

W. Frank Barton School of Business

Center for Economic Development and Business Research

Selected Industry Multipliers



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The goal of an economic impact project is to account for the changes the proposed development will have on business, industries, and taxing entities in a region. The Bureau of Economic Analysis (BEA) provides a Regional Input-Output Modeling System (RIMS II) to aid in this analysis. RIMS II multipliers can be estimated for many regions and industries, and used in a wide variety of regional impact studies.

The total effect of the expansion or contraction due to a project is the sum of direct, indirect and induced multiplier effects. The multiplier effects are used together with information on the affected region, industries, substitution, worker spending patterns, phases of the project, and costs to estimate the total impact of the changes in the local economy.

The direct and indirect multiplier effects arise due to the interrelatedness of local industries. For example, if the demand for airplanes increases, an aircraft manufacturer will expand its operations. This will increase demand for the products of suppliers to the manufacturer. Therefore, payroll increases as a direct result of the expanding firm's operations and indirectly as a result of the expanding firm's increase in demand for locally supplied inputs.

The induced multiplier effects arise due to the relationship between wages and employee demands on supporting industries, such as retail trade. As aircraft manufacturers and their suppliers increase employment, those additional employees increase demand for consumer products in their local area. This induced effect measures the impact of expenditures of direct and indirect employees on retail and other industries.

Multipliers are calculated using information from the economic census. The information from the census for a region may not contain all the industries found at the national level. Therefore, multipliers may not be available for every industry in all regions. A multiplier of 0.0000 indicates an industry does not have an existing presence in the region.

The size of the multiplier indicates the impact of an industry on the local economy. For example, the employment multiplier for the custom computer programming industry in Kansas is

2.4310. This means that each custom computer programming job supports another 1.4310 jobs statewide. A multiplier of 1.0000 indicates one direct job created, and no multiplier effect.

Larger and more diverse geographic areas generally have higher multipliers, due to locally available inputs. When purchasing by an industry stays within the area, indirect and induced effects increase the multiplier. Industries that buy supplies and services from outside their local area tend to have lower multipliers. Due to this, small and rural areas generally have lower multipliers; large and urban areas generally have higher multipliers.

Similarly, there are higher multipliers in production industries, which purchase inputs locally and sell products non-locally, creating an inflow of dollars to the community. Service industries will have lower multipliers because they tend to not require an inventory of supplies and provide services locally, moving dollars within the community. Aircraft manufacturing has a Kansas employment multiplier of 4.6798, compared to the accounting, tax preparation, bookkeeping and payroll services industry, which has a Kansas multiplier of 1.5049. This is representative of the range in multipliers between production and service industries.

Multipliers alone would usually overstate the impact of a project on the local economy. As part of the economic impact analysis, there are also adjustments for substitution between businesses, when appropriate. Modifications for different worker spending patterns between geographic areas may also be made. Multipliers are an integral component of an impact study, but only a part of the calculation.

The Center for Economic Development and Business Research (CEDBR) purchases RIMS II multipliers for selected industries defined by their North American Industrial Classification System (NAICS) code. This report gives: the Census Bureau definition of these industries; multipliers for the state of Kansas; multipliers for each of the five local areas defined by the Kansas Department of Labor for workforce development; annual average employment; annual total wages; information on occupations in the industry; and selected large employers in the state of Kansas.

Definitions and Terms

Annual Average Employment – Reported monthly employment data represents the number of covered workers who worked during, or received pay for, the pay period which included the 12th day of the month. Reported annual average employment is an average of the corresponding monthly employment levels. Definition from: [Bureau of Labor Statistics](#)

Annual Total Wages – Reported quarterly total wages are the wages paid by unemployment insurance covered employers during the calendar quarter, regardless of when the services were performed. Reported total annual wages are the sum of the total wages reported for the corresponding quarters. Total wage values have been rounded and are reported in thousands of dollars. Definition from: [Bureau of Labor Statistics](#)

