

# **Report:**

## **Simpson County Target Industry Analysis**

Prepared for:

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AA/EOE/ADA

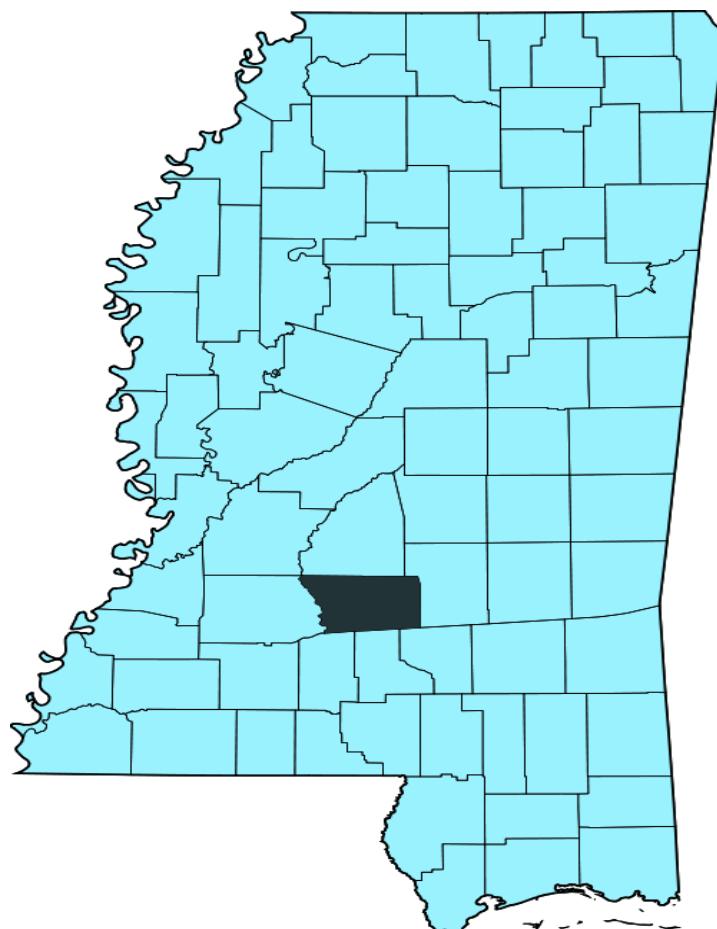
## Executive Summary

The study conducted to identify Simpson County, Mississippi's target industries with the highest growth potential aligned with the county's economic advantages and Simpson County Development Foundation's strategies concludes that the county should target industries related to Natural Gas Distribution, Light Truck and Utility Vehicle Manufacturing, Freight Transportation Arrangement. These conclusions were formed by utilizing the Clemson University Regional Economic Development Research Laboratory (REDRL) approach and additional analysis of industry publications, including LexusNexus and IBISWorld. In order to attract these industries to the region, we recommend Simpson County Development Foundation reaches out to related industry associations, organizations, and site selectors, forms a regional partnership with neighboring economic development organizations, establishes university and higher education institutions, collaborates with youth and young professionals within the community, and solicits input on future economic development initiatives and strategies from the community and higher education institutions within the state.

## Introduction

Simpson County is located in central Mississippi, only approximately 40 miles south of Jackson, the state capital, and approximately 65 miles north of Hattiesburg. Simpson County is part of the Jackson, MS Metropolitan Statistical area. The largest cities in the county are Magee and Mendenhall, which make up about 25% of the county's total population of approximately 27,431 (EMSI). Other notable towns, villages, and unincorporated communities include D'Lo, Braxton, Harrisville, Merry Hell, Pinola, and Weathersby.

*Figure 1: Map of Simpson County, MS*



## Simpson County Assets for Expanding and Attracting Industry

Local industry enjoys many benefits from locating their facilities and operations in or near Simpson County, Mississippi. From its hassle free shipping options to its friendly business climate and ready to work labor force, Simpson County has the potential to attract and expand industry efforts throughout its borders and beyond.

### Transportation

Simpson County, an effective and efficient transportation hub, offers a multitude of transportation and distribution options for companies shipping or receiving product and materials via truck, air, or rail. Canadian National (CN) maintains two main lines running north to Memphis, which converge in Jackson at a major terminal in switching yard. From there, the lines diverge to run south to New Orleans and Baton Rouge, Louisiana and southeast to Mobile Alabama. U.S. Highway 49 runs north and south directly through Simpson County, directly connecting the region south to the Mississippi Gulf Coast and north to the Mississippi Delta. Jackson-Evers Airport is located just 40 miles north and the Vicksburg Mississippi River Port is located only 90 miles away.

***Table 1: Simpson County Transportation***

Access	
Highway Linkage	U.S. Highway 49
2 or 4 Lane	4 Lane
Distance to 4 Lane Highway	Highway Runs Through County (N/S)
Nearest Airport	

Name	Jackson-Evers International Airport
Distance to Airport in Miles	30 Miles
Nearest Port	
Name	Vicksburg Mississippi River Port
Type	Inland Port
Distance in Miles	70 Miles
Rail Service (if applicable)	
Carrier	Canadian Naitonal (CN)
Main or Branch Line	Main
Barge Facilities	
Name of River, Lake, etc.	Mississippi River
Channel Depth	12-Foot Minimum
Storage Capabilities	150-Ton Crane
	Two 15-Ton Overhead Cranes
	129,000 Sq. Feet Warehouse
	Liquid Warehouse Facilities
	Access From Barge to Truck to Rail

According to the Mississippi Water Resource Association, "the Vicksburg Mississippi River Port directly serves 29 industries employing over 2,200 workers. Over 14 million tons of product is shipped through the Port annually including lime, petroleum, coal, grain, steel, lumber, fertilizer, and ore. The Port is also multimodal and is served by a short line operated by Vicksburg Southern Rail. The short line is directly connected to Kansas City Southern's (KCS) mainline on the Meridian Speedway. Additionally, the Port is connected to Interstate 20 via Highway 61 North Bypass just twelve miles away." The Port is also designated as a Foreign Trade Zone, Port of Entry, and maintains United States Customs service.

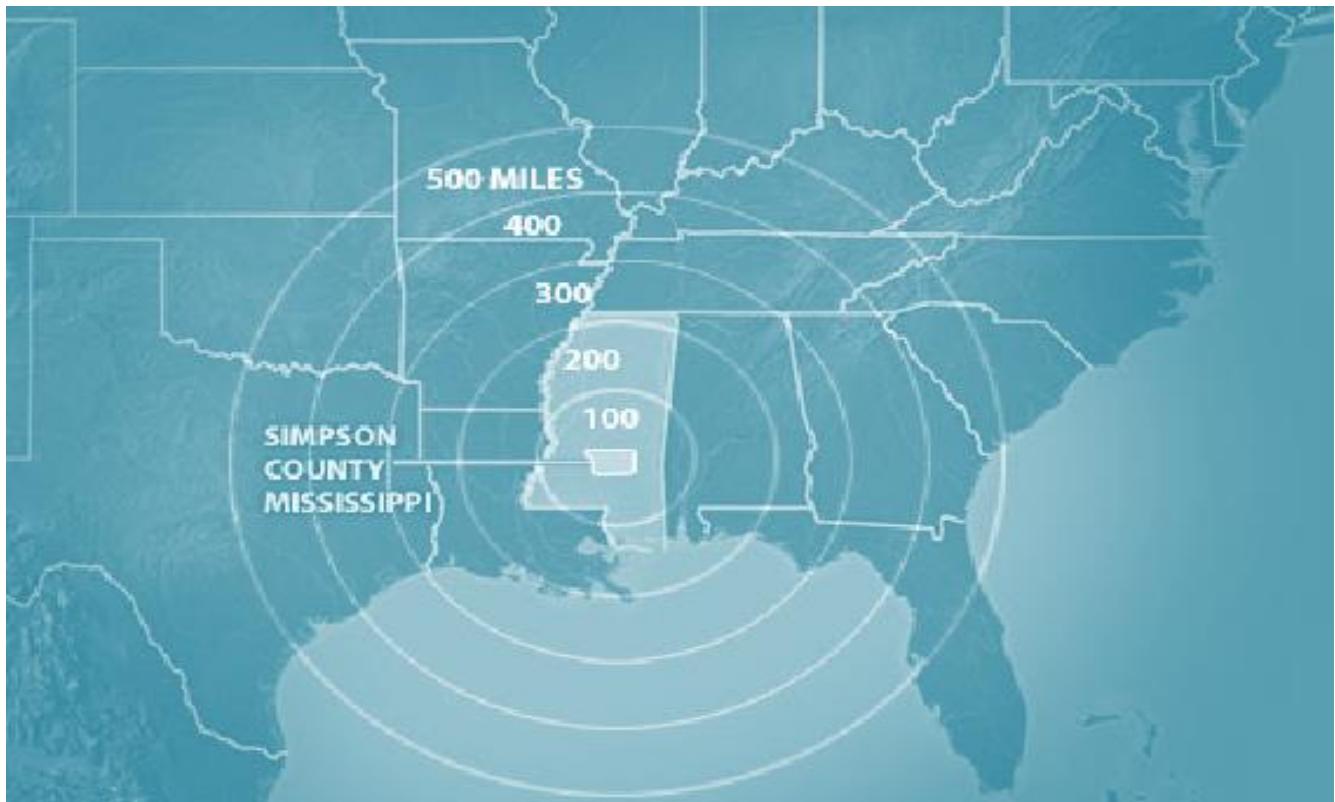
*Figure 2: Simpson County, MS Map with Infrastructure (Highways, Rail Lines, and Ports)*



*Source: Simpson County Biz*

Simpson County is centrally located within 500 miles or less from many major south and southeastern industry hubs, including New Orleans, Memphis, Nashville, Atlanta, Houston, Dallas, and Atlanta, making it an ideal location for shipping and receiving product and resources.

*Figure 3: Simpson County Map with Radius*



*Source: Simpson County Biz*

## **Friendly Business Climate**

Tax rates for corporations are exceptionally low and many industrial taxes have been eliminated altogether. Add to this the fact that personal taxes, unemployment taxes and workers' compensation premiums are among the lowest in the nation. This translates into businesses keeping more of their profits and workers keeping more of their earnings. On a case by case basis, Simpson County may also be able to offer tax breaks and incentives to companies based on job creation, payroll, and investment. Examples of these incentive programs include its Job Protection Grant Program, Job Protection Loan Program, Existing Industry Productivity

Loan Program, Minority Business Enterprise Loan Program, Minority Business Micro Loan Program, and Minority Bond Surety Program.

## Quality Utility Providers

Simpson County is powered by energy providers Entergy, Southern Pine Electric Power Association, and Wilmut Gas and Oil. Communications are provided by BellSouth and Exede Satellite Internet Services. BellSouth offers high speed, fiber-optic services for companies including data, internet, voice, and long distance. The water demands are met by county, municipal, and association owned wells.

## Economic Overview

The health of a region's economy can be gauged by monitoring key performance indicators, including population, jobs, average earnings, cost of living (COL) adjusted average earnings, number of unemployed, degree completions, gross regional product (GRP), regional exports, and regional imports. According to EMSI, Simpson County, Mississippi produced 6,943 full-time and part-time jobs with an average annual earnings of \$34,104 compared to \$46,011 average annual earnings at the state level, and \$64,576 average annual earnings at the national level (the average earnings per worker in the region includes wages, salaries, supplements and proprietor income). In the same year, 736 people in the county were classified as being unemployed. Gross regional product (GRP) was \$563,172,396. Exports totaled \$875,822,282 and imports totaled \$1,090,000,000. Data on education programs completion for Simpson County was not available. By themselves, these performance indicators have little relevance,

but when compared to the state and national numbers, it is possible to gain an understanding of how where Simpson County's economy is positioned, specifically with the averaged categories. Compared to the rest of the state and the nation, Simpson County's average earnings and COL adjusted average earnings are significantly lower. This shows a lack of high wage jobs, emphasizing a clear need to attract higher wage industries to the region.

**Table 2: Economic Overview (2016)**

	United States	Mississippi	Simpson County
Population (2016)	323,427,948	3,008,396	27,431
Jobs (2016)	141,591,164	1,128,110	6,943
Average Earnings (2015)	\$64,576	\$46,011	\$34,104
COL Adjusted Avg. Earnings	\$57,022	\$50,593	\$37,391
Unemployed	7,537,201	93,804	736
Completions (2014)	4,952,360	40,920	N/A
GRP (2014)	\$17,045,036,501,319	\$101,605,954,217	\$563,172,396
Exports(2014)	\$7,602,117,003,473	\$158,643,748,807	\$875,822,282
Imports (2014)	N/A	\$140.74B	\$1.09B

*Source: EMSI Q2 2016*

## Current and Future Demographic Trends

According to EMSI, Simpson County's population is relatively stable with a slight decline from 27,503 to 27,431, a loss of 72 people from 2010-2016. In that same time period, the state grew at a modest rate of 1%, adding 37,587 people, while the nation grew at a rate of 5%, adding over 14,000,000.

