

Knowing NAICS: Understanding the Way the Government Classifies Industries – Transcript of audio

Hello, everyone. I am talking out loud to give you all a chance to set the volume on your phone or computer speakers. We get started in about two minutes, thank you.

Good afternoon and welcome to the FD Academy webinar. Understanding the way the government classifies industries. My name is Helen Keremedijiev. With me today is our presenter Jennifer Boettcher. She is the business reference librarian at Georgetown University. For Q&A during the stock please add your questions in the chat to either all panelist for all participants. My GPO colleague Ashley Dahlen is providing tech support. I will monitor the chat and questions will be answered throughout the talk. The presentation is being recorded and will be made available shortly after this webinar. I will hand the microphone over to Jennifer who will take it from here.

Hello, and thank you. There some people here I know and some new friends, thank you, very much. Thank you for coming today. It is a rainy day here in Maryland. There is important things going down in D.C. so thank you for spending your time here with me today. I want to thank the Federal depository Library program, after reading my proposal, which I will give it the Council next week, they thought that maybe, let's make this a webinar, so thank you very much for reading that and thinking that this could be made a good webinar. It is an awful lot of stuff I will be covering today. Why me? Why me talking about NAICS? I been talking about NAICS for over 25 years , maybe 30. A couple of articles I wrote for online search or that came out this summer so if you want to read more in depth because I'm just doing some highlights here today, please go in and find these articles. Online searcher is found in both protest database. Okay as Helen had said, you can go in and add your comments and questions to the chat. I will be talking about this and they really do want to know, what do you want to learn today? We are going to stop about 10 minutes in and I will ask Helen to read me some of the chat that has been left. Here's my contact information and I will share it at the end as well. And I have a URL on the slide if you ever want a copy of the slides. The slides will be distributed as a PDF when you get a link to the recording. I am the business reference librarian. I've been a member of GORDORT since 1991, so I am one of you all. I want to be able to share what I know and what I do. As a librarian and information scientist I do an awful lot of things that you do. Some things I establish that I do not really do. I do not do statistical analysis. I know some of the information specialists out there do. And I do not have legal expertise. So everything I say is based upon my research and my knowledge. If you want to add comments or correct me at any time, please put that in the chat because I would really like to hear how to make myself stronger and your experiences as well. What are we going to be talking about today? We are going to be talking about NAICS. The North American industry classification system. We will talk about where it came from. What it really is for all of you non--business librarians and then talk about some of the functions that you see. Statistical functions, usually done by the federal government. As well as commercial services that use NAICS. Then I will go over the NAICS codes, they are revised every five years and in 2022, when you see the economic Census there will be some major changes in the NAICS codes and up until then you will see in some of your databases some codes that you used to use that you cannot use anymore. So we will talk about that. If we have time, I have a links and pages of links to more resources about government information and observations about them. So part one. I would like all of you to participate, this is a participatory presentation. I would like you all to put in the chat, what is safely in your area? A food store? A grocery store? A supermarket? A delivery service? Do you consider it a gas station with food? Is it a delicatessen? That also offers groceries. Or does it depend? There is no right answer to this. I am doing a survey. We cannot do pulling and WebEx so put that in the chat. Helen has agreed to do the duty of tallying this up. And by the way, also in the chat, she's also gathering, what would you like to learn? So please add that as well. So get used to the chat in the lower right-hand corner. Okay. I want also think my husband, he has gone through all of my slides for all of my presentations whenever I give presentations. One of the things he pointed out is that I talk about NAICS all the time but I do not actually link to it. In

