

**TARGETED ECONOMIC DEVELOPMENT
FOR HUMBOLDT COUNTY
PART III:
GAPS AND DISCONNECTS**



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Introduction

The University Center for Economic Development conducted a study for targeted economic development for four Nevada counties within the proposed new Economic Development District, the Great Basin Development District. The proposed district consists of the northeast Nevada counties of Eureka, Humboldt, Lander and White Pine Counties.

In Part I and II of the Humboldt County targeting study, trends in Humboldt County socio-economic data were discussed as well as developing procedures to target industries for economic development in Humboldt County. Part III of the study will analyze proprietor employment and income in more detail for Humboldt County and will identify gaps and disconnects in the Humboldt County economy to help plan for future economic development. Identification of gaps and disconnects is a method for a more in-depth analysis of import substitution possibilities for Humboldt County. Gaps and disconnects identify materials, products or services that are imported instead of using locally produced materials, products or service. ¹

Analysis of Entrepreneurial Trends in Humboldt County

With the loss of export sector jobs in rural America and downsizing of employment by large corporations, serious questions arise regarding future employment for these released workers. Decreased employment in Humboldt County, particularly in the natural resource industries, agriculture and mining, has produced uncertainty in the county's economy. Released workers have four options: leave Humboldt County; become employed in another economic sector, probably at a lower pay scale in Humboldt County or an adjacent county and continue to live in Humboldt County; become unemployed and continue to live in Humboldt County; or become self-employed in Humboldt County as sole proprietors or a partner in a business.

The number of self-employed are calculated for each county by the U.S. Bureau of Economic Analysis (U.S. Department of Commerce, 2001) using federal tax Form 1040 (Schedule C) for sole proprietorships and Form 1065 for partnership data. These estimates include individuals who may be otherwise employed but have additional income from self-employment and they may include multiple filings by the same individual. While proprietors

cannot be equated with entrepreneurs, proprietors have more in common with entrepreneurs than wage and salary workers, workers who remain unemployed in Humboldt County, or workers who leave Humboldt County. Proprietors create new jobs for themselves and often for others.

Trends in Proprietorship Numbers

National full- and part-time proprietorship numbers increased from 12.3 million in 1969 to 27.1 million in 1999. Most of the national increase in total proprietorship numbers was due to increased non-farm proprietors whose numbers increased from 9.6 million in 1969 to 24.9 million in 1999 while national farm proprietorship numbers decreased from 2.8 million in 1969 to 2.2 million in 1999. Appendix A shows all proprietorship employment from 1969 to 1999.

As for the state of Nevada, full- and part-time proprietorship numbers increased from 26.8 thousand in 1969 to 179.1 thousand in 1999. Most of the Nevada increase in total proprietorship numbers was due to increases by non-farm proprietors whose numbers increased from 24.5 thousand in 1969 to 176.2 thousand in 1999 while state of Nevada farm proprietorship numbers increased from 2,348 in 1969 to 2,927 in 1999.

Full- and part-time proprietorship numbers in Humboldt County reflect national and state trends. Humboldt County proprietorship numbers increased from 673 in 1969 to 1,946 in 1999. Similar to national and state trends, Humboldt County non-farm proprietorship numbers increased from 487 in 1969 to 1,711 in 1999 while farm proprietors numbers increased slightly from 186 in 1969 to 235 in 1999.

Figures 1, 2 and 3 show the index of total proprietorship, farm proprietorship and non-farm proprietorship numbers for the nation, state of Nevada and Humboldt County from 1969 to 1999 with 1969 values equal to 100.0. From Figure 1, a comparison of the growth in total proprietorship numbers can be seen. For the nation, total proprietorship numbers increased by 120 percent while the state of Nevada and Humboldt County realized growth in the number of total proprietorships of 568 percent and 189 percent, respectively, from 1969 to 1999. As with population growth, the state of Nevada has realized rapid proprietorship growth as compared to the nation. The state of Nevada from 1986 to 1999 realized a growth rate of 153 percent in numbers of proprietors. Like the state, Humboldt County realized steady growth of full- and part-time proprietors by 103 percent from 1986 to 1999. The county's growth rate was faster than the nation's growth rate of 37.5 percent but lagged behind the overall state growth rate for 1986 to 1999. (See Table A.1 for data)

Figure 1. Index of Total Proprietorship Numbers for the Nation, State of Nevada and Humboldt County, 1969 to 1999. 1969 = 100.0

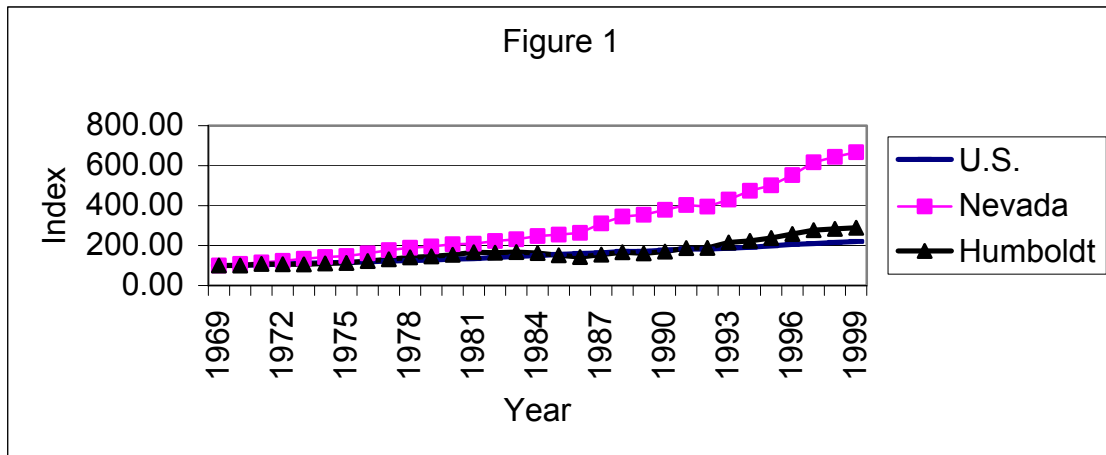


Figure 2 shows the index of farm proprietorship number for the nation, state of Nevada and Humboldt County from 1969 to 1999 with 1969 = 100.0. From Figure 2, the U.S. farm proprietorship numbers have declined by 18.25 percent from 1969 to 1999. However, the farm proprietor numbers for the state of Nevada and Humboldt County ran counter to the national trend increasing by 25 percent and 26 percent from 1969 to 1999 for the state of Nevada and Humboldt County, respectively. (See Table A.2 for data)

Figure 2. Index of Farm Proprietorship Numbers for the Nation, State of Nevada and Humboldt County, 1969 to 1999. 1969 = 100.0

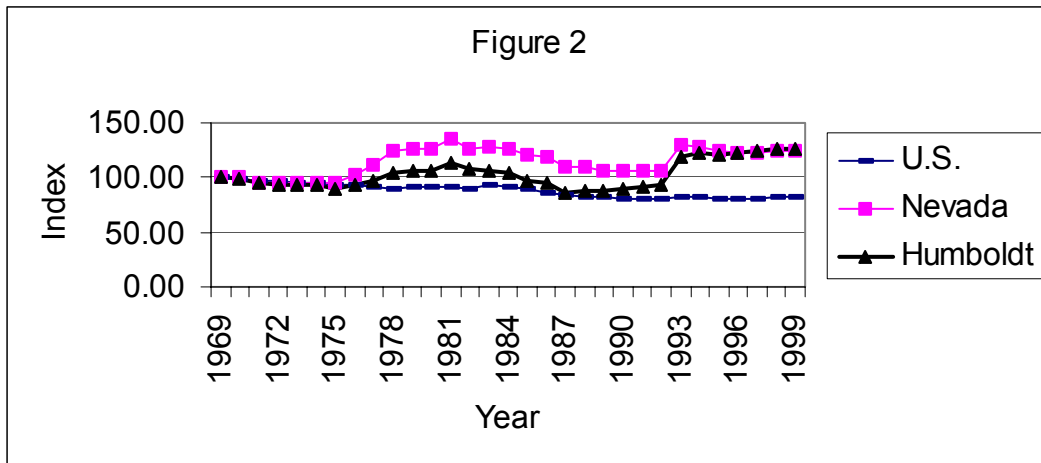
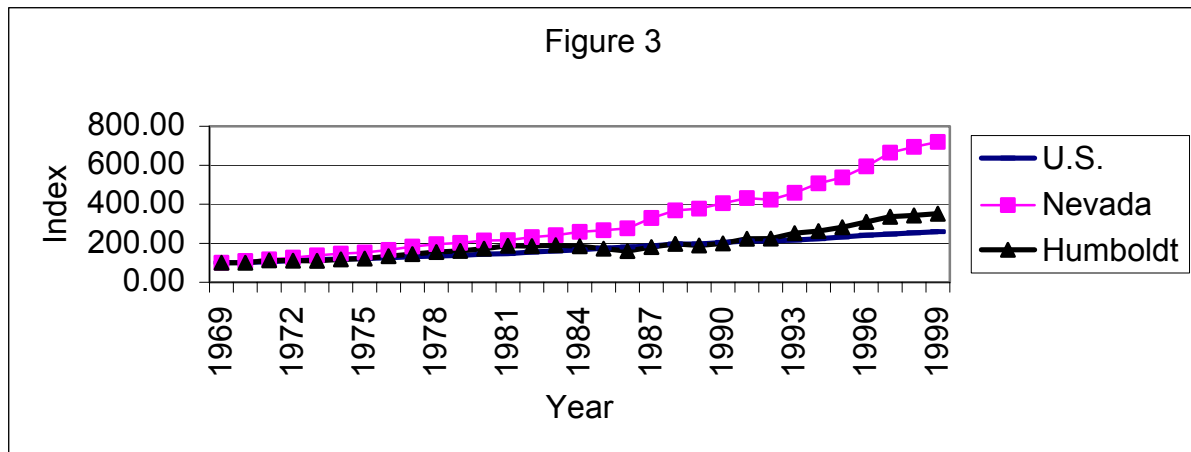


Figure 3 shows the index of non-farm proprietorship numbers for the nation, state of Nevada and Humboldt County from 1969 to 1999 with 1969 = 100.0. From Figure 3, the U.S. non-farm proprietorship numbers have increased by 159.83 percent from 1969 to 1999. The state of Nevada and Humboldt County followed the national trend but had a higher rate of growth than the nation. Non-farm proprietor numbers increased by 619.52 percent and 251.33 percent from 1969 to 1999 for the state of Nevada and Humboldt County, respectively. (See Table A.3 for data)

Figure 3. Index of Non-Farm Proprietorship Numbers for the Nation, State of Nevada and Humboldt County, 1969-1999. 1969 = 100.0

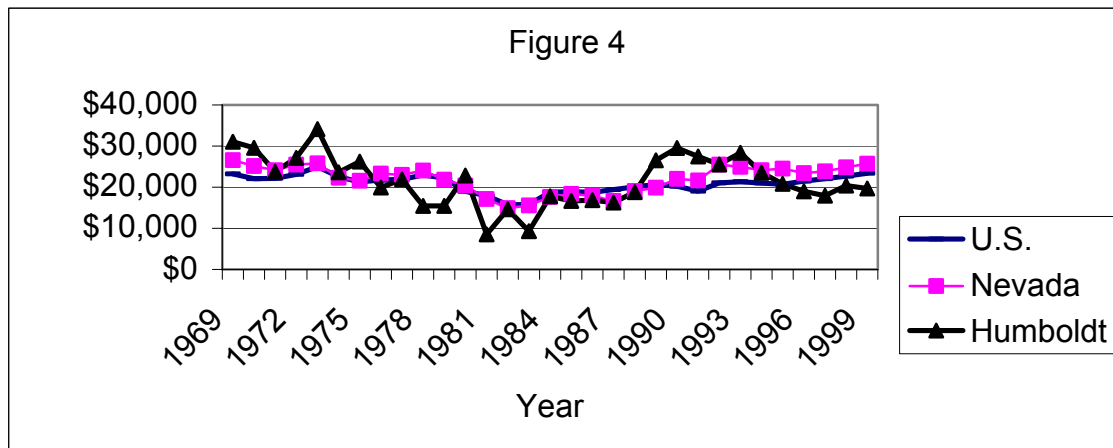


Trends in Proprietorship Income Per Proprietor

Proprietorship numbers as a percentage of total work force from 1969 to 1999 have increased nationwide from 13.54 percent to 16.57 percent (U.S. Department of Commerce, 2000). For the state of Nevada proprietor numbers as a percentage of total state workforce from 1969 to 1999 have increased from 11.01 percent to 14.77 percent. However for Humboldt County the proprietor numbers as a percent of total county employment declined from 20.52 percent in 1969 to 19.11 percent in 1999. At the national, state and county level, proprietorship income as a share of total personal income in 1999 was 8.54 percent, 8.60 percent and 9.63 percent, respectively, which is smaller than their share of the workplace. All proprietorship income per proprietor values are shown in Appendix B.

Another way to view real proprietorship income per proprietor is the change and fluctuation in real proprietorship income per proprietor. For this analysis, all prices are set at 1996 price level or 1996 = 100.00. Figure 4 shows the trends and fluctuations for the nation, state and Humboldt County. For the nation, real proprietor income per proprietor remained fairly constant rising slightly from \$23,248 in 1969 to \$23,389 in 1999. For the state of Nevada, real proprietor income per proprietor declined slightly from \$26,591 in 1969 to \$25,720 in 1999. For Humboldt County however, real proprietor income per proprietors declined from \$31,049 in 1969 to \$19,704 in 1999. (Figure 4). See Table B.1 for data.

Figure 4. Real Proprietorship Income Per Proprietor for the Nation, State of Nevada and Humboldt County, 1969 to 1999. 1996 = 100.00



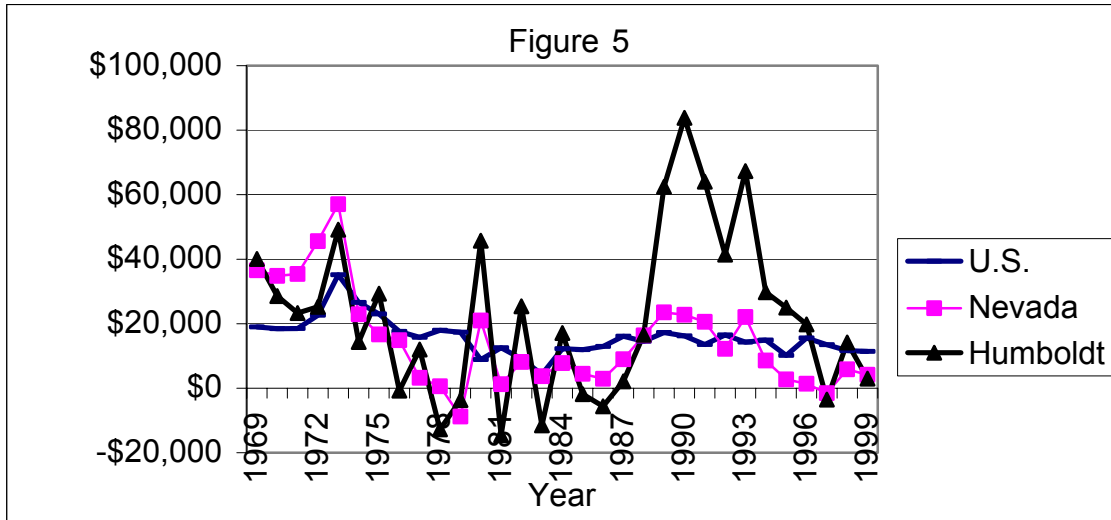
As Figure 4 shows, real proprietor income per proprietor for the nation, state and Humboldt County was volatile and less than the share of non-farm proprietor employment to total national, state and county employment. However, if the alternative to creating proprietorship is unemployment or members of the county's labor force leaving the county, it is then important for local (and state) decision-makers to understand policies and factors which enhance or retard local (state) entrepreneurship formation.

