



# 1997 Economic Census: Construction Indiana

## Construction by Subsector

[Introductory text](#) includes scope and methodology. Table includes only establishments with payroll. [Nonemployers](#) are shown separately. For descriptions of column headings and rows (industries), click on the appropriate underlined element in the table.

More data	NAICS code	Description	<a href="#">Estab-lish-ments</a>	<a href="#">Dollar value of business done (\$1,000)</a>	<a href="#">Annual payroll (\$1,000)</a>	<a href="#">Paid employees</a>
	<b>23</b>	<a href="#">Construction</a>	<b>16,000</b>	<b>19,579,044</b>	<b>4,344,727</b>	<b>140,520</b>
	233	<a href="#">Building, developing, &amp; general contracting</a>	5,179	8,308,979	1,096,888	36,769
	234	<a href="#">Heavy construction</a>	1,002	3,159,605	736,010	20,203
	235	<a href="#">Special trade contractors</a>	9,818	8,110,461	2,511,829	83,548

## Construction by Industry



[Introductory text](#) includes scope and methodology. Table includes only establishments with payroll. [Nonemployers](#) are shown separately. For descriptions of column headings and rows (industries), click on the appropriate underlined element in the table.

NAICS code	Description	<a href="#">Estab-lish-ments</a>	<a href="#">Dollar value of business done (\$1,000)</a>	<a href="#">Annual payroll (\$1,000)</a>	<a href="#">Paid employees</a>
<b>23</b>	<a href="#">Construction</a>	<b>16,000</b>	<b>19,579,044</b>	<b>4,344,727</b>	<b>140,520</b>
<b>NAICS code</b>	<b>Description</b>	<b><a href="#">Estab-lish-ments</a></b>	<b><a href="#">Dollar value of business done (\$1,000)</a></b>	<b><a href="#">Annual payroll (\$1,000)</a></b>	<b><a href="#">Paid employees</a></b>
<b>233</b>	<a href="#">Building, developing, &amp; general contracting</a>	<b>5,179</b>	<b>8,308,979</b>	<b>1,096,888</b>	<b>36,769</b>
2331	<a href="#">Land subdivision &amp; land development</a>	212	241,985	27,717	808
2332	<a href="#">Residential building construction</a>	3,925	3,790,381	421,385	17,467
23321	<a href="#">Single-family housing construction</a>	3,769	3,567,807	398,756	16,532
23322	<a href="#">Multifamily housing construction</a>	156	222,574	22,629	935
2333	<a href="#">Nonresidential building construction</a>	1,042	4,276,614	647,787	18,494

