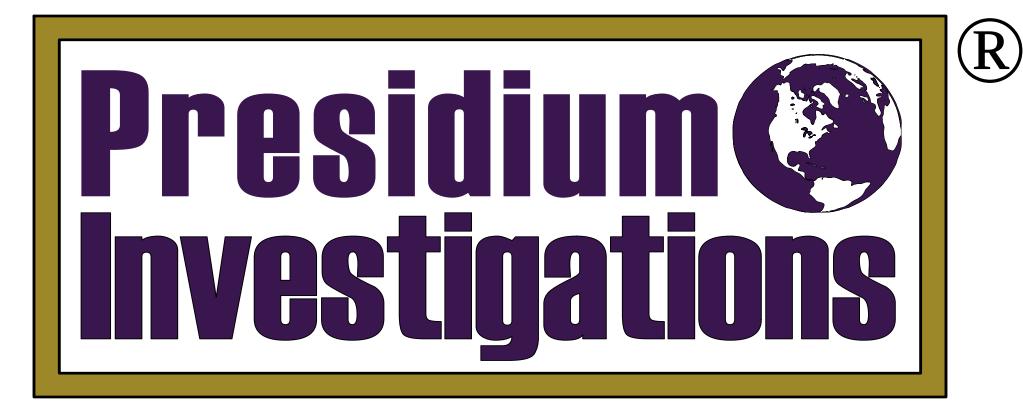
Report Edition: Hawaii PI Industry Trends 2021

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The ongoing Covid19 pandemic has been disruptive to the private investigations industry.

In this report, we share our insights on how the industry was impacted by the pandemic from

the period of 2020 to 2021.

The report is broken down into four sections:

Section 1: Aggregate PPP Loan Data. This section contains information on the impacts of PPP loan disbursements at the aggregate Level.

Section 2: Security Sector PPP Loan Data. This section contains information on the impacts of PPP loan disbursements for industries associated PI work.

Section 3: Private investigator Industry Trends. This section details unique insights regarding the private investigations industry.

Section 4: Appendix This section contains aggregated PPP loan charts and Survey Links

Please consider taking our <u>2021 PI Industry Survey.</u>

Your responses will assist in producing unique insights that cannot be found anywhere else.

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Section 1: Aggregate PPP Loan Data

The Paycheck Protection Program (PPP) program was launched in 2020 through the CARES Act. The program allows entities to apply for low-interest private loans to cover payroll and other costs.

The image depicted to the right is a heat map showing the distribution of *all total PPP loans* in the state of analysis.



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Totals**

U.S. Small Business Administration (SBA) Office of Capital Access. PPP FOIA. Retrieved November 1st, 2021.

PPP Loan Aggregate Analysis

The data to the right details the aggregate totals of PPP loans for all classifications of industries that received PPP loans during the Covid19 pandemic as of June 2021.

Except for total PPP loans and Jobs retained, data is reported in Millions (MM). Data detailed below is by Industry Sector.*

Sum total PPP loans	44,890			
Sum total of loan amounts	3,813.9 MM			
Sum total spent on payroll	3,803.35 MM			
Sum total of jobs retained	413,850			
Sum Total of Loans Forgiven	1,641.26 MM			

The industry sector that received the most PPP loans was Professional, Scientific & Technical Services. The total amount of loans received by the industry was 5,615.

The industry sector that received the most total loan amounts was Accommodation & Food Services. This industry was awarded a total sum of 785.13 MM in PPP loans.

The industry sector that reported the most jobs retained was the Accommodation & Food Services Sector. The total amount of jobs reported retained in this sector was 100,901.

