

**EMA Foundation's
Institute of Postal Studies Presents:**

**2015
EMA Mailing Industry
Job Study**

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Mailing Industry Provides Significant U.S. Jobs

The U.S. mailing industry consists of:
7.5 million mailing industry jobs

The U.S. mailing industry provides:
6% of the nation's jobs



JOBS

Mailing Industry is Critical to the Economy

The U.S. mailing industry contributes to the economy with:

**\$1.4 T in sales revenue
and
4.6% of U.S. Total Output**



Mailing Industry's Size is Significant

- The U.S. mailing industry is significant in size to other key industries:

	# of Jobs	Revenue
Mailing Industry	7.5 million	\$1.4 Trillion
Airline Industry	11.7 million	\$1.5 Trillion
Oil and Natural Gas Industry	9.3 million	\$1.1 Trillion

Sources:

“*Economic Impacts of Civil Aviation on the US Economy*” FAA, 2014.

“*The Annual Economic Benefits of Oil and Gas Exploration and Production*” The Perryman Group, 2014

Mailing Industry Depends on the USPS

Policies that have a dramatic influence on the USPS impact many workers since over **73% of mail industry jobs depend on the delivery infrastructure at which the USPS is the center.**



2014 vs. 2011 Comparison Shows a Decline in Jobs with a Growth in Revenue

The mailing industry provided:

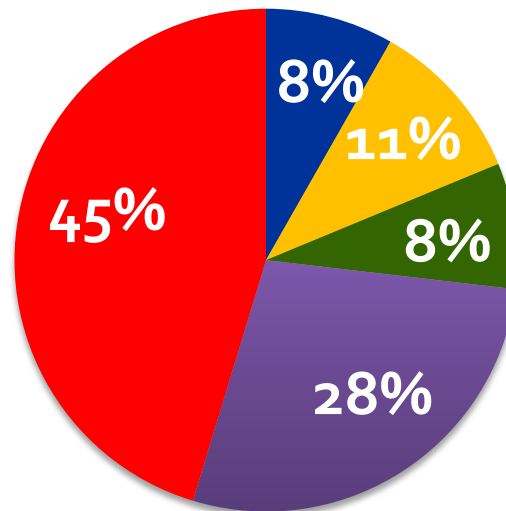
- 7.5 million jobs in 2014 vs. 7.8 million jobs in 2011
- \$1.4 trillion in sales revenue in 2014 vs. \$1.3 trillion in sales revenue 2011



Mailing Industry Job Includes Manufacturing, Distribution, Mail Management & Mail Users

- Postal Service
- Private Sector Delivery & Suppliers
- Paper, Printing, Printing Industry Suppliers, Direct Mail Design
- Management of Mail in all Industries
- Mail-Stream User Jobs

73% of the 7.5 million jobs are in firms dependent upon the delivery infrastructure



Private industry accounts for 92% of the jobs.

Postal service accounts for 8% of the jobs.

Overall Comparison Shows a Decline in Several Types of Traditional Jobs With a Growth in Delivery and Electronic Shopping

■ Decline in Jobs

↓ Postal Service

↓ Paper, Printing and Industry Suppliers

↓ Mail Management in all Industries

↓ Traditional Direct Mail, Catalog, and Magazine

↓ Jobs at Brick and Mortar Retailers Fulfilling Sales through the Mail Stream

■ Growth in Jobs

↑ Private Sector Delivery Services (e.g. Fed-ex, UPS)

↑ Electronic Shopping and Mail Order Houses (e.g. Amazon)

**The Mailing Industry provides
7.5 Million Jobs
and \$1.4 Trillion in Sales Revenue**



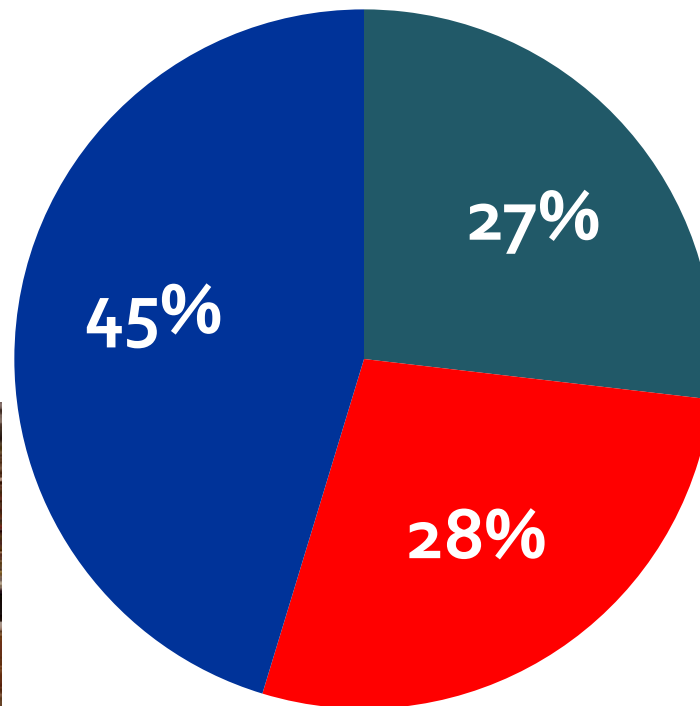
Jobs



Revenue

2015 Mailing Industry Job Study has Three Main Groups

- Group A - Mail Production and Distribution
- Group B - Management of Mail in all Industries
- Group C - Mail Advertised and Delivered Goods and Services



Jobs Declined Across All Three Groupings...

