%	1.1%			2.0%	1.3
54 Professional, Scientific, Technical Services	6.6%	0.5%	6.6%	0.6%		0.4
55 Management of Companies, Enterprises	2.3%	2.8%		1.4%		0.2
56 Administrative Support, Waste Management, Remediation Service	7.9%	0.5%	7.9%	1.2%	7.9%	0.3
61 Education	5.4%	1.9%	5.5%	1.5%	5.3%	0.1
62 Health Care, Social Assistance	20.4%	1.1%	20.3%	0.6%	20.3%	0.4
71 Arts, Entertainment, Recreation	2.2%	3.8%			2.3%	1.2
72 Accommodation, Food Services	11.1%	2.7%	11.2%	1.2%	11.2%	0.5
81 Other Services	2.8%	-2.2%	2.7%	-1.8%		-2.1
Total	100.0%	1.5%	100.0%	0.9%	100.0%	0.4

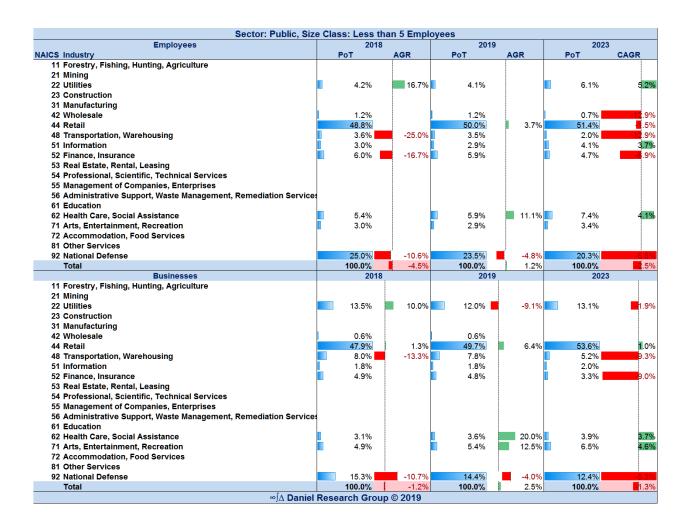
Sector: Private, Size	Class: 1000 to	o 2499 Emp	loyees			
Employees	2018		2019		2023	
NAICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	0.9%	18.7%	0.9%	2.5%		10.9%
21 Mining	1.0%	5.4%		10.5%		4.6%
22 Utilities	0.5%	2.7%		-0.1%		1.6%
23 Construction	3.8%	6.9%	4.0%	4.7%	4.3%	3.3%
31 Manufacturing	14.0%	0.6%	14.0%	0.8%	13.3%	-0.3%
42 Wholesale	4.0%	1.4%	4.0%	1.1%	3.9%	0.4%
44 Retail	5.3%	1.0%		0.3%	5.1%	0.1%
48 Transportation, Warehousing	3.9%	4.7%	4.0%	3.2%	4.2%	2.0%
51 Information	2.3%	1.1%		-1.1%		0.1%
52 Finance, Insurance	5.6%	2.9%	5.5%	-0.7%	5.9%	1.9%
53 Real Estate, Rental, Leasing	1.6%	2.2%	1.5%	0.0%	1.6%	1.9%
54 Professional, Scientific, Technical Services	6.4%	1.0%	6.4%	1.1%	6.4%	0.8%
55 Management of Companies, Enterprises	2.8%	4.0%	2.8%	2.3%	2.9%	1.3%
56 Administrative Support, Waste Management, Remediation Services	9.3%	0.4%	9.3%	1.2%	9.0%	0.0%
61 Education	6.7%	3.4%	6.8%	1.7%	6.9%	1.4%
62 Health Care, Social Assistance	18.6%	0.5%	18.6%	1.1%	17.9%	0.0%
71 Arts, Entertainment, Recreation	1.9%	0.2%	1.9%	0.9%	1.7%	-1.2%
72 Accommodation, Food Services	9.2%	3.3%	9.3%	1.8%	9.4%	1.2%
81 Other Services	2.1%	1.4%	2.1%	-0.3%	2.1%	0.9%
Total	100.0%	1.9%	100.0%	1.3%	100.0%	0.8%
Businesses	2018	3	2019		202	3
11 Forestry, Fishing, Hunting, Agriculture	0.6%	6.5%		3.0%	0.9%	11.2%
21 Mining	1.1%	5.1%	1.2%	9.7%	1.3%	4.4%
22 Utilities	0.3%	-4.8%	0.3%	-5.0%	0.3%	
23 Construction	2.8%	5.3%	2.8%	3.8%	3.0%	2.3%
31 Manufacturing	15.3%	0.7%	15.3%	0.9%	14.8%	-0.1%
42 Wholesale	3.8%	0.5%	3.8%	0.9%	3.7%	
44 Retail	4.4%		4.4%	-0.8%	4.1%	-1.0%
48 Transportation, Warehousing	6.0%	7.4%	6.1%	3.2%	6.4%	1.9%
51 Information	1.7%	-1.0%	1.7%	-3.0%	1.6%	-1.4%
52 Finance, Insurance	6.6%	6.4%	6.7%	2.9%	8.4%	5.6%
53 Real Estate, Rental, Leasing	1.5%	2.4%	1.5%		1.6%	1.3%
54 Professional, Scientific, Technical Services	7.1%	0.5%	7.0%	0.2%	6.9%	0.1%
55 Management of Companies, Enterprises	4.2%	3.8%	4.3%	2.4%	4.4%	1.5%
56 Administrative Support, Waste Management, Remediation Services	6.8%	-0.5%	6.8%	0.8%	6.4%	-0.6%
61 Education	6.4%	2.5%	6.4%	0.5%	6.3%	0.3%
62 Health Care, Social Assistance	17.8%	-0.5%	17.6%	0.2%	16.4%	-1.0%
71 Arts, Entertainment, Recreation	1.5%		1.5%	1.1%		-1.2%
72 Accommodation, Food Services	8.9%	2.6%	8.9%	1.0%	8.8%	0.5%
81 Other Services	3.0%	2.9%		0.6%		2.0%
Total	100.0%	1.7%	100.0%	1.0%	100.0%	0.6%
	Research Grou		70			

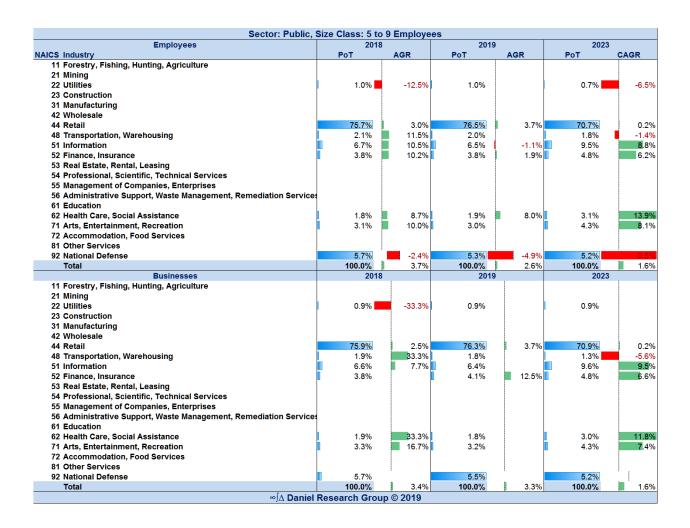
Employees	2018	4999 Emp	2019		2023	
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture	2.3%	9.7%	2.3%	2.5%	2.6%	3.89
21 Mining	1.1%	2.9%	1.2%	10.5%	1.2%	2.39
22 Utilities	0.4%	-3.1%	0.4%	-0.1%	0.3%	-3.09
23 Construction	2.3%	5.2%	2.3%	4.7%	2.4%	1.99
31 Manufacturing	14.5%	0.6%	14.5%	0.8%	13.7%	-0.4
42 Wholesale	4.9%	2.1%	4.9%	1.1%	4.9%	1.0
44 Retail	7.1%	2.8%	7.0%	0.3%	7.3%	1.6
48 Transportation, Warehousing	3.8%	3.0%	3.9%	3.2%	3.7%	0.4
51 Information	2.4%	1.0%	2.3%	-1.1%	2.3%	-0.1
52 Finance, Insurance	6.6%	2.0%	6.5%	-0.7%	6.6%	1.0
53 Real Estate, Rental, Leasing	0.9%	-1.1%	0.9%	0.0%	0.8%	-1.0
54 Professional, Scientific, Technical Services	5.6%	1.5%	5.6%	1.1%	5.7%	1.2
55 Management of Companies, Enterprises	3.4%	3.8%	3.5%	2.3%	3.5%	1.1
56 Administrative Support, Waste Management, Remediation Services	9.4%	1.2%	9.4%	1.2%	9.2%	0.6
61 Education	4.0%	3.9%	4.0%	1.7%	4.2%	1.8
62 Health Care, Social Assistance	18.5%	-0.1%	18.5%	1.1%	17.5%	-0.3
71 Arts, Entertainment, Recreation	2.2%	8.6%	2.2%	0.8%	2.7%	5.3
72 Accommodation, Food Services	9.0%	4.7%	9.1%	1.8%	9.7%	2.4
81 Other Services	1.7%	1.3%	1.6%	-0.3%	1.7%	0.8
Total	100.0%	2.1%	100.0%	1.2%	100.0%	0.9
Businesses	2018		2019		2023	
11 Forestry, Fishing, Hunting, Agriculture	1.6%	6.5%		3.0%		3.9
21 Mining	0.9%		0.9%	5.6%		1.1
22 Utilities	0.4%		0.4%		0.3%	-5.6
23 Construction	1.8%	5.7%			1.7%	-0.5
31 Manufacturing	14.0%	0.4%	13.8%	0.4%	12.9%	-0.6
42 Wholesale	4.7%	2.1%	4.8%	2.1%	4.8%	1.2
44 Retail	8.8%	5.3%	9.0%	3.4%	10.2%	4.0
48 Transportation, Warehousing	3.7%	2.8%		2.7%	3.5%	
51 Information	1.9%	-2.6%		-2.6%	1.6%	-2.2
52 Finance, Insurance	6.4%	1.6%	6.2%	-1.6%	6.3%	0.6
53 Real Estate, Rental, Leasing	0.9%		0.9%		0.8%	-1.1
54 Professional, Scientific, Technical Services	5.3%		5.2%		5.0%	-0.2
55 Management of Companies, Enterprises	4.2%	3.7%	4.2%	2.4%	4.3%	1.4
56 Administrative Support, Waste Management, Remediation Services	11.1%	1.8%	11.2%	1.8%	11.3%	1.2
61 Education	3.8%	2.7%	3.8%	1.3%	3.9%	1.3
62 Health Care, Social Assistance	17.6%	-0.6%	17.5%	0.6%	16.1%	-0.9
71 Arts, Entertainment, Recreation	2.7%	12.5%	2.7%	3.7%	3.7%	7.6
72 Accommodation, Food Services	8.7%	4.8%	8.7%	1.7%	9.3%	2.3
81 Other Services	1.6%		1.6%		1.6%	0.6
Total	100.0%	2.0%	100.0%	1.2%	100.0%	0.9

40	loyees			
2018 PoT AGR			2023	
AGR	PoT	AGR	PoT	CAGR
32.1%		2.5%		21.59
4.9%		10.5%		5.29
2.3%		-0.1%		1.39
9.3%		4.7%	3.6%	5.29
1.5%	14.5%	0.8%	14.3%	0.69
2.2% -0.7%	5.3% 7.5%	1.1% 0.3%	5.4% 6.7%	1.19 -1.39
4.1%	4.6%	3.2%	4.5%	1.29
1.6%		-1.1%		0.59
1.4%	6.1%	-0.7%	6.0%	0.5
-1.0%		0.0%		-1.49
0.7%	5.2%	1.1%	5.1%	0.69
4.7%	4.2%	2.3%	4.4%	2.09
0.9%	9.0%	1.2%	8.7%	0.39
4.4%	3.8%	1.7%	3.9%	2.09
0.6%	19.2%	1.1%	18.3%	0.19
0.1%		0.8%	0.7%	-1.59
2.3%	7.5%	1.8%	7.3%	0.59
2.8%		-0.3%		2.29
2.0%	100.0%	1.2%	100.0%	1.09
18	2019	1.270	2023	1.07
	1.5%	7.1%	1.7%	5.20
7.7%	1.4%		1.4%	1.49
9.7%	3.5%	5.9%	4.4%	6.20
0.7%	13.4%		12.9%	-0.19
2.0%	5.1%	2.0%	5.1%	1.19
	8.9%	2.2%	8.5%	
4.9%	4.3%	2.3%	4.2%	0.5
6.9%	3.0%		3.3%	2.5
	6.9%		6.9%	0.39
	1.2%		1.0%	-1.79
-2.0%	4.8%		4.7%	
4.1%	5.1%	2.0%	5.3%	1.99
2.9%	10.7%	2.8%	11.5%	2.5
6.1%	3.4%		3.4%	0.69
	17.7%	0.6%	16.6%	-0.79
	0.7%		0.6%	-3.09
1.4%	7.0%	1.4%	6.9%	0.69
į į	1.5%		1.5%	1.39
; h	100.0%	1.3%	100.0%	0.89
	1.4%	7.0% 7.0% 1.5% 1.7% 100.0%	7.0% 1.4% 1.5% 1.7% <b>100.0%</b> 1.3%	7.0% 1.4% 6.9% 1.5% 1.5%