*Industry sector is defined as the first two North American Industry Classification System (NAICS) digit codes. **Please see additional details in the appendix section of this report

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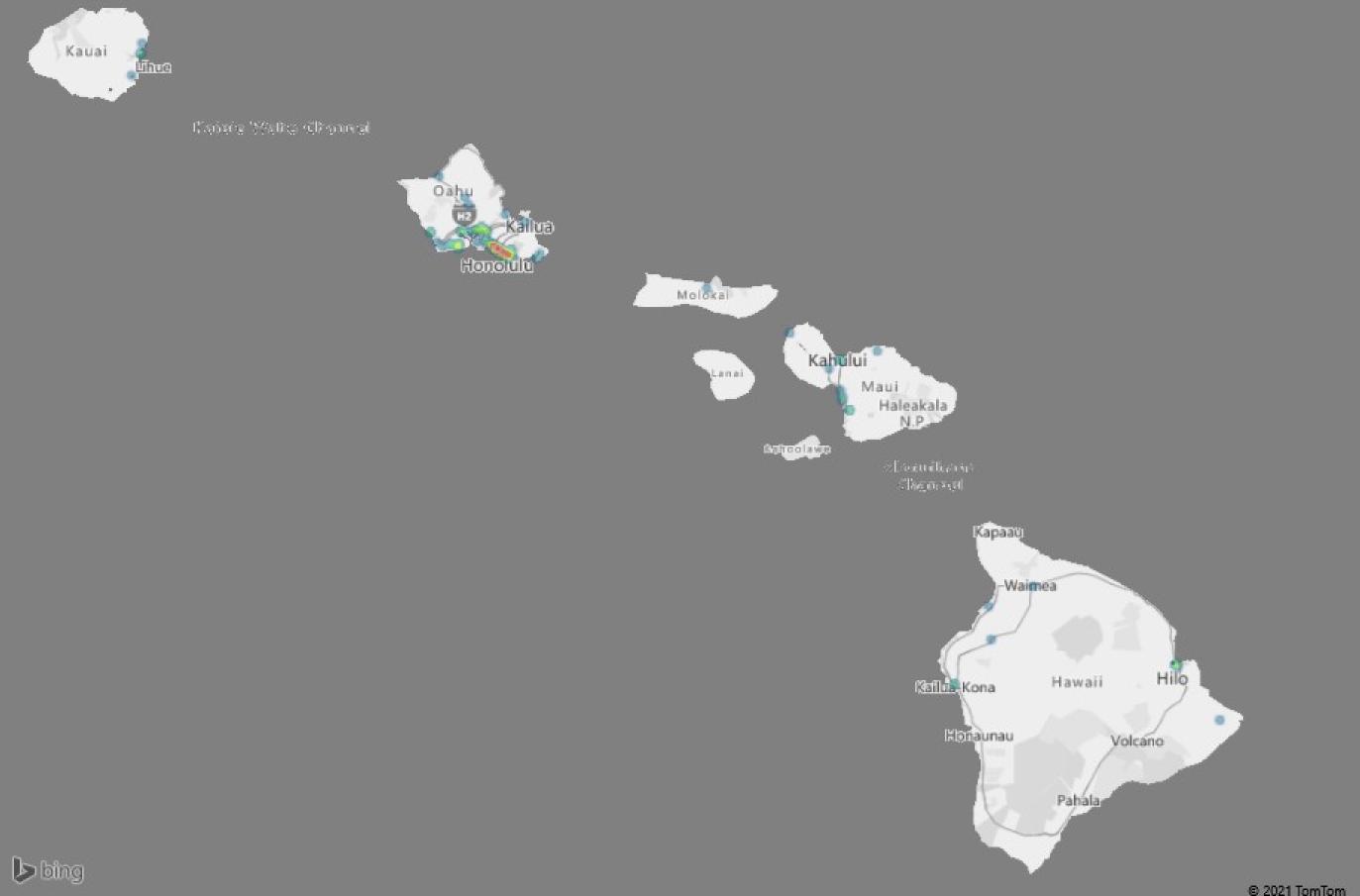
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Section 2: Security Sector PPP Loan Data

The image to the right is a heat map showing the distribution of only security sector PPP loans in the state of analysis. Here Security sector is defined as the following:

1) Investigation Services 2) Security Guards and Patrol Services

3) Armored Car Services 4) Security Systems Services



(except Locksmiths) 5) Locksmiths



U.S. Small Business Administration (SBA) Office of Capital Access. PPP FOIA. Retrieved November 1st, 2021.