All major job groupings had a reduction in jobs.
Overall jobs decreased by 4.4% totaling
about 343,000 jobs.

	# Jobs (2011)	# Jobs (2014)	% Change	Diff. # of Jobs
Group A - Mail Production and Distribution	2,013,070	2,009,877	-0.2%	-3,193
Group B - Management of Mail in all Industries	2,335,196	2,084,905	-11.9%	-256,936
Group C – Mail Advertised and Delivered Goods and Services	3,481,654	3,392,044	-2.6%	-89,610
GRAND TOTAL	7,829,920	7,486,826	-4.4%	-343,094

... While Sales Revenue Increased Across All Three Groupings

Sales revenue increased by 9.5% amounting to \$123.5 billion due to economic recovery and due to more packaged products being delivered through the mail stream.

Groupings	Description	2011 Sales (\$ Billions)	2014 Sales (\$ Billions)	% Change	Sales (\$ Billions)
Mail Production and Distribution (Group A)	Producing the Mail	\$128.4	\$135.4	5.5%	\$7.1
	Delivering the Mail and Packages	\$145.1	\$158.8	9.5%	\$13.8
Mail Advertised and Delivered Goods and Services (Group C)		\$1,032.0	\$1,134.6	9.9%	\$102.6
Total		\$1,305.4	\$1,428.9	9.5%	\$123.5

Group A Jobs: USPS Losses Balanced By Private Sector Gains

With the loss of overall mail volume and efficiency improvement, postal service & mail production jobs have dropped. However, with the emphasis on the internet and catalog fulfillment, private sector delivery and suppliers grew over 5%.

Group A - Mail Production and Distribution	# Jobs (2011)	# Jobs (2014)	% Change	Diff. # of Jobs
<i>Postal Service</i>				
1) Postal Service	648,350	617,254	-4.8%	-31,096
<i>Private Sector Delivery and Suppliers</i>				
2) Private Sector Delivery (FedEx, UPS)	565,659	605,376	7.1%	40,205
3) Delivery Suppliers	179,386	181,382	1.1%	1,996
<i>Sub-total</i>	745,045	786,759	5.3%	42,201
4) Paper, Printing, Suppliers, and Design	619,675	605,864	-2.3%	-14,299
Group A Total	2,013,070	2,009,877	-0.2%	-3,193

Group A Revenue Increased In Both Production And Distribution

Groupings	Description	2011 Sales (\$ Billions)	2014 Sales (\$ Billions)	% Change	Sales (\$ Billions)
Mail Production and Distribution (Group A)	Producing	\$128.4	\$135.4	5.5%	\$7.1
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■ Mail Production and Distribution

- Producing the Mail had a sales revenue increase of 5.5% or \$7.05 B.
- Delivering the Mail had a sales revenue gain of 9.5% or \$13.76 B.
- Some of this gain may be attributed to overall economic recovery as well as the higher price of delivering packages.

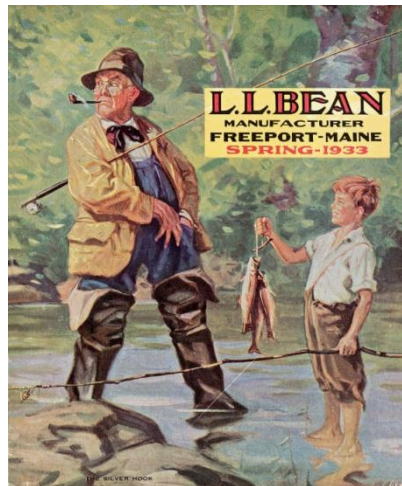
Group B Jobs: Strong Decline Reflects Private Sector e-Payment Trends

Management of Mail in all Industries dropped 11.9% with a 256,000 job loss. As businesses have moved to email interaction, there are less jobs associated with handling the mailing of letters and packages.