Trends in Farm Proprietorship Income per Farm Proprietor

A segment of total national, state and county proprietorship is farm proprietorship. Farm proprietorship numbers as a percentage of total workforce from 1969 to 1999 decreased nationwide from 3.02 percent to 1.37 percent. For the state of Nevada, farm proprietor numbers as a percentage of total state workforce from 1969 to 1999 have decreased from 0.96 percent to 0.24 percent. Following both national and state trends, the Humboldt County farm proprietorship numbers as a percentage of total county employment declined from 5.67 percent in 1969 to 2.31 percent in 1999. As with proprietor income, national, state and county real farm proprietor income as a share of total personal income was 0.35 percent, 0.02 percent and 0.18 percent, respectively, which is smaller than their share of the workplace (U.S. Department of Commerce, 2000)

Another view of farm proprietorship is the change and fluctuation in real farm proprietorship income per farm proprietor. Figure 5 shows the trends and fluctuations for the nation, state and Humboldt County. For the nation, real farm proprietor income per farm proprietor declined from \$18,971 in 1969 to \$11,421 in 1999. For the state of Nevada, real farm proprietor income per farm proprietor was volatile and decreased from \$36,549 in 1969 to \$4,139 in 1999. Following the state, real farm proprietor income per farm proprietor in Humboldt County was volatile and declined from \$40,074 in 1969 to \$2,981 in 1999. See Table B.2 for data.

Figure 5. Real Farm Proprietorship Income Per Farm Proprietor for the Nation, State of Nevada and Humboldt County, 1969 to 1999. 1996 = 100.00



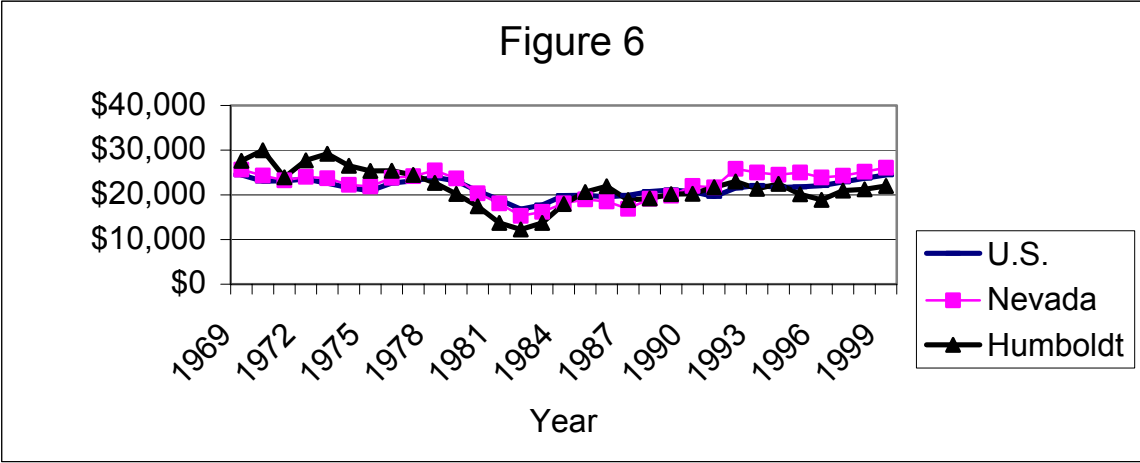
As shown in Figure 5, national, state and county farm proprietor income per farm proprietor has declined from 1969 to 1999 and has been quite volatile. The volatility is due to the fluctuations in agricultural market prices. However, with the importance of the farm proprietor income per farm proprietor to the national, state and county economies, the level and consistency of farm expenditures impacts national, state and local economic activity directly.

Trends in Non-Farm Proprietor Income per Non-Farm Proprietor

As with farm proprietorship, a segment of national, state and county total proprietorship is non-farm proprietorship. Unlike farm proprietorship, the numbers of non-farm proprietors at the national, state and county level has increased. Non-farm proprietorship numbers as a percentage of total workforce from 1969 to 1999 have increased at all levels. National non-farm proprietorship increased from 10.5 percent to 15.2 percent. State of Nevada non-farm proprietorship increased from 10.1 percent to 14.5 percent. Humboldt County non-farm proprietorship increased from 14.9 percent to 16.8 percent. This national, state and county non-farm proprietorship increase may possibly reflect the increase in outsourcing (Beyers, 1996). At the national, state and county level, non-farm proprietor income as a share of total personal income in 1999 was 8.2 percent, 8.6 percent and 9.5 percent, respectively, which is smaller than their share of the workplace (U.S. Department of Commerce, 2000).

Another way to view non-farm proprietorship is the change and fluctuation in real non-farm proprietor income per non-farm proprietor. Figure 6 shows trends and fluctuations for the nation, state and Humboldt County. For the nation, real non-farm proprietor income per non-farm proprietor remained fairly constant from \$24,476 in 1969 to \$24,470 in 1999. For the state of Nevada, real non-farm proprietor income per non-farm proprietor increased from \$25,635 in 1969 to \$26,079 in 1999. However, for Humboldt County, non-farm proprietor income per non-farm proprietor declined from \$27,604 in 1969 to \$22,000 in 1999. See Table B.3. for data.

Figure 6. Real Non-Farm Proprietorship Income Per Non-Farm Proprietor for the Nation, State of Nevada and Humboldt County, 1969 to 1999. 1996 = 100.00.



As Figure 6 shows, non-farm proprietor income per non-farm proprietor for the nation, state and Humboldt County is volatile and less than the share of non-farm proprietor employment to total national, state and Humboldt county employment. However, if the alternative to creating proprietorship is unemployment or members of the county’s labor force leaving the county, then it is important for local (and state) decision-makers to understand policies and factors that enhance or retard local (state) entrepreneurship formation. Goetz and Rupasinga (2000) and Goetz and Freshwater (2001) derive factors that enhance and retard entrepreneurship growth. To enhance closure of county gaps and disconnects, development and enhancement of local entrepreneurship development may be a tool for local economic targeting and development.

Economic Linkages

A tool for economic targeting is the use of the input-output model to derive economic linkages in the Humboldt County economy. IMPLAN was used to depict and empirically calculate the economic linkages in the Humboldt County economy (Minnesota IMPLAN Group Inc., 2000).

Because Humboldt County is a fairly “open economy” there are large shipments of good and services into Humboldt County (i.e. imports) as well as shipment of goods and services out of Humboldt County (i.e. exports). Therefore the Humboldt County input-output model yields three pieces of information. First, the magnitude of linkages between sectors in Humboldt County; second, the level of sectoral exports outside Humboldt County; and third, the level of sectoral imports by different sectors of the Humboldt County economy.

The import information can be used to identify potential “gaps” and “holes” in the local economy that can serve as a starting point for economic development strategies. These “gaps” and “holes” can occur for one of two reasons. First, a given industry in Humboldt County may demand a certain good or service as an input into their production process. For some economic sectors, certain inputs may not be available in the Humboldt County economy, hence must be imported into Humboldt County. This type of imports can be classified as a “gap” in a local economy.

Second, the good or service that a given sector may demand is produced in Humboldt County, but is not purchased locally for some reason. This type of import is often referred to as a “disconnect” in the local economy.

Economic development or targeting can be formulated to close the gaps or holes and/or enhance the level of connection between existing economic sectors. For example, large gaps in the economy may identify opportunities to attract or start new businesses. This is one method that can be used to target selected economic sectors. The second economic development policy often referred to as “import substitution” aims at building stronger networks between and across existing economic sectors.

While the methods outlined here and applied later in the paper serve as a starting point to identify specific sectors, some gaps and disconnects are logical once they are further explored. In some instances because of volume requirement, a gap cannot be addressed. Another reason a

disconnect may not be overcome is that the quality of input required by a local business cannot be produced by the local input supplier.

The regional modeling system IMPLAN an input-output model for Humboldt County was constructed using 1998 data. Three unique procedures will be employed for analyzing gaps and disconnects in Humboldt County. First, by examining specific commodities that are purchased by local businesses and households but not produced in Humboldt County, a gap can be identified. Second, the purchasing patterns of local economic sectors based on absolute magnitude of imported commodities will be examined. Finally the pattern of businesses that are importing selected commodities are derived. Each of these three techniques will be discussed in the following pages.

Non-Competitive Imports

The IMPLAN software estimates two types of imports. Non-competitive imports are imports for which there is no production in the economy. Competitive imports are those imports of goods and services that are produced locally.

Table 1 shows the top twenty non-competitive importing commodities for Humboldt County industries. Appendix C lists all non-competitive import commodities for Humboldt County. The largest non-competitive import is the Blast Furnaces and Steel Mills Sector of \$1,765,411. This import is used primarily by the Gold Ores Sector. However, this industry may require a large quantity of demand before it is feasible and may not have production thresholds in Humboldt County. The economic targeting policy question is to identify gaps in the Humboldt County economy that are sufficiently large to act upon. Other gaps that might be investigated are the Landscape and Horticultural Service Sector; the Bread, Cake and Related Products Sector; and the Greenhouse and Nursery Products Sector.

Not only should imports to the local industries of a sector be considered, but also non-competitive imports consumed by local households. Table 2 shows by commercial sector the non-competitive imports by households in Humboldt County. From the IMPLAN data, Humboldt County is importing \$3.5 million in sales from the Nursing and Protective Care Sector. Given the aging of the population of Humboldt County and surrounding area, it might be interesting to investigate potential business opportunities in this area. Also, given the existence of an events center, the feasibility of the Racing and Track Operations Sector in Humboldt County should be investigated.

Table 1. Non-Competitive Commodities Imported by Humboldt County Economic Sectors

Importing Commodity	Importing Industry	Total \$	Non-Competitive Imports
Blast Furnaces and Steel Mills (254)		Total \$	1,765,411
	Gold Ores	\$	1,145,379
	Industrial Machines N.E.C.	\$	193,889
	New Residential Structures	\$	113,387
	Special Industry Machinery N.E.C.	\$	97,069
	Inorganic Chemicals Nec.	\$	66,116
	New Government Facilities	\$	41,310
	Surgical Appliances and Supplies	\$	34,277
	Maintenance and Repair Other Facilities	\$	14,121
	Dimension Stone	\$	10,793
	New Mineral Extraction Facilities	\$	9,335
	Other	\$	39,734
Paper Mills, Except Building Paper (162)		Total \$	1,064,937
	Newspapers	\$	609,266
	Commercial Printing	\$	276,241
	Gold Ores	\$	34,680
	Miscellaneous Plastics Products	\$	34,270
	Special Industry Machinery N.E.C.	\$	18,161
	Surgical Appliances and Supplies	\$	16,727
	New Residential Structures	\$	7,039
	Wholesale Trade	\$	6,796
	Hotels and Lodging Places	\$	6,306
	Doctors and Dentists	\$	5,962
	Other	\$	49,488
Landscape and Horticultural Services (027)		Total \$	981,554
	Gold Ores	\$	335,937
	Real Estate	\$	199,092
	New Residential Structures	\$	125,423
	Hotels and Lodging Places	\$	98,816
	Amusement and Recreation Services, N.E.C.	\$	37,923
	New Government Facilities	\$	25,430
	New Industrial and Commercial Buildings	\$	23,603
	Other State and Local Gov't Enterprises	\$	16,426
	Maintenance and Repair, Residential	\$	12,479
	Maintenance and Repair Other Facilities	\$	11,786
	Other	\$	94,640

Table 1. Non-Competitive Commodities Imported by Humboldt County Economic Sectors (continued)

Importing Commodity	Importing Industry	Non-Competitive Imports
Sawmills and Planing Mills, General (134)		Total \$ 947,145
	New Residential Structures	\$ 496,277
	Gold Ores	\$ 150,465
	New Industrial and Commercial Buildings	\$ 97,568
	Maintenance and Repair, Residential	\$ 53,027
	New Government Facilities	\$ 51,178
	Maintenance and Repair Other Facilities	\$ 50,113
	Sanitary Services and Steam Supply	\$ 18,423
	New Utility Structures	\$ 7,893
	Amusement and Recreation Services, N.E.C.	\$ 4,698
	Special Industry Machinery N.E.C.	\$ 4,090
	Other	\$ 13,411
Wood Preserving (145)		Total \$ 870,761
	Gold Ores	\$ 613,659
	New Residential Structures	\$ 176,499
	New Industrial and Commercial Buildings	\$ 32,708
	New Government Facilities	\$ 20,061
	Maintenance and Repair, Residential	\$ 16,504
	Maintenance and Repair Other Facilities	\$ 5,940
	New Utility Structures	\$ 3,094
	Metal Mining Services	\$ 1,344
	New Highways and Streets	\$ 952
Theatrical Producers, Bands Etc. (484)		Total \$ 688,630
	Amusement and Recreation Services, N.E.C.	\$ 227,620
	Eating & Drinking	\$ 184,291
	Radio and TV Broadcasting	\$ 157,319
	Communications, Except Radio and TV	\$ 37,952
	Motion Pictures	\$ 10,585
	Motor Freight Transport and Warehousing	\$ 8,344
	Real Estate	\$ 6,790
	Gas Production and Distribution	\$ 6,390
	Wholesale Trade	\$ 5,504
	Inorganic Chemicals Nec.	\$ 4,574
	Other	\$ 39,261

Table 1. Non-Competitive Commodities Imported by Humboldt County Economic Sectors (continued)

Importing Commodity	Importing Industry	Non-Competitive Imports
Commercial Sports Except Racing (486)		Total \$ 641,460
	Amusement and Recreation Services, N.E.C.	\$ 317,795
	Radio and TV Broadcasting	\$ 226,428
	Motor Freight Transport and Warehousing	\$ 10,708
	Real Estate	\$ 8,815
	Gas Production and Distribution	\$ 8,149
	Wholesale Trade	\$ 6,552
	Hotels and Lodging Places	\$ 6,022
	Other Business Services	\$ 5,036
	Railroads and Related Services	\$ 4,902
	Inorganic Chemicals Nec.	\$ 4,167
	Other	\$ 42,887
Paperboard Mills (163)		Total \$ 518,269
	Newspapers	\$ 296,509
	Commercial Printing	\$ 134,437
	Gold Ores	\$ 16,878
	Miscellaneous Plastics Products	\$ 16,678
	Special Industry Machinery N.E.C.	\$ 8,839
	Surgical Appliances and Supplies	\$ 8,140
	New Residential Structures	\$ 3,426
	Wholesale Trade	\$ 3,308
	Hotels and Lodging Places	\$ 3,069
	Doctors and Dentists	\$ 2,902
	Other	\$ 24,084
Semiconductors and Related Devices (377)		Total \$ 421,361
	Wholesale Trade	\$ 180,155
	Communications, Except Radio and TV	\$ 61,938
	Surgical Appliances and Supplies	\$ 40,603
	Management and Consulting Services	\$ 40,193
	Services To Buildings	\$ 24,645
	Miscellaneous Repair Shops	\$ 19,527
	Electrical Repair Service	\$ 15,593
	Personnel Supply Services	\$ 8,613
	Miscellaneous Plastics Products	\$ 6,307
	Photo finishing, Commercial Photography	\$ 4,418
	Other	\$ 19,371