**Table 3: Population Change (2010-2016)**

Area	2010 Population	2016 Population	Change	% Change
Simpson County	27,503	27,431	-72	0%
State	2,970,809	3,008,396	37,587	1%
Nation	309,347,057	323,427,948	14,080,891	5%

Source: QCEW Employees - EMSI 2016.2 Class of Worker

Table 4 shows Simpson County is projected to lose an additional 21 residents by 2025. During this same period, the state is projected to grow at a rate of 1%, adding 28,734 people, while the nation is expected to grow by 3% adding 10,682,254.

**Table 4: Population Change (2016-2025)**

Area	2016 Population	2025 Population	Change	% Change
Simpson County	27,431	27,410	(21)	0%
State	3,008,396	3,037,130	28,734	1%
Nation	323,427,948	334,110,202	10,682,254	3%

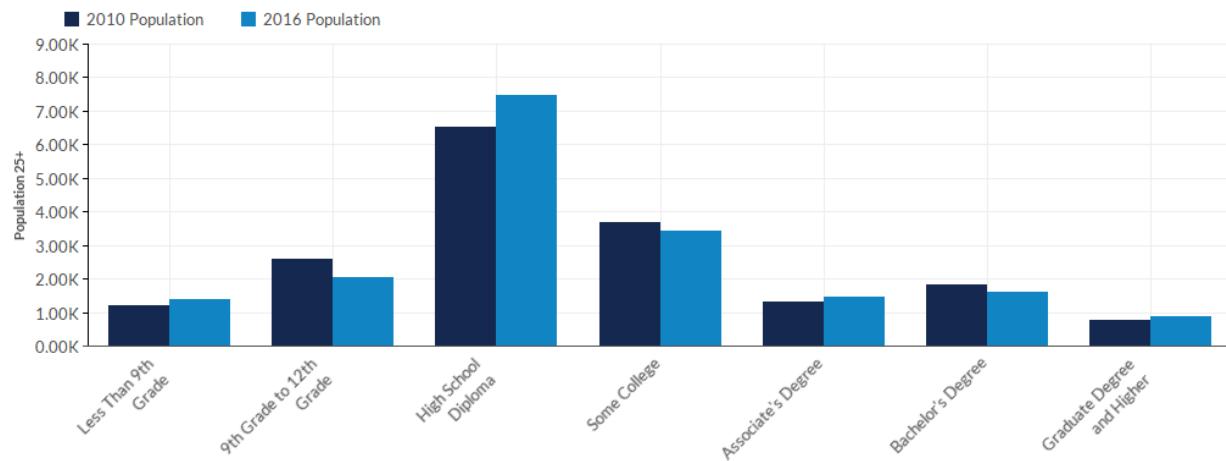
Population changes can be attributed to many factors. Significant changes in a region's population may be the result of economy. When high wage jobs are abundant and the quality of life in a region is high, people will gravitate towards that region, increasing population. When high wage jobs are scarce and opportunities to earn a living disappear, people will leave a region, decreasing the population. Simpson County's population has remained relatively stable, with a slight decline projected leading to 2025. While this slight population decline should not be alarming, it does indicate that people are not attracted to the region. Whether this is due to

quality of life or lack of high paying jobs, this does need to be monitored and addressed moving forward.

## Educational Analysis of Workforce

Figure 6 illustrates how education attainments are distributed in the region. The number students who attain high school diplomas have increased when compared from 2010 to 2016. The number of students attaining associate degrees and graduate degrees has slightly increased as well.

**Figure 6: Educational Attainment (2010-2016)**



Source: QCEW Employees - EMSI 2016.2 Class of Worker

As Table 5 indicates, compared with the state and the nation, Simpson County is still significantly behind in percentage of the population who has attained bachelor and graduate degrees. This is important because it limits the potential industries that it can attract. Without a higher population that have attained bachelor and graduate degrees, the region must target industries with job skills that can be attained at community colleges and trade schools. This

leaves Simpson County vulnerable to future job losses if these occupations become automated or robotized.

**Table 5: Educational Attainment as Percentage of Population (2010-2016)**

Education Level	2010 Population	2016 Population	2010 % of Population	2010 State % Population	2010 Nat. % Population
Less Than 9th Grade	1,199	1,397	7%	6%	6%
9th Grade to 12th Grade	2,596	2,042	14%	13%	9%
High School Diploma	6,521	7,465	36%	31%	28%
Some College	3,691	3,415	21%	22%	21%
Associate's Degree	1,305	1,446	7%	8%	8%
Bachelor's Degree	1,826	1,590	10%	13%	18%
Graduate Degree and Higher	777	879	4%	7%	10%
Total	17,916	18,234	100%	100%	100%

*Source: QCEW Employees - EMSI 2016.2 Class of Worker*

To combat these trends, the region's population must understand the importance of attaining higher education. Manufacturing trends indicate that many companies that have offshored in their activities in recent decades are returning, but manufacturing economies will continue to lose the need for human labor. In the current economy, these manufacturing jobs offer moderate to high earning job opportunities, specifically in the southeast United States where occupations are not highly unionized and costs of doing business are much lower. However, in order to build a sustainable economy, Simpson County needs to educate its citizens about moving up the funnel from a manufacturing driven economy to a creative, information driven economy that offers more resistance to automation and outsourcing.

**Table 6: Educational Attainment as Percentage of Population (2016-2025)**

Education Level	2016 Population	2025 Population	2016 % of Population	2016 State % Population	2016 Nat. % Population
Less Than 9th Grade	1,397	1,416	8%	7%	7%
9th Grade to 12th Grade	2,042	1,963	11%	12%	8%
High School Diploma	7,465	7,764	41%	31%	28%
Some College	3,415	3,398	19%	22%	21%
Associate's Degree	1,446	1,522	8%	8%	8%
Bachelor's Degree	1,590	1,532	9%	13%	18%
Graduate Degree and Higher	879	935	5%	7%	11%
Total	18,234	18,530	100%	100%	100%

Source: QCEW Employees - EMSI 2016.2 Class of Worker

## Current and Future Workforce Trends

Since the Housing Bubble burst and financial crisis beginning in 2009, the nation's economy has begun to rebound and is expected to continue this positive job trend in the foreseeable future. Table 7 illustrates the percent change in jobs from 2010 to 2016 in Simpson County compared to the state of Mississippi and the rest of the United States. Figure 8 illustrates the percent change in jobs from 2001 to projections in 2025. Simpson County's job market is expected to increase in the years leading up to 2025, significantly outperforming the statewide job projections while remaining under the national projections by a similarly wide margin.

**Table 7: Job Trends (2001-2016)**

Region	2001 Jobs	2016 Jobs	Change	% Change
● Simpson County	6,552	6,943	391	6.0%
● State	1,111,300	1,128,110	16,810	1.5%
● Nation	129,637,699	141,591,164	11,953,465	9.2%

Source: QCEW Employees - EMSI 2016.2 Class of Worker

**Figure 7: Job Trends (2001-2025)**

Source: QCEW Employees - EMSI 2016.2 Class of Worker

The following tables show the change in jobs for specific occupations and industries from 2001-2016. Each table consists of the three highest growth and highest decline occupations and industries in Simpson County from 2001 leading up to the current year. Table 8 illustrates from 2001-2016 the highest growing occupations in the region were Home Health Aides, Nursing Assistants, and Correctional Officers and Jailers. The same table shows the highest declining occupations in the region were Cashiers, Laborers and Freight, Stock and Material, and Farmworkers, Farm, Ranch, and Aquacultural Animal Workers.

**Table 8: Growing and Declining Occupations (2001-2016)**

Occupation	Change in Jobs (2001-2016)
Home Health Aides	88
Nursing Assistants	73
Correctional Officers and Jailers	50
Cashiers	-43
Laborers and Freight, Stock, and Material Movers, Hand	-52
Farmworkers, Farm, Ranch, and Aquacultural Animals	-63

Source: QCEW Employees - EMSI 2016.2 Class of Worker

Table 9 illustrates the highest growing industries and the highest declining industries from 2001 to 2016 in Simpson County. During that time period in the region, the industries with the highest growth were State Government, Excluding Education and Hospitals, Office Administrative Services, and General Medical and Surgical Hospitals. The industries with the highest decline were General Warehousing and Storage, Power, Distribution, and Speciality Transformer Manufacturing, and Hospitals (Local Government).

**Table 9: Growing and Declining Industries (2001-2016)**

Industry	Change in Jobs (2001-2016)
State Government, Excluding Education and Hospitals	314
Office Administrative Services	201
General Medical and Surgical Hospitals	187

General Warehousing and Storage	-147	
Power, Distribution, and Specialty Transformer Manufacturing	-171	
Hospitals (Local Government)	-202	

Source: QCEW Employees - EMSI 2016.2 Class of Worker

## Efficiency of Local Firms

### Employment Location Quotients

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region “unique” in comparison to the national average. Location Quotient (LQ), also known as “% above/below National average” is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. If an LQ is 1.0, it means that the industry is as concentrated or competitive in the region when compared to the nation. Repossession Services, Residential Intellectual and Developmental Disability Facilities, Bottled Water Manufacturing, Support Activities for Animal Production, Geophysical Surveying and Mapping Services, Water Supply and Irrigation Systems, Meat Processed from Carcasses, Offices of Physical, Occupational and Speech Therapists, and Audiologists, Other Direct Selling Establishments and Animal Production and Aquaculture are the top 10 industries in the county with LQ greater than 9.

**Figure 8: Location Quotient Formula**

$$\text{Location Quotient} = \frac{\% \text{ of Local Employment in Activity X}}{\% \text{ of National Employment in Activity X}}$$

**Table 10: Industries with Top 50 Highest LQs**

NAICS	Description	2016 Location Quotient
561491	Repossession Services	195.82
623210	Residential Intellectual and Developmental Disability Facilities	46.90
312112	Bottled Water Manufacturing	19.56
115210	Support Activities for Animal Production	15.24
541360	Geophysical Surveying and Mapping Services	14.74
221310	Water Supply and Irrigation Systems	14.65
311612	Meat Processed from Carcasses	11.82
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	11.75
454390	Other Direct Selling Establishments	10.91
112000	Animal Production and Aquaculture	9.39
561110	Office Administrative Services	8.43
444220	Nursery, Garden Center, and Farm Supply Stores	7.58
336310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing	7.50
813319	Other Social Advocacy Organizations	6.15
532299	All Other Consumer Goods Rental	6.10
541340	Drafting Services	5.81
443141	Household Appliance Stores	5.46
902999	State Government, Excluding Education and Hospitals	5.29
311811	Retail Bakeries	5.22
486210	Pipeline Transportation of Natural Gas	5.20
327320	Ready-Mix Concrete Manufacturing	4.97
532230	Video Tape and Disc Rental	4.80
532291	Home Health Equipment Rental	4.71
621391	Offices of Podiatrists	4.62
522298	All Other Nondepository Credit Intermediation	4.32
333514	Special Die and Tool, Die Set, Jig, and Fixture Manufacturing	4.27
452910	Warehouse Clubs and Supercenters	4.25
522291	Consumer Lending	4.25
237130	Power and Communication Line and Related Structures Construction	4.20

453991	Tobacco Stores	3.95
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers	3.95
561410	Document Preparation Services	3.62
811111	General Automotive Repair	3.62
721214	Recreational and Vacation Camps (except Campgrounds)	3.51
621320	Offices of Optometrists	3.32
452990	All Other General Merchandise Stores	3.25
447110	Gasoline Stations with Convenience Stores	3.06
446199	All Other Health and Personal Care Stores	2.93
522110	Commercial Banking	2.90
423930	Recyclable Material Merchant Wholesalers	2.82
541370	Surveying and Mapping (except Geophysical) Services	2.71
236210	Industrial Building Construction	2.63
562991	Septic Tank and Related Services	2.59
611110	Elementary and Secondary Schools	2.47
623110	Nursing Care Facilities (Skilled Nursing Facilities)	2.37
221210	Natural Gas Distribution	2.31
532210	Consumer Electronics and Appliances Rental	2.29
446110	Pharmacies and Drug Stores	2.26
561990	All Other Support Services	2.08
722513	Limited-Service Restaurants	2.05

*Source: QCEW Employees - EMSI 2016.2 Class of Worker*

## Shift Share Analysis

A shift-share analysis determines what portions of regional economic growth or decline can be attributed to national, economic industry, and regional factors. The following table shows the shift share of the Simpson County. Shift share is a regional analysis method that attempts to determine how much regional job growth can be attributed to national trends and how much is due to unique regional factors. The Industrial Mix Effect represents the share of a regional growth explained by that industry's growth at the national level. The National Growth Effect explains how much of the regional industry's growth is explained by the overall health of the national economy. Finally, the most important factor is the Regional Competitiveness

(Competitive Effect) which explains how much of the change in a given industry is due to some unique competitive advantage that the region possesses, because the growth cannot be explained by national trends in that industry or the economy as a whole. Below are a few industry categories to show the factors that are measured.

