RETAIL AND SERVICE SECTOR ANALYSIS OF BREWER, MAINE

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January 2012

1. INTRODUCTION

This report presents a retail and service sector analysis of Brewer, Maine. The industrial sectors considered in the study are: retail trade (NAICS 44); information (NAICS 51); finance and insurance (NAICS 52); real estate and rental and leasing (NAICS 53); professional, scientific, and technical services (NAICS 54); management of companies and enterprises (NAICS 55); administrative and support services (NAICS 56); health care and social assistance (NAICS 62); arts, entertainment, and recreation (NAICS 71); accommodation and food services (NAICS 72); and "other" services (NAICS 81). These eleven broad economic sectors account for 73 and 72 percent of total employment in Maine and the United States, respectively.[1] The goals of the study are to characterize trends in the local retail and service economies, and to point out some specific sectors that –subject to additional research and consideration –might be candidates for new business attraction and development efforts.

The methodology used in the analysis involves comparing the actual number of business establishments in a given industrial sector (in Brewer) to the number of establishments that would be predicted based on Brewer's population size and the number of industry establishments per capita in a benchmark economy. If the actual number of establishments in Brewer exceeds what is predicted based on its population size, then the city is said to have a "surplus" of activity in the sector. Conversely, Brewer is said to have a "deficit" in a given sector if the actual number of establishments is less than what is predicted based on its population size. The overall Maine economy is used as the benchmark in the analysis, which means that the surplus and deficit figures for Brewer's industrial sectors are interpreted as a comparison of the actual number of establishments in Brewer relative to the number of businesses that is predicted based on the city's population size and the number of industry establishments per capita in Maine.

The analysis focuses on the retail and service industry surpluses/deficits in Brewer, but it also examines retail and service industry activity in Bangor. This allows for an assessment of the extent to which Brewer might be "losing customers" to or "gaining

[1] This information is from 2009 County Business Patterns of the U.S. Census Bureau.

customers" from Bangor –a nearby major regional retail and service center. Brewer is said to "lose customers" to Bangor if Brewer has a deficit in a particular industry (i.e., fewer establishments than would be predicted based on Brewer's population size) and Bangor has a surplus (i.e., more establishments than would be predicted based on Bangor's population size) that is greater in absolute value than the magnitude of Brewer's deficit.[2] Brewer is said to "gain customers" from Bangor if Brewer has a surplus in a particular industry (i.e., more establishments than would be predicted based on Brewer's population size) and Bangor has a deficit (i.e., fewer establishments than would be predicted based on Bangor's population size) that is less in absolute value than the magnitude of Brewer's surplus. In cases where Brewer and Bangor both have deficits, the City of Brewer is said to be "losing customers" to places outside of the region.[3] Finally, the City of Brewer is assumed to be serving its local population (i.e., not losing customers) in cases where it has a surplus of business establishments.

2. HOW TO INTERPRET THE SURPLUS / DEFICIT ANALYSIS RESULTS

Results from the surplus/deficit analysis should be used to characterize broad trends in the local retail and service economies, and to point out some specific sectors that –subject to additional research and consideration –might be candidates for new business attraction and development efforts. Identification of a deficit in a given industrial sector does not, however, imply that such a business would be viable in the local economy. Many types of businesses require large market areas so that small deficits in some sectors simply suggest that Brewer does not have the population base needed to support an establishment. Likewise, the results of the analysis should not be used to conclude that sectors with surpluses are not candidates for new business attraction or development. In some cases, a surplus is indicative of a strength or opportunity that is unique to an area, which could be used to anchor a retail or service industry cluster.

Limitations of the data used in the study should be considered when interpreting the results of the surplus/deficit analysis. The study is based on information from 2009, which –although it is the most current information available at this time –does not account for businesses that have opened or closed since that time. Recent changes in retail and service industry activity could affect the results presented in this report. Another data limitation is that establishments are assigned to a single (i.e., primary) industrial category, even in cases where the business sells multiple types of goods or provides multiple types of services. For example, the dataset used in the analysis makes a distinction between "restaurants" and "drinking places." According to 2009 data from the

[2] Although we refer to these cases as situations in which Brewer is "losing customers" to Bangor, it is possible that the surpluses in Bangor result from the spending activity of customers from other communities in the region, and that –in reality –Brewer residents are purchasing these goods and services elsewhere. Also, the number of lost customers and the magnitude of the reduced spending are not quantified in this study.

[3] In cases where Brewer has a deficit and Bangor has a surplus that is smaller (in absolute value) than Brewer's deficit, the City of Brewer is said to be "losing customers" to Bangor and outside the region.

U.S. Census Bureau, Brewer has only one establishment classified as a "drinking place." The city does, however, have several restaurants that serve alcoholic beverages.[4]

Another data limitation to keep in mind is that the establishment counts used in the analysis do not account for the size of an operation. The identification of a deficit in a particular industry might be explained by the fact that the establishments in the sector are larger than average and, thus, a fewer number of businesses are able to satisfy the area's needs. On the other hand, a surplus might result in cases where a sector is characterized by local businesses that are smaller than is typical in the industry.

A final issue to consider when interpreting the results is that the surplus/deficit estimates are based on a benchmark of the overall Maine economy. In other words, we used information on the number of industry establishments per capita in Maine to estimate the predicted numbers based on the populations of Brewer and Bangor. The surplus and deficit estimates would likely be different if we had instead used the overall U.S. economy as the benchmark. The industrial sectors of "boat dealers," "heating oil dealers" and "marinas" are good examples of how the choice of a benchmark could affect results of the analysis. As a coastal state that relies heavily on fuel oil as a source of heat, these three sectors are relatively overrepresented in Maine as compared to the United States as a whole. Thus, if we had used the U.S. economy as the benchmark, the analysis would have predicted a smaller number of establishments in Brewer and Bangor, which would have resulted in correspondingly larger surpluses and/or smaller deficits.

3. SURPLUS / DEFICIT ANALYSIS RESULTS

Table 1 presents an overview, by broad industrial category, of the retail and service sector surplus/deficit analysis. According to the U.S. Census Bureau, the City of Brewer had 289 retail stores and service providers as of 2009. Comparing the actual number of establishments to the number predicted based on the city's population size, we see that Brewer has surpluses (i.e., more establishments than would be predicted) in seven of the eleven sectors, and small deficits (i.e., negative surplus values) in the other four broad retail and service industries. The aggregate surplus of about 77 businesses suggests that a City of Brewer's population size could support about 212 retail and service businesses.[5]

By contrast, the retail and service sector analysis for the City of Bangor reveals surpluses in all eleven sectors. Overall, the analysis shows an aggregate surplus of 832 business establishments. This suggests that a city of Bangor's size would be able to support 739 retail and service establishments (i.e., of the 1,571 businesses that are in operation, the

[4] Similarly, our visual inspection of the tables identified a handful of sectors in which the U.S. Census Bureau does not count any businesses as of 2009, yet knowledge of the local area suggests that such establishments exist. Explanations for these cases could be that the establishment is counted under a different industrial category, the establishment is miscategorized, or it is unknown to the U.S. Census Bureau.

[5] The 212 establishments that could be supported based on the city's size plus an additional 77 businesses counted in the aggregate surplus sums to 289, which is the actual count of retail and service industry establishments.

surplus of 832 establishments are in excess of what is predicted based on its population size).

The information shown in Table 1 suggests that Brewer attracts retail and service industry customers from beyond its borders in the areas of Retail Trade, Health Care and Social Assistance, Other Services, Administrative and Support Services, Finance and Insurance, and Accommodation and Food Services. Brewer has a very small surplus in the sector of Management of Companies and Enterprises, and deficits in Information, Professional Services, Real Estate and Rentals, and Arts and Recreation. The City of Bangor has surpluses that more than offset Brewer's deficits in these four sectors, which means that Brewer might be losing customers to Bangor. Since Bangor's surpluses in these sectors exceed (in absolute value) the deficits found in Brewer, it means that Bangor is likely capturing customers from other communities as well.

The combined region of Brewer and Bangor has substantial surpluses (over 200 more establishments than predicted) in the areas of Retail Trade, and Health Care and Social Assistance. Clearly, the region is capturing customers from surrounding communities and beyond. The Brewer-Bangor region also appears to be drawing in customers in the sub-sectors of Professional Services (although Brewer has a small deficit), Finance and Insurance, Accommodation and Food Services, Other Services, and Real Estate and Rentals (although Brewer has a small deficit).