Group B - Management of Mail in all Industries	# Jobs (2011)	# Jobs (2014)	% Change	Diff. # of Jobs
1) Mail Management in all Industries	2,045,696	1,834,916	-11.6%	-217,426
2) Self Employed Mail Intensive	289,500	249,989	-13.6%	-39,511
Group B Total	2,335,196	2,084,905	-11.9%	-256,936

Group C: Jobs From Mail Advertised and Delivered Goods and Services Declined 2.6%

- Jobs with Mail Advertised and Delivered Goods and Services dropped 2.6% with a 89,600 job loss.
 - Delivered product sales are not only originating from printed catalogs, magazines, and direct mail but are also originating through the internet which are delivered through the mail stream



Within Group C Jobs, Positive Signs In Parcel Fulfillment

Group C Jobs Due to Sales of Products and Services	# Jobs (2011)	# Jobs (2014)	% Change	Diff. # of Jobs
Catalog Generated Sales	464,000	447,906	-3.5%	-16,094
Non-Catalog Direct Mail Generated Sales	2,241,000	2,192,452	-2.2%	-48,548
Direct Response Magazine Ad Sales	311,000	278,080	-10.6%	-32,920
Insert Advertising Sales	108,000	102,973	-4.7%	-5,027
Publishing of Periodicals /Books, Greeting Cards /Directories	116,776	105,173	-9.9%	-11,603
Electronic Shopping and Mail Order Houses	172,212	208,820	21.3%	36,607
Retail Sales Delivered by Retailers with Stores	68,666	56,641	-17.5%	-12,025
Group C Total	3,481,654	3,392,044	-2.6%	-89,610

Strong Growth In Revenue from Mail Advertised and Delivered Goods & Services

Groupings	Description	2011 Sales (\$ Billions)	2014 Sales (\$ Billions)	% Change	Sales (\$ Billions)
Mail Production and Distribution (Group A)	Producing	\$128.4	\$135.4	5.5%	\$7.1
	Delivering	\$145.1	\$158.8	9.5%	\$13.8
Mail Advertised and Delivered Goods and Services (Group C)		\$1,032.0	\$1,134.6	9.9%	\$102.6
Total		\$1,305.4	\$1,428.9	9.5%	\$123.5

- Sales of Mail Advertised and Delivered Goods and Services had an overall sales revenue increase of 9.9% totally \$102.6 billion.
 - Gains were observed with:
 - Direct mail at 7.4%
 - Catalogs at 8.4%
 - Internet shopping and mail-order grew 30% with total sales revenue generated of \$66 billion.



Thank You for Your Interest!

**Cheryl Chapman
Peter Johnson**

2015 Mailing Industry Job Study

Jobs and Sales Revenue Generated by State

2015 Mailing Industry Job Study

Distribution of Jobs By State

State	Jobs	State	Jobs	State	Jobs	State	Jobs
AK	16,235	ID	31,823	MT	23,267	RI	23,759
AL	100,113	IL	317,489	NC	209,128	SC	96,856
AR	63,997	IN	151,129	ND	20,414	SD	19,559
AZ	125,010	KS	74,448	NE	52,007	TN	159,632
CA	832,475	KY	125,289	NH	36,645	TX	566,215
CO	135,567	LA	100,021	NJ	260,497	UT	61,904
CT	102,577	MA	176,576	NM	36,487	VA	200,678
DC	32,319	MD	133,185	NV	55,665	VT	17,617
DE	23,506	ME	32,784	NY	477,446	WA	169,276
FL	484,482	MI	226,789	OH	320,499	WI	164,344
GA	235,098	MN	164,453	OK	74,877	WV	32,965
HI	24,255	MO	144,432	OR	91,194	WY	13,013
IA	79,225	MS	56,602	PA	313,046		

Grand Total: 7,486,869 Mailing Industry Jobs

2015 Mailing Industry Job Study

Distribution of Sales Revenue By State

State	Sales Revenue (\$ Millions)	State	Sales Revenue (\$ Millions)	State	Sales Revenue (\$ Millions)	State	Sales Revenue (\$ Millions)
AK	\$677	ID	\$4,995	MT	\$1,018	RI	\$1,505
AL	\$8,634	IL	\$45,717	NC	\$35,350	SC	\$31,838
AR	\$9,878	IN	\$12,052	ND	\$11,249	SD	\$673
AZ	\$10,910	KS	\$2,881	NE	\$9,990	TN	\$43,233
CA	\$142,172	KY	\$7,583	NH	\$17,710	TX	\$114,451
CO	\$13,558	LA	\$55,838	NJ	\$32,323	UT	\$4,040
CT	\$14,295	MA	\$15,443	NM	\$8,071	VA	\$93,916
DC	\$965	MD	\$16,952	NV	\$3,126	VT	\$72,204
DE	\$777	ME	\$2,756	NY	\$185,980	WA	\$74,847
FL	\$35,556	MI	\$91,818	OH	\$38,195	WI	\$13,101
GA	\$38,488	MN	\$27,316	OK	\$9,779	WV	\$1,745
HI	\$712	MO	\$7,617	OR	\$18,322	WY	\$1,132
IA	\$7,474	MS	\$3,417	PA	\$26,560		