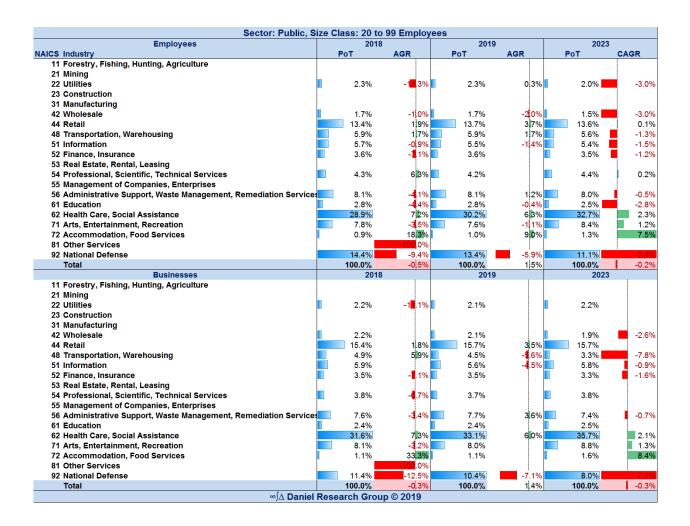


Employees	2018 2019			2023		
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining						]
22 Utilities	1.0%	0.9%	1.0%	0.2%	1.0%	-0.2
23 Construction	1.9%	1.2%	1.9%	0.4%	2.0%	0.5
31 Manufacturing		<del>-10</del> 0.0%				_
42 Wholesale	0.0%	-1.1%	0.0%	-2.1%	0.0%	-1.5
44 Retail	0.1%	<b>5</b> .2%	0.1%	3.6%	0.1%	1.4
48 Transportation, Warehousing	4.2%	4.3%		1.7%		1.4
51 Information	0.5%	3.6%	0.4%	-1.4%	0.5%	0.3
52 Finance, Insurance	2.3%	-0.3%	2.3%	0.1%	2.3%	0.1
53 Real Estate, Rental, Leasing						L
54 Professional, Scientific, Technical Services	2.9%	- <b>D</b> .7%	2.9%	0.0%	2.9%	0.3
55 Management of Companies, Enterprises						
56 Administrative Support, Waste Management, Remediation Services	15.4%	2.5%	15.5%	1.3%	16.0%	0.9
61 Education	46.2%	0.3%	45.9%	-0.4%	44.4%	-0.
62 Health Care, Social Assistance	13.9%	8.0%	14.7%	6.3%	16.4%	3.
71 Arts, Entertainment, Recreation	0.9%	-1.3%	0.9%	-1.1%	1.0%	0.
72 Accommodation, Food Services	0.4%	15.7%	0.4%	9.1%	0.5%	3.
81 Other Services		<u>-10</u> þ.0%		_		1
92 National Defense	10.1%	-7.5%	9.5%	-5.9%	8.4%	-3.
Total	100.0%	1.0%	100.0%	0.4%	100.0%	0.
Businesses	2018		2019	-, -	2023	
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining	0.40/	4.50/	0.40/	0.70/	0.40/	
22 Utilities	0.4%	1.5%	0.4%	-0.7%	0.4%	-0.
23 Construction	0.1%	2.2%	0.1%		0.1%	0.
31 Manufacturing	0.00/	100.0%	0.00/		0.00/	
42 Wholesale	0.0%	2.00/	0.0% 1.3%	4.40/	0.0% 1.3%	-3.
44 Retail	1.2%	3.0%	*****	4.1%		0.
48 Transportation, Warehousing	89.3%	1.6%	89.1%	-0.2%	88.9%	-0.
51 Information	0.3%	3.8%	0.3%	-1.8%	0.3%	1.
52 Finance, Insurance	0.3%	-4.2%	0.3%	0.9%	0.3%	-0.
53 Real Estate, Rental, Leasing	0.40/	-4.6%	0.40/	0.7%	0.5%	-
54 Professional, Scientific, Technical Services	0.4%	-4.6%	0.4%	0.7%	0.5%	1.1
55 Management of Companies, Enterprises	4.50/	2.00/	4.50/	4.60/	4.50/	
56 Administrative Support, Waste Management, Remediation Services	1.5%	2.0%	1.5%	1.6%	1.5%	0.
61 Education	0.3%	-0.9%	0.3%	-3.7%	0.3%	-3.
62 Health Care, Social Assistance	3.7%	7.7%	3.9%	6.0%		2.
71 Arts, Entertainment, Recreation	0.5%	-4.9%	0.5%	7.00	0.5%	0.
72 Accommodation, Food Services	0.3%	20.3%	0.3%	7.9%	0.3%	5.
81 Other Services	4.00/	100.0%	4.50/		4.00/	
92 National Defense	1.6%	-10.3%	1.5%	-6.0%	1.2%	-5.8
Total	100.0%	1.6%	100.0%	0.0%	100.0%	-0.1





Employees	2018 2019				2023	
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining		]				J
22 Utilities	0.0%	-3.6%	0.0%		0.0%	-1.6
23 Construction						
31 Manufacturing						
42 Wholesale						L
44 Retail	0.2%	4.7%	0.2%	3.6%	0.2%	1.
48 Transportation, Warehousing	99.6%	3.5%	99.6%	1.7%	99.6%	1.
51 Information	0.0%	2.8%	0.0%	-1.4%	0.0%	0.
52 Finance, Insurance	0.0%	-67.6%	0.0%		0.0%	-11.
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	0.0%	30.0%	0.0%		0.0%	21.
55 Management of Companies, Enterprises		L				L
56 Administrative Support, Waste Management, Remediation Services	0.0%	12.8%	0.0%	1.3%	0.0%	2.
61 Education	0.0%	-4.3%	0.0%		0.0%	6.
62 Health Care, Social Assistance	0.0%	14.3%	0.0%	6.3%	0.0%	6.
71 Arts, Entertainment, Recreation	0.0%	-24.0%	0.0%	-1.3%	0.0%	-3.
72 Accommodation, Food Services						
81 Other Services						
92 National Defense	0.1%	-7.2%	0.0%	-6.0%	0.0%	4.
Total	100.0%	3.5%	100.0%	1.7%	100.0%	1.
Businesses	2018		2019		2023	
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining	0.00/	22.204	0.00/		0.00/	_
22 Utilities	0.0%	33.3%	0.0%		0.0%	-5.
23 Construction						
31 Manufacturing						
42 Wholesale	2 20/	4.404	0.00/	4.00/	0.40/	
44 Retail	0.3%	4.1%	0.3%	4.0%	0.4%	1.
48 Transportation, Warehousing	99.5%	1.6%	99.4%	-0.2%	99.4%	-0.
51 Information	0.0%	10.0%	0.0%		0.0%	
52 Finance, Insurance	0.0%	-66.7%	0.0%			
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	0.0%	40.0%	0.0%		0.1%	20.
55 Management of Companies, Enterprises						
56 Administrative Support, Waste Management, Remediation Services	0.0%	10.0%	0.0%		0.0%	1.
61 Education	0.0%		0.0%		0.0%	8.
62 Health Care, Social Assistance	0.0%		0.0%		0.0%	8.
71 Arts, Entertainment, Recreation	0.0%	-25.0%	0.0%		0.0%	-3.
72 Accommodation, Food Services						
81 Other Services		i		1	- 101	
92 National Defense Total	0.1% <b>100.0%</b>	-9.5% 1.6%	0.1% <b>100.0%</b>	-0.2%	0.1% 100.0%	-4. -0.



Employees	2018		2019		2023	
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining						L
22 Utilities	4.0%	1.5%	3.9%	0.2%	4.0%	0.7
23 Construction						
31 Manufacturing						
42 Wholesale	0.3%	-0.9%	0.2%	2.2%	0.3%	0.5
44 Retail	1.0%	8.4%	1.0%	3.7%	1.1%	1.5
48 Transportation, Warehousing	5.0%	0.9%		1.7%	_	-1.9
51 Information	2.6%	4.5%	2.5%	-1.4%	2.5%	0.5
52 Finance, Insurance	1.6%	-0.7%	1.6%	0.1%	1.5%	-0.4
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	3.6%	-5.1%	3.4%	0.0%	3.4%	0.1
55 Management of Companies, Enterprises	_		_		_	
56 Administrative Support, Waste Management, Remediation Services		1.7%		1.3%		-1.2
61 Education	1.4%	-2.6%	1.3%	-0.4%	1.2%	-2.0
62 Health Care, Social Assistance	54.0%	7.3%	55.6%	6.3%	59.1%	2.7
71 Arts, Entertainment, Recreation	4.8%	-7.5%	4.6%	-1.1%	4.5%	-0.7
72 Accommodation, Food Services	4.0%	28.7%	4.2%	9.1%	5.4%	7.2
81 Other Services		<del>-10</del> 0.0%				
92 National Defense	10.2%	13.9%	9.2%	-5.9%	5.9%	-9.5
Total	100.0%	2.7%	100.0%	3.3%	100.0%	0.9
Businesses	2018		2019	:	2023	,
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining						L
22 Utilities	3.5%		3.4%		3.4%	0.6
23 Construction						
31 Manufacturing						
42 Wholesale	0.3%		0.3%		0.3%	
44 Retail	1.4%	18.2%	1.4%		1.5%	1.5
48 Transportation, Warehousing	4.9%	2.3%		2.3%		-1.4
51 Information	2.3%	10.5%	2.1%	-4.8%	2.2%	
52 Finance, Insurance	1.4%		1.4%		1.2%	-1.6
53 Real Estate, Rental, Leasing						L
54 Professional, Scientific, Technical Services	3.3%	-6.3%	3.3%	3.3%	3.2%	0.7
55 Management of Companies, Enterprises			_		_	j
56 Administrative Support, Waste Management, Remediation Services	•	3.6%		3.5%		-0.4
61 Education	1.2%		1.2%		0.9%	-3.9
62 Health Care, Social Assistance	56.4%	7.4%	57.8%	6.5%	61.1%	2.8
71 Arts, Entertainment, Recreation	5.3%	-7.7%			4.9%	-0.4
72 Accommodation, Food Services	4.4%	29.0%	4.7%	10.0%	5.8%	7.0
81 Other Services		<del>-1</del> 00.0%				
92 National Defense	9.2%	13.5%	8.3%	-6.0%	5.3%	-9.3
Total	100.0%	3.5%	100.0%	3.9%	100.0%	1.2