PPP Loan - Security Sector Analysis

NAICS Code	NAICS Title	Total PPP Loans (Counts)	Total Amount Approved (Millions)	Total Amount Spent on Payroll (Millions)	Total Jobs Retained (Counts)	Total Loan Amount Forgiven (Millions)
561611	Investigation Services	Redacted	0.38	0.38	30.00	0.26
561612	Security Guards and Patrol Services	Redacted	15.27	15.27	2108.00	4.44
561621	Security Systems Services (except Locksmiths)	Redacted	7.46	7.46	927.00	5.70
561622	Locksmiths	Redacted	0.77	0.77	78.00	0.63

561613	Armored Car Services	Redacted	0.43	0.43	49.00	0.00	
HI	Totals	121	24.31	24.31	3192.00	11.03	<u>.</u>

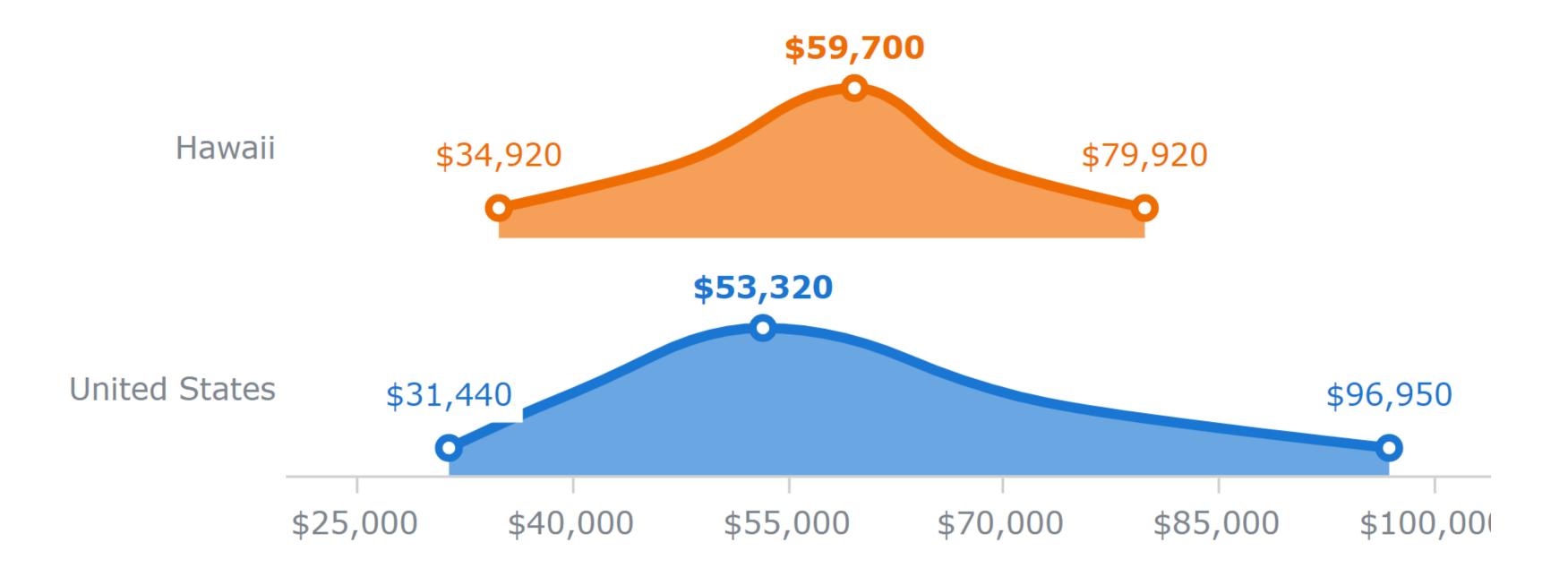
The chart above depicts the industry level insights for security sector professions in this state. Please note that the counts of PPP loans disbursed '*may*' be redacted. While the data on PPP loan disbursements may be public, it is a policy of Presidium Intelligence Investigations, LLC to anonymize data as much as possible when appropriate.

