

### Appendix 1: Coding Rules for Health Sub-Guilds

Major Sub-Guild	Subtypes	Kinds of organizations	Sample organizations in category	Measure of Area/Supply
Direct Patient Care	Hospitals and medical centers	Hospitals and health centers; hospital organizations, psychiatric hospitals; hospital districts, parent foundations existing to support hospitals; individual hospitals as well as multi-hospital corporations	Vanderbilt University Medical Center; Alexian Brothers Medical Center; Arkansas Hospital Association	1997 NAICS 62419 No. of Establishments
	Nursing homes and extended care	Nursing homes; adult care providers; hospices; home care; residential assisted living; long term care; rehabilitation hospitals, adult day services	Hebrew Home for the Aged at Riverdale; Georgia Nursing Home Association; Alive Hospice; Assisted Living Association of Georgia; Magee Rehabilitation Hospital	1997 NAICS 623, 6216 No. of Establishments
	Primary care/doctors' offices, clinics	Clinics, group and individual practices	Austin Regional Clinic; Illinois Primary Health Care Association; North Texas Specialty Physicians; Pennhurst Medical Group	1997 NAICS 6211, 6212 No. of Establishments
	Treatment facilities	Those not concerned about filling beds: drug abuse treatment centers; mental health clinics; foot clinics; ambulatory care centers, community cancer centers	Accident & Injury Pain Centers; New Jersey Association for Mental Health Facilities; Sioux Falls Surgical Center	1997 NAICS 6214 (minus 62419) No. of Establishments
	Other facilities	Those not concerned with direct treatment: free standing labs; eye banks; blood banks; clinical laboratories; imaging centers	Community Bio-Resources, Inc.; Central Ohio Lions Eye Bank; Neo Gen Screening Inc.; Pathology Medical Laboratories; Total Renal Care, Inc	1997 NAICS 6215, 6219 No. of Establishments
	Other health service providers	Associations of psychotherapists; occupational and physical therapists; chiropractors; acupuncture; substance abuse; optometrists; opticians; midwives; dieticians; dental hygienists; physician's assistants; respiratory care, veterinarians; school nurses and psychologists	American Massage Therapy Association; Veterinary Medical Association; Iowa Association of Marriage & Family Therapists; Oregon Association of Naturopathic Physicians	1997 NAICS 6213 No. of Establishments
	Managed care plans and HMOs	Managed care plans and HMOs; HMO associations; behavioral managed care; managed care firms subcontracted to run state health programs; disease management firms; correctional health services	Magellan Health Services, Inc.; Pacificare Health Systems, Inc.; Association of Connecticut HMOs; Charter Behavioral Health Systems	1997 NAICS 62419 No. of Establishments
Drugs and Health Products	Pharmaceuticals	Pharmaceutical manufacturers; pharmacies; pharmacist associations; pharmacy boards; biotechnology firms	American Home Products Corp.; Knoll Pharmaceutical Co.; National Wholesale Druggists Association; Biotechnology Association of Maine	1997 NAICS 3254 No. of Establishments
	Health products	Medical imaging, medical supplies; medical device manufacturers; medical disposal; optometric supplies, mobile exam services (dialysis machines, kidney stone crushers, infusion); dietary supplements and over the counter meds	Physiome Sciences; American Mobile Surgical Services, Inc.; Association of Diagnostic Imaging Companies; Medical Equipment Dealers Association	1997 NAICS 3391 No. of Establishments

Health Finance	Health plans	Health plans; health care benefits companies; health plan organizations; dental plans	Blue Cross and Blue Shield; Anthem Inc.; California Association of Small Employer Health Plans; Delta Dental Insurance Co.	Not Available
	Business services	Consulting; compliance; billing; software; transcripts; audits; staffing; pharmacy benefits managers; third party administrators; physician practice management services	Automated Health Systems, Inc.; Health Management Systems Inc.; RealMed Corporation; Utah Health Information Network	Not Available
	Employer health coalitions	Employer led purchasing plans, group purchasing pools, employer coalitions among related health causes	Employer Alliance for Affordable Health Care; Montana Association of Health Care Purchasers; Texas Business Group On Health	Not Available
	Insurance	Underwriters, health insurance firms, medical malpractice liability	Health Insurance Association of America; NC Association of Health Underwriters	1997 NAICS 524114
Local Government Health Agencies	Government	Local public health agencies, licensing boards; state-sponsored health districts or review organizations; quality improvement organizations	Board of Dental Examiners; California Association of Regional Poison Centers; Palm Beach County Health Care District	2004 No. of Local Government Health Agencies in a State (National Association of County and City Health Officials)
	Emergency medical services and ambulance services	EMS, health transport firms	Arrowhead EMS Association; EMS Association of Texas; Lifeline Ambulance Service Inc.	1997 NAICS 62191 No. of Establishments
Health Advocacy	Advocacy	Advocacy groups: those promoting or advocating some cause, with minimal, largely unstructured, or no treatment (if focused around a specific center or facility, coded as treatment facility.)	March of Dimes; Maine Alzheimer's Association; AIDS Foundation of Chicago; Area Agencies on Aging; Texas Rural Health Association	1997 NAICS 813212 No. of Establishments
Health Professionals	Health professionals	Associations of those billable and payable by insurance: medical associations; doctors; nurses; dentists; radiologists; ophthalmologists; psychiatrists; psychologists; radiologists; nurse practitioners	NE Academy of Eye Physicians and Surgeons; American College of OB/GYNs; Massachusetts Podiatric Medical Society	1998 No. of Health Professionals in a State (U.S. Department of Labor)
Health Education Centers	Education	Health education; medical schools; chiropractic colleges; training and credentialing organizations; biomedical research unconnected to pharmaceutical applications	Alice Aycock Poe Health Education; Georgia Federation of Professional Health Educators; Medical College of Wisconsin	No. of Nursing Schools and Medical Schools in a State, 2004.