The industrial sector that appears to be least overrepresented in the broader region – although the surplus in Bangor (9.14 businesses) exceeds Brewer's small deficit of 0.27 establishments –is Arts, Entertainment, and Recreation. To put these figures into perspective, the two-city area of Brewer and Bangor has combined surpluses of 237.9 businesses and 215.86 businesses in the industrial sectors of Healthcare and Social Assistance, and Retail Trade, respectively. A comparison of these figures (i.e., combined surpluses of 237.9 and 215.86 businesses, versus a net surplus of 8.87 businesses in Arts, Entertainment, and Recreation) suggests that the area provides healthcare services and shopping opportunities to people from outside the Brewer-Bangor region, but that the number of arts and entertainment facilities in the area is more in line with its population size.

Tables 2 to 12 show the results of the surplus/deficit analysis at a more detailed industry level. The information is organized so that each of the tables includes the sub-sectors of one of the 11 broad retail and service sector industrial categories. These tables reveal surpluses in Brewer (cells indicated with a "NA") in certain industries across the entire spectrum of retail and services, but also notable deficits in the sub-categories of Health and Personal Care Stores (Table 2); Clothing and Clothing Accessory Stores (Table 2); Sporting Goods, Hobby, Book and Music Stores (Table 2); Data Processing and Information Services (Table 3); Professional, Scientific, and Technical Services (Table 6); selected Administrative and Support Services (Table 8); Waste Management and Remediation Services (Table 8); Performing Arts and related industries (Table 10); Museums and related businesses (Table 10); Amusement and related businesses (Table 10); Accommodations (Table 11); and selected Other Services (Table 12).

Tables 13 and 14 show the retail and service sectors in which the City of Brewer and the combined Brewer-Bangor region, respectively, have deficits of one-quarter (0.25) or more establishments. The sectors are ordered according to the magnitude of the deficit in the number of business establishments. Although it includes sectors across the entire spectrum of retail and service businesses, the general trend revealed in Table 13 is that the Brewer's economy tends to be underrepresented in the areas of specialty retailers (e.g., gift stores, book stores, pet stores, optical goods stores, etc.), professional and technical services (e.g., lawyers, computer design, tax preparation, marketing, investments, environmental consulting, advertising, etc.), and arts, recreation and other "things to do" (e.g., amusement and recreation, golf courses, artists, museums, etc.). Table 14 shows that the Brewer-Bangor region as a whole is underrepresented in selected specialized services (e.g., architects, graphic design, environmental consulting, computer management, data processing, research and development, etc.) and that the region is lacking "things to do" (e.g., golf courses, amusement and recreation, art dealers, etc.).

On the other hand, Tables 15 and 16 show retail and service sectors with an estimated surplus of business establishments (i.e., one or more establishments) in Brewer and the combined Brewer-Bangor region. As noted previously in the report, the surplus/deficit analysis identifies strengths (e.g., sectors with surpluses) that might indicate potential for retail or service sector clusters, as well as possible gaps in the local market (e.g., sectors with deficits). A broad assessment of Table 15 suggests that Brewer has retail and service sector strengths in restaurants (e.g., limited- and full-service restaurants), auto and transportation (e.g., automotive parts, gas stations, automobile repairs, etc.), social services and services for the elderly and youth (e.g., mental retardation facilities, homes for the elderly, child day care facilities, etc.), and certain financial and related services (e.g., insurance agencies, credit unions, certified public accountants, etc.). Table 16 reveals large Brewer-Bangor regional surpluses in healthcare (e.g., physicians, dentists, home healthcare, etc.), certain retailers (e.g., clothing, electronics, sporting goods, shoes, jewelry, gift stores, etc.), social services (e.g., mental retardation facilities, child day cares, elder and disability services, etc.), hospitality (e.g., restaurants, hotels and motels), and selected financial and professional services (e.g., lawyers, insurance, accountants, banking, payroll services, etc.).

The final table of report shows retail and service sectors in which Brewer might be attracting customers from Bangor. The sectors included in Table 17 have surpluses in Brewer that exceed, in absolute value, deficits in the City of Bangor. A broad assessment of the table indicates that Brewer might be attracting customers from Bangor in the area of repair and maintenance (e.g., general automotive repair, automotive transmission repair, communication equipment repair, automotive exhaust system repair, etc.).

4. SUMMARY

The purpose of this report was to examine the retail and service sectors of Brewer, Maine, with comparisons to nearby Bangor. Information presented in the report should be used to characterize broad trends in the local retail and service economies, and to point out some specific sectors that –subject to additional research and consideration –might be candidates for new business attraction and development efforts. The data and methodological limitations discussed previously in the report should be considered closely when interpreting the results of the surplus/deficit analysis.

Results from the analysis suggest that –not surprisingly –the Brewer-Bangor region attracts retail and service industry customers from communities located outside the region. Brewer-Bangor has sizable surpluses in sectors such as healthcare and social assistance, retail trade and professional services. The broad industrial sector with the smallest net surplus in the region, which might be a candidate for further consideration, is arts, entertainment and recreation. Our analysis of specific retail and service sectors shows that the City of Brewer is underrepresented in the areas of specialty retailers; professional and technical services; and arts, recreation and other “things to do.” Brewer has retail and service industry strengths, relative to Bangor, in the area of repair and maintenance.

Table 1. 2009 Establishment Counts and Surplus/Deficit Analysis: Retail and Service Sector Overview

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Retail trade	74	27.14	352	188.72	NA
Information	2	-3.43	43	24.07	Bangor
Finance and insurance	22	7.84	111	61.65	NA
Real estate and rental and leasing	11	-0.50	104	63.93	Bangor
Professional, scientific, and technical services	22	-3.10	183	95.55	Bangor
Management of companies and enterprises	4	2.48	19	13.70	NA
Administrative and support services	23	9.27	88	40.17	NA
Health care and social assistance	50	15.86	341	222.04	NA
Arts, entertainment, and recreation	6	-0.27	31	9.14	Bangor
Accommodation and food services	35	7.20	159	62.15	NA
Other services	40	14.38	140	50.73	NA
Total	289	76.87	1,571	831.85	NA

Data Source: Zip Code Business Patterns of the U.S. Census Bureau, 2009.

Table 2. 2009 Establishment Counts and Surplus/Deficit Analysis: Retail Trade

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Motor vehicle and parts dealers					
New car dealers	2	0.94	9	5.32	NA
Used car dealers	2	0.55	8	2.95	NA
Recreational vehicle dealers	0	-0.16	1	0.45	Bangor
Motorcycle, ATV, and personal watercraft dealers	0	-0.29	2	1.01	Bangor
Boat dealers	1	0.56	1	-0.54	NA
All other motor vehicle dealers	0	-0.24	4	3.15	Bangor
Automotive parts and accessories stores	6	4.24	14	7.86	NA
Tire dealers	2	1.44	7	5.04	NA
Furniture and home furnishings stores					
Furniture stores	1	0.21	5	2.24	NA
Floor covering stores	0	-0.49	5	3.31	Bangor
Window treatment stores	0	-0.12	2	1.58	Bangor
All other home furnishings stores	1	0.01	5	1.54	NA
Electronics and appliance stores					
Household appliance stores	1	0.52	3	1.33	NA
Radio, television, and other electronics stores	1	0.24	11	8.36	NA
Computer and software stores	0	-0.26	6	5.10	Bangor
Camera and photographic supplies stores	0	-0.05	0	-0.17	Out-of-Region

Table is continued on the following page.

Table 2. 2009 Establishment Counts and Surplus/Deficit Analysis: Retail Trade, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Building material and garden equipment and supplies dealers					
Home centers	1	0.76	1	0.18	NA
Paint and wallpaper stores	0	-0.29	5	4.01	Bangor
Hardware stores	1	-0.08	7	3.22	Bangor
Other building material dealers	2	0.12	13	6.43	NA
Outdoor power equipment stores	2	1.73	2	1.05	NA
Nursery, garden center, and farm supply stores	0	-0.61	2	-0.11	Out-of-Region
Food and beverage stores					
Supermarkets and other grocery (except convenience) stores	2	-0.57	8	-0.95	Out-of-Region
Convenience stores	2	0.04	9	2.16	NA
Meat markets	0	-0.19	2	1.33	Bangor
Fish and seafood markets	1	0.65	1	-0.22	NA
Fruit and vegetable markets	0	-0.09	0	-0.30	Out-of-Region
Baked goods stores	0	-0.09	0	-0.32	Out-of-Region
Confectionery and nut stores	0	-0.14	1	0.53	Bangor
All other specialty food stores	0	-0.14	2	1.50	Bangor
Beer, wine, and liquor stores	0	-0.31	2	0.93	Bangor

Table is continued on the following page.