Grand Total: \$1.428 Trillion of Sales Revenue

2015 Mailing Industry Job Study

Number of Mailing Industry Jobs by Congressional District

2015 Mailing Industry Job Study Distribution of Jobs By District

State	District	Jobs	State	District	Jobs	State	District	Jobs	State	District	Jobs
AK	00	16,235	AZ	9	22,357	CA	20	13,571	CA	40	13,761
AL	1	13,691	CA	1	12,963	CA	21	6,312	CA	41	10,744
AL	2	14,056	CA	2	16,929	CA	22	12,783	CA	42	9,929
AL	3	10,694	CA	3	11,207	CA	23	9,793	CA	43	19,412
AL	4	11,286	CA	4	12,272	CA	24	15,708	CA	44	10,464
AL	5	15,834	CA	5	14,495	CA	25	11,725	CA	45	20,423
AL	6	14,583	CA	6	18,610	CA	26	17,231	CA	46	16,707
AL	7	19,969	CA	7	13,142	CA	27	13,322	CA	47	14,028
AR	1	13,145	CA	8	7,561	CA	28	18,826	CA	48	20,116
AR	2	19,931	CA	9	10,981	CA	29	11,049	CA	49	15,285
AR	3	17,961	CA	10	12,899	CA	30	19,882	CA	50	12,268
AR	4	12,960	CA	11	16,585	CA	31	11,737	CA	51	12,542
AZ	1	8,972	CA	12	30,666	CA	32	15,639	CA	52	26,770
AZ	2	13,987	CA	13	16,907	CA	33	27,134	CA	53	12,344
AZ	3	10,361	CA	14	39,454	CA	34	20,167	CO	1	25,489
AZ	4	10,159	CA	15	17,162	CA	35	13,953	CO	2	23,513
AZ	5	10,929	CA	16	11,733	CA	36	11,450	CO	3	16,626
AZ	6	19,810	CA	17	23,038	CA	37	16,355	CO	4	15,169
AZ	7	18,127	CA	18	18,801	CA	38	18,961	CO	5	18,922
AZ	8	10,308	CA	19	10,371	CA	39	16,308	CO	6	17,703

2015 Mailing Industry Job Study

Distribution of Jobs By District

State	District	Jobs	State	District	Jobs	State	District	Jobs	State	District	Jobs
CO	7	18,145	FL	13	22,001	GA	6	35,697	IL	4	8,621
CT	1	21,993	FL	14	29,383	GA	7	24,185	IL	5	21,349
CT	2	16,358	FL	15	14,331	GA	8	11,341	IL	6	21,027
CT	3	19,520	FL	16	17,379	GA	9	12,773	IL	7	41,520
CT	4	24,870	FL	17	9,998	GA	10	8,936	IL	8	29,407
CT	5	19,836	FL	18	15,241	GA	11	18,849	IL	9	14,402
DC	00	32,319	FL	19	21,223	GA	12	14,834	IL	10	25,340
DE	00	23,506	FL	20	15,068	GA	13	12,253	IL	11	16,610
FL	1	18,838	FL	21	13,044	GA	14	10,707	IL	12	14,527
FL	2	15,909	FL	22	35,009	HI	1	15,597	IL	13	16,850
FL	3	11,020	FL	23	20,901	HI	2	8,658	IL	14	13,702
FL	4	36,121	FL	24	15,743	IA	1	19,438	IL	15	13,728
FL	5	18,445	FL	25	22,480	IA	2	21,016	IL	16	16,245
FL	6	14,011	FL	26	11,599	IA	3	20,435	IL	17	14,026
FL	7	16,536	FL	27	19,336	IA	4	18,336	IL	18	16,625
FL	8	15,483	GA	1	13,759	ID	1	14,735	IN	1	15,080
FL	9	13,305	GA	2	12,590	ID	2	17,088	IN	2	16,300
FL	10	18,155	GA	3	13,881	IL	1	10,617	IN	3	20,082
FL	11	11,977	GA	4	11,439	IL	2	10,327	IN	4	15,626
FL	12	11,946	GA	5	33,854	IL	3	12,566	IN	5	20,981

2015 Mailing Industry Job Study

Distribution of Jobs By District

State	District	Jobs	State	District	Jobs	State	District	Jobs	State	District	Jobs
IN	6	13,945	MA	1	16,595	MI	2	20,807	MN	8	13,867
IN	7	17,680	MA	2	16,723	MI	3	14,498	MO	1	25,862
IN	8	15,358	MA	3	16,177	MI	4	14,304	MO	2	24,575
IN	9	16,077	MA	4	21,721	MI	5	15,555	MO	3	13,798
KS	1	15,734	MA	5	22,374	MI	6	13,903	MO	4	13,179
KS	2	17,409	MA	6	22,488	MI	7	12,704	MO	5	20,152
KS	3	24,539	MA	7	19,277	MI	8	14,168	MO	6	14,196
KS	4	16,766	MA	8	25,751	MI	9	16,379	MO	7	19,600
KY	1	14,641	MA	9	15,470	MI	10	13,821	MO	8	13,070
KY	2	16,417	MD	1	14,017	MI	11	27,519	MS	1	14,268
KY	3	52,430	MD	2	21,314	MI	12	21,617	MS	2	11,940
KY	4	15,211	MD	3	18,291	MI	13	9,478	MS	3	16,098
KY	5	9,890	MD	4	12,023	MI	14	16,038	MS	4	14,296
KY	6	16,700	MD	5	14,250	MN	1	18,833	MT	00	23,267
LA	1	19,097	MD	6	24,675	MN	2	21,142	NC	1	14,357
LA	2	18,982	MD	7	13,558	MN	3	29,779	NC	2	12,776
LA	3	16,045	MD	8	15,057	MN	4	20,147	NC	3	12,738
LA	4	14,053	ME	1	19,609	MN	5	31,759	NC	4	23,727
LA	5	13,539	ME	2	13,175	MN	6	13,229	NC	5	15,111
LA	6	18,305	MI	1	15,998	MN	7	15,697	NC	6	17,421