23331	<a href="#">Mfg &amp; industrial building construction</a>	201	1,010,985	204,967	5,588
23332	<a href="#">Commercial &amp; institutional building construction</a>	842	3,265,629	442,820	12,906
NAICS code	Description	<a href="#">Estab-lish-ments</a>	<a href="#">Dollar value of business done (\$1,000)</a>	<a href="#">Annual payroll (\$1,000)</a>	<a href="#">Paid employees</a>
<b>234</b>	<b><a href="#">Heavy construction</a></b>	<b>1,002</b>	<b>3,159,605</b>	<b>736,010</b>	<b>20,203</b>
2341	<a href="#">Highway, street, bridge, &amp; tunnel construction</a>	219	1,456,842	279,107	6,908
23411	<a href="#">Highway &amp; street construction</a>	173	1,155,169	208,481	5,041
23412	<a href="#">Bridge &amp; tunnel construction</a>	s	301,673	70,626	1,867
2349	<a href="#">Other heavy construction</a>	783	1,702,763	456,903	13,295
23491	<a href="#">Water, sewer, &amp; pipeline construction</a>	203	582,176	138,233	3,968
23492	<a href="#">Power &amp; communication transmission line construction</a>	170	181,653	59,114	2,159
23493	<a href="#">Industrial nonbuilding structure construction</a>	9	D	101,723	2,572
23499	<a href="#">All other heavy construction</a>	402	D	157,834	4,596
NAICS code	Description	<a href="#">Estab-lish-ments</a>	<a href="#">Dollar value of business done (\$1,000)</a>	<a href="#">Annual payroll (\$1,000)</a>	<a href="#">Paid employees</a>
<b>235</b>	<b><a href="#">Special trade contractors</a></b>	<b>9,818</b>	<b>8,110,461</b>	<b>2,511,829</b>	<b>83,548</b>
2351	<a href="#">Plumbing, heating, &amp; air-conditioning contractors</a>	1,973	2,458,331	754,554	21,461
2352	<a href="#">Painting &amp; wall covering contractors</a>	900	293,050	121,295	4,877
2353	<a href="#">Electrical contractors</a>	1,178	1,392,460	489,358	13,683
2354	<a href="#">Masonry, drywall, insulation, &amp; tile contractors</a>	1,248	803,381	273,852	10,388
23541	<a href="#">Masonry &amp; stone contractors</a>	652	310,722	112,965	4,670
23542	<a href="#">Drywall, plastering, acoustical, &amp; insulation contractors</a>	507	436,733	141,407	5,005
23543	<a href="#">Tile, marble, terrazzo, &amp; mosaic contractors</a>	89	55,926	19,480	713
2355	<a href="#">Carpentry &amp; floor contractors</a>	1,487	537,223	146,366	6,429
23551	<a href="#">Carpentry contractors</a>	1,239	399,825	114,362	5,343
23552	<a href="#">Floor laying &amp; other floor contractors</a>	248	137,397	32,004	1,086
2356	<a href="#">Roofing, siding, &amp; sheet metal contractors</a>	786	652,994	180,919	7,367
2357	<a href="#">Concrete contractors</a>	812	645,372	163,366	6,361
2358	<a href="#">Water well drilling contractors</a>	97	49,977	11,835	472
2359	<a href="#">Other special trade contractors</a>	1,337	1,277,672	370,284	12,510
23591	<a href="#">Structural steel erection contractors</a>	93	226,401	79,398	2,339
23592	<a href="#">Glass &amp; glazing contractors</a>	91	96,817	25,917	885
23593	<a href="#">Excavation contractors</a>	542	404,106	95,027	3,414
23594	<a href="#">Wrecking &amp; demolition contractors</a>	52	34,085	9,512	336
23595	<a href="#">Building equip &amp; other machinery installation contractors</a>	103	207,370	70,383	1,826

23599	<a href="#">All other special trade contractors</a>	457	308,894	90,049	3,709
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D = Withheld to avoid disclosure; N = Not available

<a href="#">Top: subsector table</a>	<a href="#">All-sector table</a>	Data in formats for downloading 	<a href="#">Publications (page images) including city data</a> 
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**Source:** [1997 Economic Census](#)

Last modified: 2/ 6/01 [Questions?](#)

## NAICS Sector: 23 Construction

The Construction sector comprises establishments primarily engaged in the construction of buildings and other structures, heavy construction (except buildings), additions, alterations, reconstruction, installation, and maintenance and repairs. Establishments engaged in demolition or wrecking of buildings and other structures, clearing of building sites, and sale of materials from demolished structures are also included. This sector also includes those establishments engaged in blasting, test drilling, landfill, leveling, earthmoving, excavating, land drainage, and other land preparation. The industries within this sector have been defined on the basis of their unique production processes. As with all industries, the production processes are distinguished by their use of specialized human resources and specialized physical capital. Construction activities are generally administered or managed at a relatively fixed place of business, but the actual construction work is performed at one or more different project sites.

This sector is divided into three subsectors of construction activities: (1) building construction and land subdivision and land development; (2) heavy construction (except buildings), such as highways, power plants, and pipelines; and (3) construction activity by special trade contractors.

Establishments classified in Subsector 233, Building, Developing, and General Contracting and Subsector 234, Heavy Construction, usually assume responsibility for an entire construction project, and may subcontract some or all of the actual construction work. Operative builders who build on their own account for sale, and land subdividers and land developers, who engage in subdividing real property into lots for sale, are included in Subsector 233, Building, Developing, and General Contracting. (Special trade contractors are included in Subsector 234, Heavy Construction, if they are engaged in activities primarily relating to heavy construction, such as grading for highways.) Establishments included in these subsectors operate as general contractors, design-builders, engineer-constructors, joint-venture contractors, and turnkey construction contractors. Establishments identified as construction management firms are also included.

Establishments classified in Subsector 235, Special Trade Contractors, are primarily engaged in specialized construction activities, such as plumbing, painting, and electrical work, and work for builders and general contractors under subcontract or directly for project owners. Establishments engaged in demolition or wrecking of buildings and other structures, dismantling of machinery, excavating, shoring and underpinning, anchored earth retention activities, foundation drilling, and grading for buildings are also included in this subsector.