Average Kansas Wage – Mean annual wage estimates are calculated with data collected from employers in all industry sectors in metropolitan and nonmetropolitan areas in Kansas. Annual wages have been calculated by multiplying the hourly mean wage by a “year-round, full-time” figure of 2,080 hours; for those occupations where there is not an hourly mean wage published, the annual wage has been directly calculated from the reported survey data. Definition from: [Bureau of Labor Statistics](#)

Earnings Multiplier – The direct-effect multipliers for earnings can be used if data on the initial changes in earnings by industry is available. The direct-effect earnings multiplier indicates the total change in earnings in the region that results from a \$1 change in earnings in the industry. Definition from: [Bureau of Economic Analysis](#)

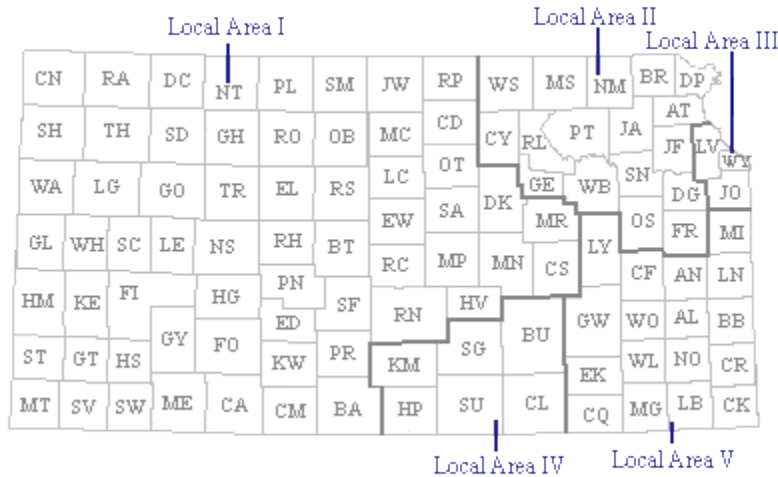
Employment Multiplier – The direct-effect multipliers for employment can be used if data on the initial changes in employment by industry is available. The direct-effect employment multiplier indicates the total change in employment in the region that results from a change of one job in the industry. Definition from: [Bureau of Economic Analysis](#)

Estimated Kansas Employment – Employment estimates are calculated with data collected from employers in all industry sectors in metropolitan and nonmetropolitan areas in Kansas. Estimates do not include self-employed workers. Definition from: [Bureau of Labor Statistics](#)

Large Employers – The five largest employers were selected from the National Establishment Time Series (NETS) database for the state of Kansas. NETS uses both Walls & Associates and Dun and Bradstreet research and data. As with all datasets, incomplete data is frequent.

Local Areas

The multiplier and employment information is listed by the State of Kansas and for each Local Area as defined by the Kansas Department of Labor.



Local Area I

This area contains 62 counties and approximately 20.5% of the population of Kansas.

Barber	Grant	Mitchell	Russell
Barton	Gray	Morris	Saline
Chase	Greeley	Morton	Scott
Cheyenne	Hamilton	Ness	Seward
Clark	Harvey	Norton	Sheridan
Cloud	Haskell	Osborne	Sherman
Comanche	Hodgeman	Ottawa	Smith
Decatur	Jewell	Pawnee	Stafford
Dickinson	Kearny	Phillips	Stanton
Edwards	Kiowa	Pratt	Stevens
Ellis	Lane	Rawlins	Thomas
Ellsworth	Lincoln	Reno	Trego
Finney	Logan	Republic	Wallace
Ford	McPherson	Rice	Wichita
Gove	Marion	Rooks	
Graham	Meade	Rush	

Local Area II

This area contains 17 counties and approximately 20.1% of the population of Kansas.

Atchison	Franklin	Nemaha	Wabaunsee
Brown	Geary	Osage	Washington
Clay	Jackson	Pottawatomie	
Doniphan	Jefferson	Riley	
Douglas	Marshall	Shawnee	

Local Area III

This area contains 3 counties and approximately 27.4% of the population of Kansas.