2015 Mailing Industry Job Study Distribution of Jobs By District

State	District	Jobs	State	District	Jobs	State	District	Jobs	State	District	Jobs
NC	7	10,917	NJ	8	19,487	NY	9	5,440	OH	2	17,853
NC	8	11,096	NJ	9	26,091	NY	10	46,006	OH	3	32,346
NC	9	17,791	NJ	10	11,202	NY	11	8,070	OH	4	13,287
NC	10	18,322	NJ	11	42,693	NY	12	97,215	OH	5	32,632
NC	11	13,400	NJ	12	18,408	NY	13	5,234	OH	6	10,503
NC	12	26,967	NM	1	15,309	NY	14	6,765	OH	7	13,843
NC	13	14,505	NM	2	8,935	NY	15	6,141	OH	8	18,792
ND	00	20,414	NM	3	12,243	NY	16	10,294	OH	9	15,251
NE	1	12,827	NV	1	13,600	NY	17	26,520	OH	10	23,513
NE	2	21,098	NV	2	18,293	NY	18	13,870	OH	11	20,819
NE	3	18,082	NV	3	15,514	NY	19	9,915	OH	12	19,429
NH	1	18,337	NV	4	8,258	NY	20	21,426	OH	13	15,457
NH	2	18,308	NY	1	14,790	NY	21	12,933	OH	14	21,613
NJ	1	15,175	NY	2	19,183	NY	22	13,387	OH	15	23,060
NJ	2	15,935	NY	3	23,041	NY	23	15,319	OH	16	20,207
NJ	3	18,400	NY	4	19,608	NY	24	15,069	OK	1	21,306
NJ	4	18,467	NY	5	8,333	NY	25	16,265	OK	2	9,045
NJ	5	21,237	NY	6	7,734	NY	26	19,890	OK	3	11,328
NJ	6	34,042	NY	7	8,462	NY	27	14,176	OK	4	12,944
NJ	7	19,360	NY	8	12,360	OH	1	21,894	OK	5	20,254

2015 Mailing Industry Job Study

Distribution of Jobs By District

State	District	Jobs	State	District	Jobs	State	District	Jobs	State	District	Jobs
OR	1	22,290	PA	16	17,414	TN	8	22,662	TX	19	14,209
OR	2	15,439	PA	17	17,026	TN	9	27,638	TX	20	13,727
OR	3	20,526	PA	18	22,392	TX	1	15,708	TX	21	17,524
OR	4	17,493	RI	1	11,066	TX	2	19,568	TX	22	13,414
OR	5	15,446	RI	2	12,693	TX	3	25,866	TX	23	8,182
PA	1	13,953	SC	1	14,072	TX	4	13,833	TX	24	42,501
PA	2	14,839	SC	2	14,429	TX	5	12,215	TX	25	11,421
PA	3	13,106	SC	3	10,589	TX	6	14,844	TX	26	13,086
PA	4	18,658	SC	4	19,306	TX	7	25,591	TX	27	12,251
PA	5	15,642	SC	5	9,663	TX	8	11,458	TX	28	11,222
PA	6	25,397	SC	6	14,002	TX	9	17,812	TX	29	14,774
PA	7	15,194	SC	7	14,795	TX	10	17,636	TX	30	20,797
PA	8	18,406	SD	00	19,559	TX	11	12,698	TX	31	11,976
PA	9	13,484	TN	1	14,390	TX	12	19,123	TX	32	19,339
PA	10	12,250	TN	2	17,226	TX	13	11,859	TX	33	14,413
PA	11	16,126	TN	3	15,540	TX	14	13,798	TX	34	8,802
PA	12	15,910	TN	4	12,777	TX	15	9,899	TX	35	14,881
PA	13	23,869	TN	5	24,112	TX	16	17,173	TX	36	11,076
PA	14	22,410	TN	6	11,967	TX	17	14,190	UT	1	13,205
PA	15	16,970	TN	7	13,320	TX	18	19,349	UT	2	19,797