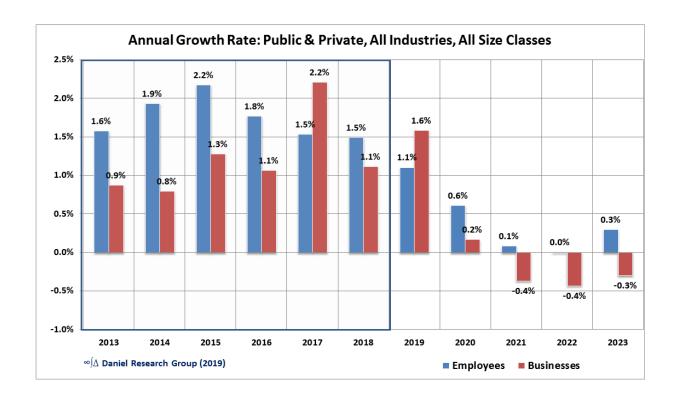
Employees	201	В	2019		2023	
ICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining		j				
22 Utilities	3.5%	-1.4%	3.4%	0.2%	3.2%	-0
23 Construction	0.2%	3.7%	0.2%	0.4%	0.2%	1
31 Manufacturing						
42 Wholesale	0.1%	-1.4%	0.1%	-2.1%	0.1%	-3
44 Retail	0.6%	6.1%	0.6%	3.6%	0.5%	-1
48 Transportation, Warehousing	4.8%	0.4%	4.8%	1.7%	4.2%	-1
51 Information	2.0%	2.2%	1.9%	-1.4%	1.9%	C
52 Finance, Insurance	2.3%	18.0%	2.3%	0.1%	2.3%	1
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	4.5%	-9.2%	4.3%	0.0%	4.1%	-0
55 Management of Companies, Enterprises			_			1
56 Administrative Support, Waste Management, Remediation Services	11.0%	5.7%	10.8%	1.3%	10.6%	
61 Education	0.9%	0.6%	0.9%	-0.4%	0.9%	1
62 Health Care, Social Assistance	50.0%	8.9%	51.5%	6.3%	56.0%	3
71 Arts, Entertainment, Recreation	4.1%	-4.0%		-1.1%		
72 Accommodation, Food Services	5.1%	10.5%	<u> </u>	9.1%		
81 Other Services	0.170	10.070	0.470	3.170	0.070	
92 National Defense	10.9%	-12.9%	9.9%	-5.9%	6.4%	-8
Total	100.0%	3.5%	100.0%	3.1%	100.0%	1
Businesses	201		2019		2023	
11 Forestry, Fishing, Hunting, Agriculture		1				
21 Mining						
22 Utilities	3.6%	6.3%	3.5%		3.4%	
23 Construction	0.2%		0.2%		0.2%	
31 Manufacturing	0.270		0.270		0.270	
42 Wholesale						
44 Retail	0.6%		0.6%		0.4%	
48 Transportation, Warehousing	4.8%	4.5%			4.2%	
51 Information	1.9%	4.570	1.8%		1.8%	
52 Finance, Insurance	2.3%	10.0%			2.4%	
53 Real Estate, Rental, Leasing	2.570	10.070	2.270		2.470	
54 Professional, Scientific, Technical Services	4.0%	-13.6%	3.9%		3.8%	
55 Management of Companies, Enterprises	4.0%	-13.6%	3.9%		3.0%	
	10.20/	6.5%	10.2%	2.0%	10.1%	d
56 Administrative Support, Waste Management, Remediation Services		0.5%		2.0%		4
61 Education	0.8%	9 20/	0.8%	6.40/	0.8%	4
62 Health Care, Social Assistance	52.0%	8.3%	53.6%	6.1%	57.6%	3
71 Arts, Entertainment, Recreation	3.8%	40.00	3.5%	-5.6%		
72 Accommodation, Food Services	5.5%	13.0%	5.7%	7.7%	5.7%	3
81 Other Services						
92 National Defense	10.1%	14.3%	9.2%	-6.3%	6.1%	-8
Total	100.0%	3.7%	100.0%	2.9%	100.0%	1

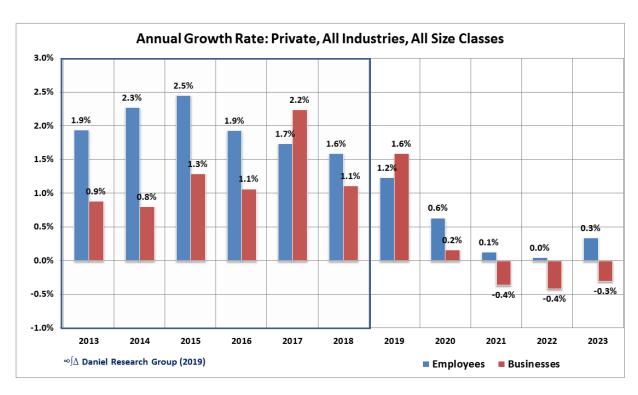
Employees	2018	2018 2019			2023		
CS Industry	PoT	AGR	PoT	AGR	PoT	CAGR	
11 Forestry, Fishing, Hunting, Agriculture							
21 Mining	_		_		_		
22 Utilities	4.6%	1 4%		0.2%		-0.	
23 Construction	1.4%	0 8%	1.4%	0.4%	1.7%	3.	
31 Manufacturing		-100.0%					
42 Wholesale		L					
44 Retail	0.3%	6.7%	0.3%	3 6%	0.4%	6.	
48 Transportation, Warehousing	4.7%	7.8%		1 7%		4.	
51 Information	3.6%	1,0%		-1.4%		0.	
52 Finance, Insurance	3.3%	- <b>1</b> 1%	3.2%	0 1%	3.0%	-1.	
53 Real Estate, Rental, Leasing	_	j	_		_		
54 Professional, Scientific, Technical Services	3.7%	-1.5%	3.7%	0.0%	3.5%	-1.	
55 Management of Companies, Enterprises				į L			
56 Administrative Support, Waste Management, Remediation Services	21.8%	-0.6%	21.8%	1 3%	22.0%	0	
61 Education	0.6%	-0.8%		-0.4%	0.4%	-6	
62 Health Care, Social Assistance	30.6%	8,4%		63%	34.8%	2	
71 Arts, Entertainment, Recreation	3.4%	-2.8%		-1.1%		0	
72 Accommodation, Food Services	2.3%	10,4%	2.5%	9,1%	2.7%	3	
81 Other Services		-100.0%		_			
92 National Defense	19.7%	-10.2%	18.3%	-5.9%	14.1%	-6.	
Total	100.0%	-0.4%	100.0%	1,2%	100.0%	0.	
Businesses	2018		2019		2023		
11 Forestry, Fishing, Hunting, Agriculture							
21 Mining	_				_		
22 Utilities	4.8%		4.9%	4 0%		0	
23 Construction	1.2%		1.1%		1.4%	3	
31 Manufacturing		-100.0%					
42 Wholesale							
44 Retail	0.4%	L	0.4%	į	0.6%	8	
48 Transportation, Warehousing	5.2%	8.0%		3 7%	6.6%	4	
51 Information	3.5%		3.4%		3.5%		
52 Finance, Insurance	3.6%	- <b>4</b> .0%	3.6%		3.5%	-1	
53 Real Estate, Rental, Leasing			_				
54 Professional, Scientific, Technical Services	3.6%	- <b>2</b> .5%	3.6%		3.7%		
55 Management of Companies, Enterprises							
56 Administrative Support, Waste Management, Remediation Services	21.3%	-0.9%	21.3%	0.9%	21.6%	0	
61 Education	0.8%	L	0.8%	Ĺ	0.6%	-5	
62 Health Care, Social Assistance	31.5%	7,2%	32.8%	5,5%	35.1%	2	
71 Arts, Entertainment, Recreation	2.9%	-6.3%			2.9%		
72 Accommodation, Food Services	2.3%	9,1%	2.5%	8.3%	2.7%	3	
81 Other Services		-100.0%					
92 National Defense	19.0%	-11.6%	17.5%	-7.1%	12.9%	-7.	
Total	100.0%	-1.1%	100.0%	1 2%	100.0%	-0.	

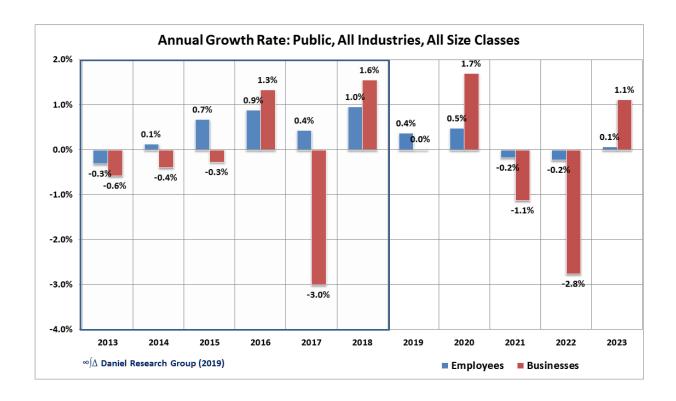
Employees	201	2018 2019			2023	
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining						
22 Utilities	3.9%	-0.1%		0.2%		-1.0
23 Construction	2.3%	0.8%	2.3%	0.4%	2.1%	-1.5
31 Manufacturing						
42 Wholesale						
44 Retail	0.5%	4.9%	0.5%	3.7%		0.
48 Transportation, Warehousing	2.4%	9.9%		1.7%		1.
51 Information	1.7%	9.7%	1.6%	-1.4%	2.1%	4.
52 Finance, Insurance	4.7%	-0.2%	4.7%	0.1%	4.6%	-0.
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	6.3%	1.8%	6.2%	0.0%	6.6%	1.
55 Management of Companies, Enterprises						
56 Administrative Support, Waste Management, Remediation Service:	28.7%	3.2%	28.8%	1.3%	28.6%	0.
61 Education	1.1%	2.6%	1.1%	-0.4%	0.9%	-4.
62 Health Care, Social Assistance	23.8%	9.5%	25.1%	6.3%	27.8%	3.
71 Arts, Entertainment, Recreation	4.2%	-2.6%	4.1%	-1.1%	4.3%	0.
72 Accommodation, Food Services	1.3%	18.5%	1.4%	9.1%	1.6%	4.
81 Other Services						
92 National Defense	19.2%	-9.7%	17.9%	-5.9%	14.4%	-5.
Total	100.0%	1.5%	100.0%	0.8%	100.0%	0.
Businesses	201	В	2019	9	2023	
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining						
22 Utilities	4.0%		4.0%		4.0%	
23 Construction	2.5%		2.5%		2.2%	-2
31 Manufacturing						
42 Wholesale						
44 Retail	0.6%		0.6%		0.6%	
48 Transportation, Warehousing	2.2%		2.2%		2.2%	
51 Information	1.5%		1.5%		1.9%	3.
52 Finance, Insurance	4.3%	-6.7%	4.3%		4.4%	
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	6.2%		6.2%		6.5%	1.
55 Management of Companies, Enterprises						
56 Administrative Support, Waste Management, Remediation Services	28.8%	4.5%	28.9%	1.1%	29.0%	
61 Education	1.2%		1.2%		0.9%	-5.
62 Health Care, Social Assistance	23.2%	10.3%	24.3%	5.3%	26.8%	2.
71 Arts, Entertainment, Recreation	4.0%				4.4%	1.
72 Accommodation, Food Services	1.2%	33.3%	1.2%		1.6%	4.
	,					
81 Other Services					l .	
	20.1%	-9.7%	19.1%	-4.6%	15.6%	
81 Other Services 92 National Defense Total	20.1% 100.0%	-9.7% 0.9%	19.1% 100.0%	-4.6% 0.6%	15.6% 100.0%	-5.  -0.