Johnson	Leavenworth	Wyandotte
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Local Area IV

This area contains 6 counties and approximately 22.2% of the population of Kansas.

Butler	Harper	Sedgwick
Cowley	Kingman	Sumner

Local Area V

This area contains 17 counties and approximately 9.8% of the population of Kansas.

Allen	Coffey	Linn	Wilson
Anderson	Crawford	Lyon	Woodson
Bourbon	Elk	Miami	
Chautauqua	Greenwood	Montgomery	
Cherokee	Labette	Neosho	

Aircraft Manufacturing

The aircraft manufacturing industry subsector is comprised of establishments primarily engaged in one or more of the following: manufacturing or assembling complete aircraft; developing and making aircraft prototypes; aircraft conversion or major modifications to systems; and complete aircraft overhaul and rebuilding.

Aircraft Manufacturing NAICS 336411		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		2.4189	4.6798	30,770	\$2,183,105,426
Area 1		*	*	*	*
Area 2		*	*	*	*
Area 3		*	*	*	*
Area 4		2.3139	4.3944	30,381	\$2,159,972,273
Area 5		*	*	*	*
Occupations NAICS 3364 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Machinists	4,240	\$38,260	Hawker Beechcraft Corp.		
Inspectors	330	\$62,550	Learjet, Inc.		
Industrial Engineers	1,710	\$71,440	Cessna Aircraft Co.		
First-Line Supervisors	8,780	\$51,610	Garsite LLC		
Mechanical Engineers	2,560	\$67,580	Kansas AVI Independence LLC		

(a) – (f) denotes data sources. See pg. 24

Hospitals

Hospitals provide medical, diagnostic, and treatment services that include physician, nursing, and other health services to inpatients and the specialized accommodation services required by inpatients. Establishments in the hospitals subsector provide inpatient health services, many of which can only be provided using the specialized facilities and equipment that form a significant and integral part of the production process. Hospitals may also provide outpatient services as a secondary activity.

Hospitals NAICS 622000	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.6851	1.9810	44,346	\$1,989,512,471
Area 1	*	*	731	\$28,919,967
Area 2	1.6115	1.9290	298	\$8,693,732
Area 3	1.5965	1.8552	8,428	\$380,052,980
Area 4	1.5673	1.8504	8,685	\$396,850,728
Area 5	1.3956	1.5948	*	*
Occupations NAICS 6221 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Licensed Practical Nurses	7,130	\$36,600	Via Christi Regional Medical Center	
Radiologic Technologists	2,210	\$46,190	Stormont-Vail Healthcare, Inc.	
Maids and Housekeeping	7,780	\$18,070	University of Kansas Hospital	
Registered Nurses	26,320	\$55,730	HCA Hospital Services	
Office Clerks	24,160	\$25,130	Shawnee Mission Medical Center	

(a) – (f) denotes data sources. See pg. 24

Bowling Centers

The bowling centers subsector is comprised of establishments engaged in operating bowling centers. These establishments often provide food and beverage services.

Bowling Centers NAICS 713950	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.7112	1.2356	1,083	\$12,053,440
Area 1	*	*	*	*
Area 2	*	*	*	*
Area 3	1.6033	1.1995	254	\$3,359,119
Area 4	1.5753	1.1993	308	\$3,750,192
Area 5	1.4214	1.1465	*	*
Occupations NAICS 7139 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Amusement Attendants	2,460	\$17,380	Incred a Bowl LLC	
Coin, Vending and Amusement Machine Servicers and Repairers	320	\$28,120	Boyd & Boyd Inc.	
Waiters and Waitresses	23,850	\$18,880	Rekat Recreation Inc.	
First-Line Supervisors	1,260	\$32,310	QUBICAAMF Worldwide LLC	
Counter and Rental Clerks	3,550	\$24,150	Northrock Lanes Inc.	

(a) – (f) denotes data sources. See pg. 24

Cattle Ranching and Farming

The cattle ranching and farming subsector comprises establishments primarily engaged in raising cattle, milking dairy cattle, or feeding cattle for fattening.