Table 1. Non-Competitive Commodities Imported by Humboldt County Economic Sectors (continued)

Importing Commodity	Importing Industry	Non-Competitive Imports
Pipe Lines, Except Natural Gas (438)		Total\$ 388,779
	Gas Production and Distribution	\$ 204,172
	Inorganic Chemicals Nec.	\$ 55,122
	Gold Ores	\$ 42,563
	Railroads and Related Services	\$ 24,702
	Motor Freight Transport and Warehousing	\$ 24,284
	Hay and Pasture	\$ 9,190
	Air Transportation	\$ 3,820
	Industrial Gases	\$ 3,208
	Hotels and Lodging Places	\$ 2,732
	Electric Services	\$ 2,663
	Other	\$ 16,322
Structural Wood Members, N.E.C (140)		Total \$ 361,629
	New Residential Structures	\$ 279,635
	New Industrial and Commercial Buildings	\$ 31,902
	Maintenance and Repair, Residential	\$ 26,823
	New Government Facilities	\$ 11,730
	Maintenance and Repair Other Facilities	\$ 9,731
	New Utility Structures	\$ 1,809
Ball and Roller Bearings (333)		Total \$ 353,355
	Gold Ores	\$ 239,686
	Railroads and Related Services	\$ 44,776
	Industrial Machines N.E.C.	\$ 24,136
	Miscellaneous Repair Shops	\$ 12,737
	Special Industry Machinery N.E.C.	\$ 11,498
	Communications, Except Radio and TV	\$ 7,766
	Dimension Stone	\$ 7,528
	Local, Interurban Passenger Transit	\$ 1,754
	Electric Services	\$ 903
	Wholesale Trade	\$ 888
	Other	\$ 1,684

Table 1. Non-Competitive Commodities Imported by Humboldt County Economic Sectors (continued)

Importing Commodity	Importing Industry	Non-Competitive Imports
Bread, Cake, and Related Products (079)		Total \$ 351,125
	Eating & Drinking	\$ 324,232
	Amusement and Recreation Services, N.E.C.	\$ 12,585
	Hotels and Lodging Places	\$ 7,730
	Child Day Care Services	\$ 5,415
	Air Transportation	\$ 654
	Social Services, N.E.C.	\$ 353
	Motion Pictures	\$ 110
	Job Trainings & Related Services	\$ 39
	Business Associations	\$ 4
Greenhouse and Nursery Products (023)		Total \$ 271,839
	Agricultural, Forestry, Fishery Services	\$ 107,650
	New Residential Structures	\$ 82,713
	Inorganic Chemicals Nec.	\$ 43,847
	Amusement and Recreation Services, N.E.C.	\$ 22,514
	Maintenance and Repair, Residential	\$ 9,130
	Industrial Gases	\$ 2,552
	Wholesale Trade	\$ 1,931
	Hotels and Lodging Places	\$ 248
	Gas Production and Distribution	\$ 239
	Labor and Civic Organizations	\$ 238
	Other	\$ 778
Malt Beverages (091)		Total \$ 270,550
	Eating & Drinking	\$ 263,239
	Amusement and Recreation Services, N.E.C.	\$ 3,223
	Air Transportation	\$ 1,186
	Dairy Farm Products	\$ 893
	Miscellaneous Livestock	\$ 767
	Range Fed Cattle	\$ 739
	Ranch Fed Cattle	\$ 209
	Labor and Civic Organizations	\$ 171
	Other Nonprofit Organizations	\$ 104
	Sheep, Lambs and Goats	\$ 11
	Other	\$ 8

Table 1. Non-Competitive Commodities Imported by Humboldt County Economic Sectors (continued)

Importing Commodity	Importing Industry	Non-Competitive Imports	
Storage Batteries (379)		Total \$	192,784
	Hay and Pasture	\$	88,794
	Gold Ores	\$	31,908
	Range Fed Cattle	\$	13,523
	Food Grains	\$	7,192
	Other State and Local Gov't Enterprises	\$	5,376
	Railroads and Related Services	\$	5,093
	New Residential Structures	\$	4,884
	Oil Bearing Crops	\$	4,590
	Ranch Fed Cattle	\$	3,820
	Automobile Repair and Services	\$	3,516
	Other	\$	24,088
Steel Wire and Related Products (256)		Total \$	187,570
	Gold Ores	\$	95,886
	New Residential Structures	\$	52,965
	New Industrial and Commercial Buildings	\$	9,474
	New Government Facilities	\$	8,910
	Maintenance and Repair, Residential	\$	6,660
	Maintenance and Repair Other Facilities	\$	4,087
	Hay and Pasture	\$	2,875
	New Utility Structures	\$	1,374
	Dimension Stone	\$	1,095
	Range Fed Cattle	\$	924
	Other	\$	3,319
Cheese, Natural and Processed (062)		Total \$	178,920
	Eating & Drinking	\$	169,394
	Child Day Care Services	\$	6,243
	Amusement and Recreation Services, N.E.C.	\$	1,643
	Hotels and Lodging Places	\$	1,463
	Wholesale Trade	\$	113
	Social Services, N.E.C.	\$	64
Poultry and Eggs (002)		Total \$	147,862
	Agricultural, Forestry, Fishery Services	\$	135,133
	Eating & Drinking	\$	12,729

**Table 1. Non-Competitive Commodities Imported by Humboldt County Economic Sectors
continued)**

Importing Commodity	Importing Industry	Non-Competitive Imports
Radio and TV Communication Equipment (373)		Total \$ 128,261
	New Industrial and Commercial Buildings	\$ 50,770
	New Residential Structures	\$ 31,598
	New Government Facilities	\$ 27,873
	Maintenance and Repair Other Facilities	\$ 7,325
	New Highways and Streets	\$ 4,977
	New Utility Structures	\$ 4,299
	Maintenance and Repair, Residential	\$ 1,420

Table 2. Non-Competitive Commercial Sector Commodities Impact by Humboldt County Households.

Imported Commodities	(\$)
Commercial Sports Except Racing	128,618
Nursing and Protective Care	3,533,852
Racing and Track Operations	288,841
Theatrical Producers, Bands, etc.	455,462
Total	\$4,406,773

Competitive Imports

The interaction of the Humboldt County economy can be described as complex. While it is clear that you should investigate the feasibility of an industry locating in the area when the inputs to the local production process or household consumption is not produced locally, the importation of locally produced goods and services may be less clear. The importation of locally produced goods and services may be due to gaps; such as, a small local industry that cannot supply local demands, or a disconnect which may be due to price, detailed product specification, or national or regional contracts which supercede local contracts. Appendix D shows additional competitive import information.

Table 3 investigates local economic sectors with potential disconnects. The Gold Ore industry imports approximately \$2.7 million in Cyclic Crudes, Intermediate and Industrial Organic Chemical Sector output while the local sector exports \$8.2 million. There seems to be a disconnect of \$5.5 million.

Another example of potential disconnect is the Ready-Mixed Concrete Sector, which imports \$128,863 of dimension stone while the Humboldt County Dimension Stone Sector exports \$2,193,960. While this appears to be a significant disconnect, it might be readily explained by the types of dimension stone under contract with consumers outside the county.

While the industries discussed in Table 3 appear to be biased towards manufacturing, it is important to keep in mind that the table was based on absolute dollar levels. The Eating and Drinking Sector imports \$80 thousand in the Miscellaneous Plastic Products Sector while the local Miscellaneous Plastic Products Sector exports \$5,494,990. The Eating and Drinking Sector imports \$40,035 from the Personnel Supply Sector while the local sector exports \$2.5 million. There seems to be a potential disconnect within these two sectors.

Table 3. Industry "Disconnect" and "Gaps": Industry Importing by Commodity in Humboldt County

Industry Name	Commodity Name	Competitive Imports	Commodity Exports	
Dairy Farm Products	Feed Grains	\$ 697,107	\$ 14,101,160	
	Hay and Pasture	\$ 427,444	\$ 7,090,210	
	Prepared Feeds, N.E.C	\$ 360,704	\$ 0	
	Wholesale Trade	\$ 113,136	\$ 2,277,190	
	Soybean Oil Mills	\$ 50,040	\$ 0	
	Real Estate	\$ 27,832	\$ 11,479,760	
	Maintenance and Repair Other Facilities	\$ 26,684	\$ 0	
	Petroleum Refining	\$ 12,688	\$ 0	
	Drugs	\$ 10,218	\$ 0	
	Automobile Rental and Leasing	\$ 9,152	\$ 0	
	Banking	\$ 7,938	\$ 587,910	
	Credit Agencies	\$ 7,402	\$ 3,700	
	Communications, Except Radio and TV	\$ 7,252	\$ 89,350	
	Insurance Carriers	\$ 6,890	\$ 9,600	
	Other Medical and Health Services	\$ 5,970	\$ 0	
	Soap and Other Detergents	\$ 5,476	\$ 0	
	Agricultural, Forestry, Fishery Services	\$ 4,905	\$ 2,297,870	
	Metal Stampings, N.E.C.	\$ 4,838	\$ 3,330	
	Computer and Data Processing Services	\$ 4,568	\$ 0	
	Food Grains	\$ 4,137	\$ 1,872,750	
	Gold Ores	Construction Machinery and Equipment	\$ 4,111,103	\$ 0
		Maintenance and Repair Other Facilities	\$ 2,787,100	\$ 0
		Cyclic Crudes, Inter. & Indus. Organic Chem.	\$ 2,659,278	\$ 8,227,190
Petroleum Refining		\$ 2,479,089	\$ 0	
Wholesale Trade		\$ 2,417,272	\$ 2,277,190	
Mining Machinery, Except Oil Field		\$ 1,519,931	\$ 0	
Silver Ores		\$ 1,509,357	\$ 4,122,690	
Fabricated Structural Metal		\$ 1,483,458	\$ 2,210	
Explosives		\$ 1,439,275	\$ 0	
Engineering, Architectural Services		\$ 1,144,689	\$ 64,780	
Detective and Protective Services		\$ 943,236	\$ 0	
Lime		\$ 910,710	\$ 172,820	
Inorganic Chemicals Nec.		\$ 901,186	\$ 2,217,220	
Tires and Inner Tubes		\$ 888,155	\$ 730	
Automobile Rental and Leasing		\$ 742,116	\$ 0	
Real Estate		\$ 708,615	\$ 11,479,760	
Banking		\$ 701,591	\$ 587,910	
Services To Buildings		\$ 650,866	\$ 4,040	
Computer and Data Processing Services		\$ 572,014	\$ 0	
Iron and Steel Forgings		\$ 540,683	\$ 0	

Table 3. Industry "Disconnect" and "Gaps": Industry Importing by Commodity in Humboldt County (continued)

Industry Name	Commodity Name	Competitive Imports	Commodity Exports
Newspapers	Other Business Services	\$ 479,837	\$ 530
	Commercial Printing	\$ 137,777	\$ 1,186,780
	Wholesale Trade	\$ 99,847	\$ 2,277,190
	Advertising	\$ 96,444	\$ 4,252,430
	Legal Services	\$ 94,622	\$ 12,350
	Computer and Data Processing Services	\$ 78,263	\$ 0
	Communications, Except Radio and TV	\$ 70,989	\$ 89,350
	Maintenance and Repair Other Facilities	\$ 69,509	\$ 0
	Real Estate	\$ 68,552	\$ 11,479,760
	Newspapers	\$ 68,335	\$ 1,567,160
	Plate Making	\$ 55,546	\$ 1,280
	Printing Ink	\$ 47,230	\$ 0
	Automobile Rental and Leasing	\$ 46,877	\$ 0
	Banking	\$ 42,275	\$ 587,910
	U.S. Postal Service	\$ 31,267	\$ 327,930
	Personnel Supply Services	\$ 22,343	\$ 2,563,870
	Detective and Protective Services	\$ 19,860	\$ 0
	Air Transportation	\$ 19,025	\$ 2,175,570
	Motor Vehicle Parts and Accessories	\$ 17,620	\$ 0
Management and Consulting Services	\$ 16,082	\$ 59,690	
Commercial Printing	Commercial Printing	\$ 113,310	\$ 1,186,780
	Printing Ink	\$ 67,504	\$ 0
	Plate Making	\$ 62,826	\$ 1,280
	Wholesale Trade	\$ 49,829	\$ 2,277,190
	Miscellaneous Plastics Products	\$ 45,979	\$ 5,494,990
	Paper Coated & Laminated N.E.C.	\$ 39,586	\$ 29,450
	Typesetting	\$ 28,006	\$ 7,630
	Computer and Data Processing Services	\$ 22,094	\$ 0
	Paper Coated & Laminated Packaging	\$ 19,632	\$ 13,080
	Automobile Rental and Leasing	\$ 14,771	\$ 0
	Maintenance and Repair Other Facilities	\$ 12,839	\$ 0
	Paperboard Containers and Boxes	\$ 11,666	\$ 0
	Banking	\$ 11,366	\$ 587,910
	Other Business Services	\$ 11,145	\$ 530
	Real Estate	\$ 10,082	\$ 11,479,760
	Management and Consulting Services	\$ 9,072	\$ 59,690
	Communications, Except Radio and TV	\$ 8,491	\$ 89,350
	Equipment Rental and Leasing	\$ 8,253	\$ 0
	Personnel Supply Services	\$ 7,860	\$ 2,563,870
	Printing Trades Machinery	\$ 7,148	\$ 0

Table 3. Industry "Disconnect" and "Gaps": Industry Importing by Commodity in Humboldt County (continued)