**Table 11: Shift Share Analysis**

NAICS	Description	Ind. Mix Effect	Nat'l Growth Effect	Expected Change	Competitive Effect
452910	Warehouse Clubs and Supercenters	274	28	302	(296)
623210	Residential Intellectual and Developmental Disability Facilities	143	82	225	(202)
493110	General Warehousing and Storage	101	14	115	(261)
722513	Limited-Service Restaurants	75	25	100	57
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	70	5	75	69
622110	General Medical and Surgical Hospitals	34	25	59	128
112000	Animal Production and Aquaculture	30	16	46	(97)
621610	Home Health Care Services	28	2	30	(14)
722511	Full-Service Restaurants	24	8	32	(35)
611110	Elementary and Secondary Schools	23	5	28	10
		<b>553</b>	<b>608</b>	<b>1,161</b>	<b>(769)</b>

Source: QCEW Employees - EMSI 2016.2 Class of Worker

A positive competitive effect indicates unique factors within the study area that contribute to industry growth beyond the national growth effect and the industrial mix effect. Likewise, a negative competitive effect indicates unique factors within the study area that contribute to industry decline beyond the national growth effect and the industrial mix effect. The competitive effect is growth or decline due to unique factors within the study area. In this

case, Simpson County's industrial mix resulted in 553 more jobs than its economy were structured exactly like the nations.

## Multipliers

Multipliers are a number showing how changes (jobs, earnings, or sales) in one industry will propagate to other industries in a regional "economy. For example, a jobs multiplier of 3 for an industry means that a change of 100 jobs in that industry would lead to a total change of  $3 \times 100 = 300$  jobs in the whole economy. Note that this 300 includes the original 100 jobs, meaning the additional change is 200 (EMSI). The table below illustrates the earnings multipliers of the industries in Simpson County. A multiplier is a way of measuring how important one industry is to other industries in the region. So if an industry has a multiplier of 2.5, for every positive or negative change on that industry, the total effect on the regional economy will be 2.5 times the original change. Sales multipliers show how "deeply-rooted" an industry is in your region—for example, a highly-developed cluster will have a high sales multiplier because every dollar fed into the cluster from the outside has a high ripple effect, propagating through the regional economy for some time before it leaks out.

A jobs multiplier indicates how important an industry is in regional job creation. A jobs multiplier of 3, for example, would mean that for every job created by that industry, 2 other jobs would be created in other industries (for a total of 3 jobs). An earnings multiplier of 1.5 means that for every dollar of earnings generated by a new scenario, a total of \$1.50 is paid out in wages, salaries, and other compensation throughout your economy. This is important for

understanding how a given scenario will affect not the number of jobs in your region, but the quality of those jobs (EMSI).

**Table 12: Simpson County's Sales, Jobs, and Earnings Multipliers**

NAICS	Industry	Total Sales	Total Jobs	Total Earnings
111000	Crop Production	1.0984	1.2175	1.1644
112000	Animal Production and Aquaculture	1.1688	1.1504	1.1389
113110	Timber Tract Operations	1.1900	1.9907	1.2401
	Forest Nurseries and			
113210	Gathering of Forest Products	1.0000	0.0000	0.0000
113310	Logging	1.1856	1.2202	1.2351
114111	Finfish Fishing	1.0000	0.0000	0.0000
114112	Shellfish Fishing	1.0000	0.0000	0.0000
114119	Other Marine Fishing	1.0000	0.0000	0.0000
114210	Hunting and Trapping	1.1991	1.0111	1.1293
115111	Cotton Ginning	1.0751	1.0015	1.0348

*Source: QCEW Employees - EMSI 2016.2 Class of Worker*

The total earnings multiplier of 1.164 suggests the total income change from crop production is slightly greater than the crop production's gross payroll.

## **Wage Rates**

Wage rates are important to a region's economy because higher wages give consumers increased spending power, increased disposable income, and generally enable increases in quality of life. High job growth is an important factor, but if the industry and/or occupation pays low wages, this does not give the regional economy the boost it could have if it attracted industries/occupations with high job growth and high wages rates. Below are tables that show the industries with the top 25 wage rates for both Simpson County and the state of Mississippi. According to Table 13, the industries with the highest wage rates in Simpson County are Natural

Gas Distribution, Home Health Care Services, Insurance Agencies and Brokerages, Highway, Street, and Bridge Construction, and Wireless Telecommunications Carriers.

**Table 13: Industries with Top 25 Wage Rates (Simpson County)**

NAICS	Description	Current Wages, Salaries, & Proprietor Earnings
221210	Natural Gas Distribution	\$62,394
621610	Home Health Care Services	\$54,786
524210	Insurance Agencies and Brokerages	\$54,201
237310	Highway, Street, and Bridge Construction	\$53,962
517210	Wireless Telecommunications Carriers (except Satellite)	\$52,609
561110	Office Administrative Services	\$51,626
517110	Wired Telecommunications Carriers	\$51,548
621111	Offices of Physicians (except Mental Health Specialists)	\$47,209
238310	Drywall and Insulation Contractors	\$45,231
541211	Offices of Certified Public Accountants	\$44,497
901149	US Postal Service	\$44,310
541110	Offices of Lawyers	\$44,160
522110	Commercial Banking	\$43,412
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	\$42,130
237130	Power and Communication Line and Related Structures Construction	\$38,986
236210	Industrial Building Construction	\$37,848
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers	\$37,700
622110	General Medical and Surgical Hospitals	\$37,665
561990	All Other Support Services	\$37,143
115210	Support Activities for Animal Production	\$36,609
811121	Automotive Body, Paint, and Interior Repair and Maintenance	\$35,926
112000	Animal Production and Aquaculture	\$35,612
446110	Pharmacies and Drug Stores	\$34,917
336310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing	\$34,885
903612	Colleges, Universities, and Professional Schools (Local Government)	\$34,542

Source: QCEW Employees - EMSI 2016.2 Class of Worker

Table 14 shows the industries with the top 25 wage rates in the state of Mississippi. According to the table, the industries with the highest wage rates in the state include Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables, Investment Banking and Securities, Miscellaneous Intermediation, Securities Brokerage, and Offices of Other Holding Companies.

**Table 14: Industries with Top 25 Wage Rates (Mississippi)**

NAICS	Description	Current Wages, Salaries, & Proprietor Earnings
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	\$178,976
523110	Investment Banking and Securities Dealing	\$168,826
523910	Miscellaneous Intermediation	\$150,436
523120	Securities Brokerage	\$145,719
551112	Offices of Other Holding Companies	\$137,471
311930	Flavoring Syrup and Concentrate Manufacturing	\$129,205
211111	Crude Petroleum and Natural Gas Extraction	\$123,591
517410	Satellite Telecommunications	\$121,334
523999	Miscellaneous Financial Investment Activities	\$120,217
532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing	\$116,213
324110	Petroleum Refineries	\$115,906
221113	Nuclear Electric Power Generation	\$111,671
324199	All Other Petroleum and Coal Products Manufacturing	\$104,371
711510	Independent Artists, Writers, and Performers	\$104,082
424210	Drugs and Druggists' Sundries Merchant Wholesalers	\$100,734
325110	Petrochemical Manufacturing	\$95,947
621410	Family Planning Centers	\$91,226
221112	Fossil Fuel Electric Power Generation	\$86,192
213111	Drilling Oil and Gas Wells	\$85,945
486110	Pipeline Transportation of Crude Oil	\$85,604
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$85,590
486210	Pipeline Transportation of Natural Gas	\$85,153
322121	Paper (except Newsprint) Mills	\$83,967

511210	Software Publishers	\$83,686
312140	Distilleries	\$82,103

*Source: QCEW Employees - EMSI 2016.2 Class of Worker*

## Target Industry Analysis

The Clemson University Regional Economic Development Research Laboratory (REDRL) method was used to determine the industries that Simpson County would have the greatest potential for future growth. To be identified as an industry with high potential for future growth, the region's industries must pass five screens to be selected as a targeted cluster: substantial local presence as indicated by number of establishments and employees, industry employment in the region is growing, the region is relatively specialized in the industry ( $LQ > 1.0$ ), and local employment growth exceeds the national industry average. Next, industry value chains are identified to determine if linked industries are good prospects for targeting. Finally, the identified high potential industry clusters are rated according to workers' wages, potential future employment growth, import substitution potential, average plant size, and linkages to the local economy. Comparisons of these industry characteristics provide communities with insights regarding the potential economic and fiscal impacts associated with the attraction of an establishment in one of the target industries. In summary, the industry cluster targeting approach provides community leaders with (1) a list of industries for which they have a reasonable likelihood of attracting and (2) information regarding the likely benefits and costs associated with each industry. As such, a targeting approach permits communities to use their

limited industrial development resources more efficiently to meet their industrial development goals (Barkley and Henry, 2005).

## Methodology

The datasets used for the Simpson County target industry identification process was generated from EMSI's (*QCEW Employees - EMSI 2016.2 Class of Worker*) "Full table of all industries in region" for Simpson County (EMSI Code 28127) and Jackson, MS Metropolitan Statistical Area (27140) from years 2015 and 2016. The REDRL approach eliminates potential industries based on the aforementioned characteristics until the only remaining industries are industries classified as "high growth potential" for the particular region. The following paragraph describes the REDRL approach in greater detail (Brent 2015):

- Step 1: Gather EMSI data (2015 Jobs, 2016 Jobs, 2015-2016 Jobs Change, 2015-2016% Jobs Change, 2016 Location Quotient, and 2016 Wages, Salaries, and Proprietor Earnings) for regions being analyzed
- Step 2: Gather EMSI data (2015 Jobs, 2016 Jobs, 2015-2016 Jobs Change, 2015-2016% Jobs Change, 2016 Location Quotient, and 2016 Wages, Salaries, and Proprietor Earnings) for the United States
- Step 3: Eliminate industries that have a regional location quotient (LQ) of less than 1.25
- Step 4: Eliminate industries that have regional job growth percentage of less than 2%
- Step 5: Eliminate industries that have a national job growth percentage of less than 2%

- Step 6: Eliminate industries that have a negative or zero percentage difference between local and national job growth
- Step 6 (NOT USED IN THIS STUDY. SEE RESULTS): Eliminate industries that have a difference of less than 10% between local and national average wage rates (example: Local average wage=\$110,000 National wage=\$100,000 Difference between local and national average wage rates = 10%) In other words, if local average wage rates for an industry are less than 110% of national wage rate, these industries are eliminated

## Results

The industries with the highest growth potential based on the REDRL model are listed below. It should be noted that Step 6 was not performed on the Simpson County or the Jackson MSA datasets because we do not believe the local average wage rates for particular industries must be 110% of national wage rates for that industry in order for the industry to be successful. Because the EMSI datasets are not adjusted for wage differences across regions, we feel utilizing Step 6 in our approach would diminish the accuracy of our results in this study.

**Table 15: Simpson County Target Industries (REDRL)**

NAICS	Description	2015 Jobs	2016 Jobs	2015 - 2016 Change	2015 - 2016 % Change	2016 Location Quotient	Current Wages, Salaries, & Proprietor Earnings	National Growth Rate	National Wage Rate	Local-National Difference Job Growth Rate	Local-National Difference Average Wage
327320	Ready-Mix Concrete Manufacturing	19	22	3	16%	4.97	\$32,877	3%	\$54,868	4.761185019	-0.400809701
611110	Elementary and Secondary Schools	82	94	12	15%	2.47	\$18,246	3%	\$38,933	4.670834775	-0.531337263
561990	All Other Support Services	19	21	2	11%	2.08	\$37,143	2%	\$42,094	3.21131329	-0.117618123
221210	Natural Gas Distribution	12	13	1	8%	2.31	\$62,394	2%	\$104,407	2.878447678	-0.402399208
237130	Power and Communication Line and Related Structures Construction	33	35	2	6%	4.20	\$38,986	2%	\$69,647	2.604372355	-0.440235827
311811	Retail Bakeries	18	22	4	22%	5.22	\$21,486	7%	\$20,838	2.13636545	0.03107997
522291	Consumer Lending	20	23	3	15%	4.25	\$30,721	5%	\$58,849	1.809895364	-0.477967999
624120	Services for the Elderly and Persons with Disabilities	105	119	14	13%	1.51	\$13,614	7%	\$16,263	0.925773881	-0.162905034

444220	Nursery, Garden Center, and Farm Supply Stores	43	46	3	7%	7.58	\$19,965	4%	\$28,189	0.68608229	-0.291734248
238310	Drywall and Insulation Contractors	21	23	2	10%	1.97	\$45,231	7%	\$48,303	0.401208827	-0.063585711
452990	All Other General Merchandise Stores	62	64	2	3%	3.25	\$20,646	3%	\$17,571	0.141046106	0.174994914
532299	All Other Consumer Goods Rental	17	18	1	6%	6.10	\$22,196	5%	\$36,221	0.134084189	-0.387193118

Source: QCEW Employees - EMSI 2016.2 Class of Worker

**Table 16: Jackson MSA Target Industries (REDRL)**

NAICS	Description	2015 Jobs	2016 Jobs	2015 - 2016 Change	2015 - 2016 % Change	2016 Location Quotient	Current Wages, Salaries, & Proprietor Earnings	National Job Growth Rate	National Wage Average	Local-National Difference Job Growth Rate	Local-National Difference Wage Rate Average
621399	Offices of All Other Miscellaneous Health Practitioners	307	332	25	8%	1.83	\$45,194	4%	\$41,404	0.90987475	0.091520694
611699	All Other Miscellaneous Schools and Instruction	163	203	40	25%	1.80	\$32,747	9%	\$31,073	1.747327538	0.053869408

484122	General Freight Trucking, Long-Distance, Less Than Truckload	1,200	1,277	77	6%	2.83	\$56,689	3%	\$53,906	1.475034722	0.051627423
336112	Light Truck and Utility Vehicle Manufacturing	3,702	4,276	574	16%	36.34	\$77,822	13%	\$76,085	0.158228761	0.022831588

Source: QCEW Employees - EMSI 2016.2 Class of Worker

The results show that Simpson County's industries with the highest growth potential are Ready-Mix Concrete Manufacturing, Elementary and Secondary Schools, All Others Support Services, Natural Gas Distribution, Power and Communication Line and Related Structure Construction, Retail Bakeries, Consumer Lending, Services for the Elderly and Persons with Disabilities, Nursery and Gardening Supply Stores, Drywall and Insulation Contractors, All Other General Merchandise Stores, and All Other Consumer Goods Rental. The results for Jackson, Mississippi's Metropolitan Statistical Area (MSA) show that its industries with the highest growth potential include Offices of All Miscellaneous Health Practitioners, All Other Miscellaneous Schools and Instruction, General Freight and Long Distance Trucking, and Light Truck and Utility Vehicle Manufacturing.