Cattle Ranching and Farming NAICS 112100		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		4.2214	2.0992	4,778	\$163,602,971
Area 1		3.6780	1.9582	2,847	\$97,499,932
Area 2		3.8375	2.0531	112	\$2,764,460
Area 3		4.2388	2.1324	*	*
Area 4		3.3841	1.9283	79	\$3,335,032
Area 5		3.3413	1.8945	*	*
Occupations NAICS 112 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Farm and Ranch Managers	50	\$66,290	*		
Farm Workers, Farm and Ranch Animals	530	\$19,570			
Truck Drivers, Heavy	18,850	\$37,670			

(a) – (f) denotes data sources. See pg. 24

Custom Computer Programing Services

The custom computer programing services industry subsector comprises establishments primarily engaged in writing, modifying, testing, and supporting software to meet the needs of a particular customer.

Custom Computer Programming Services NAICS 541511		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		1.5778	2.4310	3,904	\$297,923,437
Area 1		*	*	17	\$920,909
Area 2		1.5075	2.3208	469	\$28,879,502
Area 3		1.4716	2.1674	2,895	\$233,590,619
Area 4		1.4473	2.1616	285	\$15,634,699
Area 5		1.3556	1.9324	8	\$202,732
Occupations NAICS 5415 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Computer Programmers	4,520	\$68,900	Boeing Company		
Software Engineers	3,090	\$72,280	Centralized Showing SVC, Inc.		
Systems Analysts	5,140	\$71,530	CCH Incorporated		
Database Administrators	1,000	\$67,280	International Bus. Mchs. Corp.		
Support Specialists	5,390	\$41,090	Perceptive Software, Inc.		

(a) – (f) denotes data sources. See pg. 24

Greenhouse and Nursery Production

The greenhouse and nursery production industry subsector comprises establishments primarily engaged in growing crops of any kind under cover and/or growing nursery stock and flowers. "Under cover" is generally defined as greenhouses, cold frames, cloth houses, and lath houses. The crops grown are removed at various stages of maturity and have annual and perennial life cycles. The nursery stock includes short rotation woody crops that have growth cycles of 10 years or less.

Greenhouse and Nursery Production				
NAICS 111400	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.5981	1.2785	777	\$15,529,637
Area 1	*	*	*	*
Area 2	1.5495	1.2756	37	\$855,510
Area 3	1.5221	1.2670	83	\$2,276,849
Area 4	1.4568	1.2247	85	\$2,096,899
Area 5	1.3797	1.1842	28	\$703,190
Occupations NAICS 1114 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
First-line supervisors of Landscaping, and Lawn Service Workers	1,040	\$42,980	Brady Nursery, Inc.	
Landscaping Workers	8,170	\$23,500	Sedan Floral, Inc.	
Tree Trimmers and Pruners	280	\$27,070	Blue Rapids Greenhouse, Inc.	
Landscape Architects	130	\$57,760	Neosho Gardens LTD	
Greenhouse Transplanters	130	\$21,070	Meyers Companies Turf Farms	

(a) – (f) denotes data sources. See pg. 24

Legal Services

The legal services industry subsector comprises offices of legal practitioners known as lawyers, attorneys, or counselors-at-law primarily engaged in the practice of law. Establishments in this industry may provide expertise in a range or in specific areas of law, such as criminal law, corporate law, family and estate law, patent law, real estate law, or tax law.