WebEx we do not have linking capabilities or they would rather not have us do it. So anytime you see an underline on anything, that is going to be a link. So feel free when you get the slides to link out. Or you can download the slides from the TinyURL is the link in the PDF is not working. Now The North American Industry Classification System, pronounced NAICS like snake, is a standard. It is not numeric, it is standard like a subject heading used by federal statistical agencies that classify business establishments. Not firms. Not companies. But the actual establishment, where that activity is happening. The sole purpose is to collect, analyze and publish data using those subject heading codes or those codes that are the NAICS codes. Even though they say it is related to U.S. business Academy -- economy, it is going to be having an international comparison. So what I mean by establishment, and when we are talking about Safeway, Safeway has farmers. Safeway has a manufacturer's -- Albertson owns a Safeway. The Albertson owns of the processing plants that has those brands. They may not own the warehouse is in the trucking that goes through it, they have retail stores. All for those types of establishments. They all have NAICS codes associated with them. So we may know Safeway, Albertsons or whatever as a retail store. But know that to actually measure their role in our economy, that is being used at all the different processes that are adding up to get to that retail store. So what are the numbers on the bottom? That is what we will explain now. But I wanted to make sure you understand that we are not talking about a company, we are talking about establishments and the activities that happen in that establishment. When NAICS was being created there were four principles. That is basically that it will be production oriented concepts. Corn for human consumption and corn for animal feeds were two different code systems, okay? But when NAICS came around they merged and said, it is the same process so therefore we will merge this and so there was only one corn NAICS code. This is true. These principles, S.A.C. codes, through technologies and emerging industries and everything they didn't keep up with it. So one of the four principles is there going to give of this. I love us, at times there is continuity makes it possible. So they will try for and they are trying to keep up with technology and new reality. And one of the principles is to maintain some international compatibility at least with a two digit system. What do I mean by two digit system? We will get to it. Industry concepts. Why industry classification? The term of industry -- in GDP and all of these economic concepts, really were being developed in the late 1800s and GDP didn't even appear in print until I think 1936 or something like that. In the early 1930s. So the concept of measuring what the country does is relatively new. In 1939 they created a standard industry classification system. SIC codes. They created them to understand what was going on but they didn't use them in the economic Census until '59. Then they used SIC codes. They changed occasionally but not frequently. Until the major revision where they wipe the slate clean and they said, 1997, the economic Census, we are going to start using the North American industry classification codes. The NAICS codes. So starting then you will see all of this stuff. So for all the historians are people who work with historians, there is this huge break before 1997 that if people are doing historical analysis, and they are looking for trends you're going to have to footnote that and just realize that there is a difference. And it is used throughout the federal government. Everybody uses NAICS codes except for the securities and exchange commission, who have contacted multiple times and asked them to start using NAICS code instead of SIC codes. Because SIC codes are dead. There no languor being used and should no longer be used because they're no longer recognized in the federal government except in the securities and exchange commission. So here's documented proof. You can go to the Federal Register and read the directive eight that they are outdated and no longer to be used. So who makes these decisions? The U.S. government is the only government in the world that does not have a single statistical agency. Wow. I think there are reasons for that and I will give you those reasons why do not think it is a good idea but I do have people who overseas statistical standards and statistical gathering. And that is to the Office of Management and Budget and there is a statistician now, thank God. And there is the office of information of regulatory affairs that sees all of those forms you write but also oversees the development of NAICS codes. They get the responsibility to the ECPC. ECPC has representatives from BEA, the census. BLS. Agriculture. Other agencies as needed. But they also take the