Industry Name	Commodity Name	Competitive Imports	Commodity Exports
Industrial Gases	Cyclic Crudes, Inter. & Indus. Organic Chem.	\$ 92,206	\$ 8,227,190
	Natural Gas & Crude Petroleum	\$ 75,151	\$ 0
	Wholesale Trade	\$ 33,059	\$ 2,277,190
	Inorganic Chemicals Nec.	\$ 31,247	\$ 2,217,220
	Miscellaneous Plastics Products	\$ 14,226	\$ 5,494,990
	Engineering, Architectural Services	\$ 14,017	\$ 64,780
	Nitrogenous and Phosphatic Fertilizers	\$ 12,548	\$ 0
	Computer and Data Processing Services	\$ 12,106	\$ 0
	Maintenance and Repair Other Facilities	\$ 10,671	\$ 0
	Natural Gas Liquids	\$ 9,903	\$ 0
	Legal Services	\$ 8,907	\$ 12,350
	Research, Development & Testing Services	\$ 8,777	\$ 0
	Petroleum Refining	\$ 7,849	\$ 0
	Industrial and Fluid Valves	\$ 5,566	\$ 0
	Chemical Preparations, N.E.C	\$ 5,131	\$ 0
	Banking	\$ 4,886	\$ 587,910
	Industrial Machines N.E.C.	\$ 4,788	\$ 3,153,250
	Advertising	\$ 4,255	\$ 4,252,430
	Inorganic Pigments	\$ 4,039	\$ 412,950
	Paperboard Containers and Boxes	\$ 3,959	\$ 0
Inorganic Chemicals Nec.	Cyclic Crudes, Inter. & Indus. Organic Chem.	\$ 1,584,469	\$ 8,227,190
	Natural Gas & Crude Petroleum	\$ 1,291,399	\$ 0
	Wholesale Trade	\$ 568,095	\$ 2,277,190
	Inorganic Chemicals Nec.	\$ 536,950	\$ 2,217,220
	Miscellaneous Plastics Products	\$ 244,459	\$ 5,494,990
	Engineering, Architectural Services	\$ 240,872	\$ 64,780
	Nitrogenous and Phosphatic Fertilizers	\$ 215,628	\$ 0
	Computer and Data Processing Services	\$ 208,031	\$ 0
	Maintenance and Repair Other Facilities	\$ 183,363	\$ 0
	Natural Gas Liquids	\$ 170,175	\$ 0
	Legal Services	\$ 153,054	\$ 12,350
	Research, Development & Testing Services	\$ 150,831	\$ 0
	Petroleum Refining	\$ 134,886	\$ 0
	Industrial and Fluid Valves	\$ 95,648	\$ 0
	Chemical Preparations, N.E.C	\$ 88,175	\$ 0
	Banking	\$ 83,964	\$ 587,910
	Industrial Machines N.E.C.	\$ 82,276	\$ 3,153,250
	Advertising	\$ 73,111	\$ 4,252,430
	Inorganic Pigments	\$ 69,411	\$ 412,950
	Paperboard Containers and Boxes	\$ 68,039	\$ 0

Table 3. Industry "Disconnect" and "Gaps": Industry Importing by Commodity in Humboldt County (continued)

Industry Name	Commodity Name	Competitive Imports	Commodity Exports
Miscellaneous			
Plastics Products	Miscellaneous Plastics Products	\$ 464,202	\$ 5,494,990
	Plastics Materials and Resins	\$ 183,024	\$ 0
	Wholesale Trade	\$ 168,852	\$ 2,277,190
	Paperboard Containers and Boxes	\$ 123,729	\$ 0
	Cyclic Crudes, Inter. & Indus. Organic Chem.	\$ 107,570	\$ 8,227,190
	Computer and Data Processing Services	\$ 66,339	\$ 0
	Job Trainings & Related Services	\$ 65,806	\$ 0
	Glass and Glass Products, Excl Containers	\$ 64,403	\$ 0
	Industrial Machines N.E.C.	\$ 48,225	\$ 3,153,250
	Maintenance and Repair Other Facilities	\$ 44,626	\$ 0
	Inorganic Chemicals Nec.	\$ 36,454	\$ 2,217,220
	Banking	\$ 31,998	\$ 587,910
	Fabricated Rubber Products, N.E.C.	\$ 30,674	\$ 13,450
	Security and Commodity Brokers	\$ 26,950	\$ 39,170
	Organic Fibers, Noncellulosic	\$ 25,557	\$ 0
	Advertising	\$ 25,434	\$ 4,252,430
	Real Estate	\$ 25,107	\$ 11,479,760
	Communications, Except Radio and TV	\$ 21,539	\$ 89,350
	Fabricated Metal Products, N.E.C.	\$ 19,723	\$ 2,340
	Other Business Services	\$ 16,790	\$ 530
Ready-mixed Concrete			
	Cement, Hydraulic	\$ 690,436	\$ 6,570
	Sand and Gravel	\$ 318,212	\$ 139,150
	Dimension Stone	\$ 128,863	\$ 2,193,960
	Wholesale Trade	\$ 98,601	\$ 2,277,190
	Ready-mixed Concrete	\$ 68,144	\$ 4,056,000
	Water Transportation	\$ 61,922	\$ 0
	Computer and Data Processing Services	\$ 35,843	\$ 0
	Cyclic Crudes, Inter. & Indus. Organic Chem.	\$ 34,921	\$ 8,227,190
	Surface Active Agents	\$ 24,166	\$ 189,070
	Chemical Preparations, N.E.C	\$ 21,037	\$ 0
	Petroleum Refining	\$ 18,627	\$ 0
	Banking	\$ 18,060	\$ 587,910
	Maintenance and Repair Other Facilities	\$ 17,885	\$ 0
	Advertising	\$ 13,037	\$ 4,252,430
	Coal Mining	\$ 12,659	\$ 429,560
	Inorganic Chemicals Nec.	\$ 11,834	\$ 2,217,220
	Minerals, Ground Or Treated	\$ 11,824	\$ 1,450
	Real Estate	\$ 11,434	\$ 11,479,760
	Communications, Except Radio and TV	\$ 11,298	\$ 89,350
	Motor Vehicle Parts and Accessories	\$ 10,228	\$ 0

Table 3. Industry "Disconnect" and "Gaps": Industry Importing by Commodity in Humboldt County (continued)

Industry Name	Commodity Name	Competitive Imports	Commodity Exports
Plating and Polishing	Chemical Preparations, N.E.C	\$ 10,079	\$ 0
	Metal Coating and Allied Services	\$ 4,805	\$ 25,290
	Plating and Polishing	\$ 4,192	\$ 659,150
	Computer and Data Processing Services	\$ 3,540	\$ 0
	Industrial Machines N.E.C.	\$ 3,393	\$ 3,153,250
	Wholesale Trade	\$ 3,292	\$ 2,277,190
	Primary Nonferrous Metals, N.E.C.	\$ 3,061	\$ 59,730
	Maintenance and Repair Other Facilities	\$ 1,641	\$ 0
	Miscellaneous Plastics Products	\$ 1,608	\$ 5,494,990
	Cyclic Crudes, Inter. & Indus. Organic Chem.	\$ 1,280	\$ 8,227,190
	Paints and Allied Products	\$ 1,226	\$ 9,900
	Abrasive Products	\$ 1,176	\$ 1,630
	Banking	\$ 997	\$ 587,910
	Real Estate	\$ 932	\$ 11,479,760
	Other Business Services	\$ 878	\$ 530
	Communications, Except Radio and TV	\$ 867	\$ 89,350
	Glass and Glass Products, Excl Containers	\$ 779	\$ 0
	Personnel Supply Services	\$ 701	\$ 2,563,870
	Petroleum Refining	\$ 700	\$ 0
	Metal Heat Treating	\$ 677	\$ 6,240
Special Industry Machinery N.E.C.	Wholesale Trade	\$ 106,041	\$ 2,277,190
	Industrial Machines N.E.C.	\$ 67,390	\$ 3,153,250
	Relays & Industrial Controls	\$ 52,551	\$ 0
	Nonferrous Wire Drawing and Insulating	\$ 46,471	\$ 5,750
	Iron and Steel Foundries	\$ 38,035	\$ 1,640
	Aluminum Rolling and Drawing	\$ 35,514	\$ 810
	Motors and Generators	\$ 28,983	\$ 1,300
	Sheet Metal Work	\$ 24,387	\$ 15,550
	Industrial and Fluid Valves	\$ 24,332	\$ 0
	Fluid Power Cylinders & Actuators	\$ 24,059	\$ 1,440
	Screw Machine Products and Bolts, Etc.	\$ 22,248	\$ 0
	Aluminum Foundries	\$ 21,388	\$ 1,030
	Power Transmission Equipment	\$ 19,144	\$ 2,130
	Fabricated Metal Products, N.E.C.	\$ 16,923	\$ 2,340
	Computer and Data Processing Services	\$ 16,333	\$ 0
	Internal Combustion Engines, N.E.C.	\$ 15,149	\$ 0
	Fabricated Rubber Products, N.E.C.	\$ 14,590	\$ 13,450
	Fluid Power Pumps & Motors	\$ 14,267	\$ 950
	Pumps and Compressors	\$ 13,542	\$ 5,450
	Communications, Except Radio and TV	\$ 13,207	\$ 89,350

Table 3. Industry "Disconnect" and "Gaps": Industry Importing by Commodity in Humboldt County (continued)

Industry Name	Commodity Name	Competitive Imports	Commodity Exports
Industrial			
Machines N.E.C.	Industrial Machines N.E.C.	\$ 266,174	\$ 3,153,250
	Aluminum Foundries	\$ 105,757	\$ 1,030
	Wholesale Trade	\$ 70,057	\$ 2,277,190
	Iron and Steel Foundries	\$ 59,047	\$ 1,640
	Aluminum Rolling and Drawing	\$ 58,982	\$ 810
	Metalworking Machinery, N.E.C.	\$ 37,427	\$ 0
	Screw Machine Products and Bolts, Etc.	\$ 33,928	\$ 0
	Other Business Services	\$ 28,523	\$ 530
	Maintenance and Repair Other Facilities	\$ 23,382	\$ 0
	Advertising	\$ 22,765	\$ 4,252,430
	Fabricated Metal Products, N.E.C.	\$ 21,556	\$ 2,340
	Real Estate	\$ 20,999	\$ 11,479,760
	Computer and Data Processing Services	\$ 20,757	\$ 0
	Power Transmission Equipment	\$ 20,636	\$ 2,130
	Industrial and Fluid Valves	\$ 19,792	\$ 0
	Banking	\$ 19,494	\$ 587,910
	Equipment Rental and Leasing	\$ 14,822	\$ 0
	Metal Coating and Allied Services	\$ 14,757	\$ 25,290
	Abrasive Products	\$ 14,462	\$ 1,630
	Personnel Supply Services	\$ 12,005	\$ 2,563,870
Surgical Appliances and Supplies			
	Nonwoven Fabrics	\$ 141,819	\$ 4,490
	Miscellaneous Plastics Products	\$ 133,921	\$ 5,494,990
	Electronic Components, N.E.C.	\$ 73,248	\$ 0
	Job Trainings & Related Services	\$ 71,867	\$ 0
	Paperboard Containers and Boxes	\$ 67,930	\$ 0
	Wholesale Trade	\$ 62,286	\$ 2,277,190
	Metal Stampings, N.E.C.	\$ 51,467	\$ 3,330
	Advertising	\$ 48,399	\$ 4,252,430
	Legal Services	\$ 48,278	\$ 12,350
	Metal Coating and Allied Services	\$ 35,662	\$ 25,290
	Computer and Data Processing Services	\$ 27,542	\$ 0
	Iron and Steel Foundries	\$ 27,016	\$ 1,640
	Maintenance and Repair Other Facilities	\$ 23,477	\$ 0
	Other Business Services	\$ 20,237	\$ 530
	Banking	\$ 20,035	\$ 587,910
	Fabricated Rubber Products, N.E.C.	\$ 20,008	\$ 13,450
	Communications, Except Radio and TV	\$ 18,090	\$ 89,350
	Security and Commodity Brokers	\$ 17,559	\$ 39,170
	Gaskets, Packing and Sealing Devices	\$ 16,587	\$ 940
	Industrial Machines N.E.C.	\$ 16,502	\$ 3,153,250

Table 3. Industry "Disconnect" and "Gaps": Industry Importing by Commodity in Humboldt County (continued)

Industry Name	Commodity Name	Competitive Imports	Commodity Exports
Eating & Drinking	Wholesale Trade	\$ 238,147	\$ 2,277,190
	Commercial Fishing	\$ 191,650	\$ 459,670
	Bottled and Canned Soft Drinks & Water	\$ 179,052	\$ 1,770
	Real Estate	\$ 155,504	\$ 11,479,760
	Prepared Fresh Or Frozen Fish Or Seafood	\$ 133,913	\$ 0
	Advertising	\$ 126,311	\$ 4,252,430
	Sausages and Other Prepared Meats	\$ 104,404	\$ 0
	Miscellaneous Plastics Products	\$ 80,367	\$ 5,494,990
	Frozen Fruits, Juices and Vegetables	\$ 74,655	\$ 140
	Computer and Data Processing Services	\$ 70,163	\$ 0
	Other Business Services	\$ 64,787	\$ 530
	Maintenance and Repair Other Facilities	\$ 62,405	\$ 0
	Potato Chips & Similar Snacks	\$ 55,044	\$ 0
	Meat Packing Plants	\$ 54,353	\$ 0
	Banking	\$ 49,727	\$ 587,910
	Distilled Liquor, Except Brandy	\$ 48,394	\$ 45,930
	Management and Consulting Services	\$ 45,306	\$ 59,690
	Condensed and Evaporated Milk	\$ 40,908	\$ 0
	Personnel Supply Services	\$ 40,035	\$ 2,563,870
Communications, Except Radio and TV	\$ 39,620	\$ 89,350	
Hotels and Lodging Places	Credit Agencies	\$ 630,220	\$ 3,700
	Other Business Services	\$ 536,394	\$ 530
	Real Estate	\$ 459,091	\$ 11,479,760
	Arrangement Of Passenger Transportation	\$ 429,710	\$ 16,860
	Maintenance and Repair Other Facilities	\$ 417,364	\$ 0
	Banking	\$ 364,716	\$ 587,910
	Computer and Data Processing Services	\$ 346,129	\$ 0
	Management and Consulting Services	\$ 318,057	\$ 59,690
	Communications, Except Radio and TV	\$ 267,410	\$ 89,350
	Detective and Protective Services	\$ 252,229	\$ 0
	Advertising	\$ 202,086	\$ 4,252,430
	Personnel Supply Services	\$ 193,957	\$ 2,563,870
	House furnishings, N.E.C	\$ 179,727	\$ 0
	Services To Buildings	\$ 133,299	\$ 4,040
	Research, Development & Testing Services	\$ 130,802	\$ 0
	Legal Services	\$ 96,743	\$ 12,350
	Glass and Glass Products, Excl Containers	\$ 93,443	\$ 0
	Miscellaneous Plastics Products	\$ 81,455	\$ 5,494,990
	Wholesale Trade	\$ 74,846	\$ 2,277,190
	Automobile Rental and Leasing	\$ 71,441	\$ 0

Table 3 assists in identifying gaps. For example, the Hotel and Lodging Places Sector imports \$346,129 from the Computer and Data Processing Sector. While there is a small amount of the Computer and Data Processing Sector commodity produced locally, this is an example of a gap rather than a disconnect.

The third method used to identify potential gaps and disconnects looks to the pattern of buyers of a specific commodity that is imported into Humboldt County (Table 4). Analysis of employment trends, location quotients, wage and income ranges and import level outlined above provide guidance in targeting industries.

Table 4 shows the ten top competitive commodities imported to Humboldt County. Various industries in Humboldt County, such as gold ores, doctors and dentists and hotels and lodging places, import approximately \$5.9 million worth of computer and data processing services. While computer and data processing commodity is available in Humboldt County, there is no industry and therefore a gap may be identified.

