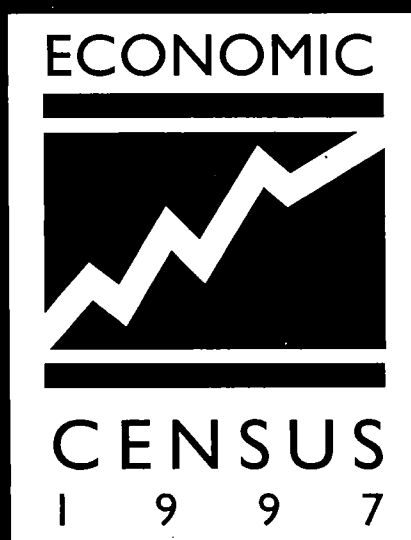


LATEST INFORMATION FROM THE

ECONOMIC CENSUS

Economic Census



PHOTOCOPY
PRESERVATION

**PHOTOCOPY
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www.census.gov/econ97

**PHOTOCOPY
PRESERVATION**

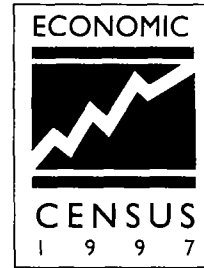
1997 Economic Census
U.S. Census Bureau
Washington, DC 20233-6100

(301) 457-2547

fax **(301) 457-2058**
e-mail **econ97@census.gov**

1997 Economic Census
Advance Report
March 1999
www.census.gov/econ97

Economic Census Slide Rule



SIC Divisions

(Place ■ by any category to see data below)

- Mining
- Construction
- Manufacturing
- Transportation, Communications, and Utilities
- Wholesale Trade
- Retail Trade
- Finance, Insurance, and Real Estate
- Services

Every 5 years, the Economic Census profiles the American economy. It helps build key indicators, like Gross Domestic Product—plus industry and local area facts to help business planning. Use this slide rule to see how the economy adds up for you...with the 1997 Economic Census.

U.S. Census Bureau

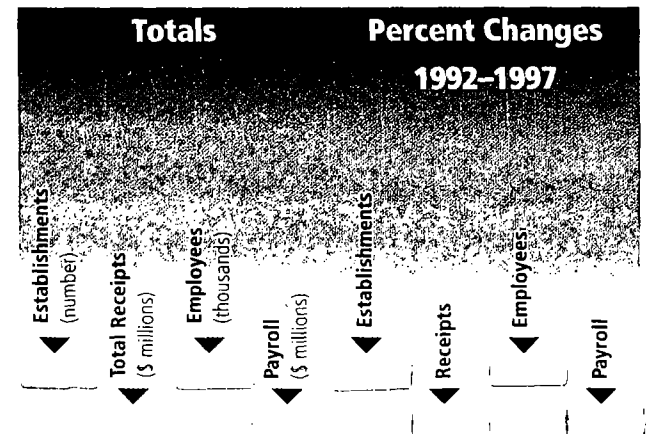
Source: 1997 Economic Census "Advance Report"

2,306,942		34,224		13.4		24.9
\$		\$		\$		\$
1,566,049	2,453,309	21,349	921,942	2.6	48.8	16.0
518,215	\$	6,507	\$	4.6	\$	12.4
293,882	2,562,094	5,823	293,578	16.2	35.2	18.0
377,673	4,212,312	17,634	234,445	1.8	30.1	4.0
631,595	1,146,184	5,617	204,651	10.3	44.9	20.3
26,100	3,964,789	550	596,170	-15.2	32.0	-13.8
	832,489		170,283		54.4	44.6
	158,482		22,145		-2.2	-8.5

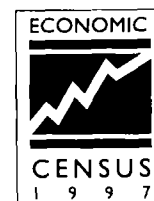
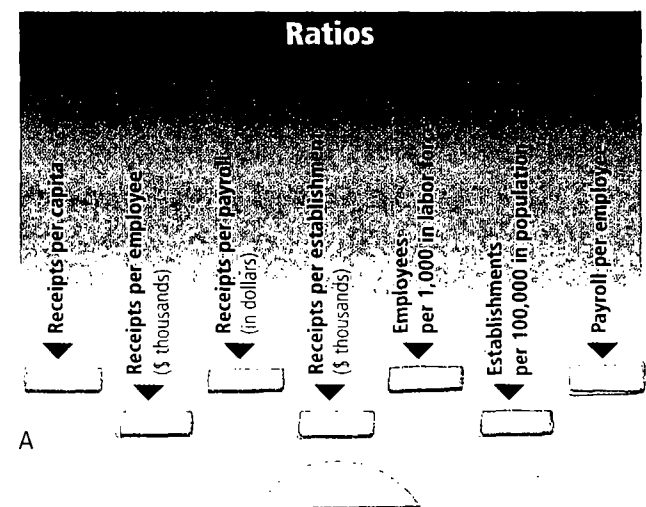
9,167		2.7		252		26,939
\$		\$		\$		\$
9,573	72	8.7	1,063	157	862	13,751
15,739	\$	18.0	\$	48	\$	36,030
4,283	120	5.6	1,636	43	585	35,147
14,814	647	6.7	8,129	130	194	33,808
3,111	197	4.9	3,900	41	110	30,317
592	225	7.2	10,498	4	141	40,253
	148		1,318		236	
	288		6,072		10	

Preliminary, data subject to change

\$-does not meet publication standards



www.census.gov/econ97

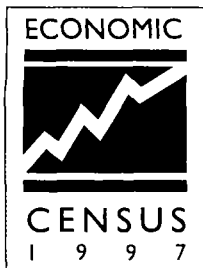


Robert A. Marske
Special Assistant
(301) 457-2547

Economic Planning Staff
U.S. Bureau of the Census
Washington, DC 20233-6100

fax (301) 457-2058

Economic Census Slide Rule



NAICS Sectors

(Place ■ by any category to see data below)

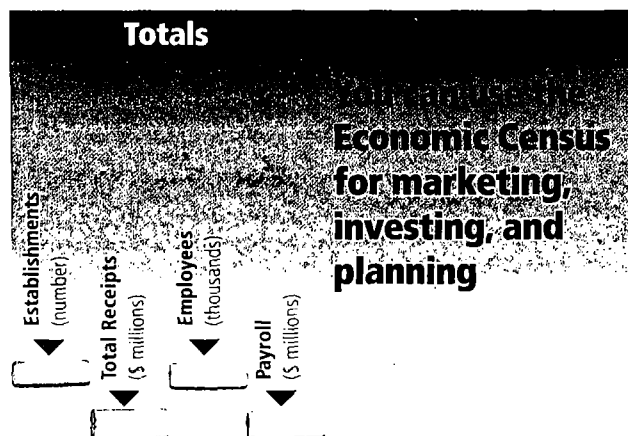
Mining
Utilities
Construction
Manufacturing
Wholesale Trade
Retail Trade
Transportation and Warehousing
Information
Finance and Insurance
Real Estate and Rental and Leasing
Professional, Scientific, and Technical
Management of Companies and Enterprises
Administrative and Waste Management
Educational Services
Health Care and Social Assistance
Arts, Entertainment, and Recreation
Accommodation and Food Services
Other Services



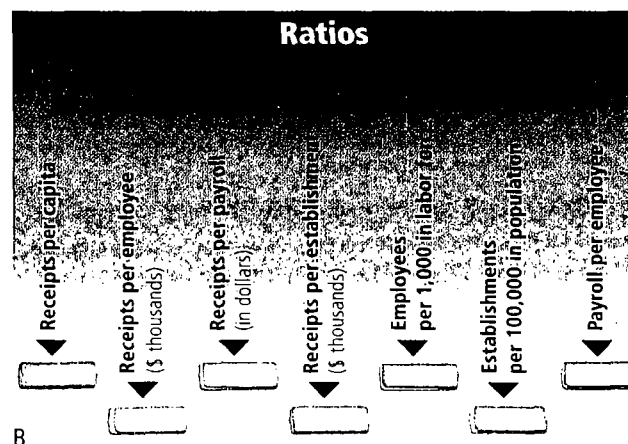
This census introduces the North American Industry Classification System (NAICS). NAICS highlights services, high technology, and emerging industries.

U.S. Census Bureau

Source: 1997 Economic Census "Advance Report"



www.census.gov/econ97



B

1997 Economic Census
Advance Report
March 1999
www.census.gov/econ97

521,292		3,318	
\$		\$	
99,690	270,413	1,572	67,096
645,841	\$	13,617	\$
40,996	103,114	332	32,329
276,588	889,599	7,439	379,308
\$	20,934	\$	6,629
621,605	302,757	5,416	137,704
289,871	\$	1,761	\$
398,169	608,627	5,768	233,323
115,386	249,519	3,222	43,560
177,770	2,254,492	2,927	263,335
1,120,249	641,651	14,116	135,235
453,184	318,546	5,820	82,410
364,377	2,456,574	17,000	238,792
649,601	4,055,023	5,733	215,741
15,558	3,855,525	711	574,078
25,868	865,314	548	174,679
	391,243		36,899
	158,091		22,055

1,010		4.0		24		20,222
\$		\$		\$		\$
385	82	3.2	519	12	195	20,567
3,324	\$	2.3	\$	100	\$	27,856
78	66	3.2	1,034	2	37	19,937
1,131	65	2.2	1,377	55	241	18,511
\$	63	\$	511	\$	15	\$
2,274	41	2.6	1,095	40	103	43,080
932	\$	5.7	\$	13	\$	24,733
8,424	112	8.6	979	42	232	45,656
2,397	142	4.7	861	24	108	41,972
1,190	391	3.9	5,662	22	149	28,154
9,179	199	10.3	5,560	104	43	16,917
15,151	109	18.8	1,792	43	66	37,066
14,406	174	6.7	2,193	125	419	33,770
3,233	697	5.0	8,948	42	169	30,471
1,462	227	10.6	10,581	5	136	51,893
591	151	7.2	1,332	4	243	40,276
	550		25,147		6	
	289		6,111		10	

B
Preliminary; data subject to change

\$ does not meet publication standards

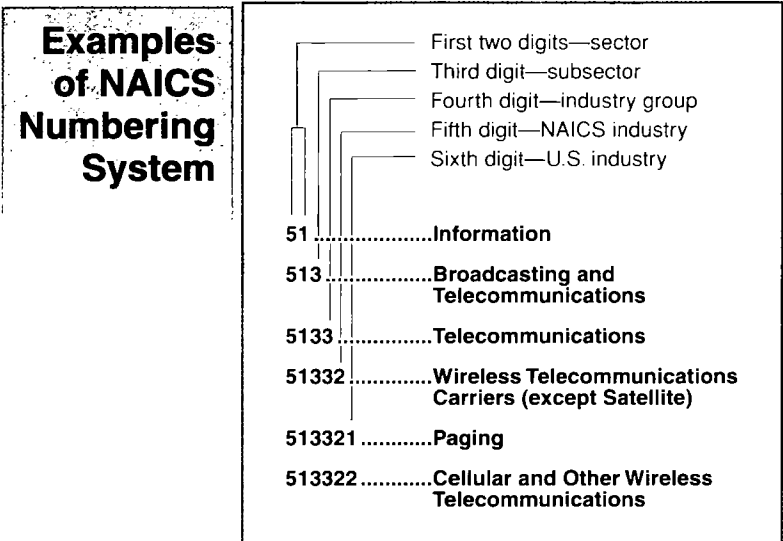


What is NAICS?

NAICS (pronounced "nakes") is the new North American Industry Classification System. It replaces the decades-old Standard Industrial Classification (SIC) system. It provides a better way to classify individual businesses. It will be widely used by government and by business. It will change what information is available. NAICS will reshape the way we view our changing economy.

Why is NAICS better?

- **Relevancy.** NAICS identifies more industries that contribute to today's economy; over 350 new industries and 9 new service industry sectors. The Manufacturing sector is restructured to recognize new high-tech industries.
- **Comparability.** NAICS was developed by the United States, Canada, and Mexico to produce comparable data.
- **Consistency.** NAICS uses a consistent principle: businesses that use similar production processes are grouped together.
- **Adaptability.** NAICS will be reviewed every 5 years, so classifications and information keep up with our changing economy.
- **Quality.** NAICS will improve key measures of U.S. economic activity such as retail sales, manufacturers' shipments, and service industry receipts.