information that you guys give, that citizens give, they work with Mexico and Canada to make sure there is compatibility at least at the four digit level. Some of them have a two digit only some a five digit, I don't have time to talk about that. But also they do have a commitment to oversee it every five years. How is the structure of this subject heading -- you have the hierarchy of subject headings where you have this main overarching concept and then you go down to more details. They do that with numbers. They do that with the hierarchy of the data. We have a sector, subsector, industry growth and the four digit is usually the agreement between Mexico and Canada and we have the industry level. The five digit level and then there is the six digit level. Notice that at the six digit level where they just added a zero to make it six digits. That six digit level, when you're looking at the NAICS manual, online, that is where you will get the details. Do you mean this or that? We will see a page of that. So I wanted to make sure that you realize that is hierarchical and the longer the number the more detail the industry within that sector. This is what if you go to a NAICS page, or census.gov, this is what you will see. Notice that at the very top it says, did you really mean contractors versus non-contractors? Do you mean knitted apparel? Or non-knitted apparel? Because that is a whole other NAICS code. So read the top part because it will give you a hint. Below that it will give you all of the words that could mean that NAICS code. So notice that we have three revisions here. We have 2012, the 2017 revision, and all of a sudden the 2022 revision has a new NAICS code. You may have to read that but the last two digits are changed. I'm not going to read numbers to but either way, these are index industries which are basically like if you wanted to search underwear on the NAICS webpage it would bring you to this webpage. There are over 550 different entries underneath this one NAICS code. So going to the NAICS website on Census Bureau you can search by the 2022 data and get a NAICS code and all of the definitions. If you are looking for stuff that is currently being published, you might want to search for that entry in 2012 or the 2017 revision because the 2017 revision is still being used by all government agencies until the economic Census of 2022. So which one do you use? Still use a NAICS code but realize it will change. There are 24 sectors. Manufacturing has 31, 32, 33. But there are 24 different sectors that are capturing every activity in the United States. Hence we come back to the slide. We see that agriculture sector 22. Orange groves are 11131. But we see fishing as 11411. And so on and so on. Hopefully you have the concept of what the NAICS code is, it is a way of describing an industry. A way of describing, is it a food store? Is it a grocery store? Is it a supermarket? Those things mean the same thing, right? But instead of saying, when they were creating these classifications, they didn't want a regional bias so they say, we are not going to call it -- it is food stores in the West in super markets in the East, we are going to have a classification number. That is all we have the classification numbers because they need different things. NAICS mean things. How do you apply them? Depends on who is collecting the information. So the Census Bureau has a good deal of information and they are the keepers of the manual. The use of the NAICS codes depends on the agency you are at. So if it is BLS, they may be using the NAICS code differently to describe an industry then the Census Bureau. So when you are collecting data and you have two data sets, one from census and one from BLS, look at the methodology to be sure they are the same. NAICS codes are used throughout the federal government. I hate to say this, data.gov does not have as many data sets using NAICS codes. F.R.E.D. has over 3000 data codes. So realize if you need all the data on an industry, go to F.R.E.D., unless you notice coming from the Census Bureau. Then the census go to his data.census.gov. So what industry? A lot of people say I need something on the automobile industry. The automobile industry is material science. It is designed. Manufacturing. Retail. Finance. After sale. And more and more now sustainability. Aftermarket and recycling centers of automobiles. All of those have their own NAICS codes. They all deal with automobiles but all of different NAICS codes. So it is important for you to do that. Okay. So we understand what a NAICS code is, right? We understand where they come from and we understand how they are used. Remember, even though their numbers they are not data it is a way of describing an industry. And I said at the beginning, every industry, every business activity in the United States has a NAICS code. Some of you are going, no, they don't. What about the cannabis industry? What about ghost kitchens? They don't have

NAICS codes. As new technologies are being developed in the new reality happens, there is a way of asking for a new NAICS code to be created. Usually this is done with the ECPC . It is easy peasy with ECPC. Anyway. The Federal Register about two or three years before the economic Census time, it is every five years, the Federal Register will go out there and solicit proposals for new industries. In about 1.5 years and they take all of them and review the proposals. They say, what about you guys? And then the federal register publishes the proposals, drafts, proposed drafts, final drafts and then they become made available to you. So if you're working with an entrepreneur and they want to have their own NAICS code recognized , the things that will be considered our rate here and things that need to be in your proposal is right here. I am not sure how many of you -- you can go back and read this. A lot of verbiage but it is taken directly out of the Federal Register or census eyes out of the Federal Register because those announcements are very dense. For example, here is the density of the OMB fiscal policy directive number 8. This is the birth certificate for the NAICS code. So you could read this, have a link on the bottom that you can go and read. This is like two pages long.

So to re-cap the earlier question I'm going to mention the top four responses in order. What is Safeway? Grocery store. Supermarket. Depends. And then he tires do not have and do not know what it is. Those were the top responses.

How many went to the top one?

Number one is grocery stores.

It depends is probably the closest thing. We do have a handful of questions so I will read off some. The first one is, will all business databases change to NAICS numbers as their develop?