"Force account" construction is construction work performed by an establishment primarily engaged in some business other than construction, for its own account and use, and by employees of the establishment. This activity is not included in this industry sector unless the construction work performed is the primary activity of a separate establishment of the enterprise.

The installation of prefabricated building equipment and materials, such as elevators and revolving doors, is classified in the Construction sector. Installation work incidental to sales by employees of a manufacturing or retail establishment is classified as an activity of those establishments.

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## NAICS 233: Building, Developing, and General Contracting

Industries in the Building, Developing, and General Contracting subsector comprises establishments primarily responsible for the entire construction (i.e., new work, additions, alterations, and repair) of building projects. Builders, developers, and general contractors, as well as land subdividers and land developers are included in this subsector. Establishments identified as construction management firms for building projects are also included. The construction work may be for others and performed by custom builders, general contractors, design builders, engineer-constructors, joint-venture contractors, and turnkey contractors, or may be on their own account for sale and performed by speculative or operative builders.

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## NAICS 234: Heavy Construction

Industries in the Heavy Construction subsector group establishments that engage in the construction of heavy engineering and industrial projects (except buildings), for example, highways, power plants, and pipelines. The construction work performed may include new work, reconstruction, or repairs. Establishments identified as heavy construction management firms are also included. Establishments in this subsector usually assume responsibility for entire nonbuilding projects but may subcontract some or all of the actual construction work. Special trade contractors are included in this group if they are engaged in activities primarily related to heavy construction, for example, grading for highways. Kinds of establishments include heavy construction general contractors, design builders, engineer-constructors, and joint-venture contractors.

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## NAICS 235: Special Trade Contractors

Industries in the Special Trade Contractors subsector engage in specialized construction activities, such as plumbing, painting, and electrical work. Those establishments that engage in activities primarily related to heavy construction, such as grading for highways, are classified in Subsector 234, Heavy Construction. The activities of this subsector may be subcontracted from builders or general contractors or it may be performed directly for project owners. The construction work performed may include new work, additions, alterations, or maintenance and repairs. Special trade contractors usually perform most of their work at the job site, although they may have shops where they perform prefabrication and other work.

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# Number of Establishments

## General Definition

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 1997.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

## Sector-Specific Information

**Construction sector.** Establishments are defined as a relatively permanent office or other place of business where the usual business activities related to construction are conducted. Establishments do not represent each project or construction site. Includes all establishments that were in business at any time during the year. It covers all full-year and part-year operations. Construction establishments which were inactive or idle for the entire year were not included. Establishments are based on a survey which included all large employers and a sample of the smaller ones.

**Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors.** An establishment is included in the census if it is an employer, the establishment has \$1,000 in payroll, and was in operation at any time during 1997. Leased service departments (separately owned businesses operated as departments or concessions of other service establishments or of retail businesses, such as a separately owned shoeshine parlor in a barber shop, or a beauty shop in a department store) are treated as separate service establishments for census purposes. Leased retail departments located in service establishments (e.g., a gift shop located in a hotel) are considered separate retail establishments.

**Manufacturing sector.** Includes all manufacturing establishments (plants) with one employee or more and establishments in operation at any time during the year.

**Mining sector.** Includes all mineral establishments with one employee or more and establishments in operation at any time during the year. Establishments in the crude petroleum and natural gas and support activities for mining represent statewide operations rather than those at a single physical location.

**Real Estate and Rental and Leasing sector.** Data for individual properties leased or managed by property lessors or property managers are not normally considered separate establishments, but rather the permanent offices from which the properties are leased or managed are considered establishments. Data for separate automotive rental offices or concessions (e.g., airport locations) in the same metropolitan area for which a common fleet of cars is maintained are merged together and not considered as separate establishments.

**Retail Trade sector.** Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling shoes within a department store would be considered a separate retail establishment under the "shoe stores" classification.

**Accommodation and Foodservices sector.** Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling gifts/souvenirs within a hotel would be considered a separate retail establishment under the "gift, novelty, and souvenir stores" classification.

**Auxiliaries sector.** In the Standard Industrial Classification (SIC) system, auxiliary establishments (i.e., those establishments primarily serving other establishments of the same enterprise) were classified in the industry of the establishments served. In the North American Industry Classification System (NAICS), auxiliary establishments are classified according to the services performed rather than the industry served.