## **Recommended Target Industries**

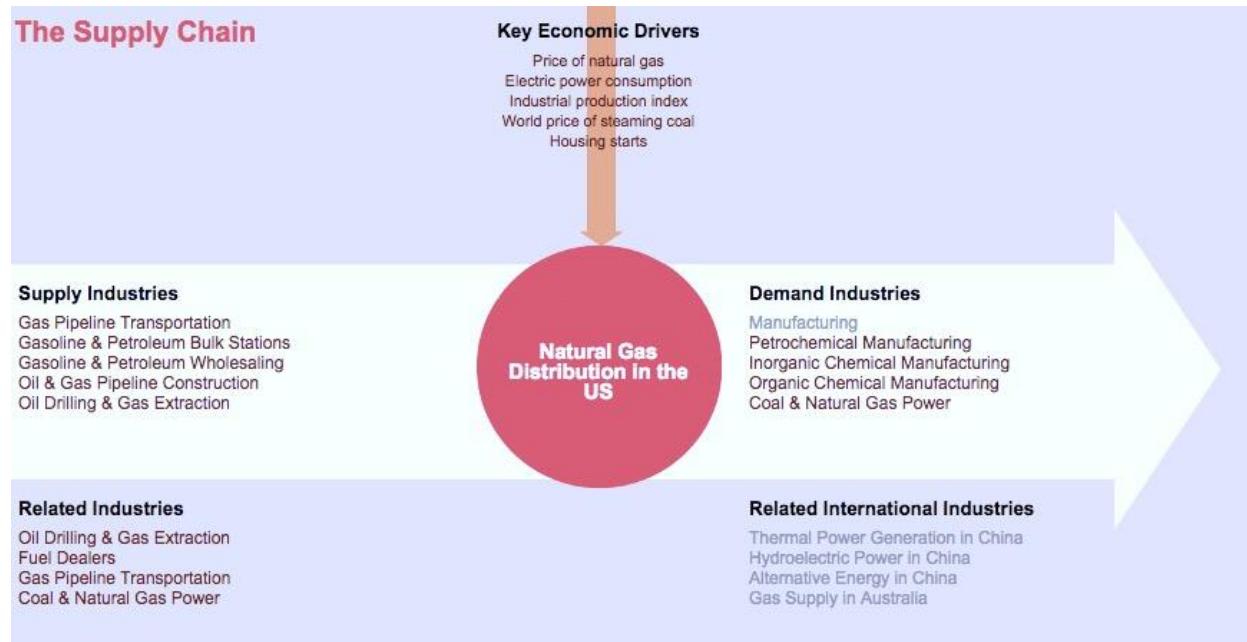
After reviewing the results of the REDRL growth potential model for Simpson County and analyzing related industry outlook publications, we recommend that Simpson County Development Foundation should target companies related to the following industry classifications:

- Natural Gas Distribution (221210)
- Light Truck and Utility Vehicle Manufacturing (336112)
- Freight Transportation Arrangement (488510)

## Natural Gas Distribution

According to IBISWorld, companies in the Natural Gas Distribution industry classification “manage gas distribution systems consisting primarily of gas mains and meters that transport gas to end users. Other companies are gas marketers that buy gas directly from the well and sell it to a distribution system, while others still are gas brokers or agents that arrange for gas to be sold via distribution systems operated by other companies.” The main activities in this industry classification include operating gas distribution systems, acting as gas brokers or agents that arrange the sale of gas over gas distribution systems, transmitting and distributing gas to final consumers, buying gas from a well and selling it to a distribution system, and natural gas marketing or brokering. The figure below illustrates the supply chain of Natural Gas Distribution, including the supply industries, the demand industries, and key economic indicators that must be present in order for the industry to be successful.

**Figure 9: Natural Gas Distribution Supply Chain**



Source: IBISWorld

The outlook for the Natural Gas Distribution industry appears very positive. Despite declining annual growth for the industry between 2011-2016, the industry expects to make a resurgence in the near future. From 2016-2021, the industry revenue is expected to grow annually by 7.8%. During that time period, “natural gas production is expected to slow, while infrastructure investments will boost pipeline and export capacity” (IBISWorld). Gas extractors are expected to charge higher prices in the export markets and regulatory agencies are expected to raise retail rates. Because of this, natural gas prices are forecast to increase. Natural gas consumption is expected to slow, but with the increase in prices and capacity, industry revenue is expected to climb from the current \$148.9B level to \$216.3B.

**Figure 10: Natural Gas Distribution Industry Snapshot**

Key Statistics Snapshot	Revenue <b>\$148.9bn</b>	Annual Growth 11-16 <b>-2.0%</b>	Annual Growth 16-21 <b>7.8%</b>
	Profit <b>\$17.0bn</b>	Wages <b>\$7.1bn</b>	Businesses <b>455</b>

Source: IBISWorld

## Light Truck and Utility Vehicle Manufacturing

The Southeast has become an automotive manufacturing hub over the past few decades. This trend is expected to continue. While corporations operating in the Light Truck and Utility Vehicle Manufacturing sector do not manufacturer cars or motorcycles specifically, they do manufacturer closely related vehicles such as vans, pickups, sport-utility vehicles (SUVs), and crossover-utility vehicles. In doing so, they utilize many of the same supply chains,

labor markets, distribution networks, and customer bases. Simpson County's location, relation to training facilities, and labor market offer organizations in the Light Truck and Utility Vehicle Manufacturing sector a prime relocation opportunity.

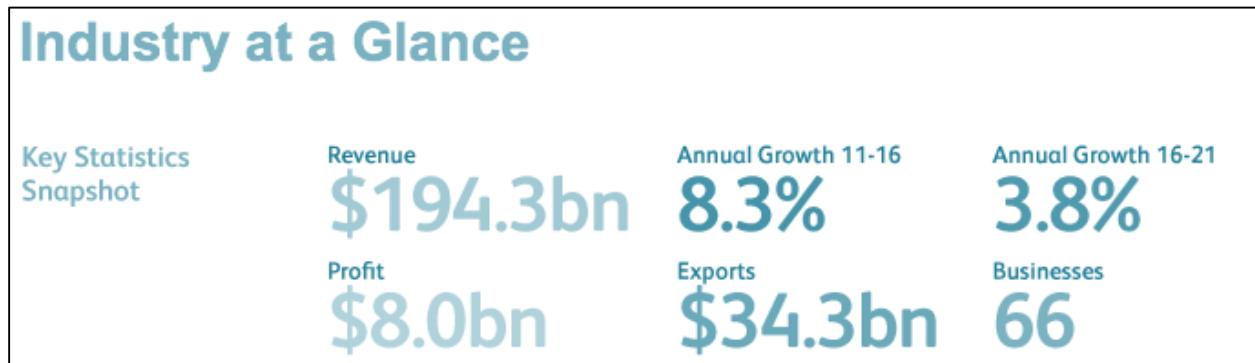
**Figure 11: Light Truck and Utility Vehicle Supply Chain**



Source: IBISWorld

The major players in this industry are General Motors, Fiat Chrysler Automobiles, Ford Motor Company, Toyota Motor Corporation, and Nissan Motor Co. Ltd. The industry is segmented into the following proportions: CUVs 48.5%, Pick-up Trucks 26.9%, SUVs 18.3%, and Vans 6.3%. In 2016, the annual revenue for the sector reached \$194.3B and grew by 8.3% annually from 2011-2016.

**Figure 12: Light Truck and Utility Vehicle Industry Snapshot**



*Source: IBISWorld*

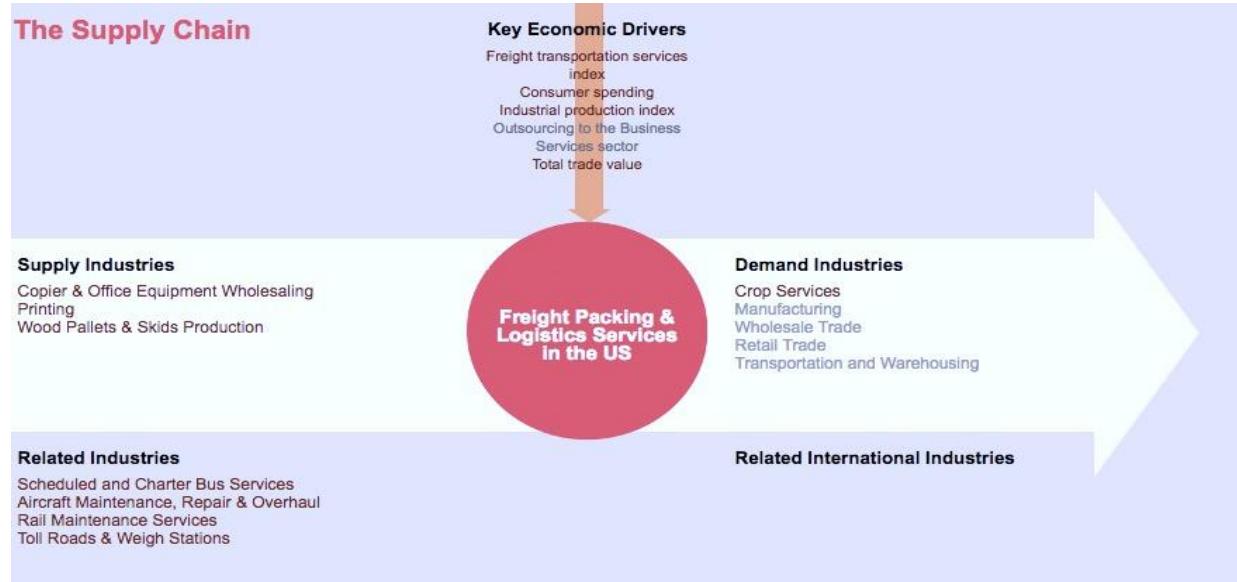
Increase consumer concerns regarding fuel economy has led to changes in legislation and industry stands regarding fuel efficiency and environmentally conscious design for vehicles in this industry. As a result, any vehicle produced after the year 2025 must average a minimum of 54.5 miles per gallon. Over the next five years, in order to meet these fuel efficiency standards, industry manufacturers are expected to offer vehicles with additional power train options, including clean diesel and hybrids (IBISWorld). Improving fuel economy is expected to make the vehicles more attractive, resulting in increased vehicle consumption. Consequently, industry revenue is expected to grow at an annualized rate of 3.8% over the next five years to \$233.9B in 2021.

### **Freight Transportation Arrangement**

The Freight Transportation Arrangement industry is “made of companies that provide consolidation of freight consignments, trade document preparation, packing, crating, and otherwise preparing goods for transportation and logistics consulting services. The industry does not include actual transportation of goods” (IBISWorld). Supply industries include Copier and Office Equipment wholesaling, printing, and wood pallets and skids production. Key

economic drivers include freight transportation services, consumer spending, industrial production, outsourcing to the business services sector, and total trade value (IBISWorld).

**Figure 13: Freight Transportation Arrangement Supply Chain**



Source: IBISWorld

Simpson County is located in a region with a strong supply of wood pallets and skids, an ample supply of general freight and long distance trucking, and multiple nearby multi-modal shipping and receiving operations. These characteristics, coupled with its close proximity to major southeastern industry hubs, make Simpson County an ideal location for corporations in this industry sector.