Similarly, the natural gas and crude petroleum sector imports approximately \$21.8 million to Humboldt County. Given the possible construction of a northern Nevada pipeline, a possible gap can be closed.

Potential disconnects can also be identified from Table 4. One example is the Real Estate Sector which imports \$5.5 million in inputs yet local real estate sector production is approximately \$32.6 million. Clearly there is a sizable local real estate sector yet many local economic sectors elect to import this service. Another example of a potential disconnect is the local wholesale trade sector which has an output level of approximately \$27.4 million, but a range of industries elect to import wholesale trade services. While the results for the Real Estate Sector and the Wholesale Trade Sector may appear to be a disconnect, there may be viable reasons such as unique product characteristics or national/regional contracts that explain these competitive imports.

Table 4. Industry "Disconnect and "Gaps": Imported Commodity by Industry

Importing Commodity	Importing Industry	Level of Competitive Import
Natural Gas & Crude Petroleum		Total Import \$ 21,757,750
Industry Sales(TIO): \$0	Gas Production and Distribution	\$ 20,389,636
Commodity Sales: \$2,000	Inorganic Chemicals Nec.	\$ 1,291,399
	Industrial Gases	\$ 75,151
	Electric Services	\$ 1,061
	Wholesale Trade	\$ 503
Maintenance and Repair Other Facilities		Total Import \$ 9,726,306
Industry Sales(TIO): \$5,513,907	Gold Ores	\$ 2,787,100
Commodity Sales: \$3,977,000	Gas Production and Distribution	\$ 1,797,305
	Railroads and Related Services	\$ 887,808
	Electric Services	\$ 789,582
	Other State and Local Gov't Enterprises	\$ 586,155
	Real Estate	\$ 530,724
	Hotels and Lodging Places	\$ 417,364
	Hay and Pasture	\$ 311,618
	Inorganic Chemicals Nec.	\$ 183,363
	Communications, Except Radio and TV	\$ 127,821
	Other	\$ 1,307,465
Wholesale Trade		Total Import \$ 8,844,824
Industry Sales(TIO): \$27,402,462	Gold Ores	\$ 2,417,272
Commodity Sales: \$24,574,000	New Residential Structures	\$ 920,360
	Hay and Pasture	\$ 906,104
	Inorganic Chemicals Nec.	\$ 568,095
	Motor Freight Transport and Warehousing	\$ 425,950
	Range Fed Cattle	\$ 278,790
	Wholesale Trade	\$ 252,227
	Eating & Drinking	\$ 238,147
	Grass Seeds	\$ 237,454
	New Industrial and Commercial Buildings	\$ 224,111
	Other	\$ 2,376,314

Table 4. Industry "Disconnect and "Gaps": Imported Commodity by Industry (continued)

Importing Commodity	Importing Industry	Level of Competitive Import
Computer and Data Processing Services		Total Import \$ 5,859,621
Industry Sales(TIO): \$0	Wholesale Trade	\$ 693,776
Commodity Sales: \$25,000	Gold Ores	\$ 572,014
	Railroads and Related Services	\$ 424,465
	Doctors and Dentists	\$ 381,137
	Hotels and Lodging Places	\$ 346,129
	Banking	\$ 333,303
	Electric Services	\$ 330,666
	Inorganic Chemicals Nec.	\$ 208,031
	Gas Production and Distribution	\$ 206,979
	Motor Freight Transport and Warehousing	\$ 206,782
	Other	\$ 2,156,337
Real Estate		Total Import \$ 5,678,510
Industry Sales(TIO): \$32,551,586	Hay and Pasture	\$ 960,251
Commodity Sales: \$33,594,000	Real Estate	\$ 729,589
	Gold Ores	\$ 708,615
	Hotels and Lodging Places	\$ 459,091
	Amusement and Recreation Services, N.E.C.	\$ 202,467
	Range Fed Cattle	\$ 201,605
	Motor Freight Transport and Warehousing	\$ 180,676
	Wholesale Trade	\$ 176,830
	Eating & Drinking	\$ 155,504
	Doctors and Dentists	\$ 145,083
	Other	\$ 1,758,798
Petroleum Refining		Total Import \$ 5,370,855
Industry Sales(TIO): \$0	Gold Ores	\$ 2,479,089
Commodity Sales: \$441,000	Motor Freight Transport and Warehousing	\$ 724,744
	Railroads and Related Services	\$ 496,490
	Hay and Pasture	\$ 321,660
	Grass Seeds	\$ 260,676
	Inorganic Chemicals Nec.	\$ 134,886
	Air Transportation	\$ 124,207
	Electric Services	\$ 88,772
	Food Grains	\$ 63,677
	Gas Production and Distribution	\$ 63,352
	Other	\$ 613,302

Table 4. Industry "Disconnect and "Gaps": Imported Commodity by Industry (continued)

Importing Commodity	Importing Industry	Level of Competitive Import
Cyclic Crudes, Inter. & Indus. Organic Chem.		Total Import \$ 4,595,108
Industry Sales(TIO): \$0	Gold Ores	\$ 2,659,278
Commodity Sales: \$13,366,000	Inorganic Chemicals Nec.	\$ 1,584,469
	Miscellaneous Plastics Products	\$ 107,570
	Industrial Gases	\$ 92,206
	Ready-mixed Concrete	\$ 34,921
	Other Medical and Health Services	\$ 34,392
	Sanitary Services and Steam Supply	\$ 16,337
	Doctors and Dentists	\$ 9,526
	Other State and Local Gov't Enterprises	\$ 8,870
	Services To Buildings	\$ 8,627
	Other	\$ 38,913
	Other Business Services	
Industry Sales(TIO): \$660,350	Hotels and Lodging Places	\$ 536,394
Commodity Sales: \$518,000	Newspapers	\$ 479,837
	Gold Ores	\$ 397,996
	Wholesale Trade	\$ 382,012
	Real Estate	\$ 256,920
	Engineering, Architectural Services	\$ 201,069
	Amusement and Recreation Services, N.E.C.	\$ 198,357
	Motor Freight Transport and Warehousing	\$ 146,653
	Railroads and Related Services	\$ 123,434
	Doctors and Dentists	\$ 120,110
	Other	\$ 1,479,282
Construction Machinery and Equipment		Total Import \$ 4,298,564
Industry Sales(TIO): \$0	Gold Ores	\$ 4,111,103
Commodity Sales: \$1,000	New Residential Structures	\$ 79,761
	Dimension Stone	\$ 66,056
	Metal Mining Services	\$ 9,002
	Maintenance and Repair, Residential	\$ 8,396
	New Government Facilities	\$ 7,983
	New Mineral Extraction Facilities	\$ 7,141
	Maintenance and Repair Other Facilities	\$ 3,526
	Wholesale Trade	\$ 1,913
	New Highways and Streets	\$ 1,687
	Other	\$ 1,996

Table 4. Industry "Disconnect and "Gaps": Imported Commodity by Industry (continued)

Importing Commodity	Importing Industry	Total Import \$	Level of Competitive Import
Engineering, Architectural Services			3,890,142
Industry Sales(TIO): \$1,632,530	Gold Ores	\$	1,144,689
Commodity Sales: \$1,395,000	New Government Facilities	\$	637,141
	New Industrial and Commercial Buildings	\$	608,015
	New Residential Structures	\$	310,328
	Inorganic Chemicals Nec.	\$	240,872
	Real Estate	\$	226,990
	Gas Production and Distribution	\$	120,351
	Other State and Local Gov't Enterprises	\$	100,041
	New Utility Structures	\$	98,267
	Maintenance and Repair Other Facilities	\$	84,783
	Other	\$	318,664

As with non-competitive imports, gaps and disconnects may also be identified through the local household consumption. Table 5 shows competitive imports in Humboldt County for commercial sector activities from local household consumption. For example, approximately \$8.5 million of doctor and dentist services are imported by Humboldt County residents. The local doctor and dentist sector has an output of \$10.3 million. This potential disconnect may be due to coverage by medical plans or specialty medical procedures that are required. Several other disconnects are evident such as the Laundry, Cleaning, Shoe Repair Sector; the Miscellaneous Retail Sector; and the Equipment Rental and Leasing Sector. To determine viable candidates, detailed feasibility studies of potential disconnected sectors are required.

Also from Table 5, possible gaps for local household consumption of commercial goods and services can be identified. Just as evident in the industrial analysis, the Computer and Data Processing Sector has approximately \$185 thousand in imports with no local production. Combining industrial and household imports, the Computer and Data Processing Sector may be a possible gap for feasibility analysis.

Other commercial sectors such as the Apparel and Accessory Stores Sector; the Legal Services Sector; and the Portrait and Photographic Studies Sector may be possible gaps in the local economy. While these sectors may seem to be viable candidates for location or relocation, detailed feasibility analysis is required to determine financial viability.

Gaps and disconnects can be identified by comparing levels of local production, exports and imports. Local industries which have high levels of production, yet the commodity that is produced is imported at relatively high levels, points to a possible disconnect. The product (commodity) that is being produced locally in sufficient quantities but is not being used to satisfy demand is an example of a disconnect.

Alternatively high levels of imports of goods and services that are not being produced locally in sufficient quantities points to gaps. Example uncovered in this analysis are computer and data processing and the natural gas and petroleum sector.

Table 5. Competitive Imports for Humboldt County Households.

Commodity Name	Imports	Industry Output
Advertising	\$22,356	\$0
Amusement and Recreation Services, N.E.C.	\$860,856	\$18,611,000
Apparel & Accessory Stores	\$1,881,538	\$1,064,000
Automobile Parking and Car Wash	\$55,961	\$1,535,000
Automobile Rental and Leasing	\$907,050	\$0
Automobile Repair and Services	\$266,231	\$8,063,000
Automotive Dealers & Service Stations	\$427,367	\$13,469,000
Beauty and Barber Shops	\$425,798	\$981,000
Bowling Alleys and Pool Halls	\$43,329	\$337,000
Building Materials & Gardening	\$205,811	\$4,157,000
Computer and Data Processing Services	\$184,976	\$0
Detective and Protective Services	\$161,015	\$0
Doctors and Dentists	\$8,527,742	\$10,344,000
Eating & Drinking	\$3,755,316	\$13,633,000
Electrical Repair Service	\$189,514	\$162,000
Equipment Rental and Leasing	\$207,366	\$0
Food Stores	\$430,097	\$12,672,000
Funeral Service and Crematories	\$441,737	\$138,000
Furniture & Home Furnishings Stores	\$2,141,693	\$776,000
General Merchandise Stores	\$259,225	\$9,844,000
Hospitals	\$9,241,636	\$9,755,000
Hotels and Lodging Places	\$611,129	\$35,580,000
Laundry, Cleaning and Shoe Repair	\$536,109	\$650,000
Legal Services	\$3,922,736	\$642,000
Membership Sports and Recreation Clubs	\$841,333	\$0
Miscellaneous Personal Services	\$873,249	\$520,000
Miscellaneous Repair Shops	\$98,076	\$3,101,000
Miscellaneous Retail	\$2,050,359	\$9,077,000
Motion Pictures	\$194,733	\$2,035,000
Other Business Services	\$204,072	\$686,000
Other Medical and Health Services	\$1,932,169	\$3,726,000
Personnel Supply Services	\$56,914	\$6,089,000
Photo finishing, Commercial Photography	\$263,727	\$313,000
Portrait and Photographic Studios	\$356,972	\$85,000
Services To Buildings	\$92,507	\$2,012,000
Watch, Clock, Jewelry and Furniture Repair	\$166,950	\$0
TOTAL	\$42,837,647	\$170,057,000

Conclusions

The Humboldt County economy is characteristic of many rural mountain states. The natural resource industries, such as agriculture and mining, are the primary export sectors of the local economies. Also, given legalized gaming, the Casino Sector can act as an anchor for local tourism development. Forecasts of national economic change show that agriculture and mining may realize employment decreases in the future. As the nation becomes wealthier, forecasts indicate that an increasing share of this wealth will be spent on service producing sectors, including but not limited to, tourism and recreation-based sectors.

Throughout this paper, industrial targeting has been the focused on Humboldt County “disconnects” and “gaps”. Disconnects are instances where local production is not being used to satisfy local demands. Two disconnects identified were for the Real Estate Sector and the Wholesale Trade Sector. However, there may be viable reasons such as unique product characteristics or national contracts that explain these competitive imports.

Gaps in the local economy occur when there is a large local demand for a product or service, but the product or service is not produced locally and must be imported. One gap identified by non-competitive imports is the Computer and Data Processing Sector.

An array of tools and sources of data have been used to identify local strengths and weaknesses. The natural resource industries, agriculture and mining, remain the primary export sectors in the Humboldt County economy. Isserman (2001) identifies natural resource industries as a rural economic cluster. However, these resource industries are not projected nationally to be employment growth sectors. Sectors that warrant consideration include computer-related industries, health care industries and certain transportation services.

The service sector is forecast to be the fastest growing employment sector of the national and local economies. The top twenty-five industries for job growth list quite a few service related industries, such as eating and drinking places and education. Selected industries within the service sectors, such as computer and data processing, management and consulting services, security and commodity brokers, engineering (including computer engineering), printing, business services, and advertising are gaps in the local economy and may provide opportunities for job growth.

From national and state publications ², the service sector is where the employment growth is forecast. However, these potential industries should be evaluated regarding their contributions to Humboldt County economic development goals ³ as well as overall economic activity and county government fiscal impacts.

Footnotes

¹ Muench and Deller (2001) developed procedures to identify local economy gaps and disconnects using input-output models.

² National and State of Nevada sectoral output, employment and occupation projections to 2008 are presented in reference studies by Thompson (1999) and State of Nevada Department of Employment, Training and Rehabilitation (2001).

³ Economic development goals of quality of job, entrepreneurial potential per job, income potential, projected employment growth and employment potential as applied to economic targeting are presented in referenced studies by Johnson (1995) and Harris et al (2001).

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APPENDIX A:

**Trends in Number of Proprietorships for Total Proprietorship,
Farm Proprietorship and Non-Farm Proprietorship,
1969-1999**

Table A.1. Total Proprietorship Numbers and Index for U.S., State of Nevada, and Humboldt County, 1969 to 1999.