Table 2. 2009 Establishment Counts and Surplus/Deficit Analysis: Retail Trade, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Health and personal care stores					
Pharmacies and drug stores	3	1.70	10	5.47	NA
Cosmetics, beauty supplies, and perfume stores	0	-0.19	3	2.35	Bangor
Optical goods stores	0	-0.34	5	3.81	Bangor
Food (health) supplement stores	0	-0.17	2	1.40	Bangor
All other health and personal care stores	0	-0.27	5	4.05	Bangor
Gasoline stations					
Gasoline stations with convenience stores	8	3.12	21	4.01	NA
Other gasoline stations	1	0.06	8	4.74	NA
Clothing and clothing accessories stores					
Men's clothing stores	1	0.82	0	-0.62	NA
Women's clothing stores	1	-0.03	14	10.42	Bangor
Children's and infants' clothing stores	0	-0.21	5	4.25	Bangor
Family clothing stores	0	-0.93	11	7.77	Bangor
Clothing accessories stores	0	-0.18	3	2.38	Bangor
Other clothing stores	0	-0.38	3	1.68	Bangor
Shoe stores	1	0.36	9	6.79	NA
Jewelry stores	1	0.11	10	6.92	NA
Luggage and leather goods stores	0	-0.05	0	-0.17	Out-of-Region

Table is continued on the following page.

Table 2. 2009 Establishment Counts and Surplus/Deficit Analysis: Retail Trade, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Sporting goods, hobby, book, and music stores					
Sporting goods stores	3	1.77	10	5.70	NA
Hobby, toy, and game stores	0	-0.31	3	1.93	Bangor
Sewing, needlework, and piece goods stores	1	0.69	3	1.91	NA
Musical instrument and supplies stores	0	-0.15	1	0.48	Bangor
Book stores	0	-0.51	6	4.23	Bangor
News dealers and newsstands	0	-0.02	1	0.93	Bangor
Prerecorded tape, compact disc, and record stores	1	0.86	2	1.50	NA
General merchandise stores					
Department stores (except discount department stores)	0	-0.09	3	2.70	Bangor
Discount department stores	1	0.81	4	3.35	NA
Warehouse clubs and supercenters	1	0.88	1	0.58	NA
All other general merchandise stores	3	1.61	6	1.15	NA

Table is continued on the following page.

Table 2. 2009 Establishment Counts and Surplus/Deficit Analysis: Retail Trade, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Miscellaneous store retailers					
Florists	2	1.20	5	2.21	NA
Office supplies and stationery stores	0	-0.19	4	3.33	Bangor
Gift, novelty, and souvenir stores	1	-0.93	12	5.26	Bangor
Used merchandise stores	1	0.08	4	0.79	NA
Pet and pet supplies stores	0	-0.36	4	2.73	Bangor
Art dealers	0	-0.38	0	-1.32	Out-of-Region
Manufactured (mobile) home dealers	1	0.76	1	0.18	NA
Tobacco stores	2	1.79	1	0.28	NA
All other miscellaneous store retailers (except tobacco stores)	4	3.19	7	4.16	NA
Nonstore retailers					
Electronic shopping	1	0.53	6	4.36	NA
Electronic auctions	0	-0.03	0	-0.10	Out-of-Region
Mail-order houses	0	-0.39	1	-0.34	Out-of-Region
Vending machine operators	0	-0.14	4	3.50	Bangor
Heating oil dealers	4	2.08	11	4.31	NA
Liquefied petroleum gas (bottled gas) dealers	0	-0.18	0	-0.62	Out-of-Region
Other fuel dealers	0	-0.06	1	0.80	Bangor
Other direct selling establishments	4	3.29	4	1.51	NA
Total Retail Trade	74	27.14	352	188.72	NA

Table 3. 2009 Establishment Counts and Surplus/Deficit Analysis: Information

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Publishing industries (except Internet)					
Newspaper publishers	0	-0.48	2	0.33	Bangor and Out-of-Region
Periodical publishers	0	-0.25	0	-0.87	Out-of-Region
Book publishers	0	-0.19	1	0.33	Bangor
Directory and mailing list publishers	0	-0.05	0	-0.17	Out-of-Region
Greeting card publishers	0	-0.03	0	-0.10	Out-of-Region
All other publishers	0	-0.08	0	-0.27	Out-of-Region
Software publishers	0	-0.14	0	-0.47	Out-of-Region
Motion picture and Sound recording industries					
Motion picture and video production	0	-0.21	1	0.25	Bangor
Motion picture and video distribution	0	-0.01	0	-0.02	Out-of-Region
Motion picture theaters (except drive-ins)	0	-0.23	1	0.20	Bangor and Out-of-Region
Drive-in motion picture theaters	0	-0.04	0	-0.12	Out-of-Region
Teleproduction and other postproduction services	0	-0.05	0	-0.17	Out-of-Region
Other motion picture and video industries	0	-0.01	0	-0.05	Out-of-Region
Integrated record production/distribution	0	-0.01	0	-0.05	Out-of-Region
Sound recording studios	0	-0.04	0	-0.12	Out-of-Region
Other sound recording industries	0	-0.02	1	0.93	Bangor

Table is continued on the following page.

Table 3. 2009 Establishment Counts and Surplus/Deficit Analysis: Information, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Broadcasting (except Internet)					
Radio networks	0	-0.01	0	-0.02	Out-of-Region
Radio stations	1	0.76	6	5.15	NA
Television broadcasting	0	-0.13	3	2.55	Bangor
Cable and other subscription programming	0	-0.04	0	-0.15	Out-of-Region
Telecommunications					
Wired telecommunications carriers	1	-0.53	20	14.65	Bangor
Wireless telecommunications carriers (except satellite)	0	-0.32	3	1.88	Bangor
Telecommunications resellers	0	-0.07	1	0.75	Bangor
All other telecommunications	0	-0.10	1	0.65	Bangor
Data processing, hosting and related services					
Data processing, hosting, and related services	0	-0.33	1	-0.14	Out-of-Region
Other information services					
News syndicates	0	-0.01	0	-0.05	Out-of-Region
Libraries and archives	0	-0.69	1	-1.41	Out-of-Region
Internet publishing and broadcasting and web search portals	0	-0.09	1	0.68	Bangor
All other information services	0	-0.02	0	-0.07	Out-of-Region
Total Information	2	-3.43	43	24.07	Bangor

Table 4. 2009 Establishment Counts and Surplus/Deficit Analysis: Finance and Insurance

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Credit intermediation and related activities					
Commercial banking	4	1.52	19	10.34	NA
Savings institutions	1	-0.63	9	3.30	Bangor
Credit unions	4	2.79	8	3.77	NA
Credit card issuing	0	-0.06	0	-0.20	Out-of-Region
Sales financing	0	-0.11	0	-0.37	Out-of-Region
Consumer lending	0	-0.11	3	2.63	Bangor
Real estate credit	0	-0.29	3	1.98	Bangor
All other nondepository credit intermediation	0	-0.09	1	0.68	Bangor
Mortgage and nonmortgage loan brokers	3	2.71	5	3.98	NA
Financial transaction processing and clearing	0	-0.14	0	-0.50	Out-of-Region
Other activities related to credit intermediation	0	-0.06	1	0.78	Bangor
Securities, commodity contracts, investments					
Investment banking and securities dealing	0	-0.09	1	0.70	Bangor
Securities brokerage	1	-0.08	13	9.24	Bangor
Commodity contracts brokerage	0	-0.01	1	0.98	Bangor
Miscellaneous intermediation	0	-0.10	0	-0.35	Out-of-Region
Portfolio management	1	0.61	5	3.66	NA
Investment advice	0	-0.54	3	1.11	Bangor

Table is continued on the following page.

Table 4. 2009 Establishment Counts and Surplus/Deficit Analysis: Finance and Insurance, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Trust, fiduciary, and custody activities	0	-0.09	0	-0.30	Out-of-Region
Miscellaneous financial investment activities	0	-0.01	0	-0.02	Out-of-Region
Insurance carriers and related activities					
Direct life insurance carriers	0	-0.39	1	-0.34	Out-of-Region
Direct health and medical insurance carriers	0	-0.21	3	2.28	Bangor
Direct property and casualty insurance carriers	0	-0.59	3	0.94	Bangor
Direct title insurance carriers	0	-0.05	1	0.83	Bangor
Other direct insurance carriers	0	-0.01	0	-0.05	Out-of-Region
Reinsurance carriers	0	-0.02	0	-0.07	Out-of-Region
Insurance agencies and brokerages	7	3.37	25	12.34	NA
Claims adjusting	1	0.84	3	2.43	NA
Third party administration of insurance and pension funds	0	-0.19	3	2.33	Bangor
All other insurance related activities	0	-0.11	0	-0.40	Out-of-Region
Funds, trusts, and other financial vehicles					
Other financial vehicles	0	-0.01	0	-0.02	Out-of-Region
Total Finance and Insurance	22	7.84	111	61.65	NA

Table 5. 2009 Establishment Counts and Surplus/Deficit Analysis: Real Estate and Rental and Leasing

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Real estate					
Lessors of residential buildings and dwellings	0	-1.58	15	9.48	Bangor
Lessors of nonresidential buildings (except miniwarehouses)	0	-0.99	6	2.57	Bangor
Lessors of miniwarehouses and self-storage units	1	0.60	1	-0.39	NA
Lessors of other real estate property	0	-0.24	1	0.18	Bangor and Out-of-Region
Offices of real estate agents and brokers	4	0.47	22	9.71	NA
Residential property managers	0	-1.13	9	5.07	Bangor
Nonresidential property managers	1	0.61	5	3.66	NA
Offices of real estate appraisers	1	0.26	7	4.44	NA
Other activities related to real estate	0	-0.34	3	1.81	Bangor

Table is continued on the following page.