**Figure 14: Freight Transportation Arrangement Industry Snapshot**



Source: IBISWorld

Over the last five years, the industry sector has generated \$2.3B in revenue, profiting \$183.6M. Over the next five years, the industry is projected to grow at an annual rate of 2.2% to \$2.5B in 2021. These projected increases are based on the expected increases in freight volume from higher consumer spending and international trade. According to IBISWorld, “total value of US trade is forecast to rise at an annualized rate of 4.7% over the next five years. However, if emerging markets to continue to slow along with US manufacturing performance, then trade and freight volumes will weaken and demand for industry services will be significantly dented.”

## Recommended Strategies Moving Forward

In order to attract the prescribed industries, we recommend Simpson County Development Foundation begins the relationship building process with corporations and consultants working with and in these industries immediately (see Appendix for target list of companies in these industries). We recommend scheduling time to meet with industry associations, industry organizations, site selection committees, utility companies, and state economic development professionals. Some of the industry associations and organizations we recommend reaching out to are include Alliance of Automobile Manufacturers, Japan

Automobile Manufacturers Association, Inc. (JAMA), Motor and Equipment Manufacturers Association (MEMA), Mississippi Automotive Manufacturer's Association (MAMA), Select USA, The International Air Cargo Association (TIACA), National Motor Freight Traffic Association, Inc. (NMFTA), The Transportation and Logistics Council, Mississippi World Trade Center, American Gas Association, American Natural Gas Alliance, Natural Gas Supply Association, and Interstate Natural Gas Association of America. By establishing relationships with these organizations, SCDF will gain industry knowledge, create impactful relationships, and become more aware of opportunities for expansions and relocations of industry operations across the country. We also recommend working with nearby county economic development organizations to pool assets and resources to market the southern portion of the Jackson MSA as a whole. This will allow the region to benefit from pooled funds, increased market awareness, and shared resources that are attractive to a wider range of corporations. Lastly, we recommend SCDF to actively seek young, innovative talent to serve as interns and collaborators on community development projects. In order for the county to be better prepared for future economic changes and opportunities, we recommend that SCDF maintains strong partnerships with local educational institutions and continually offers opportunities for the youth to voice their opinions on economic development efforts and initiatives. By building relationships with industry professionals and associations related to the aforementioned target industries, joining forces with neighboring economic development organizations, and maintaining dialogue with the community and educational institutions, Simpson County, Mississippi will be much better prepared to attract industry and create meaningful jobs for the region in the future.

## Appendix

### *List of Companies from Target Industries*

Business Name	Primary NAICS Code	Industry Name	City, State	Business Size
Dominion Retail Inc	221210	Natural Gas Distribution	Richmond, VA	Large (250+)
Southern California Gas Co	221210	Natural Gas Distribution	Los Angeles, CA	Large (250+)
Anadarko Energy Svc Co	221210	Natural Gas Distribution	The Woodlands, TX	Large (250+)
Columbia Gas Of Massachusetts	221210	Natural Gas Distribution	Lawrence, MA	Large (250+)
Philadelphia Gas Works	221210	Natural Gas Distribution	Philadelphia, PA	Large (250+)
Columbia Gas Of Ohio Inc	221210	Natural Gas Distribution	Columbus, OH	Large (250+)
Dominion Human Resources Ctr	221210	Natural Gas Distribution	Richmond, VA	Large (250+)
Ugi Utilities Inc	221210	Natural Gas Distribution	Reading, PA	Large (250+)
Spectra Energy Corp	221210	Natural Gas Distribution	Houston, TX	Large (250+)
Xto Energy Inc	221210	Natural Gas Distribution	Fort Worth, TX	Large (250+)
We Energies	221210	Natural Gas Distribution	Milwaukee, WI	Large (250+)
Citizens Natural Gas	221210	Natural Gas Distribution	Indianapolis, IN	Large (250+)
Citgo	221210	Natural Gas Distribution	Orlando, FL	Large (250+)
We Energies	221210	Natural Gas Distribution	Milwaukee, WI	Large (250+)
Sempra Energy	221210	Natural Gas Distribution	San Diego, CA	Large (250+)
Oneok Inc	221210	Natural Gas Distribution	Tulsa, OK	Large (250+)
Nicor Gas Co	221210	Natural Gas Distribution	Naperville, IL	Large (250+)
Laclede Gas Co	221210	Natural Gas Distribution	Saint Louis, MO	Large (250+)
Center Point Energy	221210	Natural Gas Distribution	Shreveport, LA	Large (250+)

Chesapeake Energy Marketing	221210	Natural Gas Distribution	Oklahoma City, OK	Large (250+)
Atlanta Gas Light Co	221210	Natural Gas Distribution	Atlanta, GA	Large (250+)
Dominion Transmission Inc	221210	Natural Gas Distribution	Clarksburg, WV	Large (250+)
Peoples Natural Gas Co	221210	Natural Gas Distribution	Pittsburgh, PA	Large (250+)
Questar Corp	221210	Natural Gas Distribution	Salt Lake City, UT	Large (250+)
Panhandle Energy	221210	Natural Gas Distribution	Houston, TX	Large (250+)
Piedmont Natural Gas Co	221210	Natural Gas Distribution	Charlotte, NC	Large (250+)
Missouri Gas Energy	221210	Natural Gas Distribution	Kansas City, MO	Large (250+)
National Fuel Gas Co	221210	Natural Gas Distribution	Williamsville, NY	Large (250+)
Elizabethtown Gas Co	221210	Natural Gas Distribution	Union, NJ	Large (250+)
Connecticut Natural Gas Corp	221210	Natural Gas Distribution	East Hartford, CT	Large (250+)
Kinder Morgan Energy Partners	221210	Natural Gas Distribution	Colorado Springs, CO	Large (250+)
Southwest Gas Corp	221210	Natural Gas Distribution	Las Vegas, NV	Large (250+)
Dominion East Ohio	221210	Natural Gas Distribution	Cleveland, OH	Large (250+)
Northwest Natural Gas Co	221210	Natural Gas Distribution	Portland, OR	Large (250+)
National Fuel Gas Supply Corp	221210	Natural Gas Distribution	Williamsville, NY	Large (250+)
Kansas Gas Svc Co	221210	Natural Gas Distribution	Overland Park, KS	Large (250+)
Dcp Midstream Llc	221210	Natural Gas Distribution	Denver, CO	Large (250+)
Oklahoma Natural Gas Co	221210	Natural Gas Distribution	Oklahoma City, OK	Large (250+)
Piedmont Natural Gas Co Inc	221210	Natural Gas Distribution	Charlotte, NC	Large (250+)

Piedmont Energy Partners Inc	221210	Natural Gas Distribution	Charlotte, NC	Large (250+)
Southwest Gas	221210	Natural Gas Distribution	Tucson, AZ	Large (250+)
Central Hudson Gas & Electric	221210	Natural Gas Distribution	Poughkeepsie, NY	Large (250+)
Columbia Gas Of Massachusetts	221210	Natural Gas Distribution	Brockton, MA	Large (250+)
Cms Energy	221210	Natural Gas Distribution	Houston, TX	Large (250+)
Columbia Gas Of Massachusetts	221210	Natural Gas Distribution	Springfield, MA	Large (250+)
Questar Gas Management	221210	Natural Gas Distribution	Salt Lake City, UT	Large (250+)
Wexpro Co	221210	Natural Gas Distribution	Salt Lake City, UT	Large (250+)
Philadelphia Gas Works	221210	Natural Gas Distribution	Philadelphia, PA	Large (250+)
Oklahoma Natural Gas Co	221210	Natural Gas Distribution	Oklahoma City, OK	Large (250+)
Southern Natural Gas Co Llc	221210	Natural Gas Distribution	Houston, TX	Large (250+)
Targa Resources Corp	221210	Natural Gas Distribution	Houston, TX	Large (250+)
Coserv Gas	221210	Natural Gas Distribution	Corinth, TX	Large (250+)
Virginia Natural Gas Inc	221210	Natural Gas Distribution	Virginia Beach, VA	Large (250+)
Williams Natural Gas Liquids	221210	Natural Gas Distribution	Tulsa, OK	Large (250+)
South Jersey Gas Co	221210	Natural Gas Distribution	Hammonton, NJ	Large (250+)
Questar Gas Co	221210	Natural Gas Distribution	Salt Lake City, UT	Large (250+)
Southwest Gas	221210	Natural Gas Distribution	Phoenix, AZ	Large (250+)
Texas Gas Svc Co	221210	Natural Gas Distribution	El Paso, TX	Large (250+)
Pivotal Home Solutions	221210	Natural Gas Distribution	Naperville, IL	Large (250+)

Mobile Gas Svc Corp	221210	Natural Gas Distribution	Mobile, AL	Large (250+)
Columbia Gas Of Kentucky Inc	221210	Natural Gas Distribution	Lexington, KY	Large (250+)
Peoples Twp Llc	221210	Natural Gas Distribution	Butler, PA	Medium (50-249)
Arkansas Oklahoma Gas Corp	221210	Natural Gas Distribution	Fort Smith, AR	Medium (50-249)
Atmos Energy Corp	221210	Natural Gas Distribution	Dallas, TX	Medium (50-249)
South Jersey Industries Inc	221210	Natural Gas Distribution	Hammonton, NJ	Medium (50-249)
We Energies	221210	Natural Gas Distribution	Racine, WI	Medium (50-249)
Southern California Gas Co	221210	Natural Gas Distribution	Pico Rivera, CA	Medium (50-249)
Cdm Resource Management Llc	221210	Natural Gas Distribution	Houston, TX	Medium (50-249)
Columbia Gas Of Massachusetts	221210	Natural Gas Distribution	Westborough, MA	Medium (50-249)
New York Power & Gas Llc	221210	Natural Gas Distribution	Seminole, FL	Medium (50-249)
Southern Connecticut Gas Co	221210	Natural Gas Distribution	Orange, CT	Medium (50-249)
Vectren Energy Delivery Of In	221210	Natural Gas Distribution	Evansville, IN	Medium (50-249)
Texas Gas Svc Co	221210	Natural Gas Distribution	Austin, TX	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Bethlehem, PA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Carlisle, PA	Medium (50-249)
Heritage Propane	221210	Natural Gas Distribution	San Bernardino, CA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Carlisle, PA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Middletown, PA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Lebanon, PA	Medium (50-249)

Heritage Propane	221210	Natural Gas Distribution	Hesperia, CA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Grantville, PA	Medium (50-249)
Heritage Propane	221210	Natural Gas Distribution	Big Bear Lake, CA	Medium (50-249)
Ameri Gas	221210	Natural Gas Distribution	Tahlequah, OK	Medium (50-249)
Ameri Gas	221210	Natural Gas Distribution	Salem, AR	Medium (50-249)
Blue Flame Gas	221210	Natural Gas Distribution	Magnolia, TX	Medium (50-249)
Amerigas Propane 1530	221210	Natural Gas Distribution	Bryan, TX	Medium (50-249)
Heritage Propane	221210	Natural Gas Distribution	Yucca Valley, CA	Medium (50-249)
Service Gas	221210	Natural Gas Distribution	Arenas Valley, NM	Medium (50-249)
Ameri Gas	221210	Natural Gas Distribution	Laredo, TX	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Boiling Springs, PA	Medium (50-249)
Titan Propane	221210	Natural Gas Distribution	Fort Smith, AR	Medium (50-249)
Southeast Alabama Gas District	221210	Natural Gas Distribution	Elba, AL	Medium (50-249)
Ameri Gas Propane	221210	Natural Gas Distribution	Fort Lauderdale, FL	Medium (50-249)
Ameri Gas	221210	Natural Gas Distribution	Hartwell, GA	Medium (50-249)
Ameri Gas	221210	Natural Gas Distribution	Henderson, NC	Medium (50-249)
Rural Gas & Appliance	221210	Natural Gas Distribution	Ionia, MI	Medium (50-249)
Titan Propane	221210	Natural Gas Distribution	Branson, MO	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Myerstown, PA	Medium (50-249)
Titan Propane	221210	Natural Gas Distribution	Monett, MO	Medium (50-249)
Synergy Gas	221210	Natural Gas Distribution	Gainesville, MO	Medium (50-249)
Ameri Gas	221210	Natural Gas Distribution	Petersburg, VA	Medium (50-249)
Ameri Gas	221210	Natural Gas Distribution	Petersburg, VA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Richland, PA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Myerstown, PA	Medium (50-249)