When will I have NAICS-based statistics?

The 1997 Economic Census will provide the first official NAICS-based statistics. Advance statistics will appear in early 1999. A report in 2000 will show relationships between NAICS and SIC industries.

Industry-based surveys like retail sales and manufacturers' shipments, inventories, and orders will be restructured. The first reports on a NAICS basis will be published in 2000 with data for 1998 and 1999.

Implementation by Federal agencies will be in phases. Some agency programs will convert to NAICS as early as 1999, others as late as 2004. Visit the Census Bureau's NAICS Internet site for a detailed schedule (www.census.gov/naics).

Examples of New NAICS Industries:
Casino Hotels
Diet and Weight Reducing Centers
Fiber Optic Cable Manufacturing
Hazardous Waste Collection
HMO Medical Centers
Industrial Design Services
Investment Banking and Securities Dealing
Management Consulting Services
Paging
Satellite Telecommunications
Software Publishers
Telemarketing Bureaus

How will NAICS affect economic data I use?

NAICS provides a new tool that ensures that economic statistics reflect our Nation's changing economy. However, improved statistics will result in time series breaks. Current economic surveys like monthly retail sales and manufacturers' shipments, inventories, and orders will be particularly affected.

Every sector of the economy has been restructured and redefined:

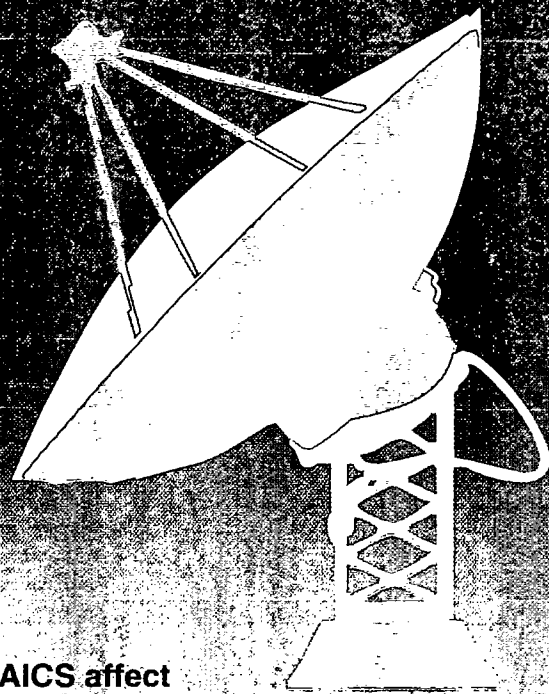
A new *Information* sector combines communications, publishing, motion picture and sound recording, and online services, recognizing our information-based economy.

Manufacturing is restructured to recognize new high-tech industries. A new subsector is devoted to computers and electronics, including reproduction of software.

Retail Trade is redefined. In addition, eating and drinking places are transferred to a new *Accommodation and Food Services* sector.

The difference between *Retail* and *Wholesale* is now based on how each store conducts business. For example, many computer stores are reclassified from wholesale to retail.

Nine new service sectors and 250 new service industries are recognized.

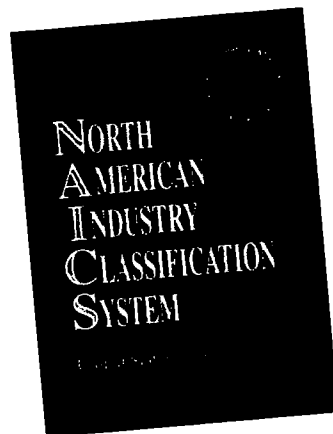


NAICS is here!

**Are you ready to
make the transition?**

NAICS Codes and Sectors

Code	Sector
11	Agriculture, Forestry, Fishing, and Hunting
21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information
52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support, Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Food Services
81	Other Services
92	Public Administration



The NAICS manual "North American Industry Classification System—United States, 1997" includes:

- ◆ Definitions for each industry
- ◆ Tables showing correspondence between NAICS and SIC categories, and vice versa
- ◆ An index that can help you find an industry or classify your own business.

It is available in print (\$32.50 hardcover, \$28.50 softcover) or on CD-ROM (\$45) plus handling, from NTIS (National Technical Information Service) (1-800-553-6847 or 1-703-605-6000; www.ntis.gov/naics)



*H*ow can I learn more?



Access the Census Bureau's
NAICS Internet site at
www.census.gov/naics



OR contact our resident
expert on industry classification "**Dr. NAICS**"

by phone **1-888-75NAICS**



OR by E-mail
naics@census.gov

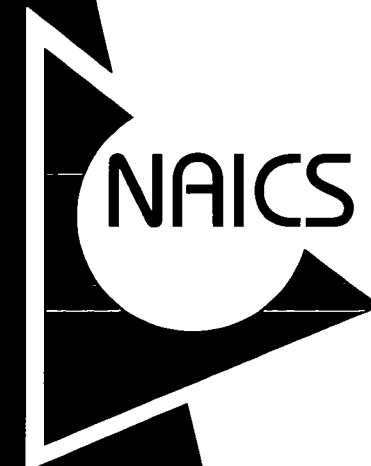
NAICS02
Issued June 1998

*"The U.S. is getting new data for a
New Economy—and it's about time."*

—BUSINESS WEEK

North American Industry Classification System

calibrating a new economy



Economic Classification Policy Committee

Clinton Presidential Records Digital Records Marker

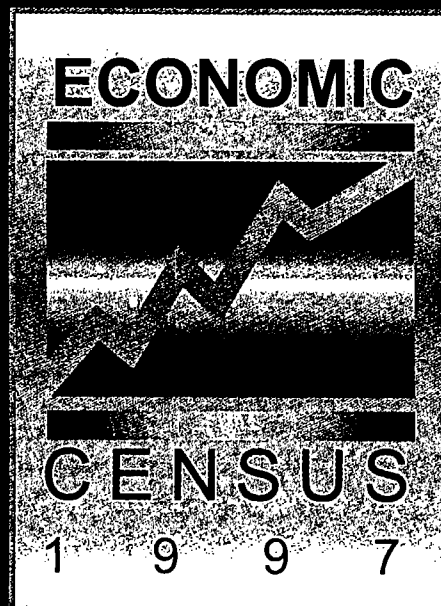
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Publications have not been scanned in their entirety for the purpose of digitization. To see the full publication please search online or visit the Clinton Presidential Library's Research Room.

U.S. Census Bureau *the Official Statistics*™

Preview to the
**1997
Economic
Census**



U.S. Department of Commerce
Economics and Statistics Administration
BUREAU OF THE CENSUS

HUNGRY for BUSINESS DATA?

Picture and Sound Recording Industries	22,100
Computer and Electronic Equipment Manufacturers	17,240
Food Manufacturing	26,970
Motor Vehicle and Parts Dealers	122,970
Health and Personal Care Stores	83,194
Travel and Transportation	10,920

Your **TABLE** is waiting.

www.census.gov/econ97

U.S. Census Bureau • U.S. Department of Commerce



HUNGRY for BUSINESS DATA?

Amusement and Recreation Industries	22,100
Hotel and Residential Care Facilities	57,350
Picture and Sound Recording Industries	22,100
Computer and Electronic Equipment Manufacturers	17,240
Food Manufacturing	26,970
Motor Vehicle and Parts Dealers	122,970
Health and Personal Care Stores	83,194
Travel and Transportation	10,920
Post and Telecommunications Companies	44,000
Gaming and Recreation Industries	62,920
Manufacturers	17,100

Your **TABLE** is waiting.

www.census.gov/econ97

U.S. Census Bureau • U.S. Department of Commerce



New **DATA** for
Today's **ECONOMY**

it's **here!**
it's **better!**
it's **online!**
it's the newest
look at our
nation's
economy.

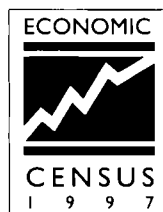


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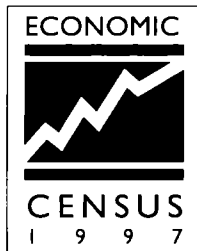
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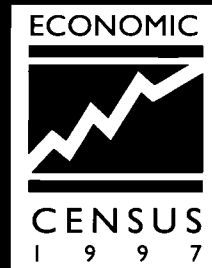
U.S. Census Bureau
U.S. Department of Commerce

www.census.gov/econ97

HUNGRY for
BUSINESS **DATA?**

Shipments	222,540
and Residential Care Facilities	57,359
on Picture and Sound Recording Industries	22,100
Computer and Electronic Equipment Manufacturers	17,240
Food Manufacturing	26,970
Motor Vehicle and Parts Dealers	122,970
Health and Personal Care Stores	83,194
Couriers and Messengers	10,923
roadcasting and Telecommunications Companies	44,007
Gambling and Recreation Industries	62,925
Manufacturers	17,240

Your **TABLE** is waiting.



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U.S. Census Bureau • U.S. Department of Commerce

HUNGRY for
BUSINESS **DATA?**

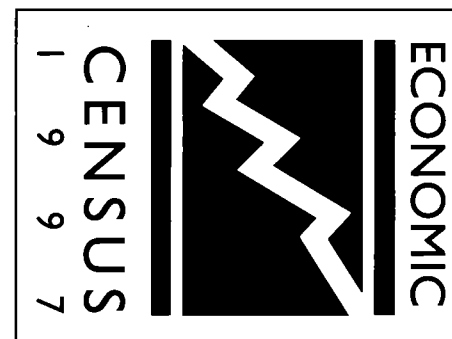
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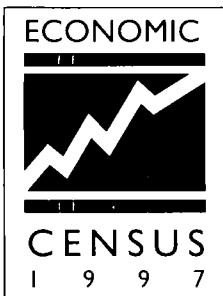
Your **TABLE** is waiting.



www.census.gov/econ97

U.S. Census Bureau • U.S. Department of Commerce





NEW DATA FOR TODAY'S ECONOMY

www.census.gov/econ97

Jennifer Klein
The White House
2nd FI West Wing
1600 Pennsylvania Ave NW
Washington, DC 20500-0006

Dear state data center affiliate:

The 1997 Economic Census has new data that are of interest to your customers. We have enclosed a sampler of the data now available for the metro Washington area, and we invite you to look for more at our web site, www.census.gov/econ97.

Economic Census data have many uses for organizations like yours, as well as for the business planning and marketing your customers do.

These are among the first statistics ever published according to the new North American Industry Classification System (NAICS). NAICS replaces the old SIC system and gives us a new view of the economy. The enclosed brochure, "Calibrating a New Economy", tells you more about NAICS.

Here are some ways to share these interesting new data with your customers:

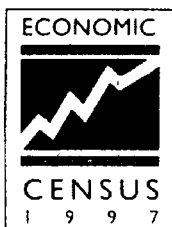
- Publish an article adapted from the enclosed press release.
- Republish some of the statistics in the enclosed statistical profile.
- Compare your area to other areas, or to national figures you find at our web site.
- Run one of the enclosed public service announcements.
- Tell your audience through meetings or other appropriate forums.

You will find a lot of interesting information about the Economic Census in the enclosed folder. If you would like more, check out our special web site for SDC and BIDC participants: from www.census.gov/econ97, click on "Writer's Toolkit". Or call Bob Marske or me at 301-457-2547.

Sincerely,

Paul T. Zeisset
1997 Economic Census
U.S. Census Bureau

Enclosure: Profile for Washington, DC--MD--VA--WV PMSA



U.S. Census Bureau

U.S. Department of Commerce

Metro Washington Retailers Top \$43 Billion in Sales

New Data Also Available for Health Care, Entertainment, Other Sectors

--For immediate release--

The first reports for District of Columbia from the 1997 Economic Census show that the 17135 retailers in the Washington, DC--MD--VA--WV PMSA made \$43.8 billion in sales during 1997.

That works out to \$82572 in retail sales per capita, above the District of Columbia average of \$5263 sales per capita, and above the national average of \$9179.

Fairfax County accounted for \$9.3 billion or 21 percent of sales in the Washington, DC--MD--VA--WV PMSA. (Other components of this metro area and of the entire Washington--Baltimore, DC--MD--VA--WV CMSA are shown in Table 2.)