In my article I did ask people this past spring when I wrote the article, and by the way Online Searcher will publish article really fast if the seat is timely. In some industries, think it is ProQuest you said, we will change it. And they will not go back and keep the old ones. They're just going to change it to the new ones before even the economic Census is out. The federal government, they are not sure yet what they're going to do, there's going to be a major change especially in retail. So those changes will be happening and one of my advice is, make sure you ask your vendor. When you talk with your vendor or reps in the common call or they want to visit, asked them what they're going to do about the change of the NAICS codes. And refer them to the webinar for don't know what is going on with it. Some directories still use SIC codes. And then the use NAICS codes and didn't realize they were revising every five years. Some publishers of these databases are better than others but it is important to know what version they are using.

On a relatively related topic, what exactly is F.R.E.D.? In your own words.

F.R.E.D. is a wonderful statistical economics database that tries to collect information from the federal and open statistical data about the economy. They use NAICS codes a lot because they want to be able to track industries and things like that. I hate to say this but they are doing a much better job than data.gov. But it is the Federal Reserve and they have people. And data.gov only literally has three people working there. In fact the federal library depository, the Academy that is sponsoring this just sponsored a couple of weeks ago about data.gov and you can learn all about them. But F.R.E.D. , if you type in F.R.E.D. St. Louis reserve you will find it.

All right the next one, how reasonable is it to request for a new NAICS code? For example meal kits. Online grocery deliveries. Et cetera.

Online grocery delivery does have its own NAICS code. Meal kits are caterers. So go into the NAICS website and type in meal kits and you will see those. Ghost kitchens were the meal kits are prepared, they are not really catered, there kitchens about a restaurant and they are not really a commercial kitchen. Those things are new. To tell you the truth it is really easy. You don't have to have a lawyer to do it. All you have to do is when the Federal Register opens first visitation just add in there. It is cool. Because you can actually read and I did this for my article, I read about the new revised NAICS codes and there were 70 people asking for cannabis NAICS codes. Growers. Processors. Retailers. Evaluators. Delivery. All of that other stuff. And there were many people requesting us but still has not been recognized by the federal government so they cannot really put

it forward. But in 2022, cannabis somehow is going to be recognized I read that this past week by the economic Census. I don't know how they're going to do it. The thing is -- I read all of the other requested changes or comments, you could request as many as you want, new industries, and they will consider it and they have to write up a response to every single one. So if you have an association you're working with go to the Association because they will put it in legalese and all that other stuff but if it is just you and you see a new one, do it. Just put it in. The ECPC, I put a link in there but if you just go F.R.E.D. , ECPC, you can get the webpage for them to contact somebody there. They will be thrilled, the citizens are wherever they do and they appreciate it.

The next question, is Corn differentiated for consumption versus fuel?

No. But the processing is. The growth of the corn is in agriculture. But the processing of the corn is under manufacturing. So depending upon where it is going. It may end up in other industries. And the Department of Agriculture does the agricultural census but as soon as it leaves the field it becomes the economic censuses responsibility in the Census Bureau's responsibility to track it but to tell you the truth they do not do a very good job because there was feuding, I think, between what is an agricultural product and what is processing. So you can see with the revisions that sometimes the revisions in agriculture were -- important.

Did NAICS come out of NAFTA?

Yes. It was the opportunity -- Bill Clinton looked at Canada and Mexico to make NAFTA work. And at that time SIC codes are not working well and they were talking about economic activity and they said, wouldn't it be good if we share the same classification system? So that was created as a part of that. It was a natural growth of that and they continue doing that. But to tell you the truth I've never seen a database that actually combines the three different nations in looking at their products and stuff like that. Not yet. Opportunity for people to make.

A couple more questions physically about vendors and how they decided their codes. Should I read these?

That is the next section.

I will hold off.