Paradee Gas Co	221210	Natural Gas Distribution	Dagsboro, DE	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Columbia, PA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Hanover Township, PA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Reading, PA	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Mount Joy, PA	Medium (50-249)
Dominion East Ohio	221210	Natural Gas Distribution	Youngstown, OH	Medium (50-249)
Ugi Utilities Inc	221210	Natural Gas Distribution	Harrisburg, PA	Medium (50-249)
Johnson & Johnson Inc	221210	Natural Gas Distribution	Madison, FL	Medium (50-249)
Northern Border Pipeline Co	221210	Natural Gas Distribution	Houston, TX	Medium (50-249)
Cheniere Energy Inc	221210	Natural Gas Distribution	Houston, TX	Medium (50-249)
Dcp Midstream	221210	Natural Gas Distribution	Laverne, OK	Medium (50-249)
Laclede Gas Co	221210	Natural Gas Distribution	Farmington, MO	Medium (50-249)
Shell Energy North America	221210	Natural Gas Distribution	San Diego, CA	Medium (50-249)
Texas Gas Svc Co	221210	Natural Gas Distribution	Austin, TX	Medium (50-249)
Atlanta Gas Light Co	221210	Natural Gas Distribution	Riverdale, GA	Medium (50-249)
Okaloosa Gas District	221210	Natural Gas Distribution	Valparaiso, FL	Medium (50-249)
Dcp Midstream	221210	Natural Gas Distribution	Tulsa, OK	Medium (50-249)
Middle Tennessee Natural Gas	221210	Natural Gas Distribution	Smithville, TN	Medium (50-249)
Southwest Gas	221210	Natural Gas Distribution	Victorville, CA	Medium (50-249)
Cascade Natural Gas Corp	221210	Natural Gas Distribution	Kennewick, WA	Medium (50-249)
Source Gas Llc	221210	Natural Gas Distribution	Golden, CO	Medium (50-249)
Red Willow Production Co	221210	Natural Gas Distribution	Ignacio, CO	Medium (50-249)
Questar Gas Co	221210	Natural Gas Distribution	Springville, UT	Medium (50-249)

Aurora Natural Gas	221210	Natural Gas Distribution	Dallas, TX	Medium (50-249)
Questar Gas Co	221210	Natural Gas Distribution	Coalville, UT	Medium (50-249)
Xto Energy Inc	221210	Natural Gas Distribution	Midland, TX	Medium (50-249)
We Energies	221210	Natural Gas Distribution	Oak Creek, WI	Medium (50-249)
Wisconsin Energy Capital Corp	221210	Natural Gas Distribution	Milwaukee, WI	Medium (50-249)
We Energies	221210	Natural Gas Distribution	Franklin, WI	Medium (50-249)
Peoples Gas	221210	Natural Gas Distribution	Pittsburgh, PA	Medium (50-249)
We Energies	221210	Natural Gas Distribution	Seymour, WI	Medium (50-249)
Peoples Gas	221210	Natural Gas Distribution	Pittsburgh, PA	Medium (50-249)
Peoples Gas	221210	Natural Gas Distribution	Chicago, IL	Medium (50-249)
Peoples Gas	221210	Natural Gas Distribution	Fisher, IL	Medium (50-249)
We Energies	221210	Natural Gas Distribution	Withee, WI	Medium (50-249)
North Shore Gas Co	221210	Natural Gas Distribution	Chicago, IL	Medium (50-249)
Peoples Gas	221210	Natural Gas Distribution	Chicago, IL	Medium (50-249)
North Shore Gas	221210	Natural Gas Distribution	Mundelein, IL	Medium (50-249)
Constalation Energy	221210	Natural Gas Distribution	Louisville, KY	Medium (50-249)
Pensacola Energy	221210	Natural Gas Distribution	Pensacola, FL	Medium (50-249)
Crestwood Equity Partners Lp	221210	Natural Gas Distribution	Houston, TX	Medium (50-249)
Northwest Natural Gas Co	221210	Natural Gas Distribution	Salem, OR	Medium (50-249)
Targa Resources	221210	Natural Gas Distribution	Mont Belvieu, TX	Medium (50-249)
Sanjel Usa Inc	221210	Natural Gas Distribution	Denver, CO	Medium (50-249)
Williams Olefins Llc	221210	Natural Gas Distribution	Geismar, LA	Medium (50-249)
Dcp Midstream	221210	Natural Gas Distribution	Greeley, CO	Medium (50-249)
Mustang Fuel Marketing Co	221210	Natural Gas Distribution	Oklahoma City, OK	Medium (50-249)

Southern California Gas Co	221210	Natural Gas Distribution	Redlands, CA	Medium (50-249)
Mark West Western Ok Gas Co	221210	Natural Gas Distribution	Washington, PA	Medium (50-249)
Sanjel Inc	221210	Natural Gas Distribution	Denver, CO	Medium (50-249)
Southern Pipeline Construction	221210	Natural Gas Distribution	Searcy, AR	Medium (50-249)
Southwest Gas	221210	Natural Gas Distribution	Carson City, NV	Medium (50-249)
Center Point Energy Resources	221210	Natural Gas Distribution	Houston, TX	Medium (50-249)
Berkshire Gas Co	221210	Natural Gas Distribution	Pittsfield, MA	Medium (50-249)
Eastern Propane & Oil	221210	Natural Gas Distribution	Rochester, NH	Medium (50-249)
Connecticut Natural Gas Corp	221210	Natural Gas Distribution	East Hartford, CT	Medium (50-249)
Connecticut Natural Gas Corp	221210	Natural Gas Distribution	Glastonbury, CT	Medium (50-249)
Eastern Propane & Oil	221210	Natural Gas Distribution	Rochester, NH	Medium (50-249)
Vme Process	221210	Natural Gas Distribution	Tyler, TX	Medium (50-249)
Center Point Energy Field Svc	221210	Natural Gas Distribution	Houston, TX	Medium (50-249)
Oneok Energy Svc	221210	Natural Gas Distribution	Tulsa, OK	Medium (50-249)
Source Gas Arkansas Inc	221210	Natural Gas Distribution	Fayetteville, AR	Medium (50-249)
Toc Holdings	221210	Natural Gas Distribution	Seattle, WA	Medium (50-249)
Center Point Energy	221210	Natural Gas Distribution	Baytown, TX	Medium (50-249)
Targa Resources	221210	Natural Gas Distribution	Midkiff, TX	Medium (50-249)
Public Service	221210	Natural Gas Distribution	Asheville, NC	Medium (50-249)
National Fuel Gas Dstrbtn Corp	221210	Natural Gas Distribution	Erie, PA	Medium (50-249)
Gas Field Specialist	221210	Natural Gas Distribution	Horseheads, NY	Medium (50-249)

Connecticut Natural Gas Corp	221210	Natural Gas Distribution	Greenwich, CT	Medium (50-249)
National Fuel Gas Dstrbtn Corp	221210	Natural Gas Distribution	Erie, PA	Medium (50-249)
Rgc Resources Inc	221210	Natural Gas Distribution	Roanoke, VA	Medium (50-249)
Ugi Penn Natural Gas Inc	221210	Natural Gas Distribution	Archbald, PA	Medium (50-249)
Columbia Gas Of Pennsylvania	221210	Natural Gas Distribution	York, PA	Medium (50-249)
Southern Connecticut Gas Co	221210	Natural Gas Distribution	Guilford, CT	Medium (50-249)
Winnebago Industries Inc	336112	Light Truck and Utility Vehicle Manufacturing	Forest City, IA	Large (250+)
Country Coach Inc	336112	Light Truck and Utility Vehicle Manufacturing	Junction City, OR	Large (250+)
Thor Motor Coach Inc	336112	Light Truck and Utility Vehicle Manufacturing	Elkhart, IN	Large (250+)
Dutchmen Manufacturing Inc	336112	Light Truck and Utility Vehicle Manufacturing	Goshen, IN	Large (250+)
Keystone Rv Co	336112	Light Truck and Utility Vehicle Manufacturing	Goshen, IN	Large (250+)
Century	336112	Light Truck and Utility Vehicle Manufacturing	Ooltewah, TN	Large (250+)
Miller Industries Towing Equip	336112	Light Truck and Utility Vehicle Manufacturing	Ooltewah, TN	Large (250+)
Miller Industries Inc	336112	Light Truck and Utility Vehicle Manufacturing	Ooltewah, TN	Large (250+)
Keystone Rv Co	336112	Light Truck and Utility Vehicle Manufacturing	Pendleton, OR	Large (250+)
Forest River Inc	336112	Light Truck and Utility Vehicle Manufacturing	Elkhart, IN	Large (250+)
Dometic Corp	336112	Light Truck and Utility Vehicle Manufacturing	Lagrange, IN	Large (250+)
Jayco Inc	336112	Light Truck and Utility Vehicle Manufacturing	Twin Falls, ID	Medium (50-249)
Goshen Coach Inc	336112	Light Truck and Utility Vehicle Manufacturing	Elkhart, IN	Medium (50-249)
Dometic Corp	336112	Light Truck and Utility Vehicle Manufacturing	Elkhart, IN	Medium (50-249)
Forest River Inc	336112	Light Truck and Utility Vehicle Manufacturing	Goshen, IN	Medium (50-249)

Champion Bus Inc	336112	Light Truck and Utility Vehicle Manufacturing	Imlay City, MI	Medium (50-249)
Foretravel Of Texas Inc	336112	Light Truck and Utility Vehicle Manufacturing	Nacogdoches, TX	Medium (50-249)
Heartland Breckenridge	336112	Light Truck and Utility Vehicle Manufacturing	Nappanee, IN	Medium (50-249)
Miller Industries Inc	336112	Light Truck and Utility Vehicle Manufacturing	Greeneville, TN	Medium (50-249)
Cross Roads Rv Inc	336112	Light Truck and Utility Vehicle Manufacturing	Boca Raton, FL	Medium (50-249)
Thor Industries Inc Data Ctr	336112	Light Truck and Utility Vehicle Manufacturing	Elkhart, IN	Medium (50-249)
Dutchmen Manufacturing	336112	Light Truck and Utility Vehicle Manufacturing	Goshen, IN	Medium (50-249)
Thor Motor Coach	336112	Light Truck and Utility Vehicle Manufacturing	New York, NY	Medium (50-249)
Forest River Inc	336112	Light Truck and Utility Vehicle Manufacturing	Elkhart, IN	Medium (50-249)
Winnebago Of Indiana Llc	336112	Light Truck and Utility Vehicle Manufacturing	Middlebury, IN	Medium (50-249)
Coachmen Rv Co	336112	Light Truck and Utility Vehicle Manufacturing	Middlebury, IN	Medium (50-249)
Winnebago Industries Hardwoods	336112	Light Truck and Utility Vehicle Manufacturing	Charles City, IA	Medium (50-249)
Winnebago Industries	336112	Light Truck and Utility Vehicle Manufacturing	Charles City, IA	Medium (50-249)
Ds Corp	336112	Light Truck and Utility Vehicle Manufacturing	Topeka, IN	Medium (50-249)
Cross Roads Rv Inc	336112	Light Truck and Utility Vehicle Manufacturing	Topeka, IN	Medium (50-249)
Forest River Inc	336112	Light Truck and Utility Vehicle Manufacturing	Topeka, IN	Medium (50-249)
El Dorado National-california	336112	Light Truck and Utility Vehicle Manufacturing	Riverside, CA	Medium (50-249)
Keystone Rv Co	336112	Light Truck and Utility Vehicle Manufacturing	Pendleton, OR	Medium (50-249)
Keystone Rv Co	336112	Light Truck and Utility Vehicle Manufacturing	Pendleton, OR	Medium (50-249)
Thor Industries	336112	Light Truck and Utility Vehicle Manufacturing	Irvine, CA	Medium (50-249)
Winnebago Industries	336112	Light Truck and Utility Vehicle Manufacturing	Forest City, IA	Medium (50-249)
Pilgrim International Inc	336112	Light Truck and Utility Vehicle Manufacturing	Middlebury, IN	Medium (50-249)
Groppetti Limited Inc	336112	Light Truck and Utility Vehicle Manufacturing	Visalia, CA	Medium (50-249)

Pacific Coachworks Inc	336112	Light Truck and Utility Vehicle Manufacturing	Perris, CA	Medium (50-249)
Drv Inc	336112	Light Truck and Utility Vehicle Manufacturing	Howe, IN	Medium (50-249)
Dynamax Corp	336112	Light Truck and Utility Vehicle Manufacturing	Elkhart, IN	Medium (50-249)
Db Schenker Usa	488510	Freight Transportation Arrangement	Houston, TX	Large (250+)
Sound Brokerage Intl	488510	Freight Transportation Arrangement	Tacoma, WA	Large (250+)
Fresh Air Freight	488510	Freight Transportation Arrangement	Los Angeles, CA	Large (250+)
Werner Enterprises Inc	488510	Freight Transportation Arrangement	Omaha, NE	Large (250+)
Expeditors International Of Wa	488510	Freight Transportation Arrangement	Seattle, WA	Large (250+)
Alstom Transportation	488510	Freight Transportation Arrangement	Hornell, NY	Large (250+)
C H Robinson Freight Svc Ltd	488510	Freight Transportation Arrangement	Wood Dale, IL	Large (250+)
Tropical Shipping & Constr Co	488510	Freight Transportation Arrangement	Riviera Beach, FL	Large (250+)
Landstar Global Logistics Inc	488510	Freight Transportation Arrangement	Jacksonville, FL	Large (250+)
Hawaiian Ocean Transport Inc	488510	Freight Transportation Arrangement	Fife, WA	Large (250+)
C C T A Freight	488510	Freight Transportation Arrangement	Banks, OR	Large (250+)
Expeditors Tradewin Lic	488510	Freight Transportation Arrangement	Peabody, MA	Large (250+)
Tower Group Intl Inc	488510	Freight Transportation Arrangement	Buffalo, NY	Large (250+)
Xpo Last Mile	488510	Freight Transportation Arrangement	Marietta, GA	Large (250+)
Aaa Ambulance Aaa Air AmbInc	488510	Freight Transportation Arrangement	Mcallen, TX	Large (250+)
Ceva Logistics Us Inc	488510	Freight Transportation Arrangement	Houston, TX	Large (250+)
Sears Logistics Svc	488510	Freight Transportation Arrangement	Hanover Township, PA	Large (250+)