# 1997 Nonemployer Statistics Construction

## Indiana

Includes only firms subject to federal income tax. Nonemployers are businesses with no paid employees. [Introductory text](#) includes scope and methodology. More detail is available for [employers](#). For descriptions of column headings and rows (industries), click on the appropriate underlined element in the table.

NAICS code	Description	<u>All taxable firms</u>		<u>Nonemployers</u>		<u>Employers</u>	
		<u>Establishments</u>	<u>Receipts (\$1,000)</u>	<u>Establishments</u>	<u>Receipts (\$1,000)</u>	<u>Establishments</u>	<u>Dollar value of business done (\$1,000)</u>
<b>23</b>	<b><u>Construction</u></b>	<b>57,718</b>	<b>21,266,530</b>	<b>41,718</b>	<b>1,687,486</b>	<b>16,000</b>	<b>19,579,044</b>
<b>233</b>	<b><u>Building, developing, &amp; general contracting</u></b>	<b>15,185</b>	<b>9,056,923</b>	<b>10,006</b>	<b>747,944</b>	<b>5,179</b>	<b>8,308,979</b>
2331	<u>Land subdivision &amp; land development</u>	1,213	396,240	1,001	154,255	212	241,985
2332	<u>Residential building construction</u>	11,843	4,329,580	7,918	539,199	3,925	3,790,381
2333	<u>Nonresidential building construction</u>	2,129	4,331,104	1,087	54,490	1,042	4,276,614
<b>234</b>	<b><u>Heavy construction</u></b>	<b>1,685</b>	<b>3,189,000</b>	<b>683</b>	<b>29,395</b>	<b>1,002</b>	<b>3,159,605</b>
2341	<u>Highway, street, bridge, &amp; tunnel construction</u>	293	1,461,310	74	4,468	219	1,456,842
2349	<u>Other heavy construction</u>	1,392	1,727,690	609	24,927	783	1,702,763
<b>235</b>	<b><u>Special trade contractors</u></b>	<b>40,847</b>	<b>9,020,608</b>	<b>31,029</b>	<b>910,147</b>	<b>9,818</b>	<b>8,110,461</b>
2351	<u>Plumbing, heating, &amp; air-conditioning contractors</u>	3,927	2,531,477	1,954	73,146	1,973	2,458,331
2352	<u>Painting &amp; wall covering contractors</u>	5,175	377,186	4,275	84,136	900	293,050
2353	<u>Electrical contractors</u>	3,070	1,439,778	1,892	47,318	1,178	1,392,460
2354	<u>Masonry, drywall, insulation, &amp; tile contractors</u>	4,135	902,123	2,887	98,742	1,248	803,381
2355	<u>Carpentry &amp; floor contractors</u>	10,572	788,792	9,085	251,569	1,487	537,223
2356	<u>Roofing, siding, &amp; sheet metal contractors</u>	3,244	734,773	2,458	81,779	786	652,994
2357	<u>Concrete contractors</u>	1,762	677,212	950	31,840	812	645,372
2358	<u>Water well drilling contractors</u>	207	54,664	110	4,687	97	49,977
2359	<u>Other special trade contractors</u>	8,755	1,514,602	7,418	236,930	1,337	1,277,672

D Withheld to avoid disclosure; N Not available; S Withheld because data do not meet publication standards; W Wholesale

receipts for nonemployers are not comparable to wholesale sales for employers; **X** Industry not in scope of Economic Census for employers; **t** Total does not include employer data for out-of-scope industries; **r** revised subsequent to initial publication

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[All-sector table](#)

[Data in formats for downloading](#)

[Publication \(page images\) \(U.S. and state data only\)](#)

**Source:** [1997 Economic Census: Nonemployer Statistics](#) and [Geographic Area Series](#) (for employers)

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# **Sales, Shipments, Receipts, Revenue, or Business Done**

## General Definition

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census. The definition of each of these items is included in the information provided below.

## Sector-Specific Information

**Construction sector** - Includes the value of construction work and other business receipts for work done by establishments during the year. Included is new construction, additions and alterations or reconstruction, and maintenance and repair construction work. Also included is the value of any construction work done by the reporting establishments for themselves.

Speculative builders were instructed to include the value of buildings and other structures built or being built for sale in the current year but not sold. They were to include the costs of such construction plus normal profit. Also included is the cost of construction work done on buildings for rent or lease.