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Section 3: PI Industry Trends

Expected Annual Earnings



From "<u>Hawaii Wages: 33-9021.00 - Private Detectives and Investigators</u>" by the National Center for O*NET Development. Used under the <u>CC BY 4.0</u> license.

Wage Trends

The data shows the average expected annual earnings for a private investigator in this state as of May 2020. The data indicates that the lowest 10% income earners make about \$34,920 in a given year while the top 90% income earners make about \$79,920.

PI Industry Projections

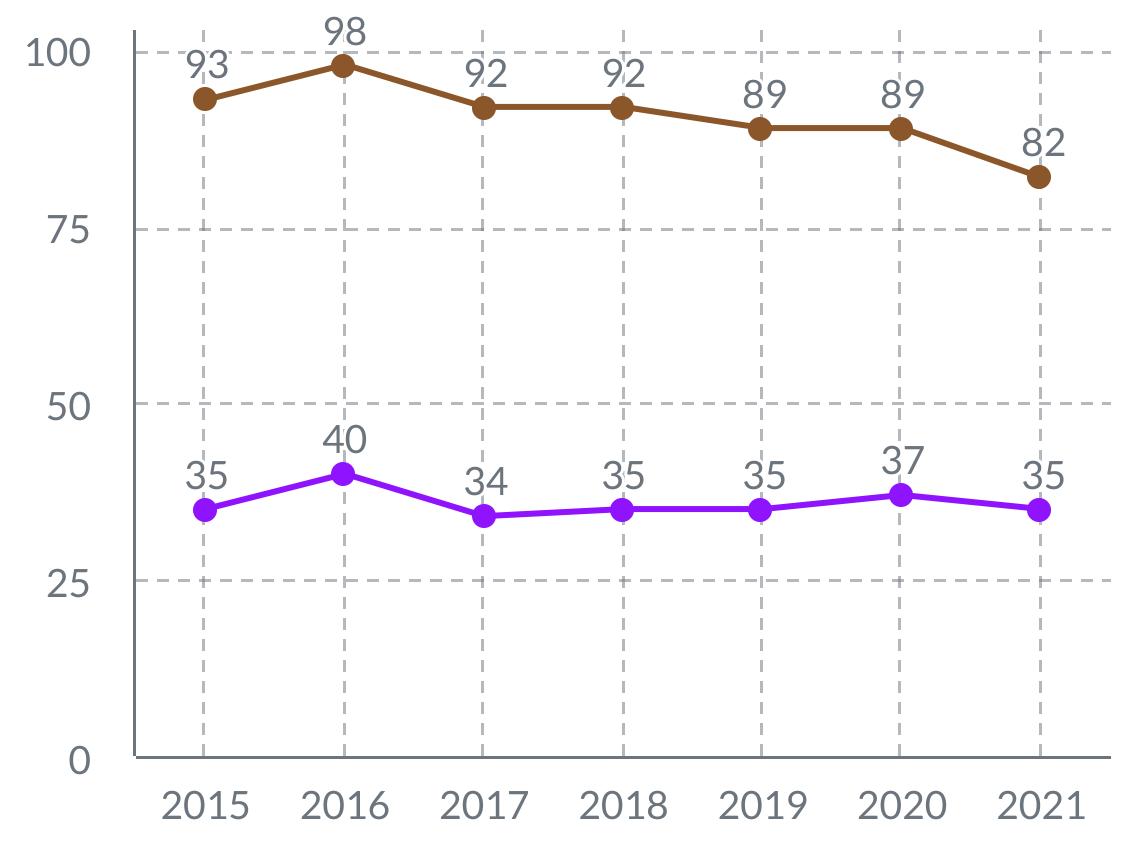
Licensure Trends

Data on PI licensure Trends was sourced from the Hawaii State Department of Commerce and Consumer Affairs.