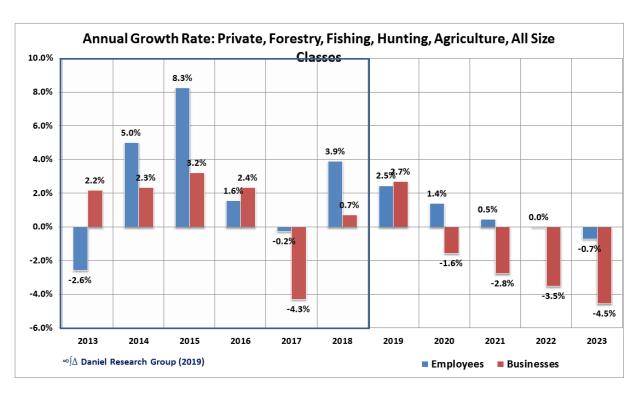
Employees	2018 2019		9	2023		
ICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining						
22 Utilities	2.9%	2.0%		0.2%		0.0
23 Construction	6.3%	1.3%	6.3%	0.4%	6.9%	2.1
31 Manufacturing						
42 Wholesale						
44 Retail						
48 Transportation, Warehousing	1.9%	8.5%		1.7%		3.8
51 Information	1.8%	2.9%		-1.4%		-1.7
52 Finance, Insurance	4.6%	-6.6%	4.6%	0.1%	4.6%	0.3
53 Real Estate, Rental, Leasing						L
54 Professional, Scientific, Technical Services	7.6%	6.4%	7.6%	0.0%	8.1%	1.3
55 Management of Companies, Enterprises	0.4.00/	4 40/	04.00/	4.00/	00.00/	
56 Administrative Support, Waste Management, Remediation Services	24.6%	-1.4%	24.9%	1.3%		-0.3
61 Education	1.1%	102.1%		-0.4%		0.9
62 Health Care, Social Assistance	20.1%	4.2%		6.3%		2.0
71 Arts, Entertainment, Recreation	1.8%	-4.5%		-1.1%		-0.9
72 Accommodation, Food Services	0.7%	18.9%	0.8%	9.1%	0.9%	5.1
81 Other Services	00.50/	<b>5</b> 50/	04.00/	5.00/	02.00/	1
92 National Defense Total	26.5% 100.0%	-5.5% 0.0%	24.9% 100.0%	-5.9% 0.1%	23.9% 100.0%	0.2
Businesses	2018		201		2023	1 0.2
11 Forestry, Fishing, Hunting, Agriculture	2010		201.		2023	
21 Mining						
22 Utilities	3.4%		3.5%		3.4%	
23 Construction	5.9%	6.3%			6.5%	2.2
31 Manufacturing	0.070	0.070	0.070		0.070	
42 Wholesale						
44 Retail						
48 Transportation, Warehousing	1.7%		1.7%		2.1%	3.7
51 Information	2.1%		2.1%		2.1%	
52 Finance, Insurance	4.8%	-6.7%	4.8%		4.8%	
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	6.9%		6.9%		7.2%	1.0
55 Management of Companies, Enterprises						
56 Administrative Support, Waste Management, Remediation Services	25.2%	-1.4%	25.6%	1.4%	24.7%	-0.3
61 Education	1.0%	50.0%	_		1.0%	
62 Health Care, Social Assistance	19.7%	5.6%		5.3%		1.7
71 Arts, Entertainment, Recreation	2.1%		2.1%		2.1%	
72 Accommodation, Food Services	0.7%		0.7%		1.0%	8.4
81 Other Services						
92 National Defense	26.6%	-4.9%	24.9%	-6.5%	23.7%	-2.2
	100.0%	-0.3%	100.0%	-0.3%	100.0%	0.1

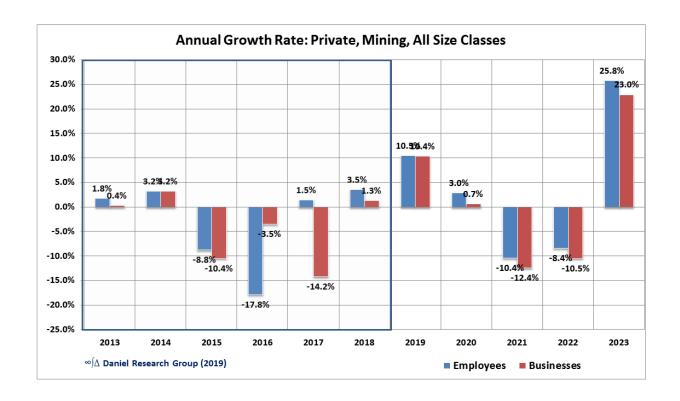
Employees	201	18 2019			2023	
AICS Industry	PoT	AGR	PoT	AGR	PoT	CAGR
11 Forestry, Fishing, Hunting, Agriculture						
21 Mining						
22 Utilities	0.4%	0.6%	0.4%	0.2%	0.4%	0.1
23 Construction	1.6%	1.2%	1.6%	0.4%	1.5%	-0.3
31 Manufacturing						
42 Wholesale						
44 Retail						
48 Transportation, Warehousing	1.6%	4.4%	1.6%	1.7%	1.7%	1.3
51 Information						
52 Finance, Insurance	1.9%	1.9%	1.9%	0.1%	2.0%	0.1
53 Real Estate, Rental, Leasing						
54 Professional, Scientific, Technical Services	2.1%	-3.0%	2.1%	0.0%	2.1%	-0.:
55 Management of Companies, Enterprises						
56 Administrative Support, Waste Management, Remediation Services		3.5%		1.3%	14.7%	1.
61 Education	60.0%	0.2%	59.6%	-0.4%	57.8%	-0.
62 Health Care, Social Assistance	10.9%	8.5%		6.3%	13.1%	3.
71 Arts, Entertainment, Recreation	0.4%	3.8%	0.4%	-1.1%	0.4%	0.
72 Accommodation, Food Services	0.1%	16.7%	0.1%	9.1%	0.1%	-1.
81 Other Services						
92 National Defense	7.4%	-7.3%	6.9%	-5.9%	6.2%	-3.
Total Businesses	100.0%	1.0%	100.0%	0.2%	100.0%	0.0
11 Forestry, Fishing, Hunting, Agriculture	201	10	201	9	2023	1
21 Mining						
22 Utilities	1.2%		1.2%		1.2%	
23 Construction	4.1%		4.1%		4.2%	
31 Manufacturing	7.170		7.170		7.270	
42 Wholesale						
44 Retail						
48 Transportation, Warehousing	2.6%		2.7%		2.7%	
51 Information	2.070		2.770		2.1 /0	
52 Finance. Insurance	3.8%		3.8%		3.9%	
53 Real Estate, Rental, Leasing	3.070		3.070		3.370	
54 Professional, Scientific, Technical Services	5.0%	-5.6%	5.0%		4.8%	<b>-1</b> .
55 Management of Companies, Enterprises	3.076	-5.676	3.076		4.070	
56 Administrative Support, Waste Management, Remediation Services	25.7%	3.5%	26.3%	1.1%	27.9%	0.
61 Education	20.4%		19.5%	-5.7%	16.1%	-5.
62 Health Care, Social Assistance	18.1%	8.8%	19.2%	4.8%	22.1%	3.
71 Arts, Entertainment, Recreation	1.2%	0.0%	1.2%	4.070	1.2%	3.
72 Accommodation, Food Services	0.3%		0.3%		0.3%	
81 Other Services	0.376		0.3%		0.376	
OT OTHER SELVICES					15.5%	1
92 National Defense	17 90/	_7 C0/				
92 National Defense Total	17.8% <b>100.0%</b>	-7.6%	16.8% 100.0%	-6.6% -1.2%	100.0%	-0.8