Establishments engaged in the sale and installation of such construction components as plumbing, heating, and central air-conditioning supplies and equipment; lumber and building materials; paint, glass, and wallpaper; electrical and wiring supplies; and elevators or escalators were instructed to include both the value for the installation and the receipts covering the price of the items installed.

Excluded was the cost of industrial and other specialized machinery and equipment, which are not an integral part of a structure.

**Finance and Insurance sector** - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, royalties, and net insurance premiums earned. Revenue from leasing property marketed under operating leases is included, as well as interest earned from property marketed in the census year under capital, finance, or full payout leases. Revenue also includes the total value of service contracts and amounts received for work subcontracted to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

**Information sector** - Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold during 1997, whether or not payment was received in 1997. Receipts include royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical

compositions, and other intellectual property). Receipts also include the rental and leasing of vehicles, equipment, instruments, tools, etc.; total value of service contracts; market value of compensation received in lieu of cash; amounts received for work subcontracted to others; dues and assessments for members and affiliates; this establishment's share of receipts from departments, concessions, and vending and amusement machines operated by others. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, subsidiaries, and branches are included. For public broadcast stations and libraries, include receipts from contributions, gifts, grants, and income from interest, rental of real estate, and dividends.

Receipts DO NOT include sales and other taxes collected directly from customers or clients and paid directly to a local, state, or Federal tax agency. Also excluded are gross receipts collected on behalf of others; gross receipts or departments or concessions operated by others; sales of used equipment previously rented or leased to customers; proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for resale); contributions, gifts, grants, and income from interest, rental of real estate, and dividends EXCEPT for public broadcast stations and libraries; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income.

Management of Companies and Enterprises sector- For holding companies, revenue includes revenue of only the holding company establishment, including net investment income, interest, and dividends.

Manufacturing sector - Covers the received or receivable net selling values, f.o.b. plant (exclusive of freight and taxes), of all products shipped, both primary and secondary, as well as all miscellaneous receipts, such as receipts for contract work performed for others, installation and repair, sales of scrap, and sales of products bought and resold without further processing. Included are all items made by or for the establishments from materials owned by it, whether sold, transferred to other plants of the same company, or shipped on consignment. The net selling value of products made in one plant on a contract basis from materials owned by another was reported by the plant providing the materials.

In the case of multiunit companies, the manufacturer was requested to report the value of products transferred to other establishments of the same company at full economic or commercial value, including not only the direct cost of production but also a reasonable proportion of "all other costs" (including company overhead) and profit.

Mining sector - Includes the net selling values, f.o.b. mine or plant after discounts and allowances, excluding freight charges and excise taxes. Shipments includes all products physically shipped from the establishment during the year, including material withdrawn from stockpiles and products shipped on consignment, whether or not sold in the current year. Prepared material or concentrates includes preparation from ores mined at the same establishment, purchased, received from other operations of the same company, or received for milling on a custom or toll basis. For products transferred to other establishments of the same company or prepared on a custom basis, companies were requested to report the estimated value, not merely the cost of producing the items. Multiestablishment companies were asked to report value information for each establishment as if it were a separate economic unit. They

were instructed to report the value of all products transferred to other plants of the company at their full economic value; to include, in addition to direct cost of production, a reasonable proportion of company overhead and profits.

For all establishments classified in an industry, value of shipments and receipts includes (1) the value of all primary products of the industry; (2) the value of secondary products which are primary to other industries; (3) the receipts for contract work done for others, except custom milling; and (4) the value of products purchased and resold without further processing. Receipts for custom milling are not included to avoid duplication with the value of custom milled ores included in an industry's primary and secondary products. Some duplication exists in industry and industry group totals because of the inclusion of materials transferred from one establishment to another for mineral preparation or resale.

Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - TAXABLE ESTABLISHMENTS: Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold during 1997 whether or not payment was received in 1997. For advertising agencies, travel industries, and other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc., which are paid by the manufacturer or wholesaler and passed on in the cost of goods purchased by the service establishment are also included. The establishments share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, subsidiaries, and branches are included.

Receipts are net after deductions for refunds and allowances for merchandise returned by customers. Receipts DO NOT include sales, occupancy, admissions, or other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency, nor do they include income from such sources as contributions, gifts, and grants; dividends, interest, and investments; or sale or rental of real estate. Also excluded are receipts (gross) of departments and concessions which are operated by others; sales of used equipment rented or leased to customers; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income, such as royalties, franchise fees, etc. Receipts DO NOT include service receipts of manufacturers, wholesalers, retail establishments, or other businesses whose primary activity is other than service. They do, however, include receipts other than from services rendered (e.g., sale of merchandise to individuals or other businesses) by establishments primarily engaged in performing services and classified in the service industries.