The reports also show sales or receipts, employment, and payroll for 122 different kinds of retail business, as well as specific industries within 7 other sectors.

Data for other sectors of the Washington metro area economy will be published across the next few months.

Economic Census data have many uses for business planning and marketing, as well as in the development of public policy. Alan Greenspan has called Economic Census data "indispensable to understanding America's economy".

These reports present the first District of Columbia data ever reported according to the new North American Industry Classification System (NAICS). Developed cooperatively by the U.S., Canada, and Mexico, NAICS replaces the Standard Industrial Classification (SIC) system in use in the U.S. for the last 50 years. NAICS identifies over 350 new industries, from paging to pet care services, cable networks to telemarketing bureaus. Because definitions of most industries and sectors have changed, reports for local areas make no comparisons to 1992 data, when the previous economic census was collected.

The Census Bureau is publishing all of the new Economic Census data on the World Wide Web and on CD-ROM.

Anyone can access new data for the Washington area the day they are published, or obtain corresponding figures for neighboring counties, the state, or the entire U.S.

National totals are preliminary until replaced by final figures in early 2000.

To view these and other data on the web, or to learn more about the Economic Census, go to www.census.gov/econ97.

-x-

Editor's note: For more background information, see www.census.gov/econ97 and click on "Writer's Toolkit" in the left column, or call Robert Marske at 301-457-2547.

Table 1: 1997 Economic Census Profile for Washington, DC--MD--VA--WV PMSA

NAICS	Industry Description	Number of establishments	Sales or receipts (\$1,000)	Number of employees	Payroll (\$1,000)
21	Mining (not published for metro areas)				
22	Utilities (not yet available)				
23	Construction (not published for metro areas)				
42	Wholesale trade	4,597	47,260,420	69,965	3,136,480
421	Wholesale trade, durable goods	3,246	35,121,702	47,424	2,328,416
4211	Motor vehicle & motor vehicle parts & supplies whsle	316	14,853,895	5,205	185,619
4212	Furniture & home furnishings whsle	276	1,231,297	2,235	92,251
4213	Lumber & other construction materials whsle	143	930,401	1,704	64,913
4214	Professional & commercial equipment & supplies whsle	858	9,101,092	18,729	1,156,175
42143	Computer & computer peripheral equipment & software whsle	477	7,624,096	13,026	888,516
4215	Metal & mineral (except petroleum) whsle	58	D	(500-999)	D
4216	Electrical goods whsle	531	4,289,323	8,335	408,511
42169	Other electronic parts & equipment whsle	360	3,285,964	6,280	318,939
4217	Hardware, & plumbing & heating equipment & supplies whsle	251	945,400	2,780	95,987
4218	Machinery, equipment, & supplies whsle	512	2,685,054	5,541	230,563
4219	Miscellaneous durable goods whsle	301	D	(1000-2499)	D
422	Wholesale trade, nondurable goods	1,351	12,138,718	22,541	808,064
4221	Paper & paper product whsle	171	1,036,716	2,205	107,766
4222	Drugs, & druggists' sundries whsle	60	D	(1000-2499)	D
4223	Apparel, piece goods, & notions whsle	118	D	(500-999)	D
4224	Grocery & related products whsle	374	4,133,274	9,091	278,665
42249	Other grocery & related products whsle	149	D	(2500-4999)	D
4225	Farm-product raw material whsle	29	D	(100-249)	D
4226	Chemical & allied products whsle	99	D	(500-999)	D
4227	Petroleum & petroleum products whsle	58	D	(1000-2499)	D
4228	Beer, wine, & distilled alcoholic beverage whsle	68	949,140	2,003	75,755
4229	Miscellaneous nondurable goods whsle	374	D	(2500-4999)	D
44-45	Retail trade	17,135	43,754,300	243,933	4,592,622
441	Motor vehicle & parts dealers	1,337	11,264,254	29,077	959,737
4411	Automobile dealers	539	10,181,173	21,579	780,724
44111	New car dealers	312	9,698,837	20,661	754,063
4412	Other motor vehicle dealers	88	226,769	887	24,468
4413	Automotive parts, accessories, & tire stores	710	856,312	6,611	154,545
442	Furniture & home furnishings stores	1,211	1,596,294	10,010	210,581
4421	Furniture stores	476	844,887	4,561	106,633
4422	Home furnishings stores	735	751,407	5,449	103,948
443	Electronics & appliance stores	803	1,873,999	8,873	182,052
44311	Appliance, television, & other electronics stores	483	962,164	5,717	99,927
443112	Radio, television, & other electronics stores	360	864,205	5,019	86,674
444	Building material & garden equipment & supplies dealers	1,015	3,662,689	17,884	410,355
4441	Building material & supplies dealers	815	3,364,352	15,625	366,275
44411	Home centers	67	1,120,287	7,363	110,784
44419	Other building material dealers	504	2,039,675	6,705	226,774
4442	Lawn & garden equipment & supplies stores	200	298,337	2,259	44,080

D = Withheld to avoid disclosure of confidential information. N = Not available. [t] = Subject to Federal income tax. [n] = Tax-exempt.

These data include establishments with paid employees, except auxiliaries. Establishments subject to Federal income tax [t] and tax-exempt [n] establishments are classified in the same industries but reported on separate lines. 5- and 6- digit industries with fewer than 5000 employees are not shown here.

Source: 1997 Economic Census, data available as of 11/19/1999. For data issued since that date, or other areas, see www.census.gov/econ97.

Table 1: 1997 Economic Census Profile for Washington, DC--MD--VA--WV PMSA

NAICS	Industry Description	Number of establishments	Sales or receipts (\$1,000)	Number of employees	Payroll (\$1,000)
445	Food & beverage stores	2,578	8,245,440	50,219	971,905
4451	Grocery stores	1,659	7,451,656	44,502	888,231
44511	Supermarkets & other grocery (except convenience) stores	1,036	6,954,872	39,376	834,690
44512	Convenience stores	623	496,784	5,126	53,541
4452	Specialty food stores	323	201,468	2,066	26,737
4453	Beer, wine, & liquor stores	596	592,316	3,651	56,937
446	Health & personal care stores	1,285	1,930,369	14,321	233,429
44611	Pharmacies & drug stores	521	1,500,838	10,216	151,603
447	Gasoline stations	1,534	2,967,025	12,764	204,061
44711	Gasoline stations with convenience stores	549	1,132,460	5,084	67,926
44719	Other gasoline stations	985	1,834,565	7,680	136,135
448	Clothing & clothing accessories stores	2,894	3,271,960	30,526	402,911
4481	Clothing stores	1,736	2,415,675	23,368	291,460
44812	Women's clothing stores	705	619,877	6,649	80,890
44814	Family clothing stores	356	1,173,296	10,960	135,032
4482	Shoe stores	602	429,535	3,927	49,364
4483	Jewelry, luggage, & leather goods stores	556	426,750	3,231	62,087
451	Sporting goods, hobby, book, & music stores	1,254	1,535,308	12,938	179,926
4511	Sporting goods, hobby, & musical instrument stores	768	976,056	8,460	117,979
4512	Book, periodical, & music stores	486	559,252	4,478	61,947
452	General merchandise stores	435	5,209,023	37,791	500,059
4521	Department stores (excl leased depts)	161	3,822,054	30,916	407,035
4529	Other general merchandise stores	274	1,386,969	6,875	93,024
453	Miscellaneous store retailers	2,095	1,236,414	13,998	185,691
4531	Florists	386	133,504	2,194	32,246
4532	Office supplies, stationery, & gift stores	742	592,218	5,522	67,279
4533	Used merchandise stores	337	133,377	2,460	28,541
4539	Other miscellaneous store retailers	630	377,315	3,822	57,625
454	Nonstore retailers	694	961,525	5,532	151,915
4541	Electronic shopping & mail-order houses	170	293,204	1,313	49,471
4542	Vending machine operators	86	91,568	690	17,098
4543	Direct selling establishments	438	576,753	3,529	85,346
5112	Software publishers	426	2,202,275	9,839	695,743
512	Motion picture & sound recording industries	507	573,407	5,164	153,054
5121	Motion picture & video industries	442	539,976	4,818	144,249
5122	Sound recording industries	65	33,431	346	8,805
513	Broadcasting & telecommunications	884	15,457,260	51,460	2,832,848
5131	Radio & television broadcasting	141	1,352,626	5,478	314,700
5132	Cable networks & program distribution	78	1,087,118	5,032	201,808
514	Information services & data processing services	544	4,352,276	20,942	1,287,904
5141	Information services	262	2,770,453	9,182	807,338
51419	Other information services	182	D	(5000-9999)	D
514191	On-line information services	164	2,539,600	7,001	696,809
5142	Data processing services	282	1,581,823	11,760	480,566

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Table 1: 1997 Economic Census Profile for Washington, DC--MD--VA--WV PMSA

NAICS	Industry Description	Number of establishments	Sales or receipts (\$1,000)	Number of employees	Payroll (\$1,000)
52	Finance & insurance (not yet available)				
53	Real estate & rental & leasing (not yet available)				
54	Professional, scientific, & technical services [t]	19,461	37,756,987	285,204	14,987,416
54	Professional, scientific, & technical services [n]	470	2,172,287	16,297	831,848
5411	Legal services [t]	4,354	7,368,819	42,432	2,737,825
5411	Legal services [n]	81	52,571	721	24,796
54111	Offices of lawyers [t]	4,050	7,204,780	40,636	2,681,335
5412	Accounting, tax return prep, bookkeeping, & payroll services [t]	1,880	1,745,490	22,186	811,841
54121	Accounting, tax return prep, bookkeeping, & payroll services [t]	1,880	1,745,490	22,186	811,841
541211	Offices of certified public accountants [t]	1,094	1,409,383	12,700	630,068
5413	Architectural, engineering, & related services [t]	2,669	6,521,371	54,910	2,709,456
54133	Engineering services [t]	1,830	5,690,670	47,096	2,380,465
5414	Specialized design services [t]	733	340,663	2,833	108,139
5415	Computer systems design & related services [t]	3,910	12,798,169	87,867	4,848,808
541511	Custom computer programming services [t]	1,585	4,273,317	33,140	1,875,244
541512	Computer systems design services [t]	1,763	7,397,674	44,174	2,462,410
541513	Computer facilities management services [t]	165	775,751	7,402	338,577
5416	Management, scientific, & technical consulting services [t]	3,695	4,815,278	39,100	2,106,678
54161	Management consulting services [t]	2,653	3,623,656	29,115	1,576,196
541611	Administrative management & general management consulting service [t]	1,381	2,581,310	21,432	1,141,289
54169	Other scientific & technical consulting services [t]	802	906,305	7,165	395,406
5417	Scientific research & development services [t]	529	2,379,261	19,949	974,052
5417	Scientific research & development services [n]	389	2,119,716	15,576	807,052
54171	R&D in the physical, engineering, & life sciences [t]	413	2,053,337	16,378	838,730
54171	R&D in the physical, engineering, & life sciences [n]	203	1,522,741	11,089	614,288
5418	Advertising & related services [t]	1,145	1,328,031	10,941	515,147
5419	Other professional, scientific, & technical services [t]	546	459,905	4,986	175,470
55	Management of companies & enterprises (not published for metro areas)				
56	Administrative & support & waste management & remediation serv	6,423	7,751,867	172,688	3,584,536
561	Administrative & support services	6,189	7,161,473	168,069	3,444,068
5611	Office administrative services	765	1,227,795	14,304	539,944
5612	Facilities support services	141	548,224	7,425	235,386
5613	Employment services	709	1,426,270	50,572	985,297
56132	Temporary help services	495	1,155,277	42,689	789,539
56133	Employee leasing services	60	157,457	5,752	125,845
5614	Business support services	680	788,163	14,212	300,754
56142	Telephone call centers	97	257,858	7,853	128,684
561422	Telemarketing bureaus	45	176,614	6,899	99,931
5615	Travel arrangement & reservation services	962	524,904	7,568	206,257
56151	Travel agencies	797	340,752	5,477	148,435

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Source: 1997 Economic Census, data available as of 11/19/1999. For data issued since that date, or other areas, see www.census.gov/econ97.