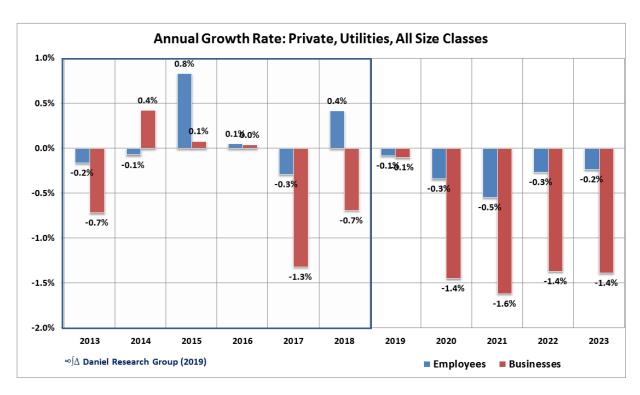


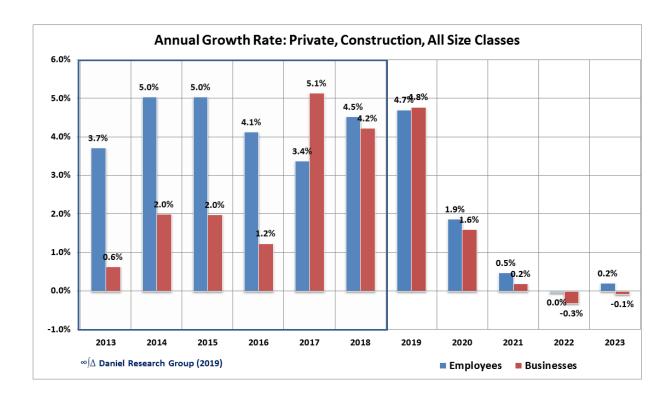


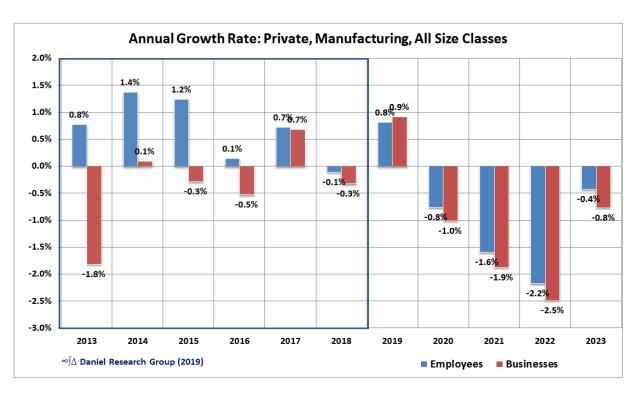


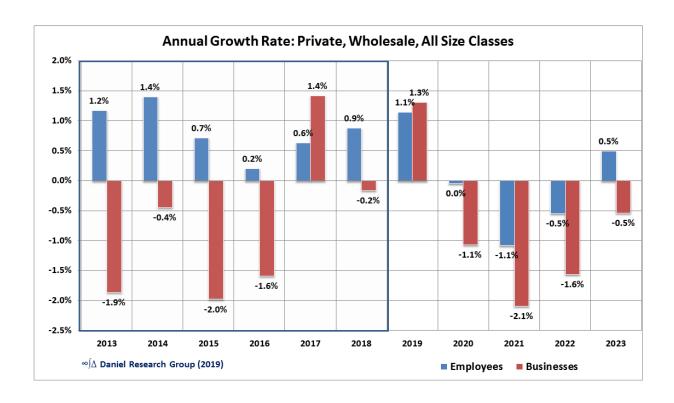


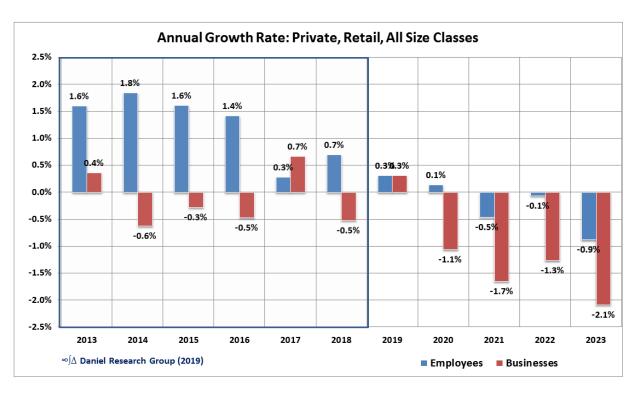


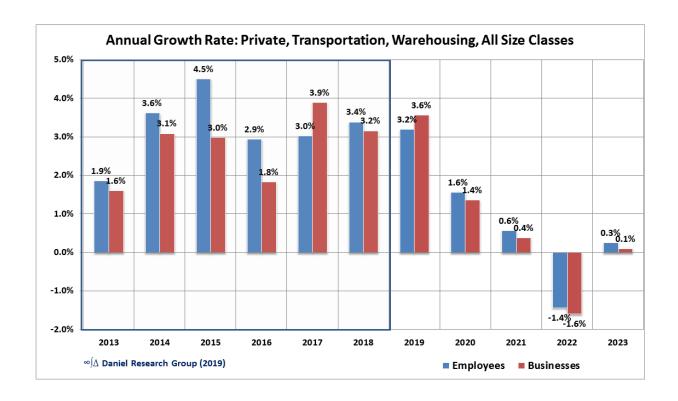


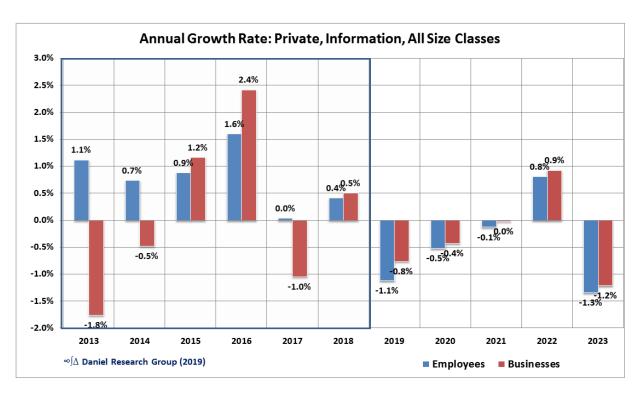


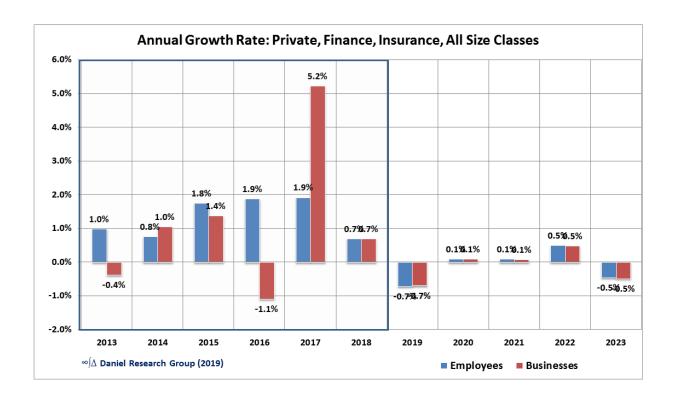


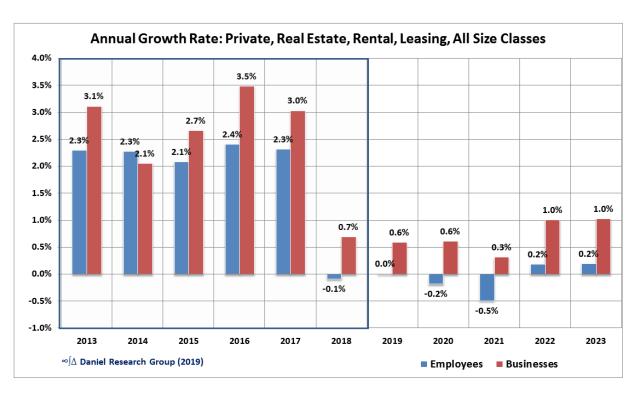


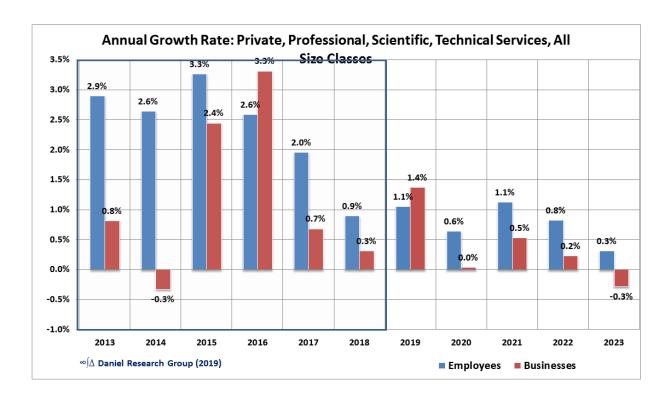


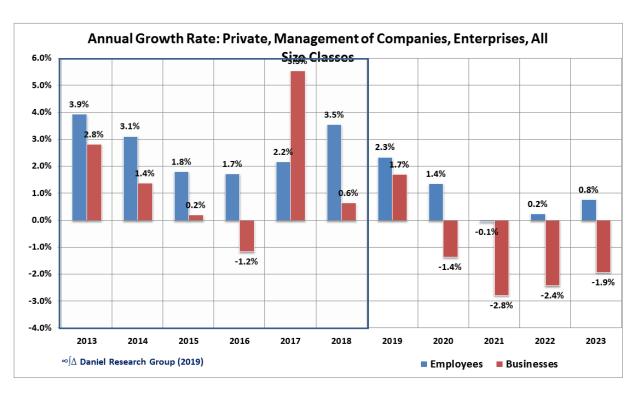


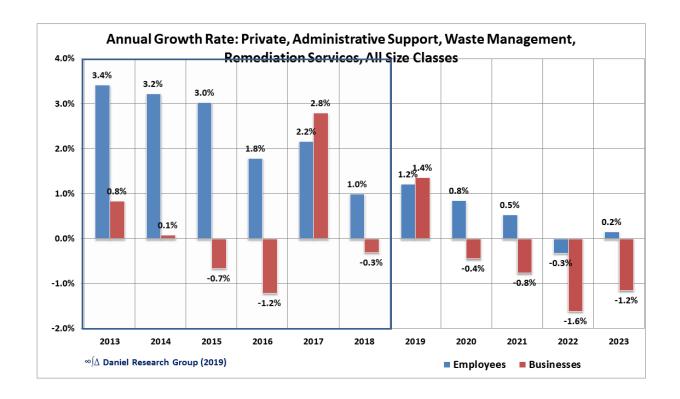


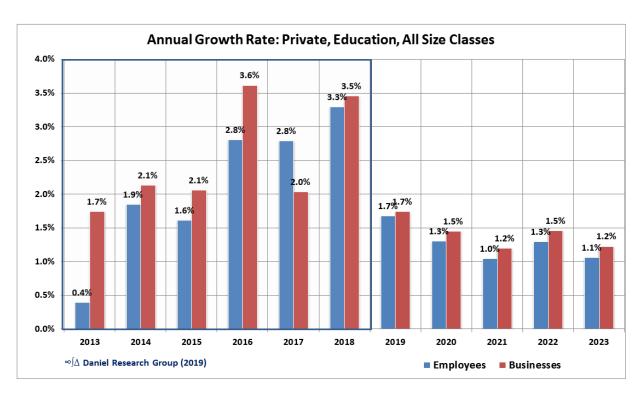


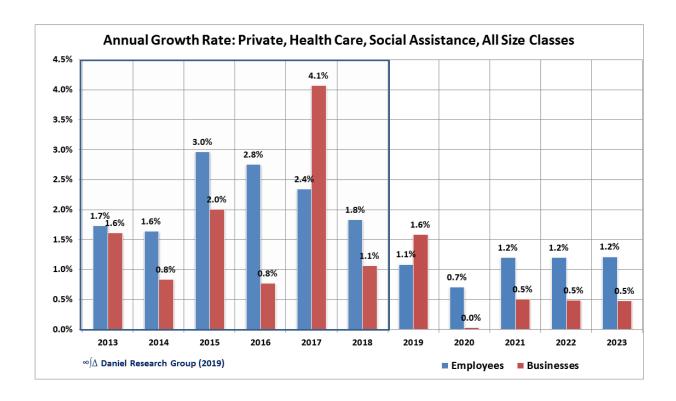


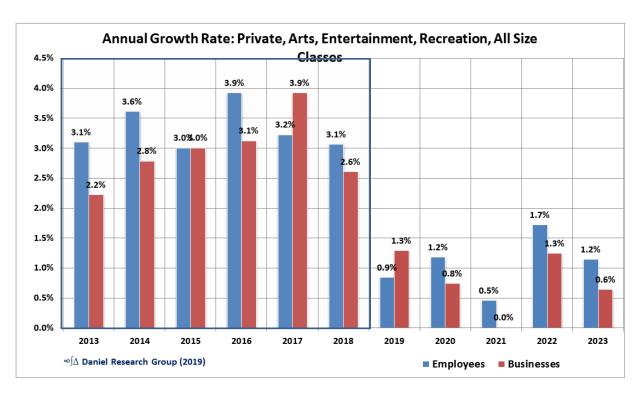


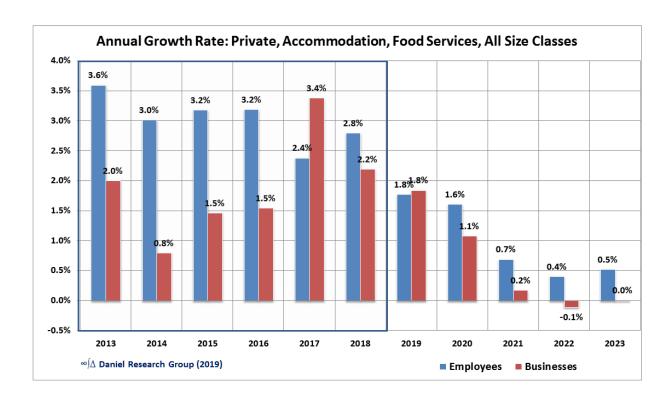


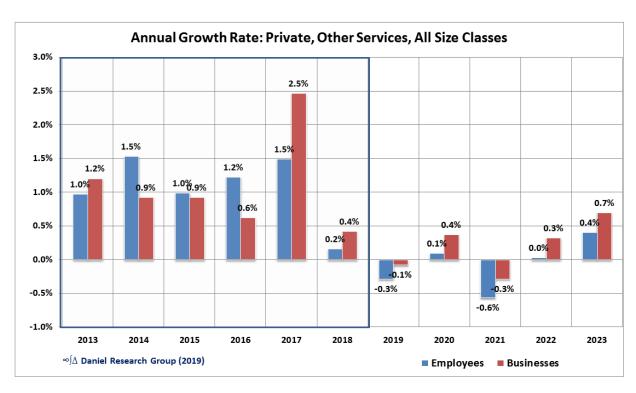


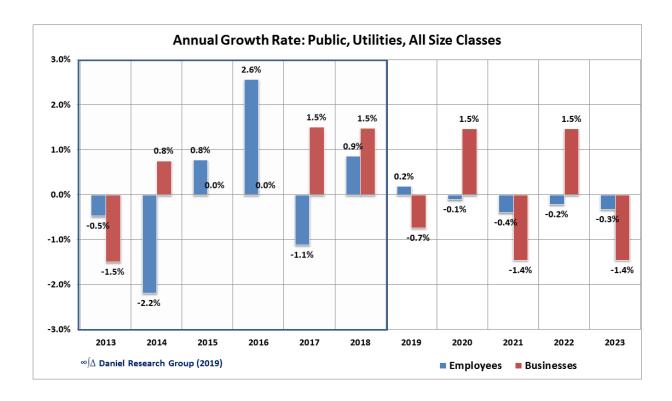


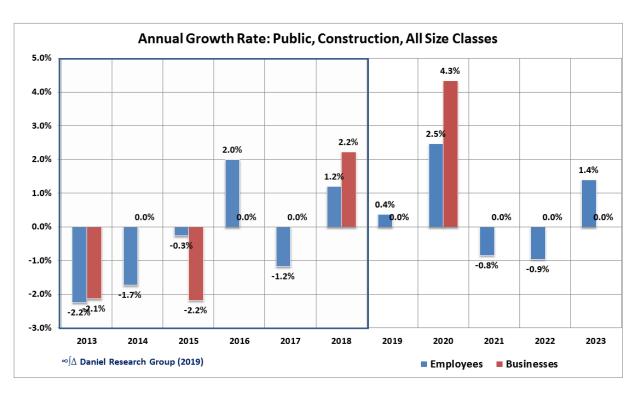


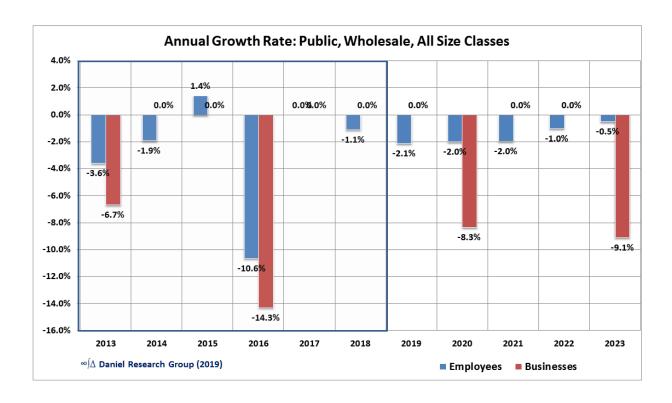