Okay. Hopefully these will answer your questions. The next section is functions, who uses NAICS codes? We see NAICS codes as a way of measuring establishments or identifying what activities done in that establishment. So how are NAICS codes used? The Census Bureau. They do an awful lot and each one of these is a link to the different reports and surveys and everything that the Census Bureau does. In the middle here, the big long one on the left, we see the producer price index, employment and all these other things. IRS uses NAICS codes to group and aggregate businesses by I think it is the three digit sub- sector level. So you could say, corporations of this size, how much is this? This is what has been used in a lot of norms and ratios books. And there is an awful lot of information. So I will highlight two different reports that uses NAICS codes. One is the economic sense and which I've mentioned many times already. It is done every five years the data that is reported through the economic Census is legally immune from being requested for legal processing. And that is one of the reasons why think they should be separate. Because people will be more honest in the Census Bureau about their income versus the IRS about their income. Anyway. By the way, the economic Census does not include non-employer establishments. My next slide is about non-player establishments. Basically the economic Census covers every single business in the United States as well as the outline and island areas. You will always be able to see the number of establishments, the revenue size and how many employees. I talked about the non-employer statistics, some could be considered gig workers. I know the news last night was all about the reforming gig working. I will not comment on it do not ask me question about it. Allow me to think about it. But anyway. You can see the NAICS codes and they were looking at this at the six digit level, and how much is revenue that is created by these people who do not have -- who are not employees but they work for themselves. It is interesting that taxi and limousine services, the new NAICS code it is taxis, limousine and ride-sharing. So ride-sharing is being put directly into that industry. So you cannot say, we are not taxis, it is like, the federal government says you are. This is a

neat little slide. I also took some data and you can take the data out of the census.gov website and manipulate it. So I created revenues per establishments. There are more beauty salons in the United States but if you want to know who is making the money, that is going to be security brokers. Because they are making about \$211 million, notice we have is and thousands per establishment. The BEA, you can see by just reading these they don't have the codes to them. You can read the definitions and say, I recognize these definitions as NAICS definitions. If you want to know what is going on in your industry and is it growing or shrinking? It will give you a top level, a three digit check on what they believe is going on. How they get their data, read the methodology. Remember, the NAICS codes are standardized but how they are used or the data is collected depends on where you get to it. So this is the question that you asked, how are NAICS codes defined -- who assigns NAICS codes to accompany our firm? They are self-assigned. It is up to the publisher to say, what NAICS code should be used for Safeway? That depends upon the publisher. So you can have many different direct trees that have this NAICS code and they have different NAICS codes. That is because the publishers decided on what to put in it. And this is a problem. But directories use NAICS codes. Financials, when you do financial analysis or you are creating performance and financials, they are using NAICS codes. And in field searching, article databases, a lot of them will be using, you can search for the industry using the NAICS code. Here is an example of the Bureau of label statistics. And their use of the NAICS codes. The biggest use, non-statistical use of NAICS codes by the federal government is the SBA, the small business administration. Basically every five years they come up with what is a small business based upon your industry. When I went to the CFR and I put in NAICS, there was over 551 references to NAICS codes in the Federal Register and a lot of them are related to procurement, small-business designation and things like that. Or in trade. Is this product in this NAICS code and we do not want to do foreign trade restrictions. OSHA looks at accidents by industry classifications. But they get that from the companies information. The company comes in to identify which NAICS code if they're not already done. Who assigns NAICS codes? It is self-assigned. And there are issues with that. I found two articles. One saying, looking at the IRS 1040 schedule C, the 1040 schedule C's, looking at analysis, 30% of the people who filled out were accountants who filled out there 1040 schedule C, had the wrong NAICS code. And we are talking about maybe at the two digit. 13.3% of them did not even have two digits. Are you retail? What are you doing? So who assigns a big question. Using statistical data from the IRS, the administrator records, there is a possibility of their errors. The contracting officers, there was a study done in the Air Force and even contracting officers who are government employees who fill out these forms, 39% of them did not fill in the correct NAICS code. This could maybe be AI and better training could fix this. But who is doing the training? Here's more advice. Read the methodology of who is assigning it. If you're comparing it against the different statistical agencies, make sure you do that. There will be bridge tables every economic Census about the changes in the NAICS codes. Do you need non-employers? There are a lot of people, businesses that are non-employers that are not included in any of the statistical analysis but may be included in your directory information. Always look to say, what NAICS version is being used? So, we learned about Safeway. Now I am asking further questions. To the questions about how to NAICS codes get assigned to directories to accompany -- the answer is, it depends on the politics or is self identified.