Legal Services NAICS 541100	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.5444	2.0148	6,950	\$349,027,536
Area 1	1.3890	1.7373	982	\$35,626,585
Area 2	1.5208	2.0200	1,270	\$48,725,663
Area 3	1.4508	1.8416	2,410	\$165,574,110
Area 4	1.4479	1.8714	1,552	\$76,218,146
Area 5	1.3138	1.6135	367	\$12,211,767
Occupations NAICS 1114 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Lawyers	3,730	\$99,350	Wallace Saunders Austin Brown Enochs	
Legal Secretaries	1,590	\$30,900	Foulston Siefkin LLP	
Paralegals	1,530	\$41,790	South & Associates PC	
Law Clerks	150	\$30,780	Office of Kansas Attorney General	
Title Examiners	650	\$36,600	Lathrop & Gage LC	

(a) – (f) denotes data sources. See pg. 24

Accounting, Tax Preparation, Bookkeeping and Payroll Services

The accounting, tax preparation, bookkeeping and payroll services industry subsector comprises establishments primarily engaged in providing services, such as auditing of accounting records, designing accounting systems, preparing financial statements, developing budgets, preparing tax returns, processing payrolls, bookkeeping, and billing.

Accounting, Tax Preparation, Bookkeeping and Payroll Services				
NAICS 541200	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.5431	1.5049	8,704	\$332,027,184
Area 1	1.3942	1.3740	1,503	\$50,462,134
Area 2	1.4998	1.4912	1,213	\$45,768,975
Area 3	1.4518	1.4189	2,776	\$132,179,542
Area 4	1.4478	1.4353	1,890	\$71,888,769
Area 5	1.3192	1.3135	402	\$12,763,630
Occupations NAICS 5412 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Accountants and Auditors	10,570	\$56,300	Allen Gibbs & Houlik LC	
Bookkeeping, Accounting and Auditing Clerks	20,490	\$30,380	Marks Nelson Vohland Campbel Radetic LLC	
Tax Preparers	670	\$29,980	Mize Houser & Co Prof Assn.	
Office Clerks, general	24,160	\$25,130	CBIZ Accounting Tax & Advisory	
Billing and Posting Clerks	5,370	\$30,360	Clark R Cowl CPA	

(a) – (f) denotes data sources. See pg. 24

Specialized Design Services

The specialized design services industry subsector comprises establishments providing specialized design services (except architectural, engineering, and computer systems design).

Specialized Design Services NAICS 541400		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		1.7680	1.4911	730	\$26,175,122
Area 1		*	*	*	*
Area 2		1.6325	1.4345	100	\$2,731,436
Area 3		1.6792	1.4335	257	\$10,175,970
Area 4		1.5541	1.3773	118	\$5,054,109
Area 5		1.4430	1.2990	5	\$171,149
Occupations NAICS 5414 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Graphic Designers	2,060	\$40,120	Service PAK, Inc.		
Interior Designers	270	\$45,730	Harvest Graphics LLC		
Commercial and Industrial Designers	250	\$72,100	R C Awning LLC		
Art Directors	240	\$56,510	Strive Group LLC		
Floral Designers	500	\$22,100	B A Designs LLC		

(a) – (f) denotes data sources. See pg. 24

Scientific Research and Development Services

The scientific research and development services industry subsector comprises establishments engaged in conducting original investigation undertaken on a systematic basis to gain new knowledge, the application of research findings, or other scientific knowledge for the creation of new or significantly improved products or processes. The industries within this industry group are defined on the basis of the domain of research, that is, on the scientific expertise of the establishment.

Scientific Research and Development Services NAICS 541700		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		1.6481	2.0241	2,480	\$168,004,637
Area 1		*	*	*	*
Area 2		1.5968	1.9927	101	\$6,699,277
Area 3		1.5268	1.8370	1,839	\$128,590,114
Area 4		1.5157	1.8591	124	\$4,778,462
Area 5		*	*	*	*
Occupations NAICS 5417 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Medical Scientists	770	\$69,870	University of Kansas		
Biological Technicians	520	\$38,520	Pharmaceutical Research Assoc.		
Chemists	780	\$60,360	Harte-Hanks, Inc.		
Natural Sciences Managers	150	\$110,270	Neural Technologies, Inc.		
Chemical Technicians	620	\$37,850	Kansas State University		

(a) – (f) denotes data sources. See pg. 24

Advertising, Public Relations and Related Services

The advertising, public relations and related services industry subsector comprises establishments primarily engaged in creating advertising campaigns and placing such advertising in periodicals, newspapers, radio and television, or other media. These establishments are organized to provide a full range of services, including advice, creative services, and account management, production of advertising material, media planning, and buying.