Table 1: 1997 Economic Census Profile for Washington, DC--MD--VA--WV PMSA

NAICS	Industry Description	Number of establishments	Sales or receipts (\$1,000)	Number of employees	Payroll (\$1,000)
5616	Investigation & security services	486	756,214	21,891	407,372
56161	Investigation, guard, & armored car services	265	533,680	18,779	322,830
561612	Security guards & patrol services	129	400,259	15,903	260,962
5617	Services to buildings & dwellings	1,821	962,810	43,358	496,875
56172	Janitorial services	1,408	765,650	39,949	416,597
5619	Other support services	625	927,093	8,739	272,183
56199	All other support services	448	531,617	6,050	172,397
562	Waste management & remediation services	234	590,394	4,619	140,468
5621	Waste collection	137	415,743	3,315	95,621
5622	Waste treatment & disposal	30	97,255	562	20,340
5629	Remediation & other waste management services	67	77,396	742	24,507
61	Educational services [t]	965	587,883	7,756	206,431
61	Educational services [n]	319	534,215	3,968	118,425
6114	Business schools, & computer & management training [t]	241	310,950	2,444	104,792
6114	Business schools, & computer & management training [n]	46	65,239	364	14,342
6115	Technical & trade schools [t]	96	51,622	926	22,186
6115	Technical & trade schools [n]	32	15,808	361	6,123
6116	Other schools & instruction [t]	492	148,508	3,759	53,354
6116	Other schools & instruction [n]	171	101,373	1,455	32,370
6117	Educational support services [t]	136	76,803	627	26,099
6117	Educational support services [n]	70	351,795	1,788	65,590
62	Health care & social assistance [t]	10,003	7,270,677	95,753	3,164,637
62	Health care & social assistance [n]	1,949	8,511,260	112,798	3,501,152
621	Ambulatory health care services [t]	8,562	5,721,714	61,352	2,517,978
621	Ambulatory health care services [n]	180	665,200	7,541	229,644
6211	Offices of physicians [t]	4,222	3,074,310	28,730	1,552,241
621111	Offices of physicians (except mental health specialists) [t]	3,885	2,982,799	27,849	1,509,209
6212	Offices of dentists [t]	2,333	1,003,077	11,723	401,730
6213	Offices of other health practitioners [t]	1,334	473,735	6,331	190,419
6214	Outpatient care centers [t]	259	303,665	3,341	102,747
6214	Outpatient care centers [n]	123	513,181	4,427	135,097
6215	Medical & diagnostic laboratories [t]	183	648,196	4,473	166,631
6216	Home health care services [t]	182	174,661	6,017	85,661
6216	Home health care services [n]	45	142,306	3,018	91,312
6219	Other ambulatory health care services [t]	49	44,070	737	18,549
6219	Other ambulatory health care services [n]	12	9,713	96	3,235
622	Hospitals [t]	16	478,704	5,962	174,383
622	Hospitals [n]	47	5,862,834	64,151	2,513,359
6221	General medical & surgical hospitals [t]	7	404,482	4,867	142,447
6221	General medical & surgical hospitals [n]	41	5,500,320	60,514	2,351,310
6222	Psychiatric & substance abuse hospitals [t]	8	D	(1000-2499)	D
6223	Specialty (except psychiatric & substance abuse) hospitals [n]	3	336,597	3,245	146,845
623	Nursing & residential care facilities [t]	315	728,614	16,981	313,894
623	Nursing & residential care facilities [n]	419	643,182	14,794	292,177

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Source: 1997 Economic Census, data available as of 11/19/1999. For data issued since that date, or other areas, see www.census.gov/econ97.

Table 1: 1997 Economic Census Profile for Washington, DC--MD--VA--WV PMSA

NAICS	Industry Description	Number of establishments	Sales or receipts (\$1,000)	Number of employees	Payroll (\$1,000)
6231	Nursing care facilities [t]	88	533,201	11,801	235,890
6231	Nursing care facilities [n]	37	239,062	4,997	110,745
6232	Residential mental retardation/health & substance abuse facility [t]	111	66,035	1,922	32,378
6232	Residential mental retardation/health & substance abuse facility [n]	260	140,653	4,030	71,534
6233	Community care facilities for the elderly [t]	102	117,201	2,957	40,060
6233	Community care facilities for the elderly [n]	52	221,103	4,569	89,342
6239	Other residential care facilities [t]	14	12,177	301	5,566
6239	Other residential care facilities [n]	70	42,364	1,198	20,556
624	Social assistance [t]	1,110	341,645	11,458	158,382
624	Social assistance [n]	1,303	1,340,044	26,312	465,972
6241	Individual & family services [t]	224	71,843	1,342	29,693
6241	Individual & family services [n]	595	663,986	10,155	206,416
6242	Community food & housing/emergency & other relief services [t]	12	4,446	64	1,457
6242	Community food & housing/emergency & other relief services [n]	198	318,771	2,520	68,197
6243	Vocational rehabilitation services [t]	50	32,397	447	14,957
6243	Vocational rehabilitation services [n]	118	221,149	7,651	113,073
6244	Child day care services [t]	824	232,959	9,605	112,275
6244	Child day care services [n]	392	136,138	5,986	78,286
71	Arts, entertainment, & recreation [t]	1,214	1,415,186	18,530	456,838
71	Arts, entertainment, & recreation [n]	323	453,248	6,807	142,260
711	Performing arts, spectator sports, & related industries [t]	467	901,581	6,580	309,731
711	Performing arts, spectator sports, & related industries [n]	81	101,322	1,534	28,609
7111	Performing arts companies [t]	87	306,886	2,579	69,350
7111	Performing arts companies [n]	61	62,391	1,313	21,507
7112	Spectator sports [t]	68	261,119	1,913	143,747
7113	Promoters of performing arts, sports, & similar events [t]	46	211,296	1,339	48,393
7113	Promoters of performing arts, sports, & similar events [n]	20	38,931	221	7,102
7114	Agents/managers for artists, athletes, & other public figures [t]	46	37,717	171	17,495
7115	Independent artists, writers, & performers [t]	220	84,563	578	30,746
712	Museums, historical sites, & similar institutions [t]	17	5,093	93	1,179
712	Museums, historical sites, & similar institutions [n]	68	182,875	1,903	48,057
713	Amusement, gambling, & recreation industries [t]	730	508,512	11,857	145,928
713	Amusement, gambling, & recreation industries [n]	174	169,051	3,370	65,594
7131	Amusement parks & arcades [t]	32	35,462	579	8,318
7139	Other amusement & recreation services [t]	691	D	(10,000+)	D
7139	Other amusement & recreation services [n]	174	169,051	3,370	65,594
71394	Fitness & recreational sports centers [t]	355	231,599	6,585	64,626
72	Accommodation & foodservices (not yet available)				
81	Other services (except public administration) (not yet available)				

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Source: 1997 Economic Census, data available as of 11/19/1999. For data issued since that date, or other areas, see www.census.gov/econ97.

**Table 2: 1997 Economic Census: Ranking by Retail Sales
Washington--Baltimore, DC--MD--VA--WV CMSA**

Retail Trade	Number of establishments	Retail sales ----- (\$1,000) rank	Number of employees	Payroll (\$1,000)	Population	Retail sales per capita (\$)
United States (preliminary)	1,120,249	2,456,574,247	14,115,559	238,792,423	267,636,061	9,179
District of Columbia	2,075	2,788,831	19,608	351,473	529,895	5,263
Washington--Baltimore, DC--MD--VA--WV CMSA	27,318	66,662,563	383,694	7,050,373	7,213,299	9,242
Baltimore, MD PMSA	9,585	21,687,724	132,311	2,340,406	2,475,952	8,759
Baltimore County, MD	3,138	8,243,411	49,690	902,671	720,520	11,441
Anne Arundel County, MD	1,863	4,757,649	2	27,922	487,049	10,118
Baltimore, MD (IC)	2,256	3,438,384	3	23,159	414,701	5,229
Howard County, MD	766	2,010,755	4	11,823	216,158	8,761
Harford County, MD	741	1,755,419	5	10,518	174,587	8,267
Carroll County, MD	604	1,160,569	6	7,366	116,514	7,904
Queen Anne's County, MD	217	321,537	7	1,833	28,726	8,249
Hagerstown, MD PMSA	598	1,220,539	7,450	117,345	127,933	9,540
Washington County, MD	598	1,220,539	1	7,450	117,345	9,540
Washington, DC--MD--VA--WV PMSA	17,135	43,754,300	243,933	4,592,622	4,609,414	9,492
Fairfax County, VA	3,025	9,261,010	1	48,037	980,607	10,120
Montgomery County, MD	3,000	8,914,414	2	46,311	957,769	10,760
Prince George's County, MD	2,425	6,390,538	3	38,214	675,798	8,291
District of Columbia, DC	2,075	2,788,831	4	19,608	351,473	5,263
Prince William County, VA	915	2,563,138	5	13,936	240,488	10,053
Frederick County, MD	741	1,839,289	6	10,644	186,775	10,045
Arlington County, VA	665	1,819,374	7	10,098	188,683	10,353
Alexandria, VA (IC)	593	1,507,569	8	7,746	159,960	12,939
Fairfax, VA (IC)	305	1,288,014	9	5,870	115,522	63,191
Loudoun County, VA	478	1,282,010	10	6,933	128,958	9,640
Charles County, MD	490	1,243,620	11	7,750	128,031	10,792
Spotsylvania County, VA	261	737,610	12	4,038	66,613	9,108
Manassas, VA (IC)	230	647,495	13	3,355	64,917	18,843
Fredericksburg, VA (IC)	317	567,275	14	3,701	60,709	26,922
Stafford County, VA	202	413,532	15	2,336	39,714	4,710
Calvert County, MD	190	404,019	16	2,566	42,736	5,828

These data include establishments with paid employees, except auxiliaries.

Source: 1997 Economic Census, and 1997 population estimates, data available as of **11/19/1999**

For data issued since that date, or other areas, see www.census.gov/econ97.

**Table 2: 1997 Economic Census: Ranking by Retail Sales
Washington--Baltimore, DC--MD--VA--WV CMSA**

Retail Trade	Number of establishments	Retail sales		Number of employees	Payroll (\$1,000)	Population	Retail sales per capita (\$)
		----- (\$1,000)	rank				
Falls Church, VA (IC)	120	355,628	17	1,536	34,667	9,888	35,966
Fauquier County, VA	223	353,092	18	2,052	36,550	52,992	6,663
Culpeper County, VA	153	306,977	19	1,812	28,366	32,403	9,474
Warren County, VA	142	199,740	20	1,354	19,565	29,929	6,674
King George County, VA	48	53,247	21	306	4,781	16,913	3,148
Clarke County, VA	44	44,797	22	297	3,736	12,746	3,515
Manassas Park, VA (IC)	16	28,702	23	142	2,937	8,485	3,383

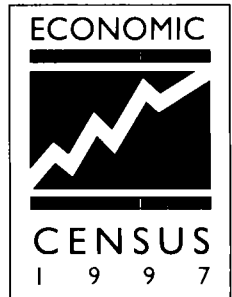
These data include establishments with paid employees, except auxiliaries.

Source: 1997 Economic Census, and 1997 population estimates, data available as of **11/19/1999**

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Media Release

www.census.gov/econ97



COMMERCE DEPARTMENT releases **First** 1997 ECONOMIC CENSUS DATA

Premiere of New Business Classification System

Washington, DC March 16, 1999

The Commerce Department's Census Bureau today released the 1997 Economic Census, marking the premiere of a new business classification system that will be used to measure the U.S. economy in the new century.

The 1997 Economic Census is based on the new system known as the North American Industry Classification System (NAICS) and contains, for the first time, measurement of such key components of the 21st century economy as information, high-tech support services and entertainment sectors, among others.

The 1997 Economic Census data were released at a news conference by Commerce Under Secretary for Economic Affairs Robert J. Shapiro, Census Bureau Director Kenneth Prewitt and Bureau of Economic Analysis Director J. Steven Landefeld.

Commerce Secretary William M. Daley said, "The 1997 Economic Census reveals a diverse, high-powered economy that, guided by the Administration's sound economic policy, is fueling the longest peacetime expansion in our history."