This is more like a recap, one of the questions was, could you explain more why there are different codes associated with the same business company in different databases?

The different databases, somebody says Safeway, I know Safeway as the convenience store down the road so I'm going to give them a convenient store code. Or there are a lot of different businesses that do many different things. There is such a thing as a department store. So Walmart, is it a department store or superstore? People think department store than they will assign a NAICS code for a department store. Where it is actually a supercenter which has a different NAICS code. So it depends upon who is filling out the form. Or they are using AI and are using an old version of the NAICS code or SIC code. The SIC code said this and in 2012 the SIC code moved to this NAICS code so I will use this. There is a lots of reasons why many companies will have different NAICS codes

associated. Sometimes the federal government, if you read the CFR and have to assign a code to accompany, and some agencies the CFR says, you have to say which one is the revenue generator. So which one generates the most revenue, that is your primary SIC code. Some say, which is the most employer and they assign the SIC code to which one has the most employees working for it. So what is Amazon? Amazon owns the warehouse as well as the software, as well as the delivery, so what NAICS would you get Amazon? That is my establishment level is a lot easier than assigning it to accompany.

Okay. We have less than 50 minutes, shall I continue with questions?

Are the questions the same ones?

There is some overlap we can continue the questions

Let's answer the other questions.

Okay.

The next section talks about the 2022 changes. So there are changes in NAICS codes and they have been changing all along. At the sector level not much changes but you can look at the industry level and see that there were fluctuations up and down. 2022 has the most change. Most of these changes are consolidations. That means this industry and this industry are basically doing the same things that we are going to call them one code. We will see a lot to that later on. Not all sectors have changes in 2022. These are the sectors, I will not read numbers off the slide but these are the sectors. If you are a special librarian or you're working with somebody who specializes in mining, there is going to be changes. I will have all of those changes. But the big changes like I said is actually going to mean retailing and the information sector. So I'm going to go really fast through these changes, but know that you can go back to the slides and say, I'm interested in mining or mention a manufacturing, you can go back to the slides and read those changes. Like I said some things have title changes but did not change the content. Like taxis adding ride-sharing. There -- they just change the title but not the codes. So mining, does not matter if your mining for coal, the two different kinds of coal, it is all service mining. Service mining is different from underground mining. The highlight here, I was so this is really stupid, at the manufacturing of sewn and cut materials to manufacture clothing, it was separated by boys, girls, children, no longer. If you are selling it does not matter who you are selling for. It is non-gender affiliated. The federal government is no longer recognizing gender in manufacturing, there is the headline. Other manufacturing is combining, most of this is combining. Manufacturing. One of the things I want to highlight and hear, because cars are sexy, right? Automobiles are going to be using the new NAICS code and they are combining it with SUVs and trucks. The federal government is no longer recognizing automobiles separate from trucks and SUVs. They will be one industry now. Underneath one code. Okay, the big changes are in retail. Because every single NAICS code in retailing is changing because they are combining the online, used to be separate, they used to be a part of online services. They're basically saying, no more online, we are no longer measuring online retail, we are now combining it items being sold in person. Mail catalogs, bookstores, all of that is now one NAICS code. The same NAICS code and the same title. So all retailing, the federal government is no longer going to be recognizing brick-and-mortar and online. There is no more of that. In 2022 that will be no longer an issue. So what does that mean for zoning? I am selling trucks out of my back room in a condo and all of a sudden -- I am not zoned or manufacturing or selling retail, so there are so many issues with this. But that is where the business will be. Other than the retailing stuff about online and electronic, online and brick-and-mortar, there are other things like tobacco stores have a new NAICS code. The third digit has changed. Notice it says other smoking. So we know where cannabis is going to end up. Publishing. Online, guess what? Books and Internet, books are just books these days. Along with a lot of other things. Broadcasting will be interesting. Because it is no longer radio station or television broadcasting, for television broadcasting it is just television. But if you're streaming media that is not television, that is now in with social networking, streaming media and other content providers and have its own NAICS code. So television networks, no longer a thing by the federal government. People are beginning to panic now, aren't you? I'm looking at the timing and we have 10 minutes.