Advertising, Public Relations and Related Services NAICS 541800	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.7283	1.9559	3,742	\$159,449,720
Area 1	1.4447	1.5991	93	\$2,541,947
Area 2	1.6297	1.8739	585	\$28,388,573
Area 3	1.6496	1.8530	2,040	\$94,749,989
Area 4	1.5598	1.7681	643	\$26,016,462
Area 5	1.4028	1.5511	23	\$630,840
Occupations NAICS 5418 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Advertising Sales Agents	1,540	\$43,640	Staples Contract & Coml Inc.	
Public Relations Specialists	2,310	\$50,030	Platform Advertising Inc.	
Graphic Designers	2,060	\$40,120	Southwestern Bell Yellow Pages	
Demonstrators and Product Promoters	520	\$20,100	Dennis Garberg and Assoc. Inc.	
Advertising and Promotions Managers	270	\$69,210	Publishers Renewal Service Co.	

(a) – (f) denotes data sources. See pg. 24

Spectator Sports

The spectator sports industry subsector comprises: sports teams or clubs primarily participating in live sporting events before a paying audience; establishments primarily engaged in operating racetracks; independent athletes engaged in participating in live sporting or racing events before a paying audience; owners of racing participants, such as cars, dogs, and horses, primarily engaged in entering them in racing events or other spectator sports events; and establishments, such as sports trainers, primarily engaged in providing specialized services to support participants in sports events or competitions. The sports teams and clubs included in this industry may or may not operate their own arena, stadium, or other facility for presenting their games or other spectator sports events.

Spectator Sports NAICS 7112		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		1.5377	1.6035	475	\$11,905,888
Area 1		1.3867	1.4488	54	\$1,138,937
Area 2		1.4616	1.5480	97	\$1,177,183
Area 3		1.4508	1.5068	107	\$3,724,580
Area 4		1.4327	1.5090	72	\$2,216,136
Area 5		*	*	*	*
Occupations NAICS 7112 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Ushers, Lobby Attendants and Ticket Takers	790	\$18,820	Eureka Downs		
Nonfarm Animal Caretakers	1,630	\$20,580	Blue Balley Athletic Club LLC		
Coaches and Scouts	3,120	\$23,610	KSU Football Operation		
Security Guards	5,930	\$25,340	Ongoal LLC		
Cashiers, except gaming	36,220	\$18,080	Kansas Speedway Corporation		

(a) – (f) denotes data sources. See pg. 24

Independent Artists, Writers, and Performers

The independent artists, writers and performers industry subsector comprises independent individuals primarily engaged in performing in artistic productions, in creating artistic and cultural works or productions, or in providing technical expertise necessary for these productions. This industry also includes athletes and other celebrities exclusively engaged in endorsing products and making speeches or public appearances for which they receive a fee.

Independent Artists, Writers, and Performers				
NAICS 7115	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.8191	2.0930	241	\$6,301,143
Area 1	1.5590	1.8134	4	\$104,857
Area 2	1.6573	1.9149	16	\$531,475
Area 3	1.7671	2.0586	94	\$3,864,984
Area 4	*	*	*	*
Area 5	*	*	*	*
Occupations NAICS 7115 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Actors	30	*	Sprint Spectrum LP	
Fine artists, including Painters, Sculptors, and Illustrators	30	\$43,670	Lied Center Box Office	
Producers and Directors	350	\$63,250	Kansas State University	
Writers and Authors	370	\$46,270	Colonial Fox Theater Foundation	
Craft Artists	*	\$32,740	Pro Prop	

(a) – (f) denotes data sources. See pg. 24

Traveler Accommodation

The traveler accommodation industry subsector establishments are primarily engaged in providing short-term lodging in facilities known as hotels, motor hotels, resort hotels, and motels. The establishments in this industry may offer food and beverage services, recreational services, conference rooms and convention services, laundry services, parking, and other services.