2015 Mailing Industry Job Study Distribution of Jobs By District

State	District	Jobs	State	District	Jobs
UT	3	13,801	WA	7	32,022
UT	4	15,101	WA	8	20,041
VA	1	13,886	WA	9	22,369
VA	2	18,499	WA	10	12,767
VA	3	16,342	WI	1	17,671
VA	4	16,377	WI	2	21,895
VA	5	12,326	WI	3	23,033
VA	6	21,939	WI	4	14,599
VA	7	20,635	WI	5	27,341
VA	8	23,462	WI	6	21,249
VA	9	13,754	WI	7	17,144
VA	10	21,894	WI	8	21,412
VA	11	21,564	WV	1	12,661
VT	00	17,617	WV	2	11,917
WA	1	14,554	WV	3	8,387
WA	2	15,110	WY	00	13,013
WA	3	12,479			
WA	4	10,422			
WA	5	15,808			
WA	6	13,704			

2015 Mailing Industry Job Study

Sales Revenue Generated by Congressional District

2015 Mailing Industry Job Study

Distribution of Revenue By District

State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions
AK	00	\$ 677	AZ	9	\$ 1,825	CA	20	\$ 1,437	CA	40	\$ 1,176
AL	1	\$ 5,035	CA	1	\$ 344	CA	21	\$ 597	CA	41	\$ 758
AL	2	\$ 607	CA	2	\$ 706	CA	22	\$ 1,011	CA	42	\$ 779
AL	3	\$ 354	CA	3	\$ 1,527	CA	23	\$ 887	CA	43	\$ 1,113
AL	4	\$ 471	CA	4	\$ 21,650	CA	24	\$ 1,346	CA	44	\$ 5,783
AL	5	\$ 507	CA	5	\$ 1,694	CA	25	\$ 4,092	CA	45	\$ 1,191
AL	6	\$ 1,176	CA	6	\$ 11,263	CA	26	\$ 3,615	CA	46	\$ 2,871
AL	7	\$ 484	CA	7	\$ 7,748	CA	27	\$ 644	CA	47	\$ 2,324
AR	1	\$ 472	CA	8	\$ 1,308	CA	28	\$ 699	CA	48	\$ 1,066
AR	2	\$ 8,045	CA	9	\$ 6,181	CA	29	\$ 971	CA	49	\$ 6,779
AR	3	\$ 891	CA	10	\$ 15,689	CA	30	\$ 1,336	CA	50	\$ 1,059
AR	4	\$ 472	CA	11	\$ 1,456	CA	31	\$ 1,256	CA	51	\$ 941
AZ	1	\$ 927	CA	12	\$ 2,089	CA	32	\$ 1,800	CA	52	\$ 1,698
AZ	2	\$ 492	CA	13	\$ 313	CA	33	\$ 863	CA	53	\$ 1,422
AZ	3	\$ 3,835	CA	14	\$ 1,305	CA	34	\$ 734	CO	1	\$ 4,209
AZ	4	\$ 409	CA	15	\$ 2,455	CA	35	\$ 1,322	CO	2	\$ 1,233
AZ	5	\$ 536	CA	16	\$ 887	CA	36	\$ 1,168	CO	3	\$ 1,414
AZ	6	\$ 688	CA	17	\$ 2,744	CA	37	\$ 3,193	CO	4	\$ 1,912
AZ	7	\$ 1,506	CA	18	\$ 3,163	CA	38	\$ 2,121	CO	5	\$ 2,094
AZ	8	\$ 691	CA	19	\$ 727	CA	39	\$ 873	CO	6	\$ 1,916

2015 Mailing Industry Job Study

Distribution of Revenue By District

State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions
CO	7	\$ 779	FL	13	\$ 1,194	GA	6	\$ 1,845	IL	4	\$ 463
CT	1	\$ 1,019	FL	14	\$ 1,622	GA	7	\$ 1,595	IL	5	\$ 18,070
CT	2	\$ 618	FL	15	\$ 2,189	GA	8	\$ 526	IL	6	\$ 1,730
CT	3	\$ 2,236	FL	16	\$ 1,346	GA	9	\$ 1,393	IL	7	\$ 4,925
CT	4	\$ 4,894	FL	17	\$ 1,133	GA	10	\$ 807	IL	8	\$ 1,643
CT	5	\$ 5,528	FL	18	\$ 612	GA	11	\$ 2,232	IL	9	\$ 635
DC	00	\$ 965	FL	19	\$ 1,258	GA	12	\$ 654	IL	10	\$ 3,138
DE	00	\$ 777	FL	20	\$ 1,225	GA	13	\$ 1,596	IL	11	\$ 659
FL	1	\$ 1,328	FL	21	\$ 1,242	GA	14	\$ 1,373	IL	12	\$ 530
FL	2	\$ 769	FL	22	\$ 2,841	HI	1	\$ 400	IL	13	\$ 540
FL	3	\$ 966	FL	23	\$ 1,253	HI	2	\$ 313	IL	14	\$ 532
FL	4	\$ 670	FL	24	\$ 1,454	IA	1	\$ 458	IL	15	\$ 2,450
FL	5	\$ 1,143	FL	25	\$ 2,385	IA	2	\$ 766	IL	16	\$ 867
FL	6	\$ 1,287	FL	26	\$ 870	IA	3	\$ 1,492	IL	17	\$ 2,263
FL	7	\$ 1,095	FL	27	\$ 596	IA	4	\$ 4,758	IL	18	\$ 1,049
FL	8	\$ 1,519	GA	1	\$ 400	ID	1	\$ 2,084	IN	1	\$ 2,289
FL	9	\$ 488	GA	2	\$ 1,097	ID	2	\$ 2,911	IN	2	\$ 1,108
FL	10	\$ 764	GA	3	\$ 1,209	IL	1	\$ 2,054	IN	3	\$ 3,205
FL	11	\$ 2,631	GA	4	\$ 9,721	IL	2	\$ 3,006	IN	4	\$ 963
FL	12	\$ 1,676	GA	5	\$ 14,040	IL	3	\$ 1,162	IN	5	\$ 764