"The 1997 Economic Census provides the first snapshot of the economy as it enters the new millennium," Shapiro said. "This new and improved version gives business and government a better framework to make decisions that will keep our economy in high gear."

Prewitt added, "Our new system of measurement is organized the way our economy is organized, recognizing the role of new technology and the services that define our daily lives."

The Economic Census provides a detailed portrait of the economy every five years, from the national to the local level. Results from the 1997 Census will provide information on businesses operating at more than 21 million locations, giving key information on the number of businesses and employees, the value of shipments, sales, receipts, revenue and payroll. This advance report is the first in a series of more detailed reports that will follow over the next two years.

The NAICS system replaces the Standard Industrial Classification (SIC) system that began 60 years ago. NAICS better measures the 21st century economy by highlighting businesses that contribute the most to our economy and classifying businesses consistently by production process. Jointly developed with Canada and Mexico, the system makes possible comparisons with these major trading partners. And the system is easily updated to reflect the changing economy.

The NAICS system provides 1,170 detailed U.S. industry classifications or 15 percent more than were available under the old system. This includes 358 new industries and 390 revised industry classifications. Only 422 industries will continue to be measured in the same way. Many government agencies are expected to use the new system to redesign and benchmark other economic statistics programs.

Turn the page for
KEY FINDINGS
of the **1997**
Economic Census

1997 ^{KEY FINDINGS of the} Economic Census

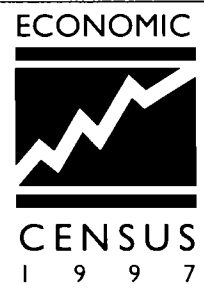
USING NAICS

- The nation's information sector, including publishing, motion pictures, broadcasting, telecommunications and information and data processing services generates 3.2 million jobs, a \$135 billion annual payroll and \$642 billion in receipts at 115,000 locations.
- The health care/social assistance sector generates 13.6 million jobs, a \$379 billion annual payroll and \$890 billion in receipts at 645,000 locations.
- The professional/scientific/technical services sector, including scientists, engineers, architects, programmers and designers, generates 5.4 million jobs, a \$233 billion annual payroll and \$609 billion in receipts at 622,000 locations.
- The administrative/support services subsector, including employment agencies, employee leasing services, phone centers, telemarketing bureaus and travel agencies, generates 7.2 million jobs, a \$129 billion annual payroll and \$262 billion in receipts at 260,000 locations.
- The computer/electronic manufacturing sector generates 1.7 million jobs, a \$71 billion annual payroll and \$431 billion in shipments at 17,000 locations.
- The arts/entertainment/recreation sector generates 1.6 million jobs, a \$32 billion annual payroll and \$103 billion in receipts at 100,000 locations.
- The manufacturing sector employs the most people at 17 million employees, followed by retail trade at 14 million employees and health care/social assistance at 14 million employees.
- The top five manufacturing subsectors by shipment value are transportation equipment (\$578 billion), computers/electronic products (\$431 billion), food (\$425 billion), chemicals (\$418 billion) and machinery (\$272 billion).
- The top five retail subsectors by sales are motor vehicle/parts dealers (\$648 billion), food/beverage stores (\$401 billion), general merchandise stores (\$330 billion), building material/garden equipment stores (\$230 billion) and gas stations (\$198 billion).

The data in this report are preliminary, subject to change and will be superseded by data released in later reports. Businesses without employees will be included in later reports. Economic Census data are subject to non-sampling error due to non-response, coverage problems, misreporting and processing errors.

People Are Talking About the Economic Census

www.census.gov/econ97



"The Economic Census...has become indispensable to American industry."

Jerry J. Jasinowski, President, National Association of Manufacturers

"This will make our small businesses much more effective in serving consumers and growing and creating jobs."

Bill Dunkelberg, Chief Economist, National Federation of Independent Business

"The Economic Census is indispensable to understanding America's economy."

Alan Greenspan, Chairman of the Federal Reserve Board of Governors

"When an independent operator is about to make a decision to spend \$1.5 million to open up one restaurant...information gleaned from the Economic Census helps him or her make the best quality decision."

Herman Cain, CEO/President, National Restaurant Association

"The Economic Census...helps us assess our markets, assess our potential, and validate our market share estimates."

Manuel Gutierrez, Market Research Manager, Kohler Plumbing Fixtures

"Economic Census statistics affect every American who runs a business, saves for retirement or takes out a mortgage on a home."

J. Steven Landefeld, Director, Bureau of Economic Analysis

"The NAICS system gives us a complete new view of our economy."

Maurine Haver, President, Haver Analytics

"The kinds of firms that exist today did not exist when the current classification system was put in place."

Martin Fleming, Chief Economist, Abt Associates

"We're going to learn much more detail about wireless...paging...telecommunications resellers...satellite communications. This is going to provide exciting new information."

Mark Dadd, Chief Economist, AT&T

"Without sound economic data, policy makers in both the public and private sector would be flying blind."

Thomas J. Donohue, President, United States Chamber of Commerce

"The Economic Census is going to help inform the way we do business, and help us better understand the business environment."

Kermit Baker, Harvard University

"Current economic statistics all have their origins in the data that are collected in the 5-year Economic Census."

Bob Parker, Chief Statistician, Bureau of Economic Analysis

"The Economic Census is crucial. The leading indicators only can lead effectively if we can measure the underlying trends in the economy."

Gail Foster, Vice President/Chief Economist, the Conference Board

How to Build Stories About the Economic Census

www.census.gov/econ97



Using Economic Census Data

Study Your Industry

- Gauge the competition
- Calculate market share
- Compare to other industries

Business-to-Business Marketing

- Locate markets
- Locate distributors
- Site location
- Design territories
- Set quotas
- Evaluate opportunities
- Enhance presentations

Economic Development

- Maintain local tax base
- Assist businesses

Public Sector

- Public policy
- Benchmark other statistics
- Research

Want examples? www.census.gov/econ97

Facts for Stories from the
ECONOMIC CENSUS
on the Internet
www.census.gov/econ97

Find facts for any industry in the United States, states, counties, and cities.

- Compare your area to neighboring counties or the state. You can use American Factfinder to rank areas by any variable.
- Compare your area to national figures from the advance report.
- Compare your industry to competing or complementary industries.
- See whether your industry has been redefined by NAICS.
- See what other data are coming for your area soon.
- See the latest trends highlighted in press releases.
- Download Economic Census graphics to complement your article.

ECONOMIC CENSUS in the news

Philadelphia Daily News, March 17, 1999

"Internet and high-tech companies have established a firm foothold in the country's booming economy, according to a new Census report.

And the day after the stock market touched the 10,000 mark for the first time; it's interesting to note that, according to the Census, stock and commodity brokers had the highest payroll per employee in 1997: \$93,447.

But the nation's economy is still dominated by manufacturing jobs, followed by jobs in retail and health care, according to preliminary 1997 Economic Census data released yesterday."

Business Week Online Daily Briefing, March 17, 1999

"You know the story of the Information Age: Your grandfather worked in a coal mine, and your father worked in an auto factory. But, you have a desk job using a computer because manufacturing jobs are leaving for good. Your only other options in the New Economy are selling Gap jeans or changing bedpans at nursing homes.

Not according to the 1997 Economic Census, it turns out. According to the just-released numbers, more Americans held jobs in the manufacturing sector (16,999,584) than in the information (3,221,988) and health care (13,616,915) sectors combined. In fact, there were more jobs in manufacturing that year than in any of the other 19 sectors the Census Bureau tracks. Payrolls for manufacturing employees totaled \$574 billion, while retail payrolls totaled only \$238 billion."

Christian Science Monitor, March 17, 1999

"Americans are getting their first official peek at what the U.S. economy really looks like.

Result: Many services, a huge information economy, and no more crazy-quilt classifications that lumped telemarketing with bronzing baby shoes.

By completely overhauling its 1930s-era classification system, the U.S. Census Bureau is poised to give consumers and businesses alike a much better picture of how the economy actually operates."

Economic Census Product Timetable

www.census.gov/econ97



The Economic Census profiles the U.S. economy every 5 years by industry, from the national to the local level.

The **Advance Report**, issued in March 1999, provides preliminary national statistics. Detailed final data are being published through the end of 1999. Reports on special subjects will be issued through 2001 (Table 1).

To see for yourself what data have been published for an industry or state, visit www.census.gov/econ97.

First NAICS-based Data

The 1997 Economic Census is the first to report economy-wide statistics based on the North American Industry Classification System (NAICS). It has replaced the Standard Industrial Classification (SIC) system for official use. Most Economic Census reports present only NAICS-based data.

Later, NAICS will be implemented in other Census Bureau surveys and in statistical programs of other Federal agencies. More information is available at www.census.gov/naics.

Table 2. Reports with Industry Data

Industry series	Goods-producing sectors
Concentration ratios in manufacturing	
Product summary	
Materials summary	
Geographic area series	Service-producing sectors
Lines of merchandise or services sold	
Establishment and firm size (includes concentration ratios)	
Nonemployer statistics	
Miscellaneous subjects	
Bridge between NAICS and SIC	All sectors
Comparative statistics	

Table 1. Schedule for Releasing Major Report Series

	1999				2000				2001	
Advance Report										
Geographic Area Series										
Industry Series										
Comparative Statistics										
Bridge Between NAICS and SIC										
Subject Reports										
Summary Reports										
ZIP Code Statistics										
Nonemployer Statistics										
Minority- and Women-Owned Businesses										

An up-to-date schedule of industry and state releases is available on the Internet.

Basic Data for Industries

Economic Census reports are organized by industry (Table 2).

Industry totals for **goods-producing sectors** (mining, construction, and manufacturing) are published in the Industry Series—a separate report for each industry (through December 1999). Later, a product summary, a material summary, and concentration ratios in manufacturing will provide more detail.

Industry totals for **service-producing sectors** are issued in a national summary for each sector (part of the geographic area reports; see below). Later, these will be supplemented by **subject** reports on *lines of merchandise or services sold; size of establishments and firms (including concentration ratios); and miscellaneous subjects* covering retail floor space, oil terminal storage capacity, and other topics.

Basic Data for Local Areas

The Economic Census is the principal source of data on business location, output, and employment, by industry, for states and local areas (Table 3).

Local area data are provided in 18 *Geographic Area Series*, one for each sector (through December 1999). Within each series, reports are issued in individual state reports or a single U.S. volume.

Table 3. Reports with Local Area Data

	Geography
Geographic Area Series	Table 4
Comparative Statistics	U S
Nonemployer Statistics	U S
Minority-owned businesses	U S M C P
Women-owned businesses	U S M C P
ZIP Code Statistics	U S Z

Z—ZIP code U—U.S. totals S—State M—Metro areas C—Counties P—Places with 2,500 inhabitants

Table 4 lists the sectors; indicates whether *Geographic Area Statistics* reports provide data for metro areas, counties, and cities; and distinguishes reports issued state-by-state from those issued for the United States as a whole.

Two reports provide additional local area data:

Surveys of minority- and women-owned businesses (mid 2001) show the number of firms in each state, metro area, county and city that are owned by African Americans, Hispanics, Asian Americans and Pacific Islanders, Native Americans and Alaska Natives, and women.

ZIP Code Statistics (mid 2001) provides data on the distribution of establishments by NAICS industry and ZIP code for several sectors.

New Economy-wide Reports

The 1997 Economic Census provides an all-new view of the economy in the Core Statistics Series; it includes the *Advance Report* plus:

Bridge Between NAICS and SIC (due Spring 2000) provides data by NAICS code distributed among SIC codes and by SIC code distributed among NAICS codes. This report is the key to understanding how NAICS affects the data you use.

Comparative Statistics (due Spring 2000) is the only report to provide state data by SIC. It allows direct comparisons between 1997 and 1992 Economic Census numbers, including the calculation of percent change.

Nonemployer Statistics (due fall 2000) is the only source of NAICS-based information for millions of U.S. businesses without paid employees.

First "Electronic Census"

All Economic Census data cited are being released on the Internet and on CD-ROM.

Internet

The fastest way to obtain any of the new data is via the Internet. American Factfinder is the Census Bureau's new data retrieval system. It gives you a "quick report" with highlights of the available data. Users also can specify their own queries and download query results to their own computers in a variety of formats.