YEARS	Total Proprietorship Number			Index of Total Proprietorship Number		
	U.S. (number)	Nevada (number)	Humboldt (number)	U.S.	Nevada (1969= 100.00)	Humboldt
1969	12,331,200	26,830	673	100.00	100.00	100.00
1970	12,484,600	29,023	671	101.24	108.17	99.70
1971	12,769,400	30,982	725	103.55	115.48	107.73
1972	13,320,200	33,170	717	108.02	123.63	106.54
1973	13,770,500	35,947	710	111.67	133.98	105.50
1974	14,025,800	38,139	746	113.74	142.15	110.85
1975	14,296,600	39,615	759	115.94	147.65	112.78
1976	14,625,200	43,129	827	118.60	160.75	122.88
1977	15,079,200	47,389	886	122.28	176.63	131.65
1978	15,358,600	50,735	949	124.55	189.10	141.01
1979	15,739,100	52,424	980	127.64	195.39	145.62
1980	16,337,200	55,372	1,037	132.49	206.38	154.09
1981	16,570,000	56,055	1,122	134.37	208.93	166.72
1982	17,322,300	59,724	1,105	140.48	222.60	164.19
1983	18,009,700	62,193	1,127	146.05	231.80	167.46
1984	18,448,100	66,312	1,093	149.61	247.16	162.41
1985	19,180,700	68,297	1,021	155.55	254.55	151.71
1986	19,727,300	70,648	958	159.98	263.32	142.35
1987	20,149,400	83,292	1,038	163.40	310.44	154.23
1988	21,077,900	92,574	1,123	170.93	345.04	166.86
1989	21,053,800	94,893	1,085	170.74	353.68	161.22
1990	21,786,900	101,635	1,140	176.68	378.81	169.39
1991	22,526,800	108,133	1,260	182.68	403.03	187.22
1992	22,500,100	105,958	1,268	182.46	394.92	188.41
1993	23,057,400	115,294	1,452	186.98	429.72	215.75
1994	23,627,600	127,163	1,505	191.61	473.96	223.63
1995	24,501,800	134,451	1,603	198.70	501.12	238.19
1996	25,343,200	148,272	1,736	205.52	552.64	257.95
1997	25,858,200	165,527	1,867	209.70	616.95	277.41
1998	26,558,200	172,779	1,906	215.37	643.98	283.21
1999	27,140,900	179,079	1,946	220.10	667.46	289.15

Source: U.S. Department of Commerce. Regional Economic Information System, Bureau of Economic Analysis: Washington D.C. 2000.

Table A.2. Total Farm Proprietorship Numbers and Index for U.S., State of Nevada, and Humboldt County, 1969 to 1999.

YEARS	Total Farm Proprietor Number			Index of Total Farm Proprietorship Number		
	U.S. (number)	Nevada (number)	Humboldt (number)	U.S.	Nevada (1969= 100.00)	Humboldt
1969	2,751,000	2,348	186	100.00	100.00	100.00
1970	2,717,000	2,347	185	98.76	99.96	99.46
1971	2,684,000	2,240	177	97.56	95.40	95.16
1972	2,644,000	2,232	175	96.11	95.06	94.09
1973	2,627,000	2,233	175	95.49	95.10	94.09
1974	2,612,000	2,217	175	94.95	94.42	94.09
1975	2,588,000	2,225	167	94.07	94.76	89.78
1976	2,551,000	2,423	173	92.73	103.19	93.01
1977	2,516,000	2,639	182	91.46	112.39	97.85
1978	2,488,000	2,939	193	90.44	125.17	103.76
1979	2,491,000	2,945	196	90.55	125.43	105.38
1980	2,495,000	2,950	198	90.69	125.64	106.45
1981	2,494,000	3,162	212	90.66	134.67	113.98
1982	2,464,000	2,973	201	89.57	126.62	108.06
1983	2,589,000	3,022	198	94.11	128.71	106.45
1984	2,508,000	2,969	193	91.17	126.45	103.76
1985	2,459,000	2,849	180	89.39	121.34	96.77
1986	2,382,000	2,802	177	86.59	119.34	95.16
1987	2,311,000	2,594	159	84.01	110.48	85.48
1988	2,279,000	2,570	162	82.84	109.45	87.10
1989	2,272,000	2,501	163	82.59	106.52	87.63
1990	2,233,000	2,488	167	81.17	105.96	89.78
1991	2,194,000	2,476	171	79.75	105.45	91.94
1992	2,191,000	2,494	174	79.64	106.22	93.55
1993	2,273,000	3,066	222	82.62	130.58	119.35
1994	2,244,000	3,028	227	81.57	128.96	122.04
1995	2,238,000	2,919	226	81.35	124.32	121.51
1996	2,203,000	2,877	229	80.08	122.53	123.12
1997	2,210,000	2,881	231	80.33	122.70	124.19
1998	2,246,000	2,940	236	81.64	125.21	126.88
1999	2,249,000	2,927	235	81.75	124.66	126.34

Source: U.S. Department of Commerce. Regional Economic Information System, Bureau of Economic Analysis: Washington D.C. 2000.

Table A.3. Total Non-Farm Proprietor Numbers and Index for U.S., State of Nevada and Humboldt County, 1969-1999

Year	Total Non-Farm Proprietor Number			Index of Total Non-Farm Proprietor Number		
	U.S. (number)	Nevada (number)	Humboldt (number)	U.S.	Nevada 1969 = 100.00	Humboldt
1969	9,580,200	24,482	487	100.00	100.00	100.00
1970	9,767,600	26,676	486	101.96	108.96	99.79
1971	10,085,400	28,742	548	105.27	117.40	112.53
1972	10,676,200	30,938	542	111.44	126.37	111.29
1973	11,143,500	33,714	535	116.32	137.71	109.86
1974	11,413,800	35,922	571	119.14	146.73	117.25
1975	11,708,600	37,390	592	122.22	152.72	121.56
1976	12,074,200	40,706	654	126.03	166.27	134.29
1977	12,563,200	44,750	704	131.14	182.79	144.56
1978	12,870,600	47,796	756	134.35	195.23	155.24
1979	13,248,100	49,479	784	138.29	202.10	160.99
1980	13,842,200	52,422	839	144.49	214.12	172.28
1981	14,076,000	52,893	910	146.93	216.05	186.86
1982	14,858,300	56,751	904	155.09	231.81	185.63
1983	15,420,700	59,171	929	160.96	241.69	190.76
1984	15,940,100	63,343	900	166.39	258.73	184.80
1985	16,721,700	65,448	841	174.54	267.33	172.69
1986	17,345,300	67,846	781	181.05	277.13	160.37
1987	17,838,400	80,698	879	186.20	329.62	180.49
1988	18,798,900	90,004	961	196.23	367.63	197.33
1989	18,781,800	92,392	922	196.05	377.39	189.32
1990	19,553,900	99,147	973	204.11	404.98	199.79
1991	20,332,800	105,657	1,089	212.24	431.57	223.61
1992	20,309,100	103,464	1,094	211.99	422.61	224.64
1993	20,784,400	112,228	1,230	216.95	458.41	252.57
1994	21,383,600	124,135	1,278	223.21	507.05	262.42
1995	22,263,800	131,532	1,377	232.39	537.26	282.75
1996	23,140,200	145,395	1,507	241.54	593.89	309.45
1997	23,648,200	162,646	1,636	246.84	664.35	335.93
1998	24,312,200	169,839	1,670	253.78	693.73	342.92
1999	24,891,900	176,152	1,711	259.83	719.52	351.33

Source: U.S. Department of Commerce. Regional Economic Information System, Bureau of Economic Analysis: Washington D.C. 2000.

APPENDIX B

Trends in Real Proprietorship Income Per Proprietorship For Total Proprietorship, Farm Proprietorship and Non-Farm Proprietorship, 1969-1999

Table B.1. Real Proprietorship Income Per Proprietor and Index for U.S., State of Nevada and Humboldt County, 1969-to 1999.

Year	Real Proprietor Income per Proprietor*			Index of Real Proprietor Income per Proprietor		
	U.S.	Nevada	Humboldt	U.S.	Nevada 1969 = 100.00	Humboldt
1969	23,248.05	26,590.58	31,047.92	100.00	100.00	100.00
1970	22,068.21	25,151.16	29,580.61	94.92	94.59	95.27
1971	22,154.25	24,120.67	23,762.82	95.30	90.71	76.54
1972	23,105.18	25,488.00	27,109.43	99.39	95.85	87.31
1973	24,978.13	25,793.43	34,108.82	107.44	97.00	109.86
1974	22,536.68	22,281.31	23,628.66	96.94	83.79	76.10
1975	21,303.08	21,575.39	26,222.10	91.63	81.14	84.46
1976	21,762.85	23,304.54	19,915.90	93.61	87.64	64.15
1977	21,905.51	23,011.62	21,903.98	94.23	86.54	70.55
1978	22,954.99	24,031.80	15,464.19	98.74	90.38	49.81
1979	22,199.43	21,834.88	15,430.13	95.49	82.12	49.70
1980	18,998.60	20,386.28	22,829.91	81.72	76.67	73.53
1981	17,937.81	17,126.72	8,521.11	77.16	64.41	27.45
1982	15,711.54	14,919.14	14,627.17	67.58	56.11	47.11
1983	15,799.41	15,566.61	9,285.34	67.96	58.54	29.91
1984	18,805.67	17,626.18	17,792.40	80.89	66.29	57.31
1985	18,901.74	18,372.36	16,651.27	81.30	69.09	53.63
1986	18,763.54	17,887.88	16,833.69	80.71	67.27	54.22
1987	19,429.88	16,636.94	16,260.17	83.58	62.57	52.37
1988	20,068.16	19,061.49	18,807.49	86.32	71.69	60.58
1989	20,661.15	19,895.57	26,525.23	88.87	74.82	85.43
1990	20,223.69	22,019.01	29,545.31	86.99	82.81	95.16
1991	19,032.67	21,634.41	27,452.03	81.87	81.36	88.42
1992	21,049.12	25,494.23	25,520.14	90.54	95.88	82.20
1993	21,316.19	24,928.67	28,376.41	91.69	93.75	91.40
1994	21,015.52	24,108.10	23,547.52	90.40	90.66	75.84
1995	20,711.37	24,517.43	20,817.87	89.09	92.20	67.05
1996	21,493.97	23,437.97	18,991.94	92.45	88.14	61.17
1997	22,071.18	23,837.46	17,926.28	94.94	89.65	57.74
1998	22,697.32	24,832.78	20,372.34	97.63	93.39	65.62
1999	23,388.60	25,720.27	19,703.51	100.60	96.73	63.46

Source: U.S. Department of Commerce. Regional Economic Information System, Bureau of Economic Analysis: Washington D.C. 2000.

* 1996 constant dollar estimates determined by GDO price deflator

Table B.2. Real Farm Proprietorship Income Per Farm Proprietor and Index for U.S., State of Nevada and Humboldt County, 1969-to 1999.

Year	Real Farm Proprietor Income per Farm Proprietor*			Index of Real Farm Proprietor Income per Farm Proprietor		
	U.S.	Nevada	Humboldt	U.S.	Nevada 1969 = 100.00	Humboldt
1969	18,970.99	36,549.12	40,064.38	100.00	100.00	100.00
1970	18,454.58	34,813.30	28,570.90	97.28	95.25	71.31
1971	18,501.95	35,386.63	23,306.01	97.53	96.82	58.17
1972	22,625.14	45,564.60	25,231.21	119.26	124.67	62.98
1973	35,150.09	57,051.43	49,149.66	185.28	156.10	122.68
1974	26,599.70	22,902.81	14,309.12	140.21	62.66	35.72
1975	22,988.94	16,651.56	29,319.33	121.18	45.56	73.18
1976	17,620.68	14,892.74	(751.58)	92.88	40.75	-1.88
1977	15,779.07	3,206.02	11,997.11	83.17	8.77	29.94
1978	17,931.40	572.14	(12,741.19)	94.52	1.57	-31.80
1979	17,350.12	(8,770.68)	(3,691.05)	91.46	-24.00	-9.21
1980	8,847.99	20,957.64	45,706.01	46.64	57.34	114.08
1981	12,531.60	1,249.40	(14,596.40)	66.06	3.42	-36.43
1982	9,119.70	8,132.56	25,405.05	48.07	22.25	63.41
1983	4,322.88	3,691.47	(11,533.75)	22.79	10.10	-28.79
1984	12,250.83	7,791.41	17,109.18	64.58	21.32	42.70
1985	11,952.85	4,474.55	(1,862.16)	63.01	12.24	-4.65
1986	12,920.57	2,910.17	(5,618.96)	68.11	7.96	-14.02
1987	16,115.47	8,970.27	2,115.89	84.95	24.54	5.28
1988	14,534.58	16,340.86	16,538.38	76.61	44.71	41.28
1989	17,234.05	23,517.91	62,425.36	90.84	64.35	155.81
1990	16,204.32	22,774.91	83,829.57	85.42	62.31	209.24
1991	13,526.23	20,578.10	64,010.50	71.30	56.30	159.77
1992	16,534.02	12,175.13	41,426.37	87.15	33.31	103.40
1993	14,286.00	22,060.13	67,296.96	75.30	60.36	167.97
1994	14,898.83	8,563.62	29,778.47	78.53	23.43	74.33
1995	10,167.26	2,744.16	25,006.09	53.59	7.51	62.41
1996	15,544.26	1,395.55	19,768.56	81.94	3.82	49.34
1997	13,488.56	(1,553.87)	(3,549.83)	71.10	-4.25	-8.86
1998	11,636.87	5,865.22	14,170.82	61.34	16.05	35.37
1999	11,421.41	4,138.76	2,981.20	60.20	11.32	7.44

Source: U.S. Department of Commerce. Regional Economic Information System, Bureau of Economic Analysis: Washington D.C. 2000.

* 1996 constant dollar estimates determined by GDO price deflator

Table B.3. Real Non-Farm Proprietorship Income Per Proprietor and Index for U.S., State of Nevada and Humboldt County, 1969-to 1999.

Year	Real Non-Farm Proprietor Income per Proprietor*			Index of Non- Farm Proprietor Income per Proprietor		
	U.S.	Nevada	Humboldt	U.S.	Nevada 1969 = 100.00	Humboldt
1969	24,476.23	25,635.48	27,604.26	100.00	100.00	100.00
1970	23,073.39	24,301.07	29,964.97	94.27	94.79	108.55
1971	23,126.22	23,242.66	23,910.37	94.48	90.67	86.62
1972	23,518.42	24,039.58	27,715.86	96.09	93.77	100.40
1973	22,580.16	23,723.10	29,188.92	92.25	92.54	105.74
1974	21,606.88	22,242.96	26,484.91	88.28	86.77	95.94
1975	20,930.44	21,868.39	25,348.39	85.51	85.31	91.83
1976	22,638.00	23,805.25	25,382.99	92.49	92.86	91.95
1977	23,132.44	24,179.59	24,465.14	94.51	94.32	88.63
1978	23,926.09	25,474.35	22,667.51	97.75	99.37	82.12
1979	23,111.23	23,656.53	20,210.43	94.42	92.28	73.21
1980	20,828.21	20,354.12	17,431.26	85.10	79.40	63.15
1981	18,895.68	18,075.89	13,730.54	77.20	70.51	49.74
1982	16,804.69	15,274.67	12,230.76	68.66	59.58	44.31
1983	17,726.22	16,173.11	13,722.56	72.42	63.09	49.71
1984	19,837.00	18,087.15	17,938.91	81.05	70.56	64.99
1985	19,923.60	18,977.34	20,613.72	81.40	74.03	74.68
1986	19,565.95	18,506.45	21,922.19	79.94	72.19	79.42
1987	19,859.27	16,883.39	18,818.70	81.14	65.86	68.17
1988	20,739.00	19,139.17	19,190.00	84.73	74.66	69.52
1989	21,075.72	19,797.51	20,178.46	86.11	77.23	73.10
1990	20,682.69	22,000.04	20,228.28	84.50	85.82	73.28
1991	19,626.84	21,659.16	21,711.45	80.19	84.49	78.65
1992	21,536.22	25,815.29	22,990.27	87.99	100.70	83.29
1993	22,085.02	25,007.04	21,351.73	90.23	97.55	77.35
1994	21,657.40	24,487.27	22,440.77	88.48	95.52	81.29
1995	21,771.28	25,000.63	20,130.48	88.95	97.52	72.93
1996	22,060.40	23,874.13	18,873.92	90.13	93.13	68.37
1997	22,873.25	24,287.23	20,958.67	93.45	94.74	75.93
1998	23,719.10	25,161.11	21,248.73	96.91	98.15	76.98
1999	24,469.84	26,078.88	22,000.27	99.97	101.73	79.70

Source: U.S. Department of Commerce. Regional Economic Information System, Bureau of Economic Analysis: Washington D.C. 2000.