2015 Mailing Industry Job Study

Distribution of Revenue By District

State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions
IN	6	\$ 1,116	MA	1	\$ 881	MI	2	\$ 887	MN	8	\$ 459
IN	7	\$ 933	MA	2	\$ 7,151	MI	3	\$ 1,489	MO	1	\$ 1,391
IN	8	\$ 997	MA	3	\$ 998	MI	4	\$ 539	MO	2	\$ 1,273
IN	9	\$ 677	MA	4	\$ 963	MI	5	\$ 878	MO	3	\$ 606
KS	1	\$ 435	MA	5	\$ 1,383	MI	6	\$ 970	MO	4	\$ 491
KS	2	\$ 694	MA	6	\$ 959	MI	7	\$ 896	MO	5	\$ 1,247
KS	3	\$ 1,136	MA	7	\$ 1,032	MI	8	\$ 2,216	MO	6	\$ 1,173
KS	4	\$ 615	MA	8	\$ 1,384	MI	9	\$ 3,399	MO	7	\$ 548
KY	1	\$ 530	MA	9	\$ 692	MI	10	\$ 1,861	MO	8	\$ 888
KY	2	\$ 759	MD	1	\$ 889	MI	11	\$ 72,093	MS	1	\$ 1,273
KY	3	\$ 901	MD	2	\$ 835	MI	12	\$ 606	MS	2	\$ 667
KY	4	\$ 1,432	MD	3	\$ 1,193	MI	13	\$ 2,608	MS	3	\$ 844
KY	5	\$ 633	MD	4	\$ 11,282	MI	14	\$ 2,728	MS	4	\$ 632
KY	6	\$ 3,328	MD	5	\$ 784	MN	1	\$ 4,232	MT	00	\$ 1,018
LA	1	\$ 1,443	MD	6	\$ 897	MN	2	\$ 13,559	NC	1	\$ 9,404
LA	2	\$ 2,130	MD	7	\$ 560	MN	3	\$ 2,335	NC	2	\$ 749
LA	3	\$ 39,927	MD	8	\$ 514	MN	4	\$ 1,012	NC	3	\$ 1,303
LA	4	\$ 1,946	ME	1	\$ 2,130	MN	5	\$ 3,764	NC	4	\$ 5,075
LA	5	\$ 5,058	ME	2	\$ 626	MN	6	\$ 900	NC	5	\$ 649
LA	6	\$ 5,333	MI	1	\$ 647	MN	7	\$ 1,054	NC	6	\$ 2,616

2015 Mailing Industry Job Study

Distribution of Revenue By District

State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions
NC	7	\$ 1,219	NJ	8	\$ 2,968	NY	9	\$ 8,767	OH	2	\$ 1,703
NC	8	\$ 1,704	NJ	9	\$ 1,046	NY	10	\$ 3,995	OH	3	\$ 1,405
NC	9	\$ 6,018	NJ	10	\$ 503	NY	11	\$ 551	OH	4	\$ 8,584
NC	10	\$ 2,763	NJ	11	\$ 1,311	NY	12	\$ 16,491	OH	5	\$ 1,741
NC	11	\$ 1,126	NJ	12	\$ 763	NY	13	\$ 418	OH	6	\$ 4,225
NC	12	\$ 1,516	NM	1	\$ 1,712	NY	14	\$ 964	OH	7	\$ 1,154
NC	13	\$ 1,207	NM	2	\$ 4,744	NY	15	\$ 511	OH	8	\$ 1,700
ND	00	\$ 11,249	NM	3	\$ 1,616	NY	16	\$ 933	OH	9	\$ 1,992
NE	1	\$ 1,102	NV	1	\$ 462	NY	17	\$ 936	OH	10	\$ 1,289
NE	2	\$ 7,245	NV	2	\$ 396	NY	18	\$ 605	OH	11	\$ 2,342
NE	3	\$ 1,642	NV	3	\$ 914	NY	19	\$ 1,236	OH	12	\$ 1,578
NH	1	\$ 12,309	NV	4	\$ 1,354	NY	20	\$ 54,021	OH	13	\$ 2,200
NH	2	\$ 5,402	NY	1	\$ 1,431	NY	21	\$ 1,028	OH	14	\$ 3,298
NJ	1	\$ 2,759	NY	2	\$ 9,312	NY	22	\$ 19,995	OH	15	\$ 1,098
NJ	2	\$ 2,517	NY	3	\$ 4,728	NY	23	\$ 2,437	OH	16	\$ 1,723
NJ	3	\$ 14,682	NY	4	\$ 37,745	NY	24	\$ 1,457	OK	1	\$ 1,391
NJ	4	\$ 2,636	NY	5	\$ 350	NY	25	\$ 9,197	OK	2	\$ 2,809
NJ	5	\$ 1,160	NY	6	\$ 1,361	NY	26	\$ 887	OK	3	\$ 3,089
NJ	6	\$ 1,132	NY	7	\$ 996	NY	27	\$ 4,691	OK	4	\$ 1,087
NJ	7	\$ 846	NY	8	\$ 938	OH	1	\$ 2,162	OK	5	\$ 1,403