Table 4. 1997 Economic Census Reports by Geographic Sector

Sector	States, Metro Areas, Counties Places, ZIP Codes	Unit of Issue
Mining	S	State
Utilities	S M	National
Construction	S	State
Manufacturing	S M C P Z	State
Wholesale Trade	S M C P	State
Retail Trade	S M C P Z	State
Transportation and Warehousing	S M	National
Information	S M C P Z	National
Finance and Insurance	S M	National
Real Estate and Rental and Leasing	S M C P	State
Professional, Scientific, and Technical Services	S M C P Z	State
Management of Companies and Enterprises	S	National
Administrative and Support and Waste Management and Remediation Services	S M C P Z	State
Educational Services	S M C P Z	National
Health Care and Social Assistance	S M C P Z	State
Arts, Entertainment and Recreation	S M C P Z	State
Accommodation and Food Services	S M C P Z	State
Other Services	S M C P Z	National

Z—ZIP code U—U.S. totals S—State M—Metro areas
C—Counties P—Places with 2,500 inhabitants

CD-ROM

All data are also published on CD-ROMs. The CDs are updated quarterly as new industry and area statistics are available. Windows-based software provides the same sophisticated search and reporting functions as *American Factfinder*.

Page Image Files

For users who require printed documents, Economic Census reports are available in Page Image files. You can print reports just like those provided in the last Economic Census. Page Image files will be available on the Internet.

Any Page Image files, along with *American Factfinder* and CD-ROM queries, can be printed at your own computer.

For More Information

To learn more about the 1997 Economic Census, visit www.census.gov/econ97.

www.census.gov/econ97

THE WHITE HOUSE
WASHINGTON

March 26, 2000

*Ann-
As discussed
- R*

MEMORANDUM FOR THE PRESIDENT

THROUGH: JOHN PODESTA

FROM: GENE SPERLING

SUBJECT: WHITE HOUSE CONFERENCE ON THE NEW ECONOMY

This memo provides you with suggestions from your economic team on topics and speakers for the New Economy conference on April 5. It also provides you with alternative options for some of the panels and breakout sessions. Your guidance about which ones you prefer would be very useful.

BACKGROUND

As part of our overall economic strategy, you are hosting the White House Conference on the New Economy on April 5. The goals of this conference include: (1) reiterating that you and your economic team are continuing to monitor the most compelling issues in the economy; (2) demonstrating that the have and will continue to be on top of the most cutting edge New Economy issues; and (3) presenting a serious, non-political – yet newsworthy – conference by focusing on most of the cutting edge New Economy issues in a more unscripted manner than in the past.

The conference will host about 150 people. The audience will represent a cross-section of economic viewpoints and represent a variety of categories, including prominent academic and Wall Street economists, opinion leaders, corporate leaders, venture capitalists, finance, labor leaders, non-profit leaders, civil rights organizations, and women's groups. The goal is to have only brief presentations by the speakers and to stimulate a larger discussion and debate with meaningful participation from the audience.

PROPOSED SCHEDULE FOR THE CONFERENCE

The conference will consist of three panels held in the East Room, an address by Greenspan, and five breakout sessions, including four in the Residence Parlor Rooms and a fifth in the Roosevelt Room. You would moderate most of the panels.

9:00-10:30 am Introductory Remarks by the President

Panel Discussion I: Is the New Economy Rewriting the Rules on Productivity and the Business Cycle?

Paul Volcker

Paul Romer (Stanford University)

James Galbraith (University of Texas)

Carly Fiorina (Hewlett Packard)

Meg Whitman (eBay)

10:45-12:15 pm 5 Breakout Sessions: See options listed below

12:15-1:15 pm Buffet Lunch – Mix and Mingle

1:15-1:45 pm Opening Remarks by the President / Address by Alan Greenspan

2:00-3:00 pm **Panel Discussion II: Closing the Global Divide, What Comes First: Health, Wealth, or Technology?**

Bill Gates (Microsoft)

Fernando Espuelas (StarMedia)

Kofi Annan (United Nations)

Nick Stern or Michael Kremer (World Bank Chief Economist nominee / Harvard University)

Amartya Sen (Cambridge University)

Carol Bellamy (UNICEF)

3:15-4:10 pm **Panel Discussion III: See options listed below**

4:10-4:15 pm The President makes brief closing remarks

OPTIONS FOR THE THIRD PANEL DISCUSSION

(Option 1) Stock Market Volatility and the U.S. Economy

Warren Buffet (Berkshire Hathaway)

Abby Cohen (Goldman Sachs)

Robert Shiller (Yale University)

John Doerr or Mary Meeker (Kleiner Perkins / Morgan Stanley)

Most of your advisors believe this would be an exciting panel that would maintain interest to the end of the conference. We have good reason to believe that Warren Buffet will want to participate.

Our advice would be that, in order to avoid commenting on markets, you would not moderate this panel. Even with this precaution, Secretary Summers strongly objects to us doing this panel. He feels it is inconsistent with our traditional focus on policies impacting the real economy and the financial markets, and that it is inappropriate for us to be sponsoring something focusing on whether or not the stock market is overvalued.

Advantages:

- Would address the most controversial, front-page economic issue.
- Would be almost guaranteed to be a lively debate.

Disadvantages:

- Inconsistent with Administration policies for reasons listed above by Secretary Summers.
- Little to gain from this panel because it would not highlight any specific policy achievement or remaining challenges for the Administration.

(Option 2) Time in the New Economy: What's Better and Worse for Families and Firms

This is a new suggestion from OMB that has not been fully developed yet. Participants would include Robert Putnam (Harvard University) and perhaps a prominent female CEO and labor market experts.

Advantages:

- Would address how the New Economy is actually affecting people and families in a human way.

Disadvantages:

- Less of a core economic issue than the other topics.

(Option 3) How Technology is Changing the Economy

Meg Whitman (eBay)
Michael Dell (Dell)
Richard Freeman (Harvard University)
Rajat Gupta (McKinsey)
Jack Welch (General Electric)
Chris Galvin (Motorola)

Advantages:

- Directly about an issue at the heart of the new economy.
- Chairman Greenspan's speech is likely to be on this topic; this panel would provide an opportunity to extend the discussion.

Disadvantages:

- The overlap with the first panel and Greenspan could make it duplicative.
- It may lack the edge we are trying to create.

(Option 4) Is a Debt-Free U.S. Government Good For America's Economic Future?

Henry Kaufman (Henry Kaufman & Co)
Robert Kuttner (American Prospect)
Peter Peterson (Concord Coalition)
Arminio Fraga (Brazilian Central Bank)

Advantages:

- Addresses one of the major questions we face: should we do more spending, more tax reduction, or more debt reduction?
- Would have a financial market interest in discussing what public debt reduction and elimination would mean for the financial system.

Disadvantages:

- May be difficult to control the discussion to ensure that our message of balanced and responsible priorities gets out.
- The debate may be too predictable.

(Option 5) All for One? Widening the Circle of Opportunity in the New Economy

Larry Katz (Harvard University)
William Julius Wilson (Harvard University)
Ray Moncrief (Kentucky Highlands)
A woman that would represent in the economy like Candice Carpenter (iVillage)

Advantages:

- Would address a major domestic challenge.
- Would directly touch on groups and issues not addressed in the other plenaries.

Disadvantages:

- It would be harder to turn this panel into a lively and engaging discussion with major contrasts.

DECISION ON PANELS

You could choose one of the following for the third plenary panel:

- ___ Stock Market Volatility and U.S. Economy
- ___ Time in the New Economy: What's Better and Worse for Families and Firms
- ___ How Technology is Changing the Economy
- ___ Is a Debt-Free U.S. Government Good For America's Economic Future?
- ___ All for One? Widening the Circle of Opportunity in the New Economy
- ___ Discuss Further

OPTIONS FOR BREAKOUT SESSIONS

We will have five breakout sessions. In order to keep these interesting, most of them will have two short presentations of opposing views to stimulate a lively discussion. In addition to two speakers, each room will have about 2 cabinet members and 30 people in the audience. The people mentioned below are just preliminary suggestions for the breakout sessions.

You could choose five of these eight potential breakouts. Note that some of these breakouts duplicate the plenary panel options; if you choose a panel option, we probably should not have the corresponding breakout session also. You should also let us know where you have better suggestions or presenters.

___ **Reforming the IMF and the World Bank**

Stanely Fischer (IMF)

Martin Feldstein (Harvard University)

___ **Globalization and Jobs**

Tom Friedman (New York Times)

Jay Mazur (UNITE)

___ **Have We Had Too Much Debt Reduction?**

Robert Kuttner (American Prospect)

Robert Rubin (Citigroup)

___ **Is the New Economy Good for Public Service, Philanthropy, and Civic Involvement?**

Colin Powell (America's Promise)

Patty Stonesifer (Gates Foundation)

Kathleen Kennedy Townsend (Lt. Governor, Maryland)

___ **The Next Stages of the Internet and Its Impact on the Economy**

Hal Varian or Louis Gerstner (Berkeley / IBM)

Esther Dyson or Reed Hundt (Edventure Holdings / McKinsey)

___ **The Future of Energy**

Bill Ford (Ford)

Daniel Yergin (Cambridge Energy Research Associates)

Amory Lovins (author)

___ **All for One? Widening the Circle of Opportunity in the New Economy**

William Julius Wilson (Harvard University)

John Chambers (Cisco)

___ **Time in the New Economy: What's Better and Worse for Families and Firms**

Robert Putnam (Harvard University)

Female CEO

___ **Discuss Further**

I - PANELS

1. Is the New Economy Rewriting the Rules on Productivity and the Business Cycle?

Paul Volcker
Paul Romer (Stanford University)
James Galbraith (University of Texas)
Carly Fiorina (Hewlett Packard)
Meg Whitman or Kim Polese (eBay / Marimba)
Michael Dell (Dell)
Sandy Weill (Citigroup)

2. Closing the Global Divide, What Comes First: Health, Wealth, or Technology?

Bill Gates (Microsoft)
Fernando Espuelas (StarMedia)
Kofi Anann or Carol Bellamy (United Nations / UNICEF)
Amartya Sen (Cambridge University)
James Wolfensohn (World Bank)

3. How Can Government and Civil Society Solve Old Problems in the New Economy.

Robert Putnam (Harvard University)
Kaleil Tuzman or George Fatheree (govWorks.com)
Colin Powell (America's Promise)
Henry Cisneros (Univision)

II – BREAKOUT SESSIONS

1. What Role Should the International Financial Institutions Play?

Stanely Fischer (IMF)
Martin Feldstein (Harvard University)

2. Have We Had Too Much Debt Reduction?

Robert Kuttner (American Prospect)
Robert Rubin (Citigroup)

3. Stock Market Volatility and the U.S. Economy

Warren Buffet (Berkshire Hathaway)
Abby Cohen (Goldman Sachs)
Robert Shiller (Yale University)
John Doerr or Mary Meeker (Kleiner Perkins / Morgan Stanley)

4. What Does Growth in the New Economy Mean for the Environment and Energy?

Bill Ford (Ford)
Daniel Yergin (Cambridge Energy Research Associates)
Amory Lovins (author)

?Globalization and Jobs

Tom Friedman (New York Times)

Jay Mazur (UNITE)

?The Next Stages of the Internet and Its Impact on the Economy

Hal Varian or Louis Gerstner (Berkeley / IBM)

Esther Dyson or Reed Hundt (Edventure Holdings / McKinsey)

?All for One? Widening the Circle of Opportunity in the New Economy

William Julius Wilson (Harvard University)

John Chambers (Cisco)

?Time in the New Economy: What's Better and Worse for Families and Firms

Leading female CEO

??



Christine L. Anderson
04/05/2000 09:51:18 AM

Record Type: Record

To: See the distribution list at the bottom of this message
cc:
Subject: White House Conference on the New Economy: AGENDA

The White House Conference on the New Economy

Agenda

April 5, 2000

9:00 a.m. Opening Remarks

East Room

President William Jefferson Clinton

9:15 a.m. Panel I

East Room

*Is the New Economy Rewriting Rules on Productivity
and the Business Cycle?*

Remarks: Treasury Secretary Lawrence Summers
Martin Baily, Chair of the Council of Economic Advisors

Panelists:

Abby Joseph Cohen, Chair of Investment Policy Committee, Goldman, Sachs & Co.
James K. Galbraith, Professor of Public Affairs and Government, Univ. Texas-Austin
William D. Nordhaus, A. Whitney Griswold Professor of Economics, Yale University
Kim Polese, Co-Founder, President, CEO, Marimba, Inc.
Roger C. Altman, Partner, Evercore Partners, Inc.