Traveler Accommodation NAICS 7211	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.6560	1.4073	9,383	\$154,642,925
Area 1	1.4686	1.2953	831	\$9,702,777
Area 2	1.5828	1.3853	1,000	\$15,478,929
Area 3	1.5680	1.3485	484	\$9,242,496
Area 4	1.5537	1.3596	2,006	\$37,622,467
Area 5	1.3743	1.2429	358	\$3,956,289
Occupations NAICS 7211 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Maids and Housekeeping	7,340	\$18,330	Prairie Band of Potawatomi	
Hotel and Motel Desk Clerks	1,720	\$19,040	Lodging Enterprises, Inc.	
Waiters and Waitresses	22,890	\$19,380	Marriott International, Inc.	
Maintenance and Repair Workers	11,700	\$34,510	Hyatt Corporation	
Cooks, Restaurant	9,040	\$20,010	Corporate Hills Hotel Assoc.	

(a) – (f) denotes data sources. See pg. 24

Automotive Repair and Maintenance

The automotive repair and maintenance industry group comprises establishments involved in providing repair and maintenance services for automotive vehicles, such as passenger cars, trucks, and vans, and all trailers. Establishments in this industry group employ mechanics with specialized technical skills to diagnose and repair the mechanical and electrical systems for automotive vehicles, repair automotive interiors, and paint or repair automotive exteriors.

Automotive Repair and Maintenance NAICS 8111	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.8704	1.6590	7,809	\$231,784,786
Area 1	1.6155	1.4762	1,463	\$39,616,275
Area 2	1.7269	1.5926	1,524	\$46,313,241
Area 3	1.7222	1.5541	1,996	\$66,018,679
Area 4	1.6831	1.5435	1,803	\$54,398,819
Area 5	1.6176	1.4681	465	\$11,465,143
Occupations NAICS 8111 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Body and Related Repairers	1,420	\$38,440	Scholfield Auto, Inc.	
Glass Installers and Repairers	190	\$32,100	Blue Beacon LP II	
First-line supervisors of Mechanics, Installers and Repairers	5,910	\$55,530	G K N ARSPC Precision Machining	
Service Technicians and Mechanics	6,130	\$36,540	Wachter Electric Company	
Diesel Engine Specialists	2,660	\$38,190	Farrar Corporation	

(a) – (f) denotes data sources. See pg. 24

Electronic and Precision Equipment Repair and Maintenance

The electronic and precision equipment repair and maintenance industry group comprises establishments primarily engaged in repairing electronic equipment, such as computers and communications equipment, and highly specialized precision instruments. Establishments in this industry group typically have staff skilled in repairing items having complex, electronic components.

Electronic and Precision Equipment Repair and Maintenance				
NAICS 8112	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.5850	1.7000	928	44,693,684
Area 1	1.4129	1.5031	21	618,141
Area 2	1.5040	1.6424	161	6,531,549
Area 3	1.4961	1.5929	431	24,887,908
Area 4	1.4868	1.6084	187	8,444,662
Area 5	*	*	*	*
Occupations NAICS 8112 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Computer and Office Machine Repairers	1,200	\$38,330	Northrop Grumman Comme	
Electronic Home Entertainment Equipment Installers and Repairers	310	\$31,710	Installation and SVC Tech Inc.	
Medical equipment repairers	200	\$46,600	K & W Communications Inc.	
Telecommunications Equipment Installers and Repairers	2,440	\$47,650	Heartland Services, Inc.	
Electrical and Electronics Repairers, Commercial and Industrial Equipment	580	\$48,870	Hewlett-Packard Company	

(a) – (f) denotes data sources. See pg. 24

Commercial and Industrial Machinery and Equipment Repair and Maintenance

The commercial and industrial machinery and equipment repair and maintenance industry subsector comprises establishments primarily engaged in the repair and maintenance of commercial and industrial machinery and equipment. Establishments in this industry either sharpen/install commercial and industrial machinery blades and saws or provide welding repair services, or repair agricultural and other heavy and industrial machinery and equipment.