Table 5. 2009 Establishment Counts and Surplus/Deficit Analysis: Real Estate and Rental and Leasing, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Rental and leasing services					
Passenger car rental	0	-0.23	9	8.20	Bangor
Truck, trailer, and RV rental and leasing	0	-0.17	3	2.40	Bangor
Consumer electronics and appliances rental	1	0.70	3	1.96	NA
Formal wear and costume rental	0	-0.01	0	-0.02	Out-of-Region
Video tape and disc rental	1	0.42	4	1.99	NA
Home health equipment rental	0	-0.22	6	5.23	Bangor
Recreational goods rental	0	-0.09	0	-0.32	Out-of-Region
All other consumer goods rental	1	0.88	1	0.58	NA
General rental centers	0	-0.16	1	0.43	Bangor
Transportation equipment rental and leasing	0	-0.01	1	0.95	Bangor
Other heavy machinery rental and leasing	0	-0.09	3	2.68	Bangor
Other machinery rental and leasing	1	0.84	3	2.43	NA
Lessors of nonfinancial intangible assets					
Lessors of nonfinancial intangible assets	0	-0.02	1	0.93	Bangor
Total Real Estate and Rental and Leasing	11	-0.50	104	63.93	Bangor

Table 6. 2009 Establishment Counts and Surplus/Deficit Analysis: Professional, Scientific, and Technical Services

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Professional, scientific, and technical services					
Offices of lawyers	3	-2.04	54	36.44	Bangor
Title abstract and settlement offices	0	-0.36	3	1.73	Bangor
All other legal services	1	0.97	0	-0.10	NA
Offices of certified public accountants	4	2.47	18	12.65	NA
Tax preparation services	0	-0.70	8	5.56	Bangor
Payroll services	0	-0.21	6	5.25	Bangor
Other accounting services	2	0.62	7	2.20	NA
Architectural services	0	-0.85	1	-1.96	Out-of-Region
Landscape architectural services	0	-0.19	1	0.35	Bangor
Engineering services	2	-0.17	10	2.44	Bangor
Drafting services	0	-0.18	1	0.38	Bangor
Building inspection services	0	-0.17	0	-0.60	Out-of-Region
Geophysical surveying and mapping services	0	-0.02	1	0.93	Bangor
Surveying and mapping (except geophysical) services	1	0.14	5	2.02	NA
Testing laboratories	0	-0.24	1	0.15	Bangor and Out-of-Region

Table is continued on the following page.

Table 6. 2009 Establishment Counts and Surplus/Deficit Analysis: Professional, Scientific, and Technical Services, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Interior design services	0	-0.17	0	-0.60	Out-of-Region
Industrial design services	0	-0.04	0	-0.15	Out-of-Region
Graphic design services	0	-0.46	1	-0.62	Out-of-Region
Other specialized design services	0	-0.04	0	-0.15	Out-of-Region
Custom computer programming services	1	-0.42	9	4.05	Bangor
Computer systems design services	0	-1.01	6	2.47	Bangor
Computer facilities management services	0	-0.11	0	-0.40	Out-of-Region
Other computer related services	0	-0.22	2	1.23	Bangor
Administrative management consulting services	1	-0.56	14	8.58	Bangor
Human resources consulting services	1	0.86	1	0.50	NA
Marketing consulting services	0	-0.58	5	2.99	Bangor
Process and logistics consulting services	0	-0.16	2	1.45	Bangor
Other management consulting services	0	-0.15	0	-0.52	Out-of-Region
Environmental consulting services	0	-0.46	1	-0.59	Out-of-Region
Other scientific and technical consulting services	1	0.39	5	2.86	NA
Research and development in biotechnology	0	-0.07	0	-0.25	Out-of-Region

Table is continued on the following page.

Table 6. 2009 Establishment Counts and Surplus/Deficit Analysis: Professional, Scientific, and Technical Services, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Other physical and biological research	1	0.70	1	-0.04	NA
Research and development in the social sciences and humanities	0	-0.10	0	-0.35	Out-of-Region
Advertising agencies	0	-0.36	2	0.73	Bangor
Public relations agencies	0	-0.24	1	0.15	Bangor and Out-of-Region
Media buying agencies	0	-0.01	0	-0.02	Out-of-Region
Media representatives	0	-0.05	1	0.83	Bangor
Display advertising	0	-0.01	0	-0.05	Out-of-Region
Direct mail advertising	0	-0.09	0	-0.30	Out-of-Region
Advertising material distribution services	0	-0.01	0	-0.05	Out-of-Region
Other services related to advertising	0	-0.31	4	2.91	Bangor
Marketing research and public opinion polling	0	-0.14	0	-0.50	Out-of-Region
Photography studios, portrait	2	1.51	7	5.28	NA
Commercial photography	0	-0.16	0	-0.57	Out-of-Region
Translation and interpretation services	0	-0.08	0	-0.27	Out-of-Region
Veterinary services	2	0.79	4	-0.23	NA
All other professional, scientific, and technical services	0	-0.36	1	-0.27	Out-of-Region
Total Professional, Scientific, and Technical Services	22	-3.10	183	95.55	Bangor

Table 7. 2009 Establishment Counts and Surplus/Deficit Analysis: Management of Companies and Enterprises

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Management of companies and enterprises					
Offices of bank holding companies	0	-0.01	0	-0.05	Out-of-Region
Offices of other holding companies	0	-0.14	1	0.50	Bangor
Corporate, subsidiary, and regional managing offices	4	2.64	18	13.25	NA
Total Management of Companies and Enterprises	4	2.48	19	13.70	NA

Table 8. 2009 Establishment Counts and Surplus/Deficit Analysis: Administrative and Support Services

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Administrative and support services					
Office administrative services	0	-0.57	8	6.01	Bangor
Facilities support services	0	-0.12	2	1.58	Bangor
Employment placement agencies	0	-0.25	0	-0.87	Out-of-Region
Executive search services	0	-0.10	0	-0.35	Out-of-Region
Temporary help services	1	0.31	8	5.59	NA
Professional employer organizations	0	-0.09	0	-0.30	Out-of-Region
Document preparation services	0	-0.22	1	0.23	Bangor
Telephone answering services	2	1.92	1	0.73	NA
Telemarketing bureaus and other contact centers	1	0.73	1	0.05	NA
Private mail centers	0	-0.12	2	1.58	Bangor
Other business service centers (including copy shops)	0	-0.11	1	0.63	Bangor
Collection agencies	1	0.89	3	2.60	NA
Credit bureaus	0	-0.01	0	-0.05	Out-of-Region
Repossession services	0	-0.02	0	-0.07	Out-of-Region
Court reporting and stenotype services	0	-0.09	2	1.68	Bangor
All other business support services	0	-0.08	0	-0.27	Out-of-Region

Table is continued on the following page.

Table 8. 2009 Establishment Counts and Surplus/Deficit Analysis: Administrative and Support Services, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Travel agencies	1	0.63	5	3.71	NA
Tour operators	0	-0.06	0	-0.20	Out-of-Region
Convention and visitors bureaus	0	-0.08	0	-0.27	Out-of-Region
All other travel arrangement and reservation services	0	-0.07	2	1.75	Bangor
Investigation services	0	-0.06	2	1.78	Bangor
Security guards and patrol services	1	0.85	2	1.48	NA
Armored car services	1	0.97	1	0.90	NA
Security systems services (except locksmiths)	0	-0.16	2	1.43	Bangor
Locksmiths	1	0.89	1	0.60	NA
Exterminating and pest control services	1	0.87	1	0.55	NA
Janitorial services	1	-1.18	17	9.39	Bangor
Landscaping services	6	1.67	17	1.90	NA
Carpet and upholstery cleaning services	2	1.79	1	0.28	NA
Other services to buildings and dwellings	0	-0.33	2	0.86	Bangor
Packaging and labeling services	0	-0.02	0	-0.07	Out-of-Region
Convention and trade show organizers	0	-0.09	0	-0.32	Out-of-Region
All other support services	2	1.07	5	1.77	NA

Table is continued on the following page.