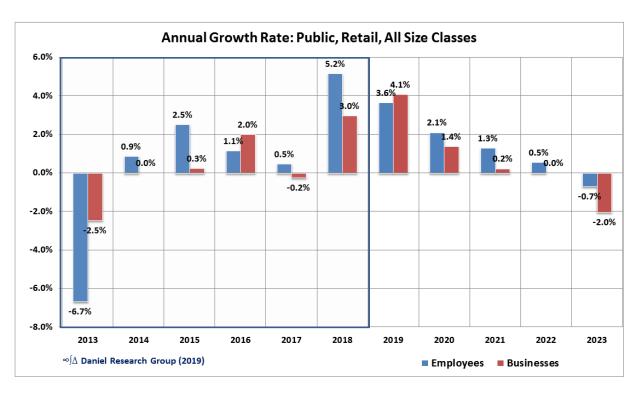


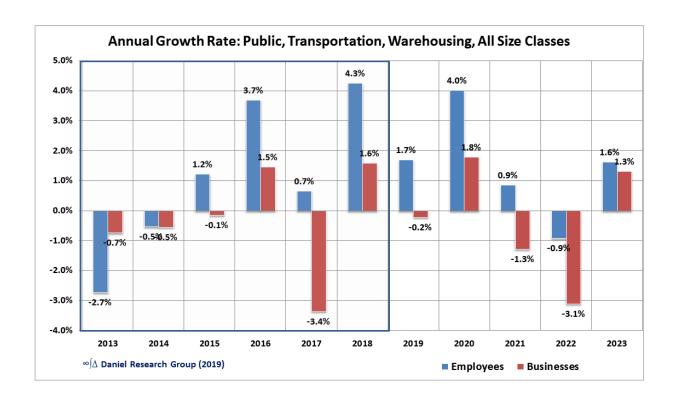


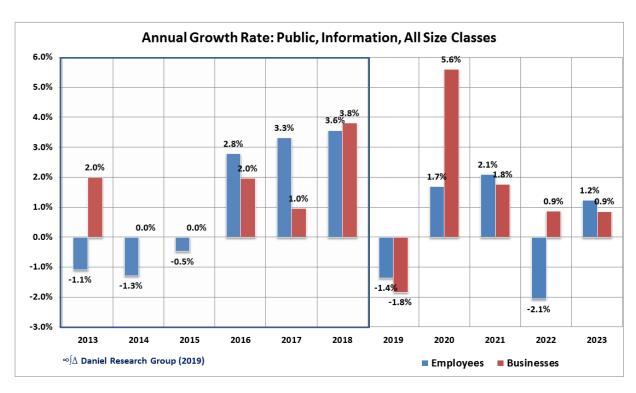


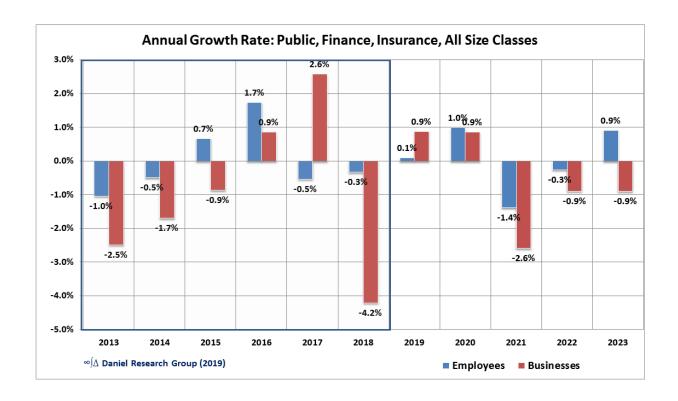


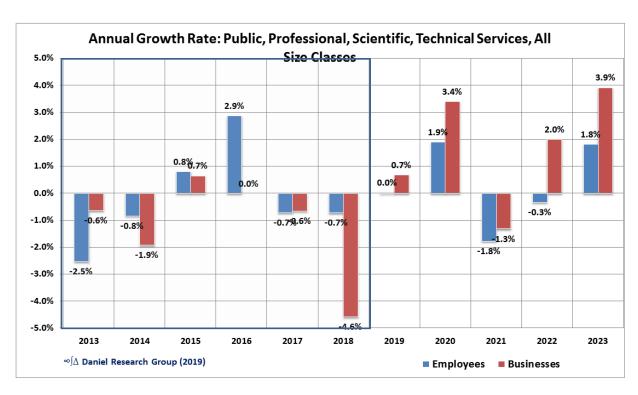


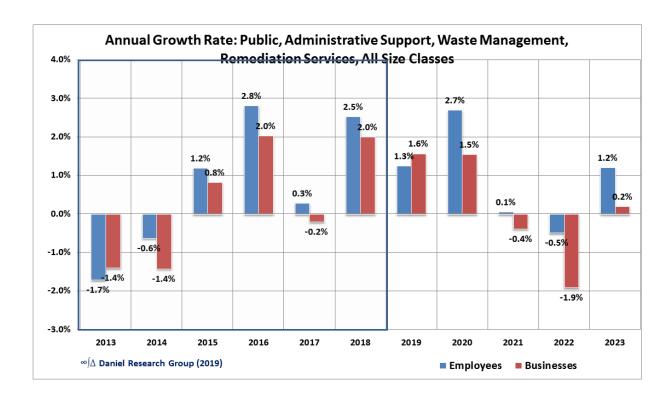


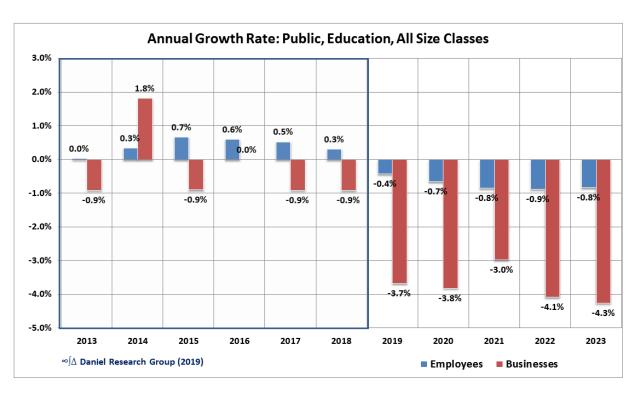


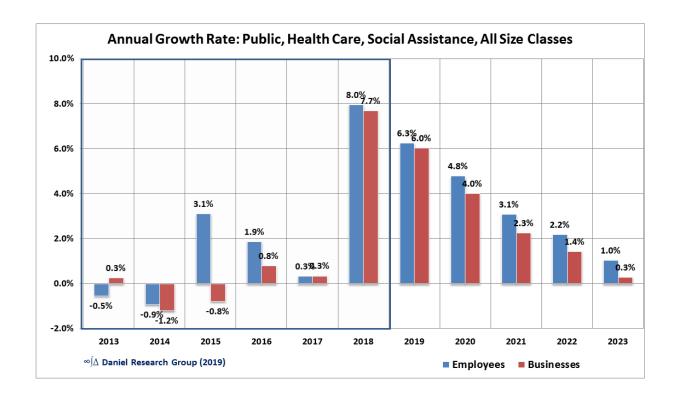


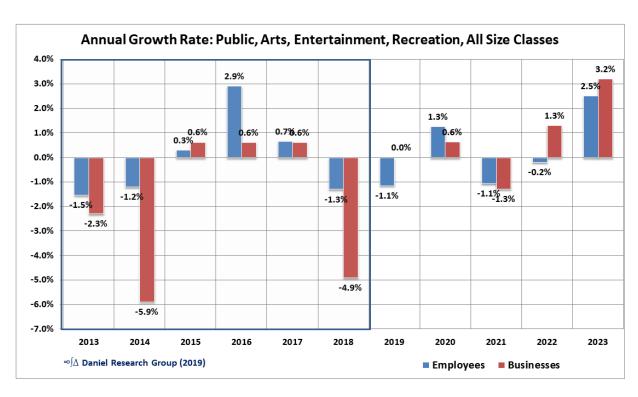


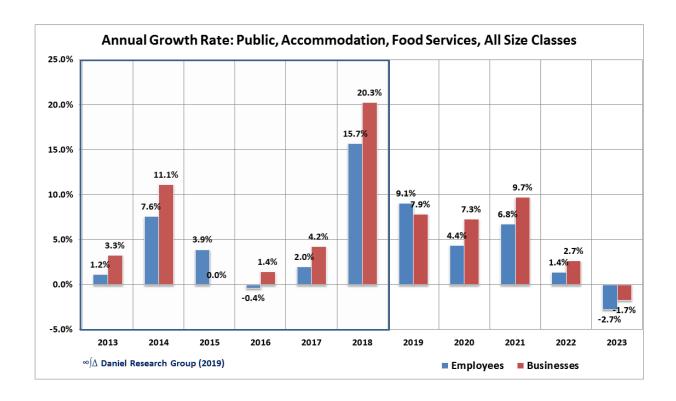


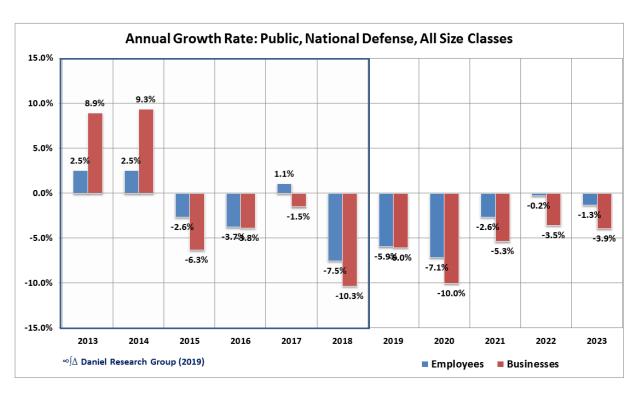


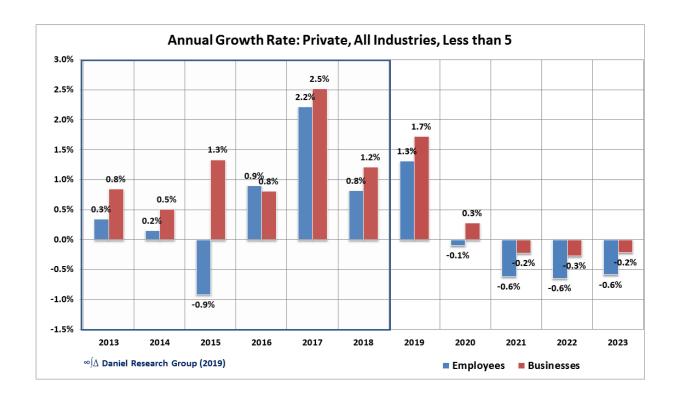


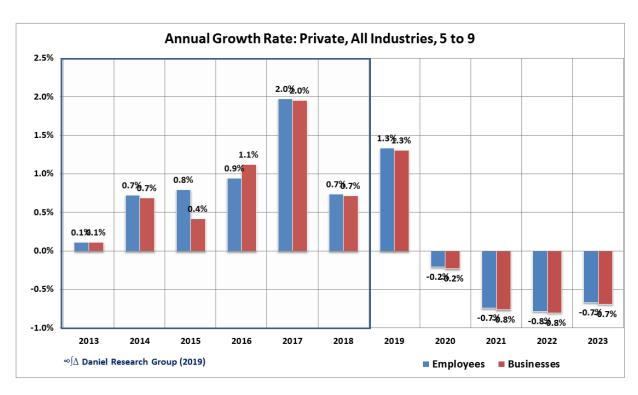


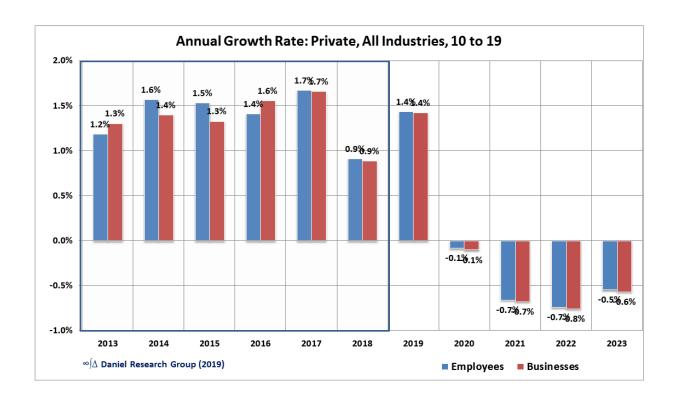


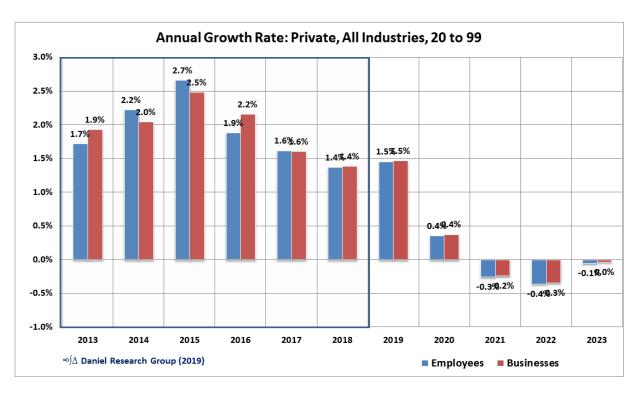


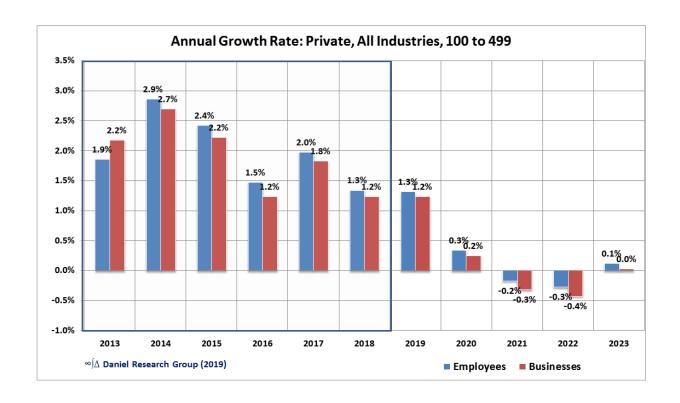


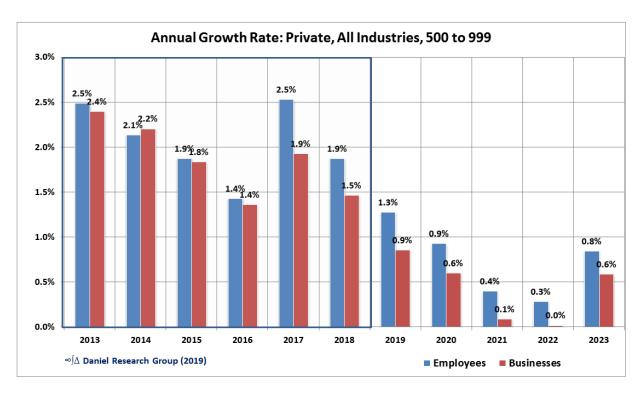


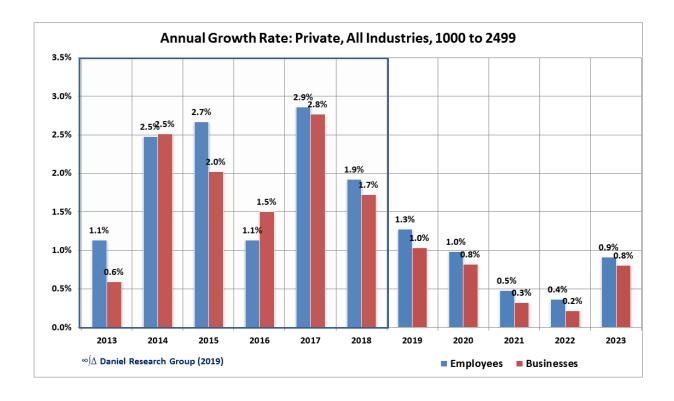


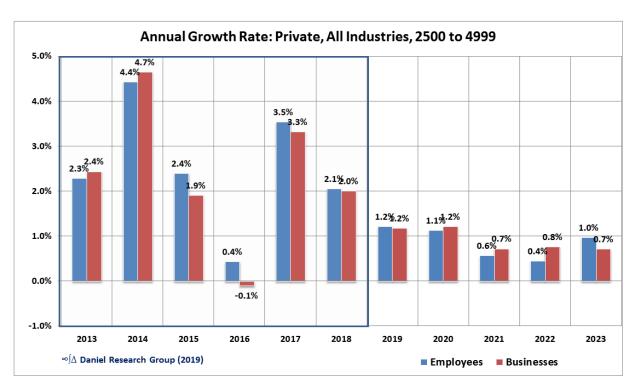