C H Robinson Co	488510	Freight Transportation Arrangement	Chicago, IL	Large (250+)
Nyk Logistics Americas	488510	Freight Transportation Arrangement	Long Beach, CA	Large (250+)
Fresh From Texas	488510	Freight Transportation Arrangement	San Antonio, TX	Large (250+)
Sears Logistics Svc	488510	Freight Transportation Arrangement	Manteno, IL	Large (250+)
Utc Overseas Inc	488510	Freight Transportation Arrangement	Savannah, GA	Large (250+)
Syncreon	488510	Freight Transportation Arrangement	Belvidere, IL	Large (250+)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Hebron, KY	Large (250+)
Exel	488510	Freight Transportation Arrangement	Palmyra, PA	Large (250+)
U P S	488510	Freight Transportation Arrangement	Auburn, WA	Large (250+)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Louisville, KY	Large (250+)
Performance Team	488510	Freight Transportation Arrangement	Santa Fe Springs, CA	Large (250+)
Mallory Alexander Intl Lgstcs	488510	Freight Transportation Arrangement	Carson, CA	Large (250+)
Xpo Logistics	488510	Freight Transportation Arrangement	Dublin, OH	Large (250+)
Exel Inc	488510	Freight Transportation Arrangement	Westerville, OH	Large (250+)
Limited Logistics Svc	488510	Freight Transportation Arrangement	Columbus, OH	Large (250+)
Wkw Erbsloh North America	488510	Freight Transportation Arrangement	Pell City, AL	Large (250+)
We Transport Inc	488510	Freight Transportation Arrangement	Plainview, NY	Large (250+)
Conway Southwest	488510	Freight Transportation Arrangement	Dallas, TX	Large (250+)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Newark, DE	Large (250+)
Dhl Global Forwarding	488510	Freight Transportation Arrangement	Chicago, IL	Large (250+)
C H Robinson Co	488510	Freight Transportation Arrangement	Fargo, ND	Large (250+)
Csx Intermodal Inc	488510	Freight Transportation Arrangement	Jacksonville, FL	Large (250+)
C H Robinson Worldwide Inc	488510	Freight Transportation Arrangement	Eden Prairie, MN	Large (250+)

Forward Air Inc	488510	Freight Transportation Arrangement	Groveport, OH	Large (250+)
Agility Project Logistics Inc	488510	Freight Transportation Arrangement	Houston, TX	Large (250+)
Pacific Logistics Corp	488510	Freight Transportation Arrangement	Pico Rivera, CA	Large (250+)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Dunmore, PA	Large (250+)
Transplace	488510	Freight Transportation Arrangement	Lowell, AR	Large (250+)
Expeditors International	488510	Freight Transportation Arrangement	Bensenville, IL	Large (250+)
Ceva Logistics	488510	Freight Transportation Arrangement	Jacksonville, FL	Large (250+)
Rosedale Transport Inc	488510	Freight Transportation Arrangement	Dalton, GA	Large (250+)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Cleveland, OH	Large (250+)
Mediterranean Shipping Co	488510	Freight Transportation Arrangement	Mount Pleasant, SC	Large (250+)
Panalpina	488510	Freight Transportation Arrangement	Miami, FL	Large (250+)
Forward Air Inc	488510	Freight Transportation Arrangement	South Bend, IN	Large (250+)
Bdp International Inc	488510	Freight Transportation Arrangement	Philadelphia, PA	Large (250+)
Interstate International	488510	Freight Transportation Arrangement	Springfield, VA	Large (250+)
Hapag-lloyd America Llc	488510	Freight Transportation Arrangement	Tampa, FL	Large (250+)
Db Schenker Usa	488510	Freight Transportation Arrangement	Des Plaines, IL	Large (250+)
Dat Solutions Llc	488510	Freight Transportation Arrangement	Beaverton, OR	Large (250+)
Lynden Inc	488510	Freight Transportation Arrangement	Seatac, WA	Large (250+)
Ceva Logistics	488510	Freight Transportation Arrangement	Torrance, CA	Large (250+)
G & D Transportation Inc	488510	Freight Transportation Arrangement	Morton, IL	Large (250+)
Forward Air Solutions Inc	488510	Freight Transportation Arrangement	Humble, TX	Large (250+)
Panalpina	488510	Freight Transportation Arrangement	Humble, TX	Large (250+)
Washington Shuttle Inc	488510	Freight Transportation Arrangement	Arlington, VA	Large (250+)

Sears Logistics Svc	488510	Freight Transportation Arrangement	Delano, CA	Large (250+)
James Group Intl Inc	488510	Freight Transportation Arrangement	Detroit, MI	Large (250+)
Ceva Logistics	488510	Freight Transportation Arrangement	Menomonie, WI	Large (250+)
Dhl Global Forwarding	488510	Freight Transportation Arrangement	Brisbane, CA	Large (250+)
Equity Transportation Co Inc	488510	Freight Transportation Arrangement	Grand Rapids, MI	Large (250+)
Fedex Supply Chain Systems	488510	Freight Transportation Arrangement	Hudson, OH	Large (250+)
J K Moving & Storage Inc	488510	Freight Transportation Arrangement	Sterling, VA	Large (250+)
Xpo Logistics	488510	Freight Transportation Arrangement	High Point, NC	Large (250+)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	San Francisco, CA	Large (250+)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Bensenville, IL	Medium (50-249)
Nippon Express Usa	488510	Freight Transportation Arrangement	El Segundo, CA	Medium (50-249)
Hub Group-trucking	488510	Freight Transportation Arrangement	Memphis, TN	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Inglewood, CA	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	Atlanta, GA	Medium (50-249)
Dura Freight Lines Inc	488510	Freight Transportation Arrangement	Walnut, CA	Medium (50-249)
Trinity Logistics Inc	488510	Freight Transportation Arrangement	Seaford, DE	Medium (50-249)
Paramount Transportation Systs	488510	Freight Transportation Arrangement	San Marcos, CA	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	Brisbane, CA	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Elk Grove Village, IL	Medium (50-249)
C H Robinson Co	488510	Freight Transportation Arrangement	Elk Grove Village, IL	Medium (50-249)
Detroit Regional Distribution	488510	Freight Transportation Arrangement	Melvindale, MI	Medium (50-249)

Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Elizabethtown, KY	Medium (50-249)
Alg Worldwide Logistics	488510	Freight Transportation Arrangement	Romeoville, IL	Medium (50-249)
Rjw Logistics Inc	488510	Freight Transportation Arrangement	Woodridge, IL	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Coppell, TX	Medium (50-249)
Transplace	488510	Freight Transportation Arrangement	Lowell, AR	Medium (50-249)
Susan Forwarding Inc	488510	Freight Transportation Arrangement	Warrensburg, MO	Medium (50-249)
Advantage Freight Network	488510	Freight Transportation Arrangement	Niles, IL	Medium (50-249)
Tracey Road Equipment Inc	488510	Freight Transportation Arrangement	East Syracuse, NY	Medium (50-249)
Southwest Freight Distributors	488510	Freight Transportation Arrangement	Dallas, TX	Medium (50-249)
Hapag-lloyd America Llc	488510	Freight Transportation Arrangement	Piscataway, NJ	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Edison, NJ	Medium (50-249)
Dietrch Trucking Llc	488510	Freight Transportation Arrangement	Vancouver, WA	Medium (50-249)
Air Ground Xpress Inc	488510	Freight Transportation Arrangement	Clinton, PA	Medium (50-249)
Tri County Transportation	488510	Freight Transportation Arrangement	Northern Cambria, PA	Medium (50-249)
X P O Logistics	488510	Freight Transportation Arrangement	Gainesville, GA	Medium (50-249)
Qwest Global Inc	488510	Freight Transportation Arrangement	Cartersville, GA	Medium (50-249)
Ups Supply Chain Solutions Inc	488510	Freight Transportation Arrangement	Alpharetta, GA	Medium (50-249)
Sky Net Worldwide Express	488510	Freight Transportation Arrangement	Doral, FL	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Mira Loma, CA	Medium (50-249)
Performance Team	488510	Freight Transportation Arrangement	San Pedro, CA	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Fort Worth, TX	Medium (50-249)

Exel	488510	Freight Transportation Arrangement	Stockton, CA	Medium (50-249)
Nyk Line North America Inc	488510	Freight Transportation Arrangement	Secaucus, NJ	Medium (50-249)
Bn Transport Inc	488510	Freight Transportation Arrangement	Tukwila, WA	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	Los Angeles, CA	Medium (50-249)
Pentagon Freight Svc Inc	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Transaction Packing	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Trans Core	488510	Freight Transportation Arrangement	Albuquerque, NM	Medium (50-249)
Mediterranean Shipping Co Usa	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	Humble, TX	Medium (50-249)
Panalpina Inc	488510	Freight Transportation Arrangement	Miami, FL	Medium (50-249)
Delta Terminal Svc	488510	Freight Transportation Arrangement	Harvey, LA	Medium (50-249)
Hellmann Worldwide Logistics	488510	Freight Transportation Arrangement	Doral, FL	Medium (50-249)
Harte-hanks Logistics	488510	Freight Transportation Arrangement	Deerfield Beach, FL	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Plainfield, IN	Medium (50-249)
Command Transportation Llc	488510	Freight Transportation Arrangement	Skokie, IL	Medium (50-249)
Le Fleur Transportation	488510	Freight Transportation Arrangement	Edinburg, TX	Medium (50-249)
Db Schenker Usa	488510	Freight Transportation Arrangement	Chicago, IL	Medium (50-249)
Oocl Usa Inc	488510	Freight Transportation Arrangement	South Jordan, UT	Medium (50-249)
Descartes Systems Group	488510	Freight Transportation Arrangement	Pittsburgh, PA	Medium (50-249)
Technical Traffic Consultants	488510	Freight Transportation Arrangement	Congers, NY	Medium (50-249)

Quantem Aviation Svc Inc	488510	Freight Transportation Arrangement	Orlando, FL	Medium (50-249)
Dts Logistics	488510	Freight Transportation Arrangement	Billings, MT	Medium (50-249)
Lynden Air Cargo Llc	488510	Freight Transportation Arrangement	Anchorage, AK	Medium (50-249)
Bdp International Inc	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Forward Air Corp	488510	Freight Transportation Arrangement	Greeneville, TN	Medium (50-249)
Ctsi Global	488510	Freight Transportation Arrangement	Memphis, TN	Medium (50-249)
Dhx-dependable Hawaiian Exp	488510	Freight Transportation Arrangement	Compton, CA	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Austin, TX	Medium (50-249)
Alaska Marine Lines	488510	Freight Transportation Arrangement	Seattle, WA	Medium (50-249)
Dsv A/s	488510	Freight Transportation Arrangement	Long Beach, CA	Medium (50-249)
Expedited Logistics & Frt Svc	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
On Target Supplies	488510	Freight Transportation Arrangement	Dallas, TX	Medium (50-249)
Hapag-lloyd America Llc	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Clark Freight Lines Inc	488510	Freight Transportation Arrangement	Pasadena, TX	Medium (50-249)
International Forwarding	488510	Freight Transportation Arrangement	Laredo, TX	Medium (50-249)
Ups-scs	488510	Freight Transportation Arrangement	Laredo, TX	Medium (50-249)
Sears Logistics Svc	488510	Freight Transportation Arrangement	Jacksonville, FL	Medium (50-249)
Allen Corp Of America	488510	Freight Transportation Arrangement	Fairfax, VA	Medium (50-249)
Elite Express	488510	Freight Transportation Arrangement	Pennsauken, NJ	Medium (50-249)
Priority Solutions Intl	488510	Freight Transportation Arrangement	Swedesboro, NJ	Medium (50-249)
Calhoun Transportation	488510	Freight Transportation Arrangement	Calhoun, TN	Medium (50-249)
Trinity Transportation	488510	Freight Transportation Arrangement	Ecorse, MI	Medium (50-249)
Central States Beverage Co	488510	Freight Transportation Arrangement	Leawood, KS	Medium (50-249)