2015 Mailing Industry Job Study

Distribution of Revenue By District

State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions	State	District	Revenue \$ Millions
OR	1	\$ 2,646	PA	16	\$ 717	TN	8	\$ 2,317	TX	19	\$ 370
OR	2	\$ 1,243	PA	17	\$ 441	TN	9	\$ 3,455	TX	20	\$ 605
OR	3	\$ 9,322	PA	18	\$ 605	TX	1	\$ 3,119	TX	21	\$ 8,646
OR	4	\$ 646	RI	1	\$ 742	TX	2	\$ 1,573	TX	22	\$ 3,737
OR	5	\$ 4,465	RI	2	\$ 764	TX	3	\$ 688	TX	23	\$ 4,363
PA	1	\$ 780	SC	1	\$ 645	TX	4	\$ 6,982	TX	24	\$ 4,503
PA	2	\$ 799	SC	2	\$ 586	TX	5	\$ 1,202	TX	25	\$ 668
PA	3	\$ 2,136	SC	3	\$ 505	TX	6	\$ 933	TX	26	\$ 953
PA	4	\$ 980	SC	4	\$ 1,244	TX	7	\$ 2,027	TX	27	\$ 1,158
PA	5	\$ 3,929	SC	5	\$ 23,092	TX	8	\$ 411	TX	28	\$ 316
PA	6	\$ 3,167	SC	6	\$ 587	TX	9	\$ 2,626	TX	29	\$ 856
PA	7	\$ 663	SC	7	\$ 5,180	TX	10	\$ 1,036	TX	30	\$ 714
PA	8	\$ 1,016	SD	00	\$ 673	TX	11	\$ 814	TX	31	\$ 2,900
PA	9	\$ 643	TN	1	\$ 2,453	TX	12	\$ 933	TX	32	\$ 2,119
PA	10	\$ 6,219	TN	2	\$ 14,691	TX	13	\$ 973	TX	33	\$ 678
PA	11	\$ 993	TN	3	\$ 6,417	TX	14	\$ 336	TX	34	\$ 2,434
PA	12	\$ 764	TN	4	\$ 11,275	TX	15	\$ 1,712	TX	35	\$ 1,045
PA	13	\$ 767	TN	5	\$ 595	TX	16	\$ 28,338	TX	36	\$ 7,396
PA	14	\$ 735	TN	6	\$ 780	TX	17	\$ 16,404	UT	1	\$ 839
PA	15	\$ 1,207	TN	7	\$ 1,250	TX	18	\$ 881	UT	2	\$ 1,056

2015 Mailing Industry Job Study Distribution of Revenue By District

State	District	Revenue \$ Millions	State	District	Revenue \$ Millions
UT	3	\$ 1,408	WA	7	\$ 22,697
UT	4	\$ 737	WA	8	\$ 612
VA	1	\$ 1,772	WA	9	\$ 1,126
VA	2	\$ 1,064	WA	10	\$ 2,033
VA	3	\$ 2,885	WI	1	\$ 1,617
VA	4	\$ 999	WI	2	\$ 4,319
VA	5	\$ 16,494	WI	3	\$ 381
VA	6	\$ 1,092	WI	4	\$ 799
VA	7	\$ 637	WI	5	\$ 2,143
VA	8	\$ 481	WI	6	\$ 2,186
VA	9	\$ 596	WI	7	\$ 762
VA	10	\$ 991	WI	8	\$ 894
VA	11	\$ 66,904	WV	1	\$ 487
VT	00	\$ 72,204	WV	2	\$ 623
WA	1	\$ 15,117	WV	3	\$ 635
WA	2	\$ 2,303	WY	00	\$ 1,132
WA	3	\$ 741			
WA	4	\$ 12,843			
WA	5	\$ 14,045			
WA	6	\$ 3,329			