Libraries used to be grouped but we are still being called libraries. Banking, there is a lot of combinations. If any of you are financial librarians just realize the NAICS codes will be changing on you a lot. A lot of these issues may be addressed by a system that used to be productline merchandise, sales line, in the 2017 economic Census they started using the North American product classification code. So this is where you will get the trucks -- it is like, everything is being sold on one lot. Automobiles, trucks and SUVs are being sold on the same lot but how many trucks are sold and how many automobiles are sold? That will be the NAPSC code. I could do a whole hour on NAPSC but we do not have time for that. Questions that you were going to get, how do I change ministry? What is happening? How do I handle timeseries when you have those people who need in retail? All of a sudden retail is a little bit different. We have so much to do. What we can do, what we can empower ourselves to do is be ready for those questions. Be ready when those questions start coming in. And talking about this as an opportunity. Talking about, I am sorry that your timeseries has blown up and we cannot continue it. Learn more about NAPSC more about the 2022 economic Census. And make suggestions to ECPC because they are controlling all of the information. These next slides were basically thrown in here from previous presentations, talking about government information and data and where do you find it. And using economic Census or using NAICS codes. Remember, there are opportunities out there. This Academy is there to help. The accidental government library and lecture series put out by GORDORT is out there to help you. There is training a lot in place to help you. Actually Helen, I have a question for you. Will all of these links be available on the PowerPoint or PDF? Answer that on the thank you site. Here's my contact information. We've got five minutes for questions. So my question to Helen and Ashley, will the PDFs have links -- will the links work within the slides?

Correct. The slides were made available in a PDF format and the webinar archive. You will get an email probably tomorrow morning with the link to the webinar archive.

So all the links and all the slides even though it is a PDF will be active links.

Correct.

Good. Life is good. What are the questions do we have?

We have quite a few but we actually have less than five minutes I will ask a question that may be relevant for everybody. The question is this. Will it be okay to use some of your slides in our live guides?

Yes.

That was easy.

Just give me credit. And do not sell it.

Okay. We will do one more for now. Let's see here. Which businesses have to fill out the data for the economic Census?

All of them. No. Actually all of them are counted but the majority of the data in the economic Census come from administrative records. So they come from the IRS or the BLS from the Department of Labor. So if your company is involved in any regulatory environment you probably will never see anything because they are taking all of that data from all of the government regulatory forms and synthesizing that. So if you are a small business, you probably will never get a form to fill out. Unless they are a little bit confused or their sampling the IRS data. So just realize -- you may or may not see it but everybody gets counted. The numbers do count but if you want to see how many businesses are in York County, just make sure you are also including the non-employer statistics as well the economic stats.

One tiny question. What is that cute animal on the slide?

That is Obama. Jenny wombat. I'm a big fan of wombats they are native to Australia.

Awesome. Thank you, Jennifer. Your presentation was fantastic and I will start to wrap up this webinar. We did run out of time to answer all the questions in the chat. Please rest assured we will send the transcript of the chat to Jennifer and she will respond to you with the responses that we could not get to. I am not going to share in the chat a survey to this webinar. Tell us how you felt about the webinar. This webinar has been recorded and you will be notified shortly after when it is

available to view. If you enjoyed today's webinar, please check out some of our upcoming FDLP Academy webinars. I will put two links in the chat. The first one is about the FDLP Academy. The second link is our calendar events. We have some webinars scheduled in November and December including talks by librarians from the Third Circuit Court of New York, the National Museum of Natural History and the Library of Congress. Next week we have the upcoming fall 2022 Federal depository library conference which is from October 17th through October 19th. This conference will be held virtually and is free to attend. And here is a link for more information. Thank you again, Jennifer, that was a great presentation. Have a marvelous day, everyone.
Bye, all. [Event Concluded]