Zeller Logistics Llc	488510	Freight Transportation Arrangement	Hartford, WI	Medium (50-249)
Toll Global	488510	Freight Transportation Arrangement	Carteret, NJ	Medium (50-249)
Kenco Group Inc	488510	Freight Transportation Arrangement	Chattanooga, TN	Medium (50-249)
Exel Global Logistics	488510	Freight Transportation Arrangement	Louisville, KY	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Lawrence, NY	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	Peabody, MA	Medium (50-249)
Hapag-lloyd America Llc	488510	Freight Transportation Arrangement	Kennesaw, GA	Medium (50-249)
Mallory Alexander Intl	488510	Freight Transportation Arrangement	Memphis, TN	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	Grapevine, TX	Medium (50-249)
Exel	488510	Freight Transportation Arrangement	Baytown, TX	Medium (50-249)
Forward Air Inc	488510	Freight Transportation Arrangement	Irving, TX	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Mount Juliet, TN	Medium (50-249)
Transplace	488510	Freight Transportation Arrangement	Frisco, TX	Medium (50-249)
Exel	488510	Freight Transportation Arrangement	Albany, GA	Medium (50-249)
Ability Forwarders Inc	488510	Freight Transportation Arrangement	Saginaw, MI	Medium (50-249)
Bonded Logistics	488510	Freight Transportation Arrangement	Charlotte, NC	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Champlain, NY	Medium (50-249)
Tbb Global Logistics Inc	488510	Freight Transportation Arrangement	New Freedom, PA	Medium (50-249)
Dhl Global Forwarding	488510	Freight Transportation Arrangement	Newark, NJ	Medium (50-249)
Exel	488510	Freight Transportation Arrangement	Aurora, IL	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Romulus, MI	Medium (50-249)
Fns Inc	488510	Freight Transportation Arrangement	Rancho Dominguez, CA	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Kansas City, MO	Medium (50-249)
Adcom Worldwide	488510	Freight Transportation Arrangement	Coppell, TX	Medium (50-249)

Logisti Care Solutions	488510	Freight Transportation Arrangement	Hartford, CT	Medium (50-249)
Echo Global Logistics Inc	488510	Freight Transportation Arrangement	Chicago, IL	Medium (50-249)
Bird Dog Solutions Inc	488510	Freight Transportation Arrangement	Omaha, NE	Medium (50-249)
Sdv Usa Inc	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Seko Worldwide Inc	488510	Freight Transportation Arrangement	Itasca, IL	Medium (50-249)
Mountain Valley Express	488510	Freight Transportation Arrangement	Paramount, CA	Medium (50-249)
Professional Transportation	488510	Freight Transportation Arrangement	Walbridge, OH	Medium (50-249)
Cornerstone Systems Inc	488510	Freight Transportation Arrangement	Memphis, TN	Medium (50-249)
Dhl Global Forwarding	488510	Freight Transportation Arrangement	Port Huron, MI	Medium (50-249)
Burnham World Forwarders Inc	488510	Freight Transportation Arrangement	Saginaw, MI	Medium (50-249)
Panalpina	488510	Freight Transportation Arrangement	Elk Grove Village, IL	Medium (50-249)
Air Sea Forwarders Inc	488510	Freight Transportation Arrangement	Inglewood, CA	Medium (50-249)
Air Freight	488510	Freight Transportation Arrangement	Aston, PA	Medium (50-249)
Potomac Shipping	488510	Freight Transportation Arrangement	Reston, VA	Medium (50-249)
Transportation Solutions Inc	488510	Freight Transportation Arrangement	Mcdonough, GA	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	South San Francisco, CA	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Jamaica, NY	Medium (50-249)
Trans Core	488510	Freight Transportation Arrangement	Harrisburg, PA	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Blaine, WA	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Towson, MD	Medium (50-249)

Transgroup Worldwide Logistics	488510	Freight Transportation Arrangement	Seatac, WA	Medium (50-249)
Border Transfer Svc	488510	Freight Transportation Arrangement	Laredo, TX	Medium (50-249)
Kintetsu International Hi Co	488510	Freight Transportation Arrangement	Honolulu, HI	Medium (50-249)
Protrans International	488510	Freight Transportation Arrangement	Indianapolis, IN	Medium (50-249)
Team Freight Inc	488510	Freight Transportation Arrangement	Buffalo, NY	Medium (50-249)
University-va Parking	488510	Freight Transportation Arrangement	Charlottesville, VA	Medium (50-249)
Panalpina	488510	Freight Transportation Arrangement	Atlanta, GA	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Saint Paul, MN	Medium (50-249)
Rosemont Farms Corp	488510	Freight Transportation Arrangement	Boca Raton, FL	Medium (50-249)
Dgx-dependable Global Express	488510	Freight Transportation Arrangement	Honolulu, HI	Medium (50-249)
Megacorp Logistics Llc	488510	Freight Transportation Arrangement	Wilmington, NC	Medium (50-249)
West Wind Express	488510	Freight Transportation Arrangement	Chicago, IL	Medium (50-249)
Lynden Logistics Inc	488510	Freight Transportation Arrangement	Seatac, WA	Medium (50-249)
G-3 Enterprises	488510	Freight Transportation Arrangement	Modesto, CA	Medium (50-249)
Boasso America Corp	488510	Freight Transportation Arrangement	Chalmette, LA	Medium (50-249)
C-logistics Llc	488510	Freight Transportation Arrangement	Golden Meadow, LA	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Sacramento, CA	Medium (50-249)
Alg Worldwide Logistics	488510	Freight Transportation Arrangement	Bolingbrook, IL	Medium (50-249)
Dsv Air & Sea	488510	Freight Transportation Arrangement	Edison, NJ	Medium (50-249)
Dietl International Svc	488510	Freight Transportation Arrangement	New York, NY	Medium (50-249)
Kw International	488510	Freight Transportation Arrangement	Little Ferry, NJ	Medium (50-249)
Alg Worldwide Logistics Llc	488510	Freight Transportation Arrangement	Wood Dale, IL	Medium (50-249)

American Transport Group Llc	488510	Freight Transportation Arrangement	Chicago, IL	Medium (50-249)
California Freight Sales	488510	Freight Transportation Arrangement	Modesto, CA	Medium (50-249)
Dreisbach Freight Svc	488510	Freight Transportation Arrangement	Oakland, CA	Medium (50-249)
Nippon Express Usa	488510	Freight Transportation Arrangement	Wood Dale, IL	Medium (50-249)
Tsc Container Freight	488510	Freight Transportation Arrangement	Overland Park, KS	Medium (50-249)
Schenker International	488510	Freight Transportation Arrangement	Freeport, NY	Medium (50-249)
Miq Logistics Llc	488510	Freight Transportation Arrangement	Overland Park, KS	Medium (50-249)
Panalpina	488510	Freight Transportation Arrangement	Jamaica, NY	Medium (50-249)
Coyote Logistics Llc	488510	Freight Transportation Arrangement	Chicago, IL	Medium (50-249)
Toll Global Forwarding	488510	Freight Transportation Arrangement	Springfield Gardens, NY	Medium (50-249)
Transpo Service Ltd	488510	Freight Transportation Arrangement	Grandview, MO	Medium (50-249)
Dsv Air & Sea	488510	Freight Transportation Arrangement	Jamaica, NY	Medium (50-249)
Southern Counties Express	488510	Freight Transportation Arrangement	Compton, CA	Medium (50-249)
Manna Freight Systems	488510	Freight Transportation Arrangement	Mendota Heights, MN	Medium (50-249)
Wrag-time Transportation	488510	Freight Transportation Arrangement	Gardena, CA	Medium (50-249)
Stevens Global Logistics Inc	488510	Freight Transportation Arrangement	Redondo Beach, CA	Medium (50-249)
King Solutions Inc	488510	Freight Transportation Arrangement	Maple Grove, MN	Medium (50-249)
Harold Dickey Transport	488510	Freight Transportation Arrangement	Packwood, IA	Medium (50-249)
Kintetsu World Express Usa Inc	488510	Freight Transportation Arrangement	Compton, CA	Medium (50-249)
Ann Arbor Distribution	488510	Freight Transportation Arrangement	Ypsilanti, MI	Medium (50-249)
Mcguire Trucking Svc	488510	Freight Transportation Arrangement	Ronkonkoma, NY	Medium (50-249)
Trans Core	488510	Freight Transportation Arrangement	Auburn, MA	Medium (50-249)

Kintetsu World Express Usa Inc	488510	Freight Transportation Arrangement	Inglewood, CA	Medium (50-249)
Nippon Express Usa	488510	Freight Transportation Arrangement	Des Plaines, IL	Medium (50-249)
Axis Global Systems Llc	488510	Freight Transportation Arrangement	North Bergen, NJ	Medium (50-249)
Toll Global Forwarding	488510	Freight Transportation Arrangement	Mira Loma, CA	Medium (50-249)
Kintetsu World Express Usa Inc	488510	Freight Transportation Arrangement	Wood Dale, IL	Medium (50-249)
Mainfreight Usa	488510	Freight Transportation Arrangement	Carson, CA	Medium (50-249)
Wright Logisticis	488510	Freight Transportation Arrangement	East Providence, RI	Medium (50-249)
Riverside Transportation Svc	488510	Freight Transportation Arrangement	Minneapolis, MN	Medium (50-249)
Oceanair	488510	Freight Transportation Arrangement	Revere, MA	Medium (50-249)
Priority Solutions Intl	488510	Freight Transportation Arrangement	Torrance, CA	Medium (50-249)
Yusen Air & Sea Svc Usa	488510	Freight Transportation Arrangement	Elk Grove Village, IL	Medium (50-249)
Ocs America Inc	488510	Freight Transportation Arrangement	Moonachie, NJ	Medium (50-249)
Fastway Terminals Inc	488510	Freight Transportation Arrangement	Atlanta, GA	Medium (50-249)
Tropical Shipping & Constr Co	488510	Freight Transportation Arrangement	Medley, FL	Medium (50-249)
C H Robinson Co	488510	Freight Transportation Arrangement	Phoenix, AZ	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Memphis, TN	Medium (50-249)
Network Global Logistics	488510	Freight Transportation Arrangement	Meridian, ID	Medium (50-249)
Cma Cgm Caribbean	488510	Freight Transportation Arrangement	Miami, FL	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	El Paso, TX	Medium (50-249)
Hammersmith Distributors	488510	Freight Transportation Arrangement	Miami, FL	Medium (50-249)
On Time Express	488510	Freight Transportation Arrangement	Tempe, AZ	Medium (50-249)

Dayton Origin Distribution Ctr	488510	Freight Transportation Arrangement	Englewood, OH	Medium (50-249)
Able Freight Svc Inc	488510	Freight Transportation Arrangement	Los Angeles, CA	Medium (50-249)
Db Schenker Usa	488510	Freight Transportation Arrangement	Romulus, MI	Medium (50-249)
Ups Supply Chain Solutions	488510	Freight Transportation Arrangement	Romulus, MI	Medium (50-249)
Rock-it Cargo	488510	Freight Transportation Arrangement	Los Angeles, CA	Medium (50-249)
Digital Traffic Systems	488510	Freight Transportation Arrangement	Albuquerque, NM	Medium (50-249)
Dhl Global Forwarding	488510	Freight Transportation Arrangement	Romulus, MI	Medium (50-249)
Operational Technologies Corp	488510	Freight Transportation Arrangement	San Antonio, TX	Medium (50-249)
Panalpina	488510	Freight Transportation Arrangement	Dallas, TX	Medium (50-249)
Traffic Group Inc	488510	Freight Transportation Arrangement	Baltimore, MD	Medium (50-249)
Team Worldwide	488510	Freight Transportation Arrangement	Winnsboro, TX	Medium (50-249)
Kane Third Party Logistics	488510	Freight Transportation Arrangement	New Castle, DE	Medium (50-249)
Dsv Air & Sea	488510	Freight Transportation Arrangement	Grand Prairie, TX	Medium (50-249)
James F Barron Trucking	488510	Freight Transportation Arrangement	Somerset, PA	Medium (50-249)
Worldwide Express	488510	Freight Transportation Arrangement	Irving, TX	Medium (50-249)
Harrison's Moving & Storage	488510	Freight Transportation Arrangement	Chesapeake, VA	Medium (50-249)
Exel Global Logistics	488510	Freight Transportation Arrangement	Houston, TX	Medium (50-249)
Zuniga Freight Svc Inc	488510	Freight Transportation Arrangement	Laredo, TX	Medium (50-249)
Expeditors International	488510	Freight Transportation Arrangement	Atlanta, GA	Medium (50-249)
Jear Logistics Llc	488510	Freight Transportation Arrangement	Mount Pleasant, SC	Medium (50-249)
Ceva Logistics	488510	Freight Transportation Arrangement	Grapevine, TX	Medium (50-249)
Quality Logistics Inc	488510	Freight Transportation Arrangement	Duncan, SC	Medium (50-249)

T A Svc	488510	Freight Transportation Arrangement	Midlothian, TX	Medium (50-249)
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