Table 8. 2009 Establishment Counts and Surplus/Deficit Analysis: Administrative and Support Services, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Waste management and remediation services					
Solid waste collection	0	-0.71	1	-1.46	Out-of-Region
Hazardous waste collection	0	-0.02	0	-0.07	Out-of-Region
Other waste collection	0	-0.01	0	-0.02	Out-of-Region
Hazardous waste treatment and disposal	0	-0.02	0	-0.07	Out-of-Region
Solid waste landfill	0	-0.05	0	-0.17	Out-of-Region
Solid waste combustors and incinerators	0	-0.01	0	-0.02	Out-of-Region
Other nonhazardous waste treatment and disposal	0	-0.02	0	-0.07	Out-of-Region
Remediation services	1	0.80	0	-0.70	NA
Materials recovery facilities	1	0.84	0	-0.55	NA
Septic tank and related services	0	-0.26	0	-0.90	Out-of-Region
All other miscellaneous waste management services	0	-0.01	0	-0.05	Out-of-Region
Total Administrative and Support Services	23	9.27	88	40.17	NA

Table 9. 2009 Establishment Counts and Surplus/Deficit Analysis: Healthcare and Social Assistance

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Ambulatory health care services					
Offices of physicians (except mental health specialists)	5	-0.14	60	42.09	Bangor
Offices of physicians, mental health specialists	0	-0.31	4	2.93	Bangor
Offices of dentists	4	0.67	36	24.41	NA
Offices of chiropractors	2	0.59	8	3.10	NA
Offices of optometrists	2	1.11	8	4.89	NA
Offices of mental health practitioners (except physicians)	0	-0.86	12	8.99	Bangor
Offices of specialty therapists	2	0.46	11	5.63	NA
Offices of podiatrists	0	-0.29	6	4.98	Bangor
Offices of all other miscellaneous health practitioners	1	0.43	5	3.01	NA
Family planning centers	0	-0.07	2	1.75	Bangor
Outpatient mental health and substance abuse centers	1	0.33	11	8.66	NA
Kidney dialysis centers	0	-0.10	0	-0.35	Out-of-Region
Freestanding ambulatory surgical and emergency centers	0	-0.06	1	0.78	Bangor
All other outpatient care centers	3	2.40	4	1.91	NA
Medical laboratories	0	-0.09	4	3.70	Bangor
Diagnostic imaging centers	0	-0.22	4	3.23	Bangor
Home health care services	1	0.17	11	8.11	NA
Ambulance services	0	-0.30	3	1.96	Bangor
Blood and organ banks	0	-0.04	2	1.85	Bangor
All other miscellaneous ambulatory health care services	0	-0.11	0	-0.37	Out-of-Region

Table is continued on the following page.

Table 9. 2009 Establishment Counts and Surplus/Deficit Analysis: Healthcare and Social Assistance, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Hospitals					
General medical and surgical hospitals	0	-0.35	2	0.78	Bangor
Psychiatric and substance abuse hospitals	0	-0.03	2	1.90	Bangor
Specialty (except psychiatric and substance abuse) hospitals	0	-0.02	0	-0.07	Out-of-Region
Nursing and residential care facilities					
Nursing care facilities	1	0.04	8	4.64	NA
Residential mental retardation facilities	10	7.06	32	21.75	NA
Residential mental health and substance abuse facilities	3	1.68	12	7.40	NA
Continuing care retirement communities	0	-0.24	1	0.18	Bangor and Out-of-Region
Homes for the elderly	3	2.09	5	1.82	NA
Other residential care facilities	1	0.47	6	4.16	NA

Table is continued on the following page.

Table 9. 2009 Establishment Counts and Surplus/Deficit Analysis: Healthcare and Social Assistance, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Social assistance					
Child and youth services	1	0.43	5	3.01	NA
Services for the elderly and persons with disabilities	0	-1.46	12	6.93	Bangor
Other individual and family services	2	0.17	16	9.63	NA
Community food services	1	0.94	0	-0.22	NA
Temporary shelters	0	-0.17	4	3.40	Bangor
Other community housing services	1	0.81	1	0.35	NA
Emergency and other relief services	0	-0.07	1	0.75	Bangor
Vocational rehabilitation services	0	-0.49	8	6.28	Bangor
Child day care services	6	1.43	34	18.08	NA
Total Healthcare and Social Assistance	50	15.86	341	222.04	NA

Table 10. 2009 Establishment Counts and Surplus/Deficit Analysis: Arts, Entertainment, and Recreation

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Performing arts, spectator sports, and related industries					
Theater companies and dinner theaters	0	-0.19	1	0.33	Bangor
Dance companies	0	-0.01	0	-0.02	Out-of-Region
Musical groups and artists	0	-0.10	1	0.65	Bangor
Other performing arts companies	0	-0.01	0	-0.02	Out-of-Region
Sports teams and clubs	0	-0.03	0	-0.10	Out-of-Region
Racetracks	0	-0.06	1	0.80	Bangor
Other spectator sports	0	-0.05	3	2.83	Bangor
Promoters with facilities	1	0.76	0	-0.85	NA
Promoters without facilities	0	-0.11	2	1.60	Bangor
Agents and managers for public figures	0	-0.06	0	-0.22	Out-of-Region
Independent artists, writers, and performers	0	-0.49	4	2.31	Bangor

Table is continued on the following page.

Table 10. 2009 Establishment Counts and Surplus/Deficit Analysis: Arts, Entertainment, and Recreation, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Museums, historical sites, and similar institutions					
Museums	0	-0.46	3	1.38	Bangor
Historical sites	0	-0.19	1	0.35	Bangor
Zoos and botanical gardens	0	-0.06	0	-0.20	Out-of-Region
Nature parks and other similar institutions	0	-0.06	0	-0.22	Out-of-Region
Amusement, gambling, and recreation industries					
Amusement and theme parks	0	-0.02	0	-0.07	Out-of-Region
Amusement arcades	0	-0.11	1	0.63	Bangor
Other gambling industries	0	-0.04	1	0.88	Bangor
Golf courses and country clubs	0	-0.77	1	-1.69	Out-of-Region
Skiing facilities	0	-0.11	1	0.60	Bangor
Marinas	0	-0.64	0	-2.21	Out-of-Region
Fitness and recreational sports centers	4	2.82	7	2.90	NA
Bowling centers	1	0.80	1	0.30	NA
All other amusement and recreation industries	0	-1.09	3	-0.81	Out-of-Region
Total Arts, Entertainment, and Recreation	6	-0.27	31	9.14	Bangor

Table 11. 2009 Establishment Counts and Surplus/Deficit Analysis: Accommodation and Food Services

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Accommodation					
Hotels (except casino hotels) and motels	4	0.38	25	12.39	NA
Bed-and-breakfast inns	0	-1.15	0	-4.00	Out-of-Region
All other traveler accommodation	0	-0.31	0	-1.09	Out-of-Region
RV (recreational vehicle) parks and campgrounds	0	-0.79	3	0.26	Bangor and Out-of-Region
Recreational and vacation camps (except campgrounds)	0	-0.84	0	-2.91	Out-of-Region
Rooming and boarding houses	0	-0.11	1	0.63	Bangor
Food services and drinking places					
Full-service restaurants	14	4.04	52	17.28	NA
Limited-service restaurants	11	4.69	44	22.01	NA
Cafeterias, grill buffets, and buffets	0	-0.11	0	-0.40	Out-of-Region
Snack and nonalcoholic beverage bars	3	0.48	16	7.22	NA
Food service contractors	0	-0.71	4	1.51	Bangor
Caterers	2	1.52	5	3.33	NA
Mobile food services	0	-0.09	1	0.70	Bangor
Drinking places (alcoholic beverages)	1	0.20	8	5.21	NA
Total Accommodation and Food Services	35	7.20	159	62.15	NA

Table 12. 2009 Establishment Counts and Surplus/Deficit Analysis: Other Services

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Repair and maintenance					
General automotive repair	7	3.05	12	-1.78	NA
Automotive exhaust system repair	1	0.94	0	-0.22	NA
Automotive transmission repair	2	1.90	0	-0.35	NA
Other automotive mechanical and elec. repair	0	-0.15	5	4.48	Bangor
Automotive body, paint, and interior repair and maintenance	1	-0.20	8	3.82	Bangor
Automotive glass replacement shops	2	1.66	3	1.81	NA
Automotive oil change and lubrication shops	1	0.79	2	1.25	NA
Car washes	0	-0.39	1	-0.37	Out-of-Region
All other automotive repair and maintenance	1	0.94	0	-0.20	NA
Consumer electronics repair and maintenance	0	-0.06	0	-0.20	Out-of-Region
Computer and office machine repair and maintenance	0	-0.21	1	0.25	Bangor
Communication equipment repair and maintenance	1	0.95	0	-0.17	NA
Other electronic and precision equipment repair and maintenance	0	-0.11	0	-0.40	Out-of-Region
Commercial machinery repair and maintenance	0	-0.72	2	-0.51	Out-of-Region

Table is continued on the following page.