10:35 a.m. Break

10:50 a.m. Breakout Sessions

Session One (Blue)

Blue Room

***Is a Debt-Free U.S. Government Good For America's
Economic Future***

Discussion Leaders:

Robert Kuttner, Co-Editor, The American Prospect

Henry Kaufman, President, Henry Kaufman & Co, Inc.

Moderator: Gene Sperling, Director, National Economic Council

Session Two (Orange)

Roosevelt Room

Avoiding Risks to our Economic Expansion

Discussion Leaders:

Robert J. Shiller, Stanley B. Resor Professor of Economics, Yale University

Diane Swonk, Chief Economist, Bank One Corporation

John B. Taylor, Mary and Robert Raymond Professor of Economics, Stanford University

Moderator: Jack Lew, Director, Office of Management and Budget

Session Three (Red)

China Room

Who's Being Left Behind in the New Economy?

Discussion Leaders:

Robert Greenstein, Founder and Executive Director, Center for Budget and Policy Priorities

Alice Rivlin, Senior Fellow, Brookings Institution

Robert L. Johnson, CEO, BET Holdings, Inc.

Moderators: Health and Human Services Secretary Donna Shalala
Maria Echaveste, White House Deputy Chief of Staff

Session Four (Green)

Map Room

Globalization and Jobs

Discussion Leaders:

C. Fred Bergsten, Director, Institute for International Economics

David A. Smith, Director, Public Policy Department, AFL-CIO

Susan M. Collins, Senior Fellow, Economic Studies, Brookings Institution

Moderator: Labor Secretary Alexis Herman

Session Five (Yellow)

Diplomatic Room

***The Next Stages of the Internet and Its Impact
on the Economy***

Discussion Leaders:

Hal R. Varian, Dean, School of Information Management & Systems, U.C., Berkeley

E. David Ellington, Co-Founder, Chairman, President, CEO, NetNoir, Inc.

William R. Hambrecht, Founder, Chairman, CEO, W.R. Hambrecht & Co.

Moderator: John Podesta, White House Chief of Staff

**Noon Lunch
State Dining Room**

1:45 p.m. Remarks East Room

President William Jefferson Clinton

Federal Reserve Chairman Alan Greenspan

2:15 p.m. Panel II East Room

***Closing the Global Divide: Health, Education
and Technology***

Panelists:

Amartya Sen, Master, Trinity College, Cambridge University

William H. Gates, Chairman and Chief Software Architect, Microsoft Corporation

Henry Cisneros, President and CEO, Univision, Inc.

James D. Wolfensohn, President, World Bank

Mirai Chatterjee, Secretary, Self-Employed Women's Association (SEWA) of India

Robert F. Chase, President, National Education Association

3:15 p.m. Break

3:30 p.m. Panel III East Room

***Can the New Economy Tools Empower Civil Society
and Government?***

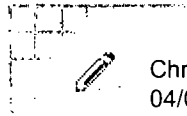
Panelists:

Robert D. Putnam, Stanfield Professor of International Peace, Harvard University

Kaleil D. Isaza Tuzman, Co-founder and CEO, govWorks.com

Esther Dyson, Founder and Chairman, Edventure Holdings, Inc.
William Julius Wilson, Weiner Professor of Social Policy, JFK School, Harvard
University

Message Sent To: _____



Christine L. Anderson
04/05/2000 09:51:37 AM

Record Type: Record

To: See the distribution list at the bottom of this message

cc:

Subject: White House Conference on the New Economy: PANELISTS

WHITE HOUSE CONFERENCE ON THE NEW ECONOMY PANELISTS

1. Is the New Economy Rewriting the Rules on Productivity and the Business Cycle?

Abby Joseph Cohen, Chair Of Investment Policy Committee, Goldman, Sachs & Co.
James K. Galbraith, Professor of Public Affairs and Government, University of Texas-Austin
William D. Nordhaus, A Whitney Griswold Professor of Economics, Yale University
Kim Polese, Co-Founder, President, CEO, Marimba, Inc.
Roger C. Altman, Partner, Evercore Partners, Inc.

2. Closing the Global Divide: Health, Education & Technology?

Amartya Sen, Master, Trinity College, Cambridge University
William H. Gates, Chairman and Chief Software Architect, Microsoft Corporation
Henry Cisneros, CEO, Univision, Inc.
James D. Wolfensohn, President, World Bank
Mirai Chatterjee, Secretary, Self-Employed Women's Association (SEWA) of India
Robert F. Chase, President, National Education Association

3. Can the New Economy Tools Empower Civil Society & Government?

Robert D. Putnam, Stansfield Professor of International Peace, Harvard University
Kaleil D. Isaza Tuzman, Co-Founder and CEO, govWorks.com
Esther Dyson, Founder and Chairperson, Edventure Holdings, Inc.
William Julius Wilson, Weiner Professor of Social Policy, JFK School, Harvard University

Roger C. Altman

Roger C. Altman began his career at Lehman Brothers as an investment banking associate and became a general partner of that firm in 1974, the youngest partner in Lehman's post-war history. Beginning in 1977, he served as Assistant Secretary of the US Treasury for four years. He then returned to Lehman Brothers as senior partner responsible for business development. He later became co-head of overall investment banking and joined the Firm's Management Committee and its Board of Directors. He remained in those positions until the firm was sold to Shearson/American Express.

In 1987, Mr. Altman joined The Blackstone Group as Vice Chairman, head of the Firm's merger and acquisition advisory business and a member of its Investment Committee. Mr. Altman also had primary responsibility for Blackstone's international business, including cross-border joint ventures in four foreign markets, Germany, France, the UK, and Japan.

Beginning in January 1993, Mr. Altman returned to Washington to serve as Deputy Secretary of the US Treasury for two years. In mid-1995, he returned to private life, and formed Evercore Partners. The firm subsequently raised a \$500 million banking fund for leveraged acquisitions. In its other role, as advisor, it has handled \$23 billion of merger and acquisition transactions since inception.

Abby Joseph Cohen

Abby Joseph Cohen is Managing Director and Chair of the Investment Policy Committee of Goldman, Sachs & Co. She is responsible for the firm's U.S. portfolio strategy. She joined the firm in 1990.

She had been with Drexel Burnham Lambert from 1983-90, serving as Chief Strategist in the last two years of her tenure. Earlier, she was Economist and Quantitative Research Director for T. Rowe Price Associates. Ms. Cohen began her career as an economist at the Federal Reserve Board in Washington, DC.

Ms. Cohen holds degrees in economics from Cornell University and the George Washington University. She is a Trustee Fellow of Cornell University and serves on the Board of Overseers of the Weill Cornell Medical College. She recently served as Chair of the Board of Governors of the Association for Investment Management and Research (AIMR) and as Chair of the Board of Trustees of the Institute of Chartered Financial Analysts (ICFA). She is a member of the Investment Committee of the Museum of Modern Art.

Ms. Cohen has made numerous television appearances and is frequently quoted in the financial press. Ms. Cohen was the 1997 inductee into the *Wall Street Week Hall of Fame*. She is ranked first in U.S. Portfolio Strategy by Institutional Investor Magazine and by Greenwich Associates.

James K. Galbraith

James K. Galbraith teaches economics and a variety of other subjects at the LBJ School and UT Austin's Department of Government. He holds degrees from Harvard (B.A. magna cum laude, 1974) and Yale (Ph.D. in economics, 1981). He studied economics as a Marshall Scholar at King's College, Cambridge in 1974-1975, and then served in several positions on the staff of the U.S. Congress, including Executive Director of the Joint Economic Committee. He was a guest scholar at the Brookings Institution in 1985. He directed the LBJ School's Ph.D. Program in Public Policy from 1995 to 1997. He is currently the Director of University of Texas Inequality Project.

Galbraith served as Chief Technical Adviser to the State Planning Commission, P.R. China, on a project on macroeconomic reform from 1994 to 1997. He has co-authored two textbooks, *The Economic Problem* with Robert L. Heilbroner and *Macroeconomics* with William Darity, Jr., as well as *Balancing Acts: Technology, Finance and the American Future*.

Galbraith's book, *Created Unequal: The Crisis in American Pay*, was published by the Free Press in August 1998. His new book, *Inequality and Industrial Change: A Global View* (Cambridge University Press, forthcoming in 2000), is co-edited with Maureen Berner and features contributions from six LBJ School Ph.D. students.

Galbraith maintains several outside connections, including serving as a Senior Scholar of the Jerome Levy Economics Institute and as chair of Economists Allied for Arms Reduction (ECAAR). He also writes a column on economic and political issues for the *Texas Observer*.

William D. Nordhaus

William D. Nordhaus is the A. Whitney Griswold Professor of Economics at Yale University. He completed his undergraduate work at Yale University and received his Ph.D. in economics in 1967 from the Massachusetts Institute of Technology. He has been on the faculty of Yale University since 1967.

From 1977 to 1979, he was a Member of the U.S. President's Council of Economic Advisers. From 1986 to 1988 he served as the Provost of Yale University, and from 1992 to 1993 he was the Vice President for Finance and Administration at the university. He is a member and senior advisor of the Brookings Panel on Economic Activity, Washington, DC and is a Fellow of the American Academy of Arts and Sciences. Professor Nordhaus is current or past editor of a number of scientific journals and has served on the executive committees of the American Economic Association and the Eastern Economic Association.

He is the author of many books, among them *Invention, Growth and Welfare, Is Growth Obsolete?*; *The Efficient Use of Energy Resources*; *Reforming Federal Regulation*; *Managing the Global Commons*; and (joint with Paul Samuelson) the classic textbook, *Economics*, now in its sixteenth edition. His research has focused on economic growth and natural resources, as well as the question of the extent to which resources constrain economic growth, with pioneering work beginning in the 1970s on the economics of global warming. Professor Nordhaus has also undertaken studies in wage and price behavior, augmented national accounting, the political business cycle, productivity, and the costs and benefits of regulation. Recently, his work has focussed on the economics of global warming, including the construction of integrated and scientific models to determine the efficient path for coping with climate change.

Kim Polese

Kim Polese, President, Chief Executive Officer and Co-founder of Marimba, Inc., a leading provider of Internet infrastructure management solutions.

Prior to co-founding Marimba, Ms. Polese spent more than seven years at Sun Microsystems and was the original product manager for Java. During her tenure at Sun, she played a pivotal role in the strategic definition, direction and launch of Java. Prior to joining Sun, Ms. Polese worked for IntelliCorp Inc., consulting with companies in the development of expert system application frameworks.

She holds a Bachelors degree in Biophysics from the University of California, Berkeley and studied Computer Science at the University of Washington, Seattle. A noted and respected industry speaker, Ms. Polese has been named one of *Time Magazine's* Top 25 Most Influential People in America, one of *Red Herring's* Top 20 Entrepreneurs, and one of *Computer Reseller News's* Top 25 Executives.

Ms. Polese is a member of the Board of Directors of TechNet, a bipartisan coalition of digital-economy executives focused on strengthening America's leadership in the new economy. She is also an Advisory Board member of W.I.T.I. (Women in Technology International), the premier association dedicated to advancing women in technology, and GirlGeeks, the career and training community for aspiring young women in computing. In addition, Ms. Polese is on the board of Do Something, a non-profit organization that inspires, trains, funds and mobilizes young people to become leaders in their communities.

Robert F. Chase

Robert F. Chase, a leading advocate for public education, is president of the 2.5 million-member National Education Association (NEA). His focus is on recreating the NEA as the champion of quality teaching and quality public schools in the United States. These efforts, described as "new unionism," stress collaboration and cooperation, risk-taking, and personal responsibility for school quality. A social studies teacher for 25 years from Danbury, CT, Bob Chase is chair of the executive board of the National Council for the Accreditation of Teacher Education and a member of the boards of the National Foundation for the Improvement of Education, the National Board for Professional Teaching Standards and the National Commission on Teaching and America's Future.

