

# The 2022-2027 Outlook for Breweries for US Zip Codes

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# **Abstracts**

This study covers the latent demand outlook for breweries across the states and zip codes of the United States. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 10,833 zip codes in the United States. For each zip code in question, the percent share the zip code is of its state and of the United States as a whole is reported. These comparative benchmarks allow the reader to quickly gauge a zip code vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each state and zip code, latent demand estimates are created for breweries. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

This study covers breweries as defined by the North American Industrial Classification system or NAICS (pronounced "nakes").

The NAICS code for breweries is 312120. It is for this definition that aggregate latent demand estimates are derived. Breweries is specifically defined as follows:

312120 This industry comprises establishments primarily engaged in brewing beer, ale, malt liquors, and nonalcoholic beer.

3121201 Canned beer and ale case goods

3121202 Bottled beer and ale case goods

3121203 Beer and ale in barrels and kegs



3121204 All other malt beverages and brewing products

3121207 BEER AND ALE IN BARRELS AND KEGS

3121209 ALL OTHER MALT BEVERAGES AND BREWING PRODUCTS

312120A ALL OTHER MALT BEVERAGES AND BREWING PRODUCTS, NEC

312120M Miscellaneous receipts

312120P Primary products



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