TAX EXEMPT ESTABLISHMENTS: Includes revenue from customers or clients for services rendered and merchandise sold during 1997, whether or not payment was received in 1997, and gross sales of merchandise, minus returns and allowances. Also included are income from interest, dividends, gross

rents (including display space rentals and share of receipts from departments operated by other companies), gross contributions, gifts, grants (whether or not restricted for use in operations), royalties, dues and assessments from members and affiliates, commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators), and gross receipts from fundraising activities. Receipts from taxable business activities of firms exempt from Federal income tax (unrelated business income) are also included in revenue.

Revenue DOES NOT include sales, admissions, or other taxes collected by the organization from customers or clients and paid directly to a local, state, or Federal tax agency; income from the sale of real estate, investments, or other assets (except inventory held for resale); gross receipts of departments, concessions, etc., that are operated by others; and amounts transferred to operating funds from capital or reserve funds.

Real Estate and Rental and Leasing sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, and royalties. Revenue from leasing property marketed under operating leases is included. Revenue also includes the total value of service contracts, amounts received for work subcontracted to others, and rents from real property sublet to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Retail Trade sector - Includes merchandise sold for cash or credit at retail and wholesale by establishments primarily engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; the total value of service contracts; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed on to the retailer.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Sales do not include retail sales made by manufacturers, wholesalers, service establishments, or other businesses whose primary activity is other than retail trade. They do include receipts other than from the sale of merchandise at retail, e.g., service receipts, sales to industrial users, and sales to other retailers, by establishments primarily engaged in retail trade.

Transportation and Warehousing sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees for arranging the

transportation of freight.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Utilities sector - Includes revenue from all business activities whether or not payment was received in the census year.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Accommodation and Foodservices sector - Includes sales from customers for services rendered, from the use of facilities, and from merchandise sold. Also includes dues and assessments from members and affiliates.

Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Excludes sales from civic and social organizations, amusement and recreation parks, theaters, and other recreation or entertainment facilities providing food and beverage services.

# Annual Payroll

## General Definition

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions, to qualified pension plans paid during the year to all employees. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the Internal Revenue Service (IRS) on Form 941.

## Sector-Specific Information

Finance and Insurance sector. Excludes commissions paid to independent (nonemployee) agents, such as insurance agents.

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors. Also included are tips and gratuities received by employees from patrons and reported to employers and the value of payments in kind (e.g., free meals and lodging). If an employee works at more than one location, the payroll is included in the one location where they spend most of their time. Also included are salaries of professional service organizations or associations which operate under state professional corporation statutes and file a corporate Federal income tax return. Excluded are payrolls of departments or concessions operated by other companies at the establishment.

Manufacturing sector. Also excluded are payments to members of Armed Forces and pensioners carried on the active payrolls of manufacturing establishments.

Mining sector. Also included are cash equivalents of compensation paid in kind and payments received on a ton, car, or yard basis; excluded are payments to members of Armed Forces and pensioners carried on the active payroll of mining establishments. Also excluded are royalty payments to unions and costs of smithing, explosives, fuses, electric cap lamps, and mine supplies used in production, development, and exploration work but charged to employees and deducted from their wages.

Real Estate and Rental and Leasing sector. Excludes commissions paid to independent (nonemployee) agents, such as real estate agents.

Retail Trade and Accommodation and Foodservices sectors. Includes tips and gratuities received by employees from patrons and reported to employers and excludes payrolls of departments or concessions operated by other companies at the establishment.

# Number of Employees

## General Definition

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS Form 941.

## Sector-Specific Information

Construction and Manufacturing sectors. Comprises all full-time and part-time employees on the payrolls of establishments who worked or received pay for any part of the pay period including the 12th of March, May, August, and November, divided by 4.

Finance and Insurance sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - Includes all employees who were on the payroll during the pay period including March 12. Includes members of a professional service organization or association which operates under state professional corporation statutes and files a corporate Federal income tax return. Excludes employees of departments or concessions operated by other companies at the establishment.

Management of Companies and Enterprises sector. Includes all employees who were on the payroll during the pay period including March 12.