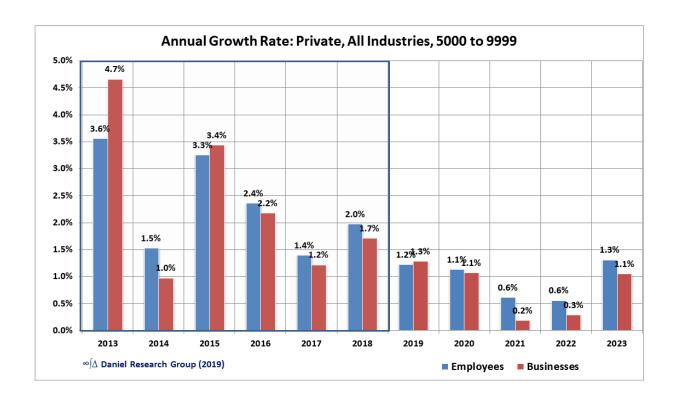


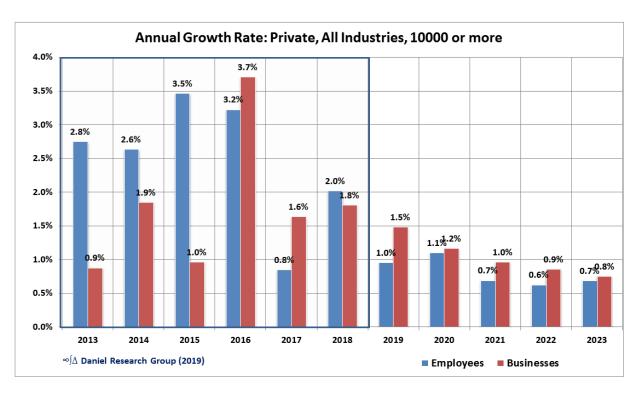


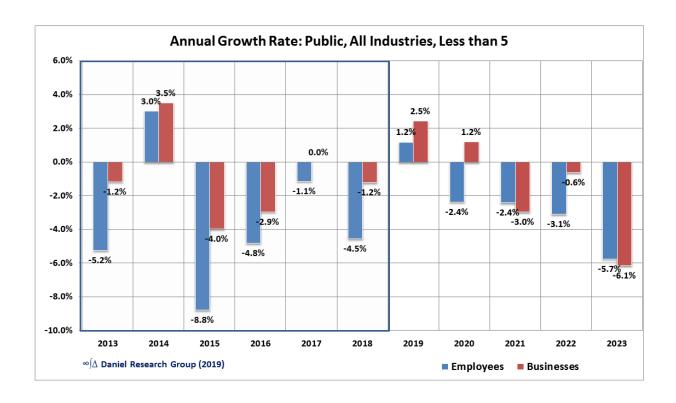


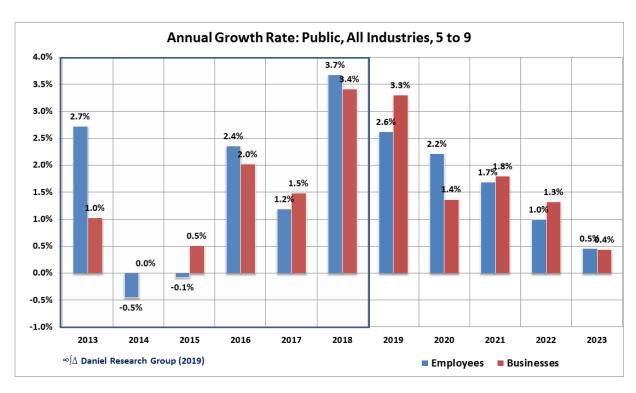


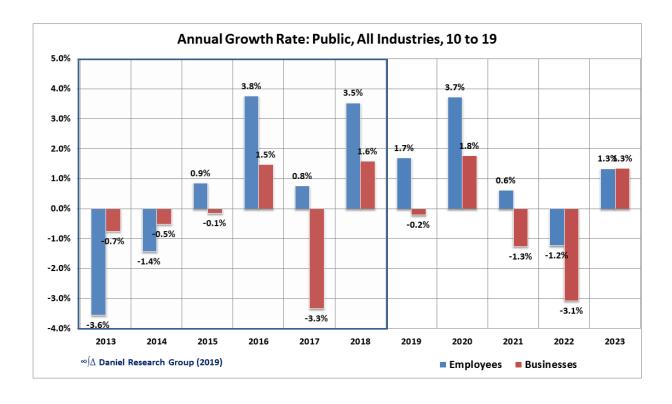


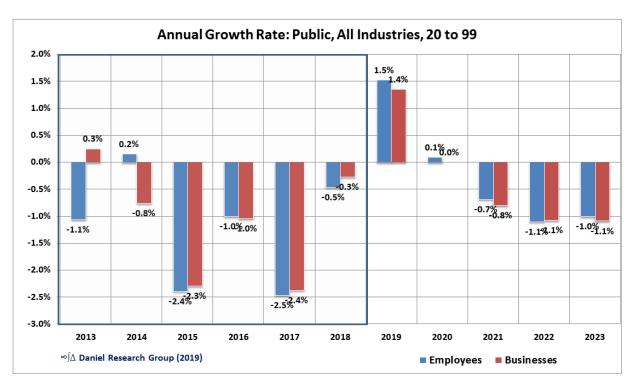


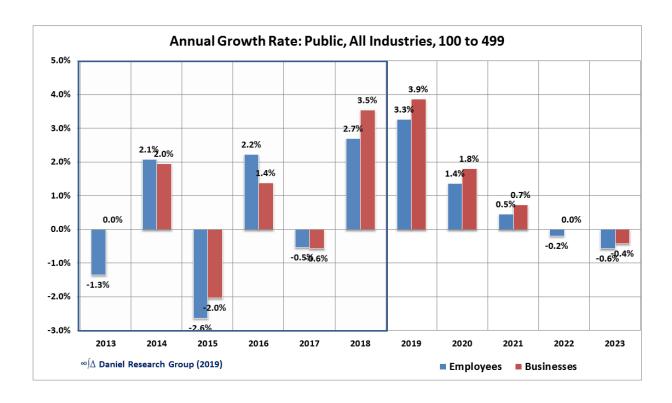


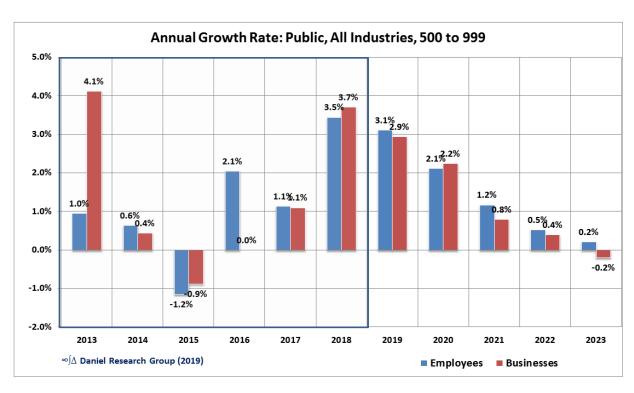


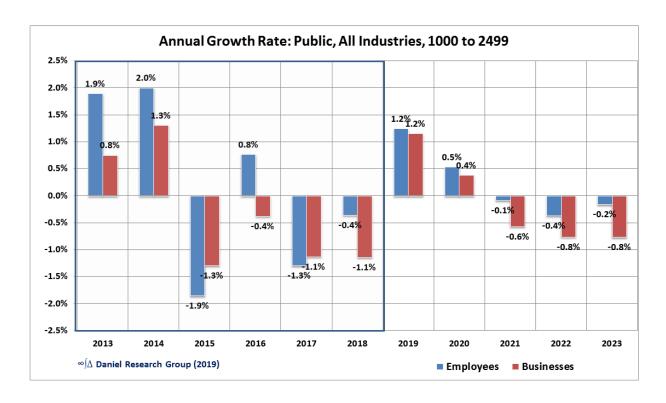


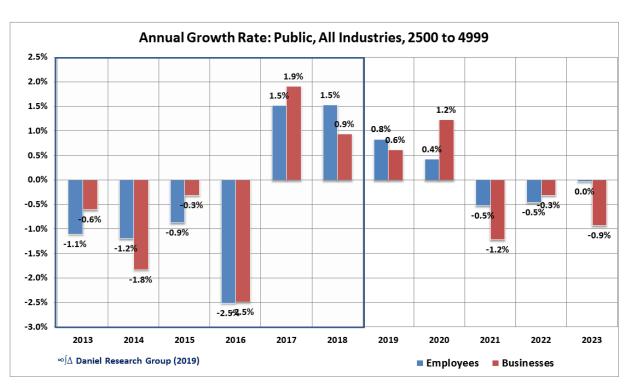


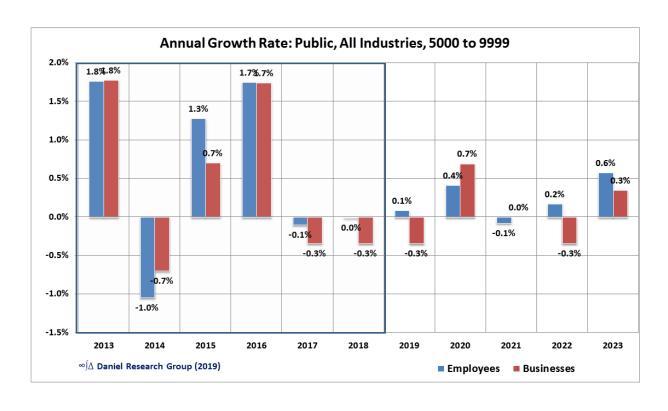


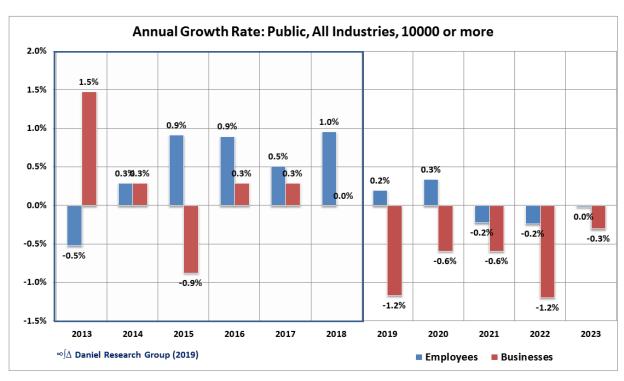












**U.S.** Business Economic Demographic Database (BEDD)

# **Summary**

The **DRG** U.S. Business Economic Demographic Database containing business demographic data, specifically built for use in the design, development, and application of market size models and forecasts for both enterprise product and services.