Commercial and Industrial Machinery and Equipment Repair and Maintenance				
NAICS 8113	Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas	1.6317	1.5623	2,065	\$82,055,539
Area 1	1.4660	1.4196	668	\$27,125,341
Area 2	1.5348	1.5107	152	\$4,583,252
Area 3	1.5124	1.4584	218	\$9,919,891
Area 4	1.5138	1.4781	275	\$11,498,612
Area 5	1.3655	1.3424	112	\$4,160,732
Occupations NAICS 8113 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)	
Industrial Machinery Mechanics	3,260	\$42,710	GE Engine Services, Inc.	
Welders, Cutters, Solderers, and Brazers	4,600	\$34,680	Honeywell International Inc.	
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	2,340	\$43,290	Cessna Aircraft Company	
Mobile Heavy Equipment Mechanics	1,200	\$42,200	Kone, Inc.	
Machinists	4,100	\$38,110	Buckingham Palace, Inc.	

(a) – (f) denotes data sources. See pg. 24

Personal Care Services

The personal care services industry group comprises establishments, such as barber and beauty shops, which provide appearance care services to individual consumers.

Personal Care Services NAICS 8121		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		1.6689	1.3284	6,006	\$105,039,530
Area 1		1.4725	1.2332	611	\$9,388,900
Area 2		1.6146	1.3208	1,081	\$18,588,835
Area 3		1.5660	1.2819	2,789	\$51,723,866
Area 4		1.5775	1.2943	1,225	\$21,347,090
Area 5		1.3742	1.1885	110	\$1,437,885
Occupations NAICS 8121 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Hairdressers, Hairstylists, and Cosmetologists	3,450	\$22,970	Canterbury, Inc.		
Receptionists and Information Clerks	200	\$23,910	Buin for Hair		
Manicurists and Pedicurists	170	\$21,350	Nuevo Salon & Spa, Inc.		
Massage Therapists	520	\$36,250	Salon Bliss & Day Spa		
Skin Care Specialists	180	\$40,070	Weight Watchers North America		

(a) – (f) denotes data sources. See pg. 24

Religious Organizations

The religious organizations industry subsector comprises establishments primarily engaged in operating religious organizations, such as churches, religious temples, and monasteries, or establishments primarily engaged in administering an organized religion or promoting religious activities.

Religious Organizations NAICS 8131		Earnings Multiplier (a)	Employment Multiplier (a)	Annual Avg. Employment (b)	Annual Total Wages (b)
Kansas		1.4830	1.3765	403	\$10,501,088
Area 1		*	*	*	*
Area 2		1.4699	1.3864	17	\$400,588
Area 3		1.3943	1.3156	8	\$155,365
Area 4		1.3967	1.3239	76	\$1,673,821
Area 5		*	*	*	*
Occupations NAICS 8131 (c)	Est. KS Employment (d)	Avg. KS Wage (e)	Large Employers (f)		
Directors Religious Activities and Education	*	\$71,000	Church of the Resurrection United Methodist		
Clergy	250	\$43,950	Archdiocese Kansas City in Kansas		
Office and Administrative Support Workers	1,330	\$27,790	DCS Sanitation Management, Inc.		
Music Directors and Composers	350	\$41,870	Prince Peace Catholic Church		
Janitors and Cleaners	21,460	\$22,570	Provincial House		

^a Bureau of Economic Analysis. 2011. <<http://www.bea.gov/regional/rims/index.cfm>>

^b Bureau of Labor Statistics. 2011. <<http://www.bls.gov/cew/>>

^c Bureau of Labor Statistics. 2011. <<http://www.bls.gov/emp/>>

^d Bureau of Labor Statistics. 2011. <http://www.bls.gov/oes/current/oes_ks.htm>

^e Bureau of Labor Statistics. 2011. <http://www.bls.gov/oes/current/oes_ks.htm>

^f National Established Time Series Database (NETS)

* Data not available