Table 12. 2009 Establishment Counts and Surplus/Deficit Analysis: Other Services, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Home and garden equipment repair and maintenance	0	-0.09	1	0.68	Bangor
Appliance repair and maintenance	0	-0.17	2	1.40	Bangor
Reupholstery and furniture repair	0	-0.08	0	-0.27	Out-of-Region
Footwear and leather goods repair	0	-0.02	0	-0.07	Out-of-Region
Other personal and household goods repair and maintenance	0	-0.63	0	-2.19	Out-of-Region
Personal and laundry services					
Barber shops	0	-0.05	1	0.83	Bangor
Beauty salons	6	3.69	12	3.94	NA
Nail salons	0	-0.11	0	-0.40	Out-of-Region
Diet and weight reducing centers	0	-0.01	0	-0.05	Out-of-Region
Other personal care services	1	0.51	5	3.31	NA
Funeral homes and funeral services	2	1.31	2	-0.41	NA
Cemeteries and crematories	0	-0.27	2	1.05	Bangor
Coin-operated laundries and drycleaners	1	0.46	6	4.13	NA
Drycleaning and laundry services (except coin-operated)	1	0.76	0	-0.82	NA

Table is continued on the following page.

Table 12. 2009 Establishment Counts and Surplus/Deficit Analysis: Other Services, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Linen supply	0	-0.06	1	0.80	Bangor
Industrial launderers	0	-0.04	1	0.88	Bangor
Pet care (except veterinary) services	1	0.28	7	4.49	NA
Photofinishing laboratories (except one-hour)	0	-0.06	1	0.80	Bangor
One-hour photofinishing	0	-0.04	1	0.88	Bangor
Parking lots and garages	0	-0.11	1	0.63	Bangor
All other personal services	0	-0.13	1	0.55	Bangor
Religious, Grantmaking, Civic, Professional, and Similar Orgs					
Religious organizations	9	3.47	33	13.72	NA
Grantmaking foundations	0	-0.35	2	0.78	Bangor
Voluntary health organizations	0	-0.12	1	0.58	Bangor
Other grantmaking and giving services	0	-0.16	2	1.45	Bangor
Human rights organizations	0	-0.11	1	0.63	Bangor
Environment, conservation and wildlife organizations	1	0.08	2	-1.21	NA
Other social advocacy organizations	0	-0.31	3	1.93	Bangor

Table is continued on the following page.

Table 12. 2009 Establishment Counts and Surplus/Deficit Analysis: Other Services, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Civic and social organizations	1	-0.48	8	2.83	Bangor
Business associations	1	0.08	4	0.79	NA
Professional organizations	0	-0.24	1	0.15	Bangor and Out-of-Region
Labor unions and similar labor organizations	0	-0.51	4	2.21	Bangor
Political organizations	0	-0.11	1	0.63	Bangor
Other similar organizations	0	-0.38	0	-1.32	Out-of-Region
Total Other Services	40	14.38	140	50.73	NA

Table 13. Retail and Service Sectors in which Brewer has a Deficit of One-Quarter (0.25) or More Establishments, 2009

	Brewer Count	Brewer Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Offices of lawyers	3	-2.04	54	36.44	Bangor
Lessors of residential buildings and dwellings	0	-1.58	15	9.48	Bangor
Services for the elderly and persons with disabilities	0	-1.46	12	6.93	Bangor
Janitorial services	1	-1.18	17	9.39	Bangor
Bed-and-breakfast inns	0	-1.15	0	-4.00	Out-of-Region
Residential property managers	0	-1.13	9	5.07	Bangor
All other amusement and recreation industries	0	-1.09	3	-0.81	Out-of-Region
Computer systems design services	0	-1.01	6	2.47	Bangor
Lessors of nonresidential buildings (except miniwarehouses)	0	-0.99	6	2.57	Bangor
Gift, novelty, and souvenir stores	1	-0.93	12	5.26	Bangor
Family clothing stores	0	-0.93	11	7.77	Bangor
Offices of mental health practitioners (except physicians)	0	-0.86	12	8.99	Bangor
Architectural services	0	-0.85	1	-1.96	Out-of-Region
Recreational and vacation camps (except campgrounds)	0	-0.84	0	-2.91	Out-of-Region
RV (recreational vehicle) parks and campgrounds	0	-0.79	3	0.26	Bangor and Out-of-Region
Golf courses and country clubs	0	-0.77	1	-1.69	Out-of-Region
Commercial machinery repair and maintenance	0	-0.72	2	-0.51	Out-of-Region
Food service contractors	0	-0.71	4	1.51	Bangor
Solid waste collection	0	-0.71	1	-1.46	Out-of-Region
Tax preparation services	0	-0.70	8	5.56	Bangor
Libraries and archives	0	-0.69	1	-1.41	Out-of-Region

Table is continued on the following page.

Table 13. Retail and Service Sectors in which Brewer has a Deficit of One-Quarter (0.25) or More Establishments, 2009, continued

	Brewer Count	Brewer Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Marinas	0	-0.64	0	-2.21	Out-of-Region
Savings institutions	1	-0.63	9	3.30	Bangor
Other personal and household goods repair and maintenance	0	-0.63	0	-2.19	Out-of-Region
Nursery, garden center, and farm supply stores	0	-0.61	2	-0.11	Out-of-Region
Direct property and casualty insurance carriers	0	-0.59	3	0.94	Bangor
Marketing consulting services	0	-0.58	5	2.99	Bangor
Office administrative services	0	-0.57	8	6.01	Bangor
Supermarkets and other grocery (except convenience) stores	2	-0.57	8	-0.95	Out-of-Region
Administrative management consulting services	1	-0.56	14	8.58	Bangor
Investment advice	0	-0.54	3	1.11	Bangor
Wired telecommunications carriers	1	-0.53	20	14.65	Bangor
Labor unions and similar labor organizations	0	-0.51	4	2.21	Bangor
Book stores	0	-0.51	6	4.23	Bangor
Vocational rehabilitation services	0	-0.49	8	6.28	Bangor
Independent artists, writers, and performers	0	-0.49	4	2.31	Bangor
Floor covering stores	0	-0.49	5	3.31	Bangor
Civic and social organizations	1	-0.48	8	2.83	Bangor
Newspaper publishers	0	-0.48	2	0.33	Bangor and Out-of-Region
Graphic design services	0	-0.46	1	-0.62	Out-of-Region
Museums	0	-0.46	3	1.38	Bangor
Environmental consulting services	0	-0.46	1	-0.59	Out-of-Region

Table is continued on the following page.

Table 13. Retail and Service Sectors in which Brewer has a Deficit of One-Quarter (0.25) or More Establishments, 2009, continued

	Brewer Count	Brewer Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Custom computer programming services	1	-0.42	9	4.05	Bangor
Car washes	0	-0.39	1	-0.37	Out-of-Region
Mail-order houses	0	-0.39	1	-0.34	Out-of-Region
Direct life insurance carriers	0	-0.39	1	-0.34	Out-of-Region
Art dealers	0	-0.38	0	-1.32	Out-of-Region
Other similar organizations	0	-0.38	0	-1.32	Out-of-Region
Other clothing stores	0	-0.38	3	1.68	Bangor
All other professional, scientific, and technical services	0	-0.36	1	-0.27	Out-of-Region
Advertising agencies	0	-0.36	2	0.73	Bangor
Title abstract and settlement offices	0	-0.36	3	1.73	Bangor
Pet and pet supplies stores	0	-0.36	4	2.73	Bangor
General medical and surgical hospitals	0	-0.35	2	0.78	Bangor
Grantmaking foundations	0	-0.35	2	0.78	Bangor
Other activities related to real estate	0	-0.34	3	1.81	Bangor
Optical goods stores	0	-0.34	5	3.81	Bangor
Data processing, hosting, and related services	0	-0.33	1	-0.14	Out-of-Region
Other services to buildings and dwellings	0	-0.33	2	0.86	Bangor
Wireless telecommunications carriers (except satellite)	0	-0.32	3	1.88	Bangor
All other traveler accommodation	0	-0.31	0	-1.09	Out-of-Region
Other services related to advertising	0	-0.31	4	2.91	Bangor
Beer, wine, and liquor stores	0	-0.31	2	0.93	Bangor

Table is continued on the following page.