Mirai Chatterjee

Ms. Chatterjee is the Secretary of the Self-Employed Women's Association (SEWA). SEWA is an Indian NGO that has made important improvements for women working in the informal sector and is known for its work on women's empowerment issues.

Formed in 1972, SEWA's purpose is to organize and improve the income and social status of poor self-employed women. SEWA has three primary activities: a trade union with a membership of 220,000 women working in the informal sector; a cooperative; and support services for women. SEWA also runs a bank that provides credit services to union members and has about 75,000 depositors and borrowers. A SEWA affiliate, the Gujarat Mahila Housing SEWA trust, provides a range of services on housing including technical assistance, market information, information on accessing municipal services, and advocacy for women's access to and ownership of shelter. Also, SEWA's slum Networking Project provided water, toilets, and access-ways to slum settlements.

About 40 percent of the city's population lives in slums and squatter settlements that are undeserved or lack infrastructure services like water, toilets, and drainage which results in grave health consequences. Currently, USAID is supporting SEWA on improving the accessibility of poor urban households to basic services such as primary health services, water, drainage, and sanitation facilities.

From 1978-1982, Ms. Chatterjee attended Harvard University. 1983-1985, she attended the School of Hygiene and Public Health, Johns Hopkins University.

Ms. Chatterjee participated in a meeting with President Clinton during his visit to Mumbai. She eloquently articulated how the new economy and globalization are affecting the lives of common people in India. Also, Mrs. Clinton visited SEWA headquarters during her visit to India in 1995.

Henry G. Cisneros

Henry Cisneros is President and CEO of Univision, Inc.,. Mr. Cisneros joined the company in January of 1997. From January 1993 through January 1997, Mr. Cisneros was the Secretary of the U.S. Department of Housing and Urban Development.

As a member of the President's Cabinet, Secretary Cisneros was assigned America's housing and community development portfolio. Prior to joining the cabinet, he was Chairman of Cisneros Asset Management Company, a national fixed income money management firm.

In 1981, Mr. Cisneros became the first Hispanic mayor of a major U.S. city when he was elected Mayor of San Antonio, the nation's 10th largest city. As a four-term mayor--from 1981 to 1989--Mr. Cisneros rebuilt the city's economic base and created jobs through massive infrastructure and downtown improvements in San Antonio.

Mr. Cisneros has served as President of the National League of Cities, Chairman of the National Civic League, Deputy Chair of the Federal Reserve Bank of Dallas, and as a board member of the Rockefeller Foundation.

William H. Gates

William (Bill) H. Gates is chairman and chief software architect of Microsoft Corporation, a leading provider of software for the personal computer worldwide. Microsoft had revenues of \$19.75 billion for the fiscal year ending June 1999, and employs more than 32,000 people in 60 countries.

Gates' foresight and vision regarding personal computing have been central to the success of Microsoft and the software industry. Gates is actively involved in key management and strategic decisions at Microsoft, and plays an important role in the technical development of new products. A significant portion of his time is devoted to meeting with customers and staying in contact with Microsoft employees around the world through e-mail.

Under Gates' leadership, Microsoft's mission has been to continually advance and improve software technology and to make it easier, more cost-effective and more enjoyable for people to use computers. The company is committed to a long-term view, reflected in its investment of more than \$3 billion on research and development in the current fiscal year.

In 1999, Gates wrote *Business @ the Speed of Thought*, a book that shows how digital processes can solve business problems in fundamentally new ways. Co-authored by Collins Hemingway, the book was published in 25 languages and is available in more than 60 countries. *Business @ the Speed of Thought* has received wide critical acclaim and was listed on the best-seller lists the New York Times, USA Today, the Wall Street Journal and Amazon.com. Gates' previous book, *The Road Ahead*, was published in 1995.

In addition to his passion for computers, Gates is interested in biotechnology. He sits on the board of the Icos Corporation and is a shareholder in Darwin Molecular, a subsidiary of British-based Chiroscience. He also founded Corbis Corporation, which is developing one of the largest resources of visual information in the world – a comprehensive digital archive of art and photography from public and private collections around the globe. Gates also has invested with cellular telephone pioneer Craig McCaw in TeleDesic, a company that is working on an ambitious plan to launch hundreds of low-orbit satellites around the globe to provide worldwide two-way broadband telecommunications service.

Bill and Melinda Gates have endowed a foundation with more than \$17 billion to support philanthropic initiatives in the areas of global health and learning, with the hope that as we move into the 21st century, advances in these critical areas will be available for all people. To date, the Bill and Melinda Gates Foundation has committed more than \$300 million to organizations working in global health; and more than \$300 million to improve learning opportunities, including the Gates Library Initiative to bring computers, Internet Access and training to public libraries in low-income communities in the United States and Canada.

James Wolfensohn

James D. Wolfensohn, the World Bank Group's ninth president since 1946, established his career as an international investment banker with a parallel involvement in development issues and the global environment. Since becoming president in June of 1995, he has traveled to more than 100 countries to gain first-hand experience of the challenges facing the World Bank, and its 181 member countries.

On September 27, 1999, Mr. Wolfensohn was unanimously reappointed by the Bank's Board of Executive Directors to a second five-year term as president beginning June 1, 2000. This will make him the third president in World Bank history to serve a second term.

During his travels, Mr. Wolfensohn has not only visited development projects supported by the World Bank, but he has also met with the Bank's government clients as well as with representatives from business, labor, media, Non-Governmental Organizations (NGOs), religious and women's groups, students and teachers. In the process he has taken the initiative in forming new strategic partnerships between the Bank and the governments it serves, the private sector, civil society, regional development banks and the UN.

Prior to joining the Bank, Mr. Wolfensohn was an international investment banker. His last position was as President and Chief Executive Officer of James D. Wolfensohn Inc., his own investment firm set up in 1981 to advise major U.S. and international corporations.

Before setting up his own company, Mr. Wolfensohn held a series of senior positions in finance. He was Executive Partner of Salomon Brothers in New York and head of its investment banking department. He was Executive Deputy Chairman and Managing Director of Schroders Ltd. in London, President of J. Henry Schroders Banking Corporation in New York, and Managing Director, Darling & Co. of Australia.

In 1990, Mr. Wolfensohn became Chairman of the Board of Trustees of the John F. Kennedy Center for the Performing Arts in Washington, D.C. and on January 1, 1996, he was elected Chairman Emeritus.

Born in Australia in December 1933, Mr. Wolfensohn is a naturalized U.S. citizen. He holds B.A. and LL.B. degrees from the University of Sydney and a M.B.A. from the Harvard Graduate School of Business.

Esther Dyson

Esther Dyson has devoted her life to discovering the inevitable and promoting the possible. As an investor/commentator, she focuses on emerging technologies, emerging markets and emerging companies. In 1994, she was one of the first to explore the impact of the Internet on intellectual property and in 1997, she wrote a book on the impact of the internet on individuals' lives, *Release 2.0: A Design For Living In The Digital Age*.

Dyson is the chairman of EDventure Holdings which publishes the influential monthly computer-industry newsletter, *Release 1.0*, and sponsors two of the industry's premier conferences, PC Forum in the US and EDventure's High-Tech Forum in Europe. As chairman, she leads ICANN, the Internet Corporation of Assigned Names and Numbers, a new international agency charged with setting policy for the Internet's core infrastructure independent of government control.

After graduating from Harvard in economics, Dyson began her serious career in 1974 as a fact-checker for Forbes and quickly rose to reporter. In 1977 she joined New Court Securities as "the research department", following Federal Express and other start-ups. After a stint at Oppenheimer covering software companies, she moved to Rosen Research and in 1983 bought the company from her employer Ben Rosen, and renamed it EDventure Holdings.

Robert D. Putnam

Robert D. Putnam is Stanfield Professor of International Peace at Harvard University. He has served as chairman of Harvard's Department of Government, Director of the Center for International Affairs, and Dean of the John F. Kennedy School of Government. He is author or co-author of seven books and more than thirty scholarly articles published in ten languages, including *Making Democracy Work: Civic Traditions in Modern Italy* (1993); *Double-Edged Diplomacy: International Bargaining and Domestic Politics* (1993); *Hanging Together: The Seven-Power Summits* (1984); *Comparative Study of Political Elites* (1976); and *Beliefs of Politicians* (1973). Putnam served on the staff of the National Security Council. His current research on American democracy will appear in a forthcoming book, *Bowling Alone: Civic Disengagement in America and What To Do About It*.

Kaleil D. Isaza Tuzman

Kaleil D. Isaza Tuzman is Chairman, Chief Executive Officer and Co-Founder of govWorks, Inc., the leading e-government Internet services provider. Recently named one of *Interactive Week* magazines, "Top 25 Unsung Heroes of the Net," Mr. Isaza Tuzman has established himself as one of the foremost experts and leaders in the e-government space.

In his capacity as govWorks CEO, he has been successful in developing strong client relationships with government entities across the country, raising significant capital, forging high-level corporate partnerships, securing a top-notch management team, and establishing a well-respected Board of Directors and Board of Advisors. Mr. Isaza Tuzman's personal relationships and experience in the financial world have been instrumental in securing funding for the company. He directed the company's successful second round financing effort, which was completed in November 1999, raising over \$18 million from investors including the Mayfield Fund, Kohlberg Kravis Roberts & Co., the New York City Investment Fund, Sapient, Vignette and Hearst New Media. In early 2000, Mr. Isaza Tuzman structured broad strategic relationships with American Management Systems and Arthur Andersen, and raised an additional \$39 million for govWorks expansion. In addition, he has provided strategic direction for the Company, developed an aggressive international strategy and formed relationships with other best-of-breed technology companies that support the company's business model in both the US and abroad.

Prior to founding govWorks, Mr. Isaza Tuzman worked as an Associate in the Risk Arbitrage Group at Goldman, Sachs & Co. He graduated *magna cum laude* from Harvard University with a degree in Government and a certificate in Latin American Studies. In addition, he serves on several start-up technology company Boards, the Alumni Steering Committees of Sponsors for Educational Opportunity (SEO), a not-for-profit organization that places minority college students in corporate summer internships, and is on the Board of Junior Achievement.

William Julius Wilson

William Julius Wilson is the Lewis P. and Linda L. Geyser University Professor at Harvard University. Only 17 of Harvard's professors currently hold University Professorships, Harvard's highest professorial distinction. After receiving the Ph.D. from Washington State University in 1966, Wilson taught sociology at the University of Massachusetts at Amherst, before joining the University of Chicago faculty in 1972. In 1990 he was appointed the Lucy Flower University Professor and director of the University of Chicago's Center for the Study of Urban Inequality. He joined the faculty at Harvard in July of 1996.

Past President of the American Sociological Association, Wilson has received 32 honorary degrees, including honorary doctorates from Princeton, Columbia, the University of Pennsylvania, Northwestern, Johns Hopkins, Dartmouth, and the University of Amsterdam in Holland. A MacArthur Prize fellow from 1987 to 1992, Wilson has been elected to the National Academy of Sciences, the American Academy of Arts and Sciences, the National Academy of Education, and the American Philosophical Society. Finally, he is a recipient of the 1998 National Medal of Science, the highest scientific honor in the United States.

He is the author of numerous publications, including *The Declining Significance of Race*, winner of the American Sociological Association's Sydney Spivack Award; *The Truly Disadvantaged*, which received The Washington Monthly Annual Book Award and the Society for the Study of Social Problems' C. Wright Mills Award; and *When Work Disappears: The World of the New Urban Poor*, which received the Sidney Hillman Foundation Award. His latest book is *The Bridge over the Racial Divide: Rising Inequality and Coalition Politics*.

Other honors granted to Wilson include the Seidman Award in Political Economy (the first and only noneconomist to receive the Award); the Golden Plate Achievement Award; the Distinguished Alumnus Award, Washington State University; the American Sociological Association's Award for Public Understanding of Sociology; Burton Gordon Feldman Award ("for outstanding contributions in the field of public policy") Brandeis University; and the Martin Luther King, Jr. National Award (granted by the Southern Christian Leadership Conference, Los Angeles).

Professor Wilson is a member of numerous national boards and commissions, including the President's Commission on White House Fellowships, The Center for Advanced Study in the Behavioral Sciences, and The Century Foundation.

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