* 1996 constant dollar estimates determined by GDO price deflator

APPENDIX C:
Non-Competitive Commodity Imports
for Humboldt County

Table C.1. Level of Sectoral Non-Competitive Imports for Humboldt County

Importing Commodity	Level of Non-Competitive Import	Total Industry Output	Institutional Commodity Sales
Grand Total	\$ 14,099,979	0	0
Blast Furnaces and Steel Mills	\$ 1,765,411	0	0
Paper Mills, Except Building Paper	\$ 1,064,937	0	0
Landscape and Horticultural Services	\$ 981,554	0	0
Sawmills and Planing Mills, General	\$ 947,145	0	0
Wood Preserving	\$ 870,761	0	0
Theatrical Producers, Bands Etc.	\$ 688,630	0	0
Commercial Sports Except Racing	\$ 641,460	0	0
Paperboard Mills	\$ 518,269	0	0
Semiconductors and Related Devices	\$ 421,361	0	0
Pipe Lines, Except Natural Gas	\$ 388,779	0	0
Structural Wood Members, N.E.C	\$ 361,629	0	0
Ball and Roller Bearings	\$ 353,355	0	0
Bread, Cake, and Related Products	\$ 351,125	0	0
Greenhouse and Nursery Products	\$ 271,839	0	0
Malt Beverages	\$ 270,550	0	0
Storage Batteries	\$ 192,784	0	0
Steel Wire and Related Products	\$ 187,570	0	0
Cheese, Natural and Processed	\$ 178,920	0	0
Poultry and Eggs	\$ 147,862	0	0
Radio and TV Communication Equipment	\$ 128,261	0	0
Poultry Processing	\$ 126,110	0	0
Other Federal Government Enterprises	\$ 123,639	0	0
Automatic Temperature Controls	\$ 114,059	0	0
Household Appliances, N.E.C.	\$ 108,467	0	0
Telephone and Telegraph Apparatus	\$ 106,548	0	0
Ice Cream and Frozen Desserts	\$ 104,763	0	0
Ceramic Wall and Floor Tile	\$ 104,089	0	0
Broadwoven Fabric Mills and Finishing	\$ 104,038	0	0
Vitreous Plumbing Fixtures	\$ 102,740	0	0
Miscellaneous Crops	\$ 102,145	0	0
Iron Ores	\$ 100,914	0	0
Roasted Coffee	\$ 95,255	0	0
Canned Fruits and Vegetables	\$ 94,908	0	0
Hard Surface Floor Coverings	\$ 92,282	0	0
Brick and Structural Clay Tile	\$ 84,074	0	0
Primary Copper	\$ 81,469	0	0
Wood Pallets and Skids	\$ 75,658	0	0
Hand Saws and Saw Blades	\$ 75,273	0	0
Confectionery Products	\$ 64,568	0	0
Dolls	\$ 64,518	0	0
Vegetables	\$ 61,459	0	0
Pickles, Sauces, and Salad Dressings	\$ 59,644	0	0
Racing and Track Operation	\$ 56,987	0	0

Table C.1. (continued)

Importing Commodity	Level of Non-Competitive Import	Total Industry Output	Institutional Commodity Sales
Pottery Products, N.E.C	\$ 55,827	0	0
Electric Lamps	\$ 53,007	0	0
Apparel Made From Purchased Materials	\$ 50,859	0	0
Cookies and Crackers	\$ 43,703	0	0
Porcelain Electrical Supplies	\$ 43,178	0	0
Sugar	\$ 38,113	0	0
Automatic Merchandising Machine	\$ 37,850	0	0
Dental Equipment and Supplies	\$ 36,695	0	0
Chemical, Fertilizer Mineral Mining, N.E.C.	\$ 36,165	0	0
Pulp Mills	\$ 35,128	0	0
Public Building Furniture	\$ 32,721	0	0
Carbon and Graphite Products	\$ 32,635	0	0
Dog, Cat, and Other Pet Food	\$ 32,188	0	0
Potash, Soda, and Borate Minerals	\$ 31,737	0	0
Musical Instruments	\$ 29,677	0	0
Copper Rolling and Drawing	\$ 28,566	0	0
Clay Refractories	\$ 28,502	0	0
Creamery Butter	\$ 26,505	0	0
Metal Ores, Not Elsewhere Classified	\$ 26,277	0	0
Shortening and Cooking Oils	\$ 25,305	0	0
Phosphate Rock	\$ 24,362	0	0
Steel Springs, Except Wire	\$ 24,143	0	0
Carpets and Rugs	\$ 23,673	0	0
Special Product Sawmills, N.E.C	\$ 23,626	0	0
Nonferrous Rolling and Drawing, N.E.C.	\$ 23,216	0	0
Phonograph Records and Tape	\$ 22,407	0	0
Rice Milling	\$ 21,007	0	0
Aircraft and Missile Engines and Parts	\$ 20,974	0	0
Communications Equipment N.E.C.	\$ 20,256	0	0
Wines, Brandy, and Brandy Spirits	\$ 19,519	0	0
Cattle Feedlots	\$ 19,398	0	0
Frozen Specialties	\$ 19,200	0	0
Animal and Marine Fats and Oils	\$ 18,128	0	0
Chocolate and Cocoa Products	\$ 14,867	0	0
Vitreous China Food Utensils	\$ 14,450	0	0
Aircraft	\$ 13,528	0	0
Jewelry, Precious Metal	\$ 12,930	0	0
Carbon Paper and Inked Ribbons	\$ 12,399	0	0
Cutlery	\$ 12,316	0	0
Glass Containers	\$ 12,057	0	0
X-Ray Apparatus	\$ 11,757	0	0
Blended and Prepared Flour	\$ 10,705	0	0
Leather Gloves and Mittens	\$ 10,683	0	0
Nonferrous Forgings	\$ 10,532	0	0
Electron Tubes	\$ 10,249	0	0

Table C.1 (continued)

Importing Commodity	Level of Non-Competitive Import	Total Industry Output	Institutional Commodity Sales
Household Laundry Equipment	\$ 9,368	0	0
Cereal Preparations	\$ 8,947	0	0
Dehydrated Food Products	\$ 8,031	0	0
Chewing Gum	\$ 7,895	0	0
Structural Clay Products, N.E.C	\$ 7,588	0	0
Leather Goods, N.E.C	\$ 6,790	0	0
Thread Mills	\$ 6,502	0	0
Ferrous Alloy Ores, Except Vanadium	\$ 5,632	0	0
Canned Specialties	\$ 5,267	0	0
Leather Tanning and Finishing	\$ 4,841	0	0
Curtains and Draperies	\$ 4,217	0	0
Macaroni and Spaghetti	\$ 3,891	0	0
Asbestos Products	\$ 3,821	0	0
Salted and Roasted Nuts & Seeds	\$ 3,160	0	0
Yarn Mills and Finishing Of Textiles, N.E.C.	\$ 3,096	0	0
Knit Fabric Mills	\$ 3,072	0	0
Cottonseed Oil Mills	\$ 2,667	0	0
Fine Earthenware Food Utensils	\$ 2,609	0	0
Primary Batteries, Dry and Wet	\$ 2,451	0	0
Cellulosic Man-made Fibers	\$ 2,328	0	0
Canned and Cured Sea Foods	\$ 2,117	0	0
Narrow Fabric Mills	\$ 2,049	0	0
Clay, Ceramic, Refractory Minerals, N.E.C.	\$ 1,422	0	0
Manufactured Ice	\$ 1,333	0	0
Watches, Clocks, and Parts	\$ 1,188	0	0
Fruits	\$ 1,109	0	0
Shoes, Except Rubber	\$ 904	0	0
Personal Leather Goods	\$ 612	0	0
Electronic Computers	\$ 117	0	0
Women's Hosiery, Except Socks	\$ 61	0	0
Other Meat Animal Products	\$ 43	0	0
Commercial Laundry Equipment	\$ 19	0	0
Jewelers Materials and Lapidary Work	\$ 3	0	0

APPENDIX D

Competitive Commodity Imports

for Humboldt County

Table D.1. Level of Sectoral Competitive Imports, Industry Outputs and Commodity Sales for Humboldt County.

Importing Commodity		Level of Competitive Import	Total Industry Output	Commodity Sales
Grand Total	\$	181,010,093	839,389,677	839,146,000
Natural Gas & Crude Petroleum	\$	21,757,750	0	2,000
Maintenance and Repair Other Facilities	\$	9,726,306	3,977,092	3,977,000
Wholesale Trade	\$	8,844,824	24,574,070	24,574,000
Computer and Data Processing Services	\$	5,859,621	0	25,000
Real Estate	\$	5,678,510	32,754,608	33,594,000
Petroleum Refining	\$	5,370,855	0	441,000
Cyclic Crudes, Interm. & Indus. Organic Chem.	\$	4,595,109	0	13,366,000
Other Business Services	\$	4,322,062	572,286	518,000
Construction Machinery and Equipment	\$	4,298,564	0	1,000
Engineering, Architectural Services	\$	3,890,142	1,414,816	1,395,000
Communications, Except Radio and TV	\$	3,869,780	7,062,263	6,989,000
Automobile Rental and Leasing	\$	3,696,831	0	358,000
Banking	\$	3,230,269	9,956,065	9,775,000
Feed Grains	\$	3,100,261	414,177	14,382,000
Natural Gas Liquids	\$	2,867,148	0	0
Agricultural Chemicals, N.E.C	\$	2,669,061	0	76,000
Miscellaneous Plastics Products	\$	2,619,663	5,740,508	5,505,000
Legal Services	\$	2,599,473	535,842	536,000
Motor Vehicle Parts and Accessories	\$	2,590,013	0	8,000
Nitrogenous and Phosphatic Fertilizers	\$	2,508,631	0	132,000
Advertising	\$	2,418,586	0	7,522,000
Management and Consulting Services	\$	2,262,618	1,990,091	2,091,000
Security and Commodity Brokers	\$	2,158,033	1,066,608	1,226,000
Fabricated Structural Metal	\$	1,969,508	0	2,000
Hay and Pasture	\$	1,900,983	21,537,161	7,277,000
Personnel Supply Services	\$	1,794,414	5,082,308	5,076,000
Detective and Protective Services	\$	1,782,963	0	0
Prepared Feeds, N.E.C	\$	1,578,275	0	0
Mining Machinery, Except Oil Field	\$	1,558,136	0	6,000
Inorganic Chemicals Nec.	\$	1,557,207	19,129,255	3,114,000
Silver Ores	\$	1,513,057	0	8,455,000
Explosives	\$	1,474,861	0	4,000
Paperboard Containers and Boxes	\$	1,404,417	0	9,000
Tires and Inner Tubes	\$	1,388,289	0	1,000
Coal Mining	\$	1,380,611	0	644,000
Equipment Rental and Leasing	\$	1,320,942	0	3,000
Services To Buildings	\$	1,312,920	1,679,038	1,657,000
Insurance Carriers	\$	1,306,170	966,324	970,000
Ready-mixed Concrete	\$	1,181,827	4,257,689	4,062,000
Research, Development & Testing Services	\$	1,030,655	0	8,000

Table D.1. (Continued)

Importing Commodity	Level of Competitive Import	Total Industry Output	Commodity Sales
Air Transportation	\$ 1,007,892	4,178,945	4,340,000
Transportation Services	\$ 1,007,599	201,283	130,000
Credit Agencies	\$ 994,521	866,393	519,000
Industrial Machines N.E.C.	\$ 984,015	3,282,554	3,153,000
Lime	\$ 961,924	0	174,000
Iron and Steel Foundries	\$ 885,492	0	2,000
Commercial Printing	\$ 869,788	2,006,819	1,300,000
Gas Production and Distribution	\$ 855,505	51,185,196	51,260,000
Cement, Hydraulic	\$ 814,736	0	7,000
Arrangement Of Passenger Transportation	\$ 796,641	231,608	232,000
U.S. Postal Service	\$ 792,600	1,615,862	1,614,000
Millwork	\$ 762,381	0	3,000
Refrigeration and Heating Equipment	\$ 743,337	0	0
Railroad Equipment	\$ 723,565	0	0
Paints and Allied Products	\$ 684,429	0	10,000
Internal Combustion Engines, N.E.C.	\$ 674,572	0	0
Industrial and Fluid Valves	\$ 602,847	0	4,000
Lighting Fixtures and Equipment	\$ 581,878	0	6,000
Sheet Metal Work	\$ 580,286	0	16,000
Lubricating Oils and Greases	\$ 579,129	0	43,000
Water Transportation	\$ 573,292	0	104,000
Dimension Stone	\$ 571,086	2,296,335	2,203,000
Iron and Steel Forgings	\$ 568,152	0	1,000
Metal Doors, Sash, and Trim	\$ 539,472	0	5,000
Wiring Devices	\$ 533,488	0	6,000
Eating & Drinking	\$ 506,373	12,023,852	12,002,000
Wood Kitchen Cabinets	\$ 503,587	0	0
Screw Machine Products and Bolts, Etc.	\$ 501,929	0	16,000
Hotels and Lodging Places	\$ 501,758	29,698,784	29,367,000
Miscellaneous Repair Shops	\$ 483,619	2,588,569	2,589,000
Gold Ores	\$ 476,329	421,042,816	350,906,000
Accounting, Auditing and Bookkeeping	\$ 456,649	2,205,936	2,097,000
Sand and Gravel	\$ 446,694	0	135,000
Concrete Products, N.E.C	\$ 438,448	0	32,000
Glass and Glass Products, Exc Containers	\$ 428,767	0	4,000
Nonferrous Wire Drawing and Insulating	\$ 411,900	0	6,000
Business Associations	\$ 411,286	61,843	59,000
Relays & Industrial Controls	\$ 407,400	0	1,000
Drugs	\$ 402,083	0	122,000
Miscellaneous Fabricated Wire Products	\$ 388,735	0	4,000
Veneer and Plywood	\$ 383,172	0	0
Engine Electrical Equipment	\$ 379,734	0	0
Chemical Preparations, N.E.C	\$ 367,224	0	98,000
Motion Pictures	\$ 364,636	1,698,937	1,695,000

Table D.1. (Continued)