Table 13. Retail and Service Sectors in which Brewer has a Deficit of One-Quarter (0.25) or More Establishments, 2009, continued

	Brewer Count	Brewer Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Hobby, toy, and game stores	0	-0.31	3	1.93	Bangor
Other social advocacy organizations	0	-0.31	3	1.93	Bangor
Offices of physicians, mental health specialists	0	-0.31	4	2.93	Bangor
Ambulance services	0	-0.30	3	1.96	Bangor
Real estate credit	0	-0.29	3	1.98	Bangor
Offices of podiatrists	0	-0.29	6	4.98	Bangor
Motorcycle, ATV, and personal watercraft dealers	0	-0.29	2	1.01	Bangor
Paint and wallpaper stores	0	-0.29	5	4.01	Bangor
Cemeteries and crematories	0	-0.27	2	1.05	Bangor
All other health and personal care stores	0	-0.27	5	4.05	Bangor
Septic tank and related services	0	-0.26	0	-0.90	Out-of-Region
Computer and software stores	0	-0.26	6	5.10	Bangor
Periodical publishers	0	-0.25	0	-0.87	Out-of-Region
Employment placement agencies	0	-0.25	0	-0.87	Out-of-Region

Table 14. Retail and Service Sectors in which Brewer and Bangor have a Combined Deficit of One-Quarter (0.25) or More Establishments, 2009

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Bed-and-breakfast inns	0	-1.15	0	-4.00	Out-of-Region
Recreational and vacation camps (except campgrounds)	0	-0.84	0	-2.91	Out-of-Region
Marinas	0	-0.64	0	-2.21	Out-of-Region
Other personal and household goods repair and maintenance	0	-0.63	0	-2.19	Out-of-Region
Architectural services	0	-0.85	1	-1.96	Out-of-Region
Golf courses and country clubs	0	-0.77	1	-1.69	Out-of-Region
Solid waste collection	0	-0.71	1	-1.46	Out-of-Region
Libraries and archives	0	-0.69	1	-1.41	Out-of-Region
All other amusement and recreation industries	0	-1.09	3	-0.81	Out-of-Region
Art dealers	0	-0.38	0	-1.32	Out-of-Region
Other similar organizations	0	-0.38	0	-1.32	Out-of-Region
Supermarkets and other grocery (except convenience) stores	2	-0.57	8	-0.95	Out-of-Region
All other traveler accommodation	0	-0.31	0	-1.09	Out-of-Region
Commercial machinery repair and maintenance	0	-0.72	2	-0.51	Out-of-Region
Septic tank and related services	0	-0.26	0	-0.90	Out-of-Region
Environment, conservation and wildlife organizations	1	0.08	2	-1.21	NA
Periodical publishers	0	-0.25	0	-0.87	Out-of-Region
Employment placement agencies	0	-0.25	0	-0.87	Out-of-Region
Graphic design services	0	-0.46	1	-0.62	Out-of-Region
Environmental consulting services	0	-0.46	1	-0.59	Out-of-Region
Liquefied petroleum gas (bottled gas) dealers	0	-0.18	0	-0.62	Out-of-Region

Table is continued on the following page.

Table 14. Retail and Service Sectors in which Brewer and Bangor have a Combined Deficit of One-Quarter (0.25) or More Establishments, 2009, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Building inspection services	0	-0.17	0	-0.60	Out-of-Region
Interior design services	0	-0.17	0	-0.60	Out-of-Region
Car washes	0	-0.39	1	-0.37	Out-of-Region
Commercial photography	0	-0.16	0	-0.57	Out-of-Region
Mail-order houses	0	-0.39	1	-0.34	Out-of-Region
Direct life insurance carriers	0	-0.39	1	-0.34	Out-of-Region
Nursery, garden center, and farm supply stores	0	-0.61	2	-0.11	Out-of-Region
Other management consulting services	0	-0.15	0	-0.52	Out-of-Region
Financial transaction processing and clearing	0	-0.14	0	-0.50	Out-of-Region
Marketing research and public opinion polling	0	-0.14	0	-0.50	Out-of-Region
All other professional, scientific, and technical services	0	-0.36	1	-0.27	Out-of-Region
Software publishers	0	-0.14	0	-0.47	Out-of-Region
RV (recreational vehicle) parks and campgrounds	0	-0.79	3	0.26	Bangor and Out-of-Region
All other insurance related activities	0	-0.11	0	-0.40	Out-of-Region
Computer facilities management services	0	-0.11	0	-0.40	Out-of-Region
Cafeterias, grill buffets, and buffets	0	-0.11	0	-0.40	Out-of-Region
Other electronic and precision equipment repair and maintenance	0	-0.11	0	-0.40	Out-of-Region
Nail salons	0	-0.11	0	-0.40	Out-of-Region
Sales financing	0	-0.11	0	-0.37	Out-of-Region
All other miscellaneous ambulatory health care services	0	-0.11	0	-0.37	Out-of-Region

Table is continued on the following page.

Table 14. Retail and Service Sectors in which Brewer and Bangor have a Combined Deficit of One-Quarter (0.25) or More Establishments, 2009, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Data processing, hosting, and related services	0	-0.33	1	-0.14	Out-of-Region
Miscellaneous intermediation	0	-0.10	0	-0.35	Out-of-Region
Research and development in the social sciences and humanities	0	-0.10	0	-0.35	Out-of-Region
Executive search services	0	-0.10	0	-0.35	Out-of-Region
Kidney dialysis centers	0	-0.10	0	-0.35	Out-of-Region
Baked goods stores	0	-0.09	0	-0.32	Out-of-Region
Recreational goods rental	0	-0.09	0	-0.32	Out-of-Region
Convention and trade show organizers	0	-0.09	0	-0.32	Out-of-Region
Fruit and vegetable markets	0	-0.09	0	-0.30	Out-of-Region
Trust, fiduciary, and custody activities	0	-0.09	0	-0.30	Out-of-Region
Direct mail advertising	0	-0.09	0	-0.30	Out-of-Region
Professional employer organizations	0	-0.09	0	-0.30	Out-of-Region
All other publishers	0	-0.08	0	-0.27	Out-of-Region
Translation and interpretation services	0	-0.08	0	-0.27	Out-of-Region
All other business support services	0	-0.08	0	-0.27	Out-of-Region
Convention and visitors bureaus	0	-0.08	0	-0.27	Out-of-Region
Reupholstery and furniture repair	0	-0.08	0	-0.27	Out-of-Region
Research and development in biotechnology	0	-0.07	0	-0.25	Out-of-Region
Agents and managers for public figures	0	-0.06	0	-0.22	Out-of-Region
Nature parks and other similar institutions	0	-0.06	0	-0.22	Out-of-Region
Credit card issuing	0	-0.06	0	-0.20	Out-of-Region
Tour operators	0	-0.06	0	-0.20	Out-of-Region

Table is continued on the following page.

Table 14. Retail and Service Sectors in which Brewer and Bangor have a Combined Deficit of One-Quarter (0.25) or More Establishments, 2009, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Zoos and botanical gardens	0	-0.06	0	-0.20	Out-of-Region
Consumer electronics repair and maintenance	0	-0.06	0	-0.20	Out-of-Region

Table 15. Retail and Service Sectors in which Brewer has a Surplus of One or More Establishments, 2009

	Brewer Count	Brewer Surplus	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Residential mental retardation facilities	10	7.06	32	21.75	NA
Limited-service restaurants	11	4.69	44	22.01	NA
Automotive parts and accessories stores	6	4.24	14	7.86	NA
Full-service restaurants	14	4.04	52	17.28	NA
Beauty salons	6	3.69	12	3.94	NA
Religious organizations	9	3.47	33	13.72	NA
Insurance agencies and brokerages	7	3.37	25	12.34	NA
Other direct selling establishments	4	3.29	4	1.51	NA
All other miscellaneous store retailers (except tobacco stores)	4	3.19	7	4.16	NA
Gasoline stations with convenience stores	8	3.12	21	4.01	NA
General automotive repair	7	3.05	12	-1.78	NA
Fitness and recreational sports centers	4	2.82	7	2.90	NA
Credit unions	4	2.79	8	3.77	NA
Mortgage and nonmortgage loan brokers	3	2.71	5	3.98	NA
Corporate, subsidiary, and regional managing offices	4	2.64	18	13.25	NA
Offices of certified public accountants	4	2.47	18	12.65	NA
All other outpatient care centers	3	2.40	4	1.91	NA
Homes for the elderly	3	2.09	5	1.82	NA
Heating oil dealers	4	2.08	11	4.31	NA
Telephone answering services	2	1.92	1	0.73	NA
Automotive transmission repair	2	1.90	0	-0.35	NA

Table is continued on the following page.