## **Taxonomies and Metrics**

Industries (20 in Private Sector, 21 in Public Sector)	Years (29)
Forestry, Fishing, Hunting, Agriculture	1998 to 2026
Mining	Sectors (2)
Utilities	Private
Construction	Public
Manufacturing	Business Size Class (10) (Employees)
Wholesale	Less than 5
Retail	5 to 9
Transportation, Warehousing	10 to 19
Information	20 to 99
Finance, Insurance	100 to 499
Real Estate, Rental, Leasing	500 to 999
Professional, Scientific, Technical Services	1000 to 2499
Management of Companies, Enterprises	2500 to 4999
Admin. Support, Waste Mgmt., Remediation	5000 to 9999
Education	10000 or more
Health Care, Social Assistance	Metrics (5)
Arts, Entertainment, Recreation	Employees
Accommodation, Food Services	Firms
Other Services	Primary Firms (Industry Unique)
Auxiliaries & Unclassified	Establishments (Sites)
National Defense	Annual Payroll

## **Application**

Enterprise product/service market size and forecast models require business demographic data as inputs for many types of models.

- Usage/Adoption models need this data to size the Total Available Market that is being penetrated
- Initial Sales models need this data to estimate the number of potential buying units
- Recurring Sales models need this data to compute installed bases

The objective of these models is to provide a high confidence forecast of near and medium term demand, and therefore often require considerable historic data that transcends anomalous economic shocks and contain information that allows identification of the long-term trends and cycle influencing demand. Obtaining this historic and forecast data is often time consuming and challenging, especially where there are significant contextual criteria such as business size, industry, and legal form of ownership (public vs. private).

DRG can provide you with the exact data needed to support your model development effort thereby considerably shortening the time spent in research and discovery, allowing your analysts to develop and deliver their forecasts sooner.

## **Development**

#### **Sources**

The **DRG** U.S. Business Demographic Baseline and Forecast database is constructed using data obtained from the following sources.

- U.S. Census Bureau
- U.S Bureau of Labor Statistic
- U.S. Department of Defense
- U.S. Office of Personal Management
- U.S. Congressional Budget
- U.S. Bureau of Economic Analysis

## **Analysis and Construction**

**DRG** has been designing, developing, and applying enterprise products and services market size and forecast models for over three decades, and has considerable experience in using business demographic data in these models. One of the most difficult challenges often encountered is reconciling data from different government sources and accounting for definitional differences and methodologies. **DRG** has solved three of the most common problems in building its U.S. Business Demographic Baseline and Forecast.

#### How Many Businesses Are In an Industry? Firms and Primary Firms

Many forecasters will use the data available from the U.S. Census Bureau – Statistics of United States Business to estimate the number of business in an industry and size class. However, this may often lead to overestimating the size of the market. The methodology employed by the U.S. Census Bureau to construct this data allows firms to be counted in more than one industry. As a result, the total number of firms by industry is larger than the total number of firms by Employment Size Class.

**DRG** has developed a proprietary algorithm (**MatrixSolver**<sup>TM</sup>) that removes the industry double counting and produces the Primary Firm metric, while preserving the Employment Size Class constraints. The sum of Primary Firms by industry will equal the sum of Firms by Employment Size Class and therefore is often a better estimate of the number of Firms in the economy.

Depending on context, either Firms or Primary Firms can be used in forecasting. If the target market includes any firm with some business activity in the specified industry, then Firms should be the selected metric. If the target market were limited to Firms whose primary business is the specified industry, then Primary Firms would be the appropriate metric. For example, in 2016 there were 7,956 Firms with 100 to 499 Employees that had some business activity in the Retail Industry. However, there were only 6,769 Firms whose primary business is Retail.

Sector	(All)	¥
NAICS	(All)	₩
Industry	(All)	¥
Size Code	(All)	₩
Employees	(All)	-

Employees	(//					
Sum of Data Metric	Year	2019	2020	2021	2022	2023
Annual Payroll (\$1,000)	7,798,444,090	8,077,039,428	8,320,925,153	8,530,368,212	8,741,594,657	8,990,237,649
Employees	151,303,107	152,977,277	153,914,514	154,043,815	154,052,571	154,510,482
Establishments	8,483,107	8,614,368	8,654,553	8,649,601	8,642,888	8,646,020
Firms	6,542,013	6,642,351	6,650,700	6,623,101	6,591,448	6,568,130
Primary Firms	6,462,862	6,565,306	6,576,545	6,552,441	6,524,346	6,504,900
Annual Growth Rate						
Metric	2016	2017	2018	2019	2020	2021
Annual Payroll (\$1,000)		3.6%	3.0%	2.5%	2.5%	2.8%
Employees		1.1%	0.6%	0.1%	0.0%	0.3%
Establishments		1.5%	0.5%	-0.1%	-0.1%	0.0%
Firms		1.5%	0.1%	-0.4%	-0.5%	-0.4%
Primary Firms		1.6%	0.2%	-0.4%	-0.4%	-0.3%
Employees per Primary Firm	23.4	23.3	23.4	23.5	23.6	23.8
AGR		-0.5%	0.4%	0.5%	0.4%	0.6%
Employees per Firm	23.1	23.0	23.1	23.3	23.4	23.5
AGR		-0.4%	0.5%	0.5%	0.5%	0.7%
PayRoll (\$K) per Employee	51.5	52.8	54.1	55.4	56.7	58.2
AGR		2.4%	2.4%	2.4%	2.5%	2.5%
PayRoll (\$K) per Primary Firm	1,207	1,230	1,265	1,302	1,340	1,382
AGR		2.0%	2.8%	2.9%	2.9%	3.2%
Establishments per Primary Fire	m 1.31	1.31	1.32	1.32	1.32	1.33
AGR		0.0%	0.3%	0.3%	0.4%	0.3%
Firms per Primary Firms	1.01	1.01	1.01	1.01	1.01	1.01
AGR		-0.1%	0.0%	0.0%	0.0%	-0.1%

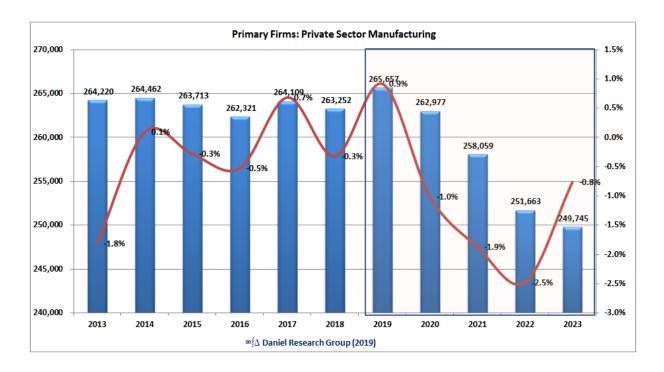
#### Tiling the Plane - Private and Public Sectors

One of **DRGs** primary objectives in constructing the Baseline and Forecast was to build a data set describing the U.S. business structure that met the criteria of being mutually exclusive and exhaustive. All employed persons, the organizations they are employed by, and the places they work, are accounted for only once.

This required finding solutions for two problems.

- 1. The U.S. Census Bureau uses different taxonomies to structure the data for Public and Private sectors.
- 2. The Private Sector data provided by the U.S. Census Bureau includes some Public Sector data.

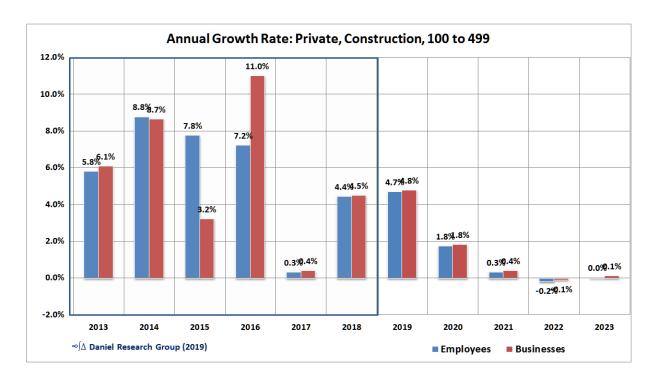
**DRG** solved both problems, the former by application of additional data from the U.S. Census Bureau detailing Legal Form of Ownership, and the latter by analyzing, and then mapping, the Public sector data into the Private sector taxonomies. Additionally, data from the U.S. Department of Defense pertaining to both civilian and Uniformed Military personal, bases, and other sites was added to complete the database.



#### **Understanding the Future - Forecast Methodology**

DRG uses a combination of U.S. Government projections and its own analysis and methodologies to complete the historic Baseline and create the Forecast.

- 1. U.S. Labor Force projections are obtained from the Bureau of Labor Statistics
- 2. Unemployment Rate projections are obtained from the U.S. Congressional Budget Office
- 3. Industry Employment projections are obtained from the Bureau of Labor Statistics and are used to calibrate independent industry growth forecasts derived from **DRG** trend analysis.
- 4. Employment, Primary Firms, Firms, Establishments, and Payrolls within Size Classes for each industry are computed by application of various **DRG** modeling methodologies.



The resulting final **DRG** U.S. Business Demographic Baseline and Forecast database total employment time-series will match those published by the Bureau of Labor Statistics for past years, and match employment projections based on the Labor Force projections from the Bureau of Labor Statistics and the Unemployment projections from the Congressional Budget Office. Industry and Employment Size Class distributions will align tightly with those derived from the U.S. Census Bureau data.

### **Availability**

The **DRG** U.S. Business Demographic Baseline and Forecast database is available for client use under a number of licensing and deliverable arrangements. Clients may license the entire database, or request custom subsets. The database or subsets may also be incorporated into custom market sizing and forecasting models designed and developed for clients. Additional data at more granular levels in the industry taxonomy, or other metrics can be provided upon request. The Baseline and Forecast is **updated periodically** when new data is released from the various U.S. government sources.

For more information about the **DRG** U.S. Business Demographic Baseline and Forecast, availability, prices, or development methodology please contact Daniel Research Group.

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# **About Daniel Research Group**

Daniel Research Group offers consulting and market research services to clients whose products and services are primarily technology based or enabled. The primary focus is on providing results, solutions, consulting and training to clients that have strategic and tactical decisions that require Forecast, Segmentation, Market Share, and other market modeling requirements.

The full range of traditional market research data gathering and analysis services support these engagements, including quantitative and qualitative surveys, focus groups, demographic and firmographic data acquisition and analysis, as well as input from technology and industry experts. While the emphasis is on delivering data and actionable recommendations, **DRG** often designs and develops custom models and modeling tools for client use, as well as providing training and education in these areas.