Importing Commodity	Level of Competitive Import	Total Industry Output	Commodity Sales
Reconstituted Wood Products	\$ 307,733	0	1,000
Laundry, Cleaning and Shoe Repair	\$ 306,355	542,947	566,000
Mineral Wool	\$ 301,132	0	0
Hand and Edge Tools, N.E.C.	\$ 291,025	0	2,000
Paving Mixtures and Blocks	\$ 267,280	0	32,000
Hardware, N.E.C.	\$ 260,204	0	3,000
Paper Coated & Laminated N.E.C.	\$ 257,478	0	30,000
Local, Interurban Passenger Transit	\$ 255,034	248,834	247,000
Insurance Agents and Brokers	\$ 252,493	2,095,264	2,124,000
Fabricated Metal Products, N.E.C.	\$ 251,693	0	4,000
Electrical Repair Service	\$ 248,634	135,538	135,000
Farm Machinery and Equipment	\$ 245,812	0	1,000
Miscellaneous Metal Work	\$ 236,989	0	2,000
Pipe, Valves, and Pipe Fittings	\$ 235,562	0	2,000
Gypsum Products	\$ 230,951	0	1,000
Bottled and Canned Soft Drinks & Water	\$ 220,073	0	3,000
Manufacturing Industries, N.E.C.	\$ 218,811	0	1,000
Concrete Block and Brick	\$ 212,966	0	50,000
Switchgear and Switchboard Apparatus	\$ 211,129	0	1,000
Other Medical and Health Services	\$ 211,123	3,110,501	3,111,000
Plumbing Fixture Fittings and Trim	\$ 208,666	0	0
Grass Seeds	\$ 206,588	4,749,403	4,732,000
Commercial Fishing	\$ 202,413	450,753	451,000
Inorganic Pigments	\$ 201,298	0	645,000
Housefurnishings, N.E.C	\$ 195,946	0	0
Plastics Materials and Resins	\$ 190,638	0	1,113,000
Prefabricated Metal Buildings	\$ 184,012	0	0
Gaskets, Packing and Sealing Devices	\$ 178,403	0	1,000
Industrial Gases	\$ 176,417	1,924,793	663,000
Pumps and Compressors	\$ 173,874	0	5,000
Heating Equipment, Except Electric	\$ 173,312	0	0
Photofinishing, Commercial Photography	\$ 173,126	261,617	196,000
Conveyors and Conveying Equipment	\$ 169,206	0	4,000
Soybean Oil Mills	\$ 167,082	0	2,000
Manifold Business Forms	\$ 165,172	0	9,000
Nonwoven Fabrics	\$ 164,171	0	5,000
Prefabricated Wood Buildings	\$ 163,959	0	2,000
Miscellaneous Retail	\$ 161,297	8,005,453	8,025,000
Job Trainings & Related Services	\$ 156,430	163,871	164,000
Converted Paper Products, N.E.C	\$ 155,924	0	2,000
Wood Products, N.E.C	\$ 155,494	0	5,000
Architectural Metal Work	\$ 152,302	0	0
Bags, Plastic	\$ 148,840	0	13,000

Table D.1. (continued)

Importing Commodity	Level of Competitive Import	Total Industry Output	Commodity Sales
Fabricated Rubber Products, N.E.C.	\$ 148,448	0	14,000
Asphalt Felts and Coatings	\$ 147,804	0	0
Canvas Products	\$ 142,044	0	0
Aluminum Foundries	\$ 141,252	0	1,000
Prepared Fresh Or Frozen Fish Or Seafood	\$ 139,802	0	0
Rubber and Plastics Hose and Belting	\$ 138,626	0	7,000
Automobile Repair and Services	\$ 138,415	6,730,042	6,730,000
Plate Making	\$ 134,423	0	7,000
Adhesives and Sealants	\$ 133,377	0	8,000
Motors and Generators	\$ 131,639	0	3,000
Colleges, Universities, Schools	\$ 130,599	11,506	12,000
Electric Services	\$ 130,238	29,348,869	29,269,000
Paper Coated & Laminated Packaging	\$ 127,694	0	13,000
Electronic Components, N.E.C.	\$ 124,924	0	13,000
Motorcycles, Bicycles, and Parts	\$ 119,715	0	0
Food Grains	\$ 118,902	1,914,454	1,878,000
Wood Partitions and Fixtures	\$ 118,696	0	1,000
Printing Ink	\$ 116,847	0	4,000
Sausages and Other Prepared Meats	\$ 113,520	0	6,000
Furniture & Home Furnishings Stores	\$ 112,546	684,462	692,000
Computer Storage Devices	\$ 111,992	0	0
Minerals, Ground Or Treated	\$ 108,389	0	1,000
Aluminum Rolling and Drawing	\$ 106,672	0	1,000
Metal Stampings, N.E.C.	\$ 103,438	0	8,000
Blankbooks and Looseleaf Binder	\$ 102,892	0	1,000
Lead and Zinc Ores	\$ 102,659	0	29,049,000
Range Fed Cattle	\$ 101,509	12,600,162	12,350,000
Steam Engines and Turbines	\$ 100,228	0	0
Other State and Local Gov't Enterprises	\$ 97,519	4,038,600	1,762,000
Cut Stone and Stone Products	\$ 97,144	0	4,000
Abrasive Products	\$ 95,546	0	2,000
Hoists, Cranes, and Monorails	\$ 93,449	0	1,000
Blowers and Fans	\$ 92,706	0	0
Magnetic & Optical Recording Media	\$ 92,589	0	0
Water Supply and Sewerage Systems	\$ 92,287	0	1,216,000
Agricultural, Forestry, Fishery Services	\$ 92,174	4,673,843	5,032,000
Alkalis & Chlorine	\$ 90,957	0	422,000
Cordage and Twine	\$ 88,558	0	1,000
Carburetors, Pistons, Rings, Valves	\$ 87,619	0	1,000
Fabricated Plate Work (Boiler Shops)	\$ 87,383	0	17,000
Periodicals	\$ 87,382	0	19,000
Metal Sanitary Ware	\$ 84,459	0	0
General Industrial Machinery, N.E.C	\$ 83,430	0	19,000

Table D.1. (continued)

Importing Commodity	Level of Competitive Import	Total Industry Output	Commodity Sales
Automotive Stampings	\$ 83,149	0	2,000
Petroleum and Coal Products, N.E.C.	\$ 82,980	0	1,000
Frozen Fruits, Juices and Vegetables	\$ 82,320	0	0
Mechanical Measuring Devices	\$ 80,070	0	4,000
Envelopes	\$ 79,824	0	2,000
Hardwood Dimension and Flooring Mills	\$ 79,120	0	0
Newspapers	\$ 74,166	6,790,622	1,686,000
Transportation Equipment, N.E.C.	\$ 73,567	0	0
Die-cut Paper and Board	\$ 72,870	0	1,000
Brooms and Brushes	\$ 72,477	0	1,000
Elevators and Moving Stairways	\$ 70,853	0	1,000
Apparel & Accessory Stores	\$ 70,541	938,136	945,000
Miscellaneous Publishing	\$ 69,461	0	58,000
Special Dies and Tools and Accessories	\$ 69,415	0	85,000
Meat Packing Plants	\$ 69,313	0	150,000
Metal Coating and Allied Services	\$ 66,281	0	29,000
Bags, Paper	\$ 65,037	0	6,000
Industrial Trucks and Tractors	\$ 64,435	0	0
Polishes and Sanitation Goods	\$ 62,169	0	17,000
Metal Barrels, Drums and Pails	\$ 62,134	0	0
Copper Ores	\$ 60,783	0	1,206,000
Power Transmission Equipment	\$ 59,456	0	2,000
Potato Chips & Similar Snacks	\$ 59,348	0	0
Miscellaneous Personal Services	\$ 58,939	434,116	373,000
Textile Goods, N.E.C.	\$ 57,819	0	1,000
Electric Housewares and Fans	\$ 57,481	0	4,000
Oil Bearing Crops	\$ 56,438	1,289,175	1,264,000
Motor Vehicles	\$ 56,018	0	1,000
Misc. Nonmetallic Minerals, N.E.C.	\$ 55,100	0	135,000
Sanitary Paper Products	\$ 53,746	0	34,000
Special Industry Machinery N.E.C.	\$ 52,101	1,870,391	1,772,000
Distilled Liquor, Except Brandy	\$ 51,311	0	47,000
Soap and Other Detergents	\$ 50,947	0	31,000
Membership Sports and Recreation Clubs	\$ 50,786	0	0
Photographic Equipment and Supplies	\$ 48,978	0	1,000
Fluid Power Cylinders & Actuators	\$ 48,555	0	1,000
Condensed and Evaporated Milk	\$ 45,956	0	0
Textile Bags	\$ 45,836	0	0
Welding Apparatus	\$ 42,778	0	1,000
Fluid Milk	\$ 41,863	0	63,000
Book Publishing	\$ 40,786	0	3,000
Typesetting	\$ 39,945	0	10,000
Metal Cans	\$ 39,926	0	6,000

Table D.1. (continued)

Importing Commodity	Level of Competitive Import	Total Industry Output	Commodity Sales
Dairy Farm Products	\$ 39,659	3,496,169	3,386,000
Metalworking Machinery, N.E.C.	\$ 37,866	0	5,000
Stationery Products	\$ 37,745	0	2,000
Building Materials & Gardening	\$ 34,373	3,666,817	3,673,000
Surface Active Agents	\$ 32,878	0	203,000
Fabricated Textile Products, N.E.C.	\$ 32,844	0	2,000
Power Driven Hand Tools	\$ 31,885	0	1,000
Computer Peripheral Equipment,	\$ 30,988	0	0
Beauty and Barber Shops	\$ 29,877	818,896	819,000
Other Educational Services	\$ 29,285	53,269	53,000
Fluid Power Pumps & Motors	\$ 28,794	0	1,000
Automotive Dealers & Service Stations	\$ 27,986	11,879,601	11,901,000
Electrical Equipment, N.E.C.	\$ 26,315	0	0
Ranch Fed Cattle	\$ 25,742	2,798,557	2,743,000
Organic Fibers, Noncellulosic	\$ 25,578	0	12,000
Toilet Preparations	\$ 24,649	0	24,000
Service Industry Machines, N.E.C.	\$ 24,355	0	9,000
Marking Devices	\$ 23,539	0	4,000
Radio and TV Broadcasting	\$ 23,200	1,826,828	166,000
Luggage	\$ 23,174	0	0
Flavoring Extracts and Syrups, N.E.C.	\$ 22,812	0	8,000
Pens and Mechanical Pencils	\$ 21,608	0	0
Metal Heat Treating	\$ 21,056	0	7,000
Printing Trades Machinery	\$ 20,760	0	1,000
Boat Building and Repairing	\$ 20,070	0	0
Surgical Appliances and Supplies	\$ 20,063	2,672,941	2,456,000
Primary Metal Products, N.E.C	\$ 19,663	0	6,000
Lawn and Garden Equipment	\$ 18,834	0	1,000
Household Vacuum Cleaners	\$ 18,183	0	0
Sporting and Athletic Goods, N.E.C.	\$ 17,284	0	6,000
Industrial Patterns	\$ 17,277	0	1,000
Silverware and Plated Ware	\$ 17,253	0	0
Printed Circuit Boards	\$ 16,461	0	3,000
Metal Foil and Leaf	\$ 16,018	0	0
Plating and Polishing	\$ 15,680	704,253	664,000
Electromedical Apparatus	\$ 14,666	0	10,000
Flour and Other Grain Mill Products	\$ 14,467	0	3,000
General Merchandise Stores	\$ 13,245	8,682,294	8,696,000
Forestry Products	\$ 12,633	0	31,000
Food Stores	\$ 12,618	11,176,435	11,194,000
Games, Toys, and Children's Vehicles	\$ 12,236	0	4,000
Signs and Advertising Displays	\$ 10,849	0	2,000
Aircraft and Missile Equipment,	\$ 10,599	0	6,000

Table D.1. (continued)

Importing Commodity	Level of Competitive Import	Total Industry Output	Commodity Sales
Transformers	\$ 10,326	0	0
Food Preparations, N.E.C	\$ 10,316	0	3,000
Metal Household Furniture	\$ 10,239	0	0
Miscellaneous Livestock	\$ 9,857	533,227	479,000
Wood Containers	\$ 9,823	0	0
Nonmetallic Minerals (Except Fuels) Service	\$ 9,773	0	45,000
Synthetic Rubber	\$ 8,235	0	162,000
Radio and TV Receiving Sets	\$ 7,783	0	0
Nonmetallic Mineral Products, N.E.C.	\$ 7,150	0	0
Automobile Parking and Car Wash	\$ 6,800	1,281,631	1,340,000
Electrical Industrial Apparatus, N.E.C.	\$ 6,763	0	1,000
Machine Tools, Metal Cutting Types	\$ 6,730	0	2,000
Food Products Machinery	\$ 6,245	0	3,000
Primary Nonferrous Metals, N.E.C.	\$ 5,775	0	60,000
Automotive and Apparel Trimmings	\$ 5,489	0	1,000
Other Nonprofit Organizations	\$ 5,112	1,135,420	1,135,000
Social Services, N.E.C.	\$ 5,100	135,463	135,000
Lead Pencils and Art Goods	\$ 4,963	0	1,000
Sheep, Lambs and Goats	\$ 4,740	155,550	152,000
Surgical and Medical Instrument	\$ 4,698	0	77,000
Machine Tools, Metal Forming Types	\$ 4,519	0	3,000
Wet Corn Milling	\$ 4,425	0	7,000
Footwear Cut Stock	\$ 4,327	0	0
Hogs, Pigs and Swine	\$ 4,270	47,656	47,000
Metal Partitions and Fixtures	\$ 4,211	0	1,000
Book Printing	\$ 4,146	0	23,000
Watch, Clock, Jewelry and Furniture Repair	\$ 3,847	0	0
Small Arms	\$ 3,567	0	0
Computer Terminals	\$ 3,508	0	0
Ophthalmic Goods	\$ 3,493	0	8,000
Bookbinding & Related	\$ 3,310	0	2,000
Calculating and Accounting Machines	\$ 3,140	0	0
Primary Aluminum	\$ 2,958	0	226,000
Vegetable Oil Mills, N.E.C	\$ 2,949	0	1,000
Gum and Wood Chemicals	\$ 2,849	0	0
Household Cooking Equipment	\$ 2,404	0	2,000
New Mineral Extraction Facilities	\$ 1,416	475,947	476,000
Portrait and Photographic Studios	\$ 1,243	71,074	132,000
Analytical Instruments	\$ 1,158	0	1,000
Industrial Furnaces and Ovens	\$ 1,158	0	7,000
Oil Field Machinery	\$ 1,087	0	0
Packaging Machinery	\$ 881	0	4,000
Household Refrigerators and Freezers	\$ 858	0	1,000

Table D.1. (continued)

Importing Commodity	Level of Competitive Import	Total Industry Output	Commodity Sales
Fasteners, Buttons, Needles, Pins	\$ 692	0	0
Costume Jewelry	\$ 686	0	0
Optical Instruments & Lenses	\$ 306	0	1,000
Scales and Balances	\$ 256	0	0
Typewriters and Office Machines N.E.C.	\$ 254	0	0
Search & Navigation Equipment	\$ 209	0	1,000
Amusement and Recreation Services, N.E.C.	\$ 43	15,534,598	15,793,000
Paper Industries Machinery	\$ 20	0	10,000
Metal Mining Services	\$ 4	1,333,764	28,760,000
Uranium-radium-vanadium Ores	\$ 0	0	3,035,000