Table 15. Retail and Service Sectors in which Brewer has a Surplus of One or More Establishments, 2009, continued

	Brewer Count	Brewer Surplus	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Tobacco stores	2	1.79	1	0.28	NA
Carpet and upholstery cleaning services	2	1.79	1	0.28	NA
Sporting goods stores	3	1.77	10	5.70	NA
Outdoor power equipment stores	2	1.73	2	1.05	NA
Pharmacies and drug stores	3	1.70	10	5.47	NA
Residential mental health and substance abuse facilities	3	1.68	12	7.40	NA
Landscaping services	6	1.67	17	1.90	NA
Automotive glass replacement shops	2	1.66	3	1.81	NA
All other general merchandise stores	3	1.61	6	1.15	NA
Caterers	2	1.52	5	3.33	NA
Commercial banking	4	1.52	19	10.34	NA
Photography studios, portrait	2	1.51	7	5.28	NA
Tire dealers	2	1.44	7	5.04	NA
Child day care services	6	1.43	34	18.08	NA
Funeral homes and funeral services	2	1.31	2	-0.41	NA
Florists	2	1.20	5	2.21	NA
Offices of optometrists	2	1.11	8	4.89	NA
All other support services	2	1.07	5	1.77	NA

Table 16. Retail and Service Sectors in which Brewer and Bangor have a Combined Surplus of Four or More Establishments, 2009

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Offices of physicians (except mental health specialists)	5	-0.14	60	42.09	Bangor
Offices of lawyers	3	-2.04	54	36.44	Bangor
Residential mental retardation facilities	10	7.06	32	21.75	NA
Limited-service restaurants	11	4.69	44	22.01	NA
Offices of dentists	4	0.67	36	24.41	NA
Full-service restaurants	14	4.04	52	17.28	NA
Child day care services	6	1.43	34	18.08	NA
Religious organizations	9	3.47	33	13.72	NA
Corporate, subsidiary, and regional managing offices	4	2.64	18	13.25	NA
Insurance agencies and brokerages	7	3.37	25	12.34	NA
Offices of certified public accountants	4	2.47	18	12.65	NA
Wired telecommunications carriers	1	-0.53	20	14.65	Bangor
Hotels (except casino hotels) and motels	4	0.38	25	12.39	NA
Automotive parts and accessories stores	6	4.24	14	7.86	NA
Commercial banking	4	1.52	19	10.34	NA
Women's clothing stores	1	-0.03	14	10.42	Bangor
Offices of real estate agents and brokers	4	0.47	22	9.71	NA
Other individual and family services	2	0.17	16	9.63	NA
Securities brokerage	1	-0.08	13	9.24	Bangor
Residential mental health and substance abuse facilities	3	1.68	12	7.40	NA
Outpatient mental health and substance abuse centers	1	0.33	11	8.66	NA

Table is continued on the following page.

Table 16. Retail and Service Sectors in which Brewer and Bangor have a Combined Surplus of Four or More Establishments, 2009, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Radio, television, and other electronics stores	1	0.24	11	8.36	NA
Home health care services	1	0.17	11	8.11	NA
Janitorial services	1	-1.18	17	9.39	Bangor
Offices of mental health practitioners (except physicians)	0	-0.86	12	8.99	Bangor
Administrative management consulting services	1	-0.56	14	8.58	Bangor
Passenger car rental	0	-0.23	9	8.20	Bangor
Lessors of residential buildings and dwellings	0	-1.58	15	9.48	Bangor
Snack and nonalcoholic beverage bars	3	0.48	16	7.22	NA
Beauty salons	6	3.69	12	3.94	NA
Sporting goods stores	3	1.77	10	5.70	NA
All other miscellaneous store retailers (except tobacco stores)	4	3.19	7	4.16	NA
Pharmacies and drug stores	3	1.70	10	5.47	NA
Shoe stores	1	0.36	9	6.79	NA
Gasoline stations with convenience stores	8	3.12	21	4.01	NA
Jewelry stores	1	0.11	10	6.92	NA
Family clothing stores	0	-0.93	11	7.77	Bangor
Photography studios, portrait	2	1.51	7	5.28	NA
Mortgage and nonmortgage loan brokers	3	2.71	5	3.98	NA
Credit unions	4	2.79	8	3.77	NA
Other building material dealers	2	0.12	13	6.43	NA
Tire dealers	2	1.44	7	5.04	NA

Table is continued on the following page.

Table 16. Retail and Service Sectors in which Brewer and Bangor have a Combined Surplus of Four or More Establishments, 2009, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Heating oil dealers	4	2.08	11	4.31	NA
New car dealers	2	0.94	9	5.32	NA
Offices of specialty therapists	2	0.46	11	5.63	NA
Offices of optometrists	2	1.11	8	4.89	NA
Radio stations	1	0.76	6	5.15	NA
Temporary help services	1	0.31	8	5.59	NA
Vocational rehabilitation services	0	-0.49	8	6.28	Bangor
Fitness and recreational sports centers	4	2.82	7	2.90	NA
Services for the elderly and persons with disabilities	0	-1.46	12	6.93	Bangor
Office administrative services	0	-0.57	8	6.01	Bangor
Drinking places (alcoholic beverages)	1	0.20	8	5.21	NA
Payroll services	0	-0.21	6	5.25	Bangor
Home health equipment rental	0	-0.22	6	5.23	Bangor
Electronic shopping	1	0.53	6	4.36	NA
Tax preparation services	0	-0.70	8	5.56	Bangor
Caterers	2	1.52	5	3.33	NA
Computer and software stores	0	-0.26	6	5.10	Bangor
Other gasoline stations	1	0.06	8	4.74	NA
Other direct selling establishments	4	3.29	4	1.51	NA
Pet care (except veterinary) services	1	0.28	7	4.49	NA
Offices of real estate appraisers	1	0.26	7	4.44	NA

Table is continued on the following page.

Table 16. Retail and Service Sectors in which Brewer and Bangor have a Combined Surplus of Four or More Establishments, 2009, continued

	Brewer Count	Brewer Surplus/Deficit	Bangor Count	Bangor Surplus/Deficit	Brewer Losing Customers to…
Offices of podiatrists	0	-0.29	6	4.98	Bangor
Nursing care facilities	1	0.04	8	4.64	NA
Other residential care facilities	1	0.47	6	4.16	NA
Coin-operated laundries and drycleaners	1	0.46	6	4.13	NA
Travel agencies	1	0.63	5	3.71	NA
Other automotive mechanical and elec. repair	0	-0.15	5	4.48	Bangor
Gift, novelty, and souvenir stores	1	-0.93	12	5.26	Bangor
All other outpatient care centers	3	2.40	4	1.91	NA
Portfolio management	1	0.61	5	3.66	NA
Nonresidential property managers	1	0.61	5	3.66	NA
Discount department stores	1	0.81	4	3.35	NA
Children's and infants' clothing stores	0	-0.21	5	4.25	Bangor

Table 17. Retail and Service Sectors in which Brewer might be Attracting Customers from Bangor, 2009

	Brewer Count	Brewer Surplus	Bangor Count	Bangor Deficit	Brewer Gaining Customers from…
General automotive repair	7	3.05	12	-1.78	Bangor
Automotive transmission repair	2	1.90	0	-0.35	Bangor
Funeral homes and funeral services	2	1.31	2	-0.41	Bangor
All other legal services	1	0.97	0	-0.10	Bangor
Communication equipment repair and maintenance	1	0.95	0	-0.17	Bangor
All other automotive repair and maintenance	1	0.94	0	-0.20	Bangor
Community food services	1	0.94	0	-0.22	Bangor
Automotive exhaust system repair	1	0.94	0	-0.22	Bangor
Materials recovery facilities	1	0.84	0	-0.55	Bangor
Men's clothing stores	1	0.82	0	-0.62	Bangor
Remediation services	1	0.80	0	-0.70	Bangor
Veterinary services	2	0.79	4	-0.23	Bangor
Other physical and biological research	1	0.70	1	-0.04	Bangor
Fish and seafood markets	1	0.65	1	-0.22	Bangor
Lessors of miniwarehouses and self-storage units	1	0.60	1	-0.39	Bangor
Boat dealers	1	0.56	1	-0.54	Bangor