The data indicates that in the years prior to the COVID19 pandemic, the industry was relatively stagnant and experienced limited net growth.

Since 2021, the total number of licensed investigators appears to have declined by approximately -7.87% while the number of active PI agencies appears to have declined by

HI PI Licensure Trends



about -5.41%.

As of 2021, the average number of licensed investigator per licensed investigative agency is approximately 2.34.

- Pl Agencies - Pl employees

Hawaii State Department of Commerce and Consumer Affairs (2021). PI Licensures.

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Section 4: Appendix

Industry Code	Industry Title	Total PPP Loans (Counts)	Total Amount Approved (Millions)	Total Amount Spent on Payroll (Millions)	Total Jobs Retained (Counts)	Total Loan Amount Forgiven (Millions)
11	Agriculture, Forestry, Fishing & Hunting	920.00	48.47	47.92	7176.00	24.73
21	Mining, Quarrying, & Oil & Gas Extraction	8.00	0.74	0.74	52.00	0.38
22	Utilities	79.00	12.11	12.11	862.00	4.44
23	Construction	4182.00	539.95	539.59	39990.00	277.81
31	Manufacturing	640.00	74.60	74.40	9647.00	31.82
32	Manufacturing	346.00	35.98	35.97	3013.00	14.23
33	Manufacturing	569.00	39.18	39.17	3549.00	18.91
42	Wholesale Trade	1578.00	166.92	166.20	16072.00	87.23
44	Retail Trade	2503.00	226.96	225.91	27733.00	113.00
45	Retail Trade	1634.00	62.02	61.88	9132.00	29.59
48	Transportation & Warehousing	1735.00	143.12	142.22	14993.00	48.18
49	Transportation & Warehousing	151.00	6.52	6.51	1055.00	4.75
51	Information	517.00	34.60	34.46	4033.00	11.37
52	Finance & Insurance	969.00	41.94	41.81	4005.00	29.07
53	Real Estate & Rental & Leasing	3542.00	140.30	140.15	12618.00	65.61
54	Professional, Scientific & Technical Services	5615.00	332.65	332.31	27875.00	168.66
55	Management of Companies & Enterprises	65.00	12.08	12.06	1041.00	4.58
56	Administrative & Support & Waste Management & Remediation Services	2481.00	206.68	206.61	25149.00	80.55
61	Educational Services	904.00	78.88	78.72	10725.00	40.26
62	Health Care & Social Assistance	4662.00	471.71	471.01	48223.00	250.02
71	Arts, Entertainment, & Recreation	1436.00	102.61	102.14	14933.00	39.36
72	Accommodation & Food Services	4841.00	785.13	781.74	100901.00	188.74
81	Other Services	5049.00	212.01	211.42	27203.00	94.77
92	Public Administration	136.00	10.95	10.94	910.00	3.95
98	Retired Industry Code	33.00	14.65	14.65	966.00	2.86
99	Unclassified Establishments	295.00	13.16	12.71	1994.00	6.42
HI	Totals	44890.00	3813.90	3803.35	413850.00	1641.26

The above chart depicts the data detailed in Section 2: Aggregate PPP Loan Data

PI Industry Trends Survey Links

PI Industry 2021 Survey

Please consider taking our 2021 PI Industry Survey. Your responses will assist in producing unique insights that cannot be found anywhere else.

Feedback Survey

At Presidium Intelligence Investigations, LLC, we are are committed to continuous improvement. Please take our Feedback Survey to report any errors, oversights, or suggestions on how to improve our Industry Trend Reports.

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