Mining sector. Also included are employees working for miners paid on a per ton, car, or yard basis. Excluded are employees at the mine but on the payroll of another employer (such as employees of contractors) and employees at company stores, boardinghouses, bunkhouses, and recreational centers. Also excluded are members of the Armed Forces and pensioners carried on the active rolls but not working during the period. Includes all employees who were on the payroll during the pay period including March 12.

Real Estate and Rental and Leasing sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

Retail Trade and Accommodation and Foodservices sectors. Includes all employees on the payroll during the pay period including March 12. Excludes employees of departments or concessions operated by other companies at the establishment.

Transportation and Warehousing sector. Includes all employees who were on the payroll during the pay period including March 12.

Utilities sector. Includes all employees who were on the payroll during the pay period including March 12.

## NAICS 2331: Land Subdivision and Land Development

This NAICS Industry Group includes establishments classified in NAICS Industry 23311, Land Subdivision and Land Development.

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## NAICS 23331: Manufacturing and Industrial Building Construction

This industry comprises establishments primarily responsible for the entire construction (i.e., new work, additions, alterations, and repairs) of manufacturing and industrial buildings (e.g., plants, mills, factories). Establishments identified as manufacturing and industrial building construction management firms are also included in this industry. Kinds of establishments include manufacturing and industrial building general contractors, design builders, engineer-constructors, joint-venture contractors, and turnkey contractors.

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## NAICS 2332: Residential Building Construction

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 23321, Single-Family Housing Construction; and 23322, Multifamily Housing Construction.

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## NAICS 23332: Commercial and Institutional Building Construction

This industry comprises establishments primarily responsible for the entire construction (i.e., new work, additions, alterations, and repairs) of commercial and institutional buildings (e.g., stores, schools, hospitals office buildings, public warehouses). Establishments identified as commercial and institutional building construction management firms are also included in this industry. Kinds of establishments include commercial and institutional building general contractors, design builders, engineer-constructors, joint-venture contractors, and turnkey contractors.

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## NAICS 23321: Single-Family Housing Construction

This industry comprises establishments primarily responsible for the entire construction (i.e., new work, additions, alterations, and repairs) of single family residential housing units (e.g., single family detached houses, town houses, or row houses where each housing unit is separated by a ground-to-roof wall and where no housing units are constructed above or below). This industry includes establishments responsible for additions and alterations to mobile homes and on-site assembly of modular and prefabricated houses. Establishments identified as single family construction management firms are also included in this industry. Establishments in this industry may perform work for others or on their own account for sale as speculative or operative builders. Kinds of establishments include single family housing custom builders, general contractors, design builders, engineer-constructors, joint-venture contractors, and turnkey contractors.

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## NAICS 23322: Multifamily Housing Construction

This industry comprises establishments primarily responsible for the entire construction (i.e., new work, additions, alterations, and repairs) of multifamily residential housing units (e.g., highrise, garden, and town house apartments where each unit is not separated by a ground-to-roof wall). The units may be constructed for sale as condominiums or cooperatives, or for rental as apartments. Establishments identified as multifamily construction management firms are also included in this industry. Establishments in this industry may perform work for others or on their own account for sale as speculative or operative builders. Kinds of establishments include multifamily housing general contractors, design builders, engineer-constructors, joint-venture contractors, and turnkey contractors.

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## NAICS 2333: Nonresidential Building Construction

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 23331, Manufacturing and Industrial Building Construction; and 23332, Commercial and Institutional Building Construction.

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## NAICS 2341: Highway, Street, Bridge, and Tunnel Construction

This NAICS Industry Group includes establishments classified in the following NAICS industries: 23411, Highway and Street Construction; and 23412, Bridge and Tunnel Construction.

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## NAICS 23412: Bridge and Tunnel Construction

This industry comprises: (1) establishments primarily responsible for the entire construction (i.e., new work, reconstruction, or repairs) of bridges, viaducts, elevated highways, and tunnels; (2) establishments identified as bridge and tunnel construction management firms; and (3) establishments identified as special trade contractors primarily engaged in performing subcontract work related to bridge and tunnel construction. Establishments in this industry may subcontract some or all of the actual construction work. Kinds of establishments include bridge and tunnel general contractors, design builders, engineer-constructors, and joint-venture contractors.

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## NAICS 23411: Highway and Street Construction

This industry comprises: (1) establishments primarily responsible for the entire construction (i.e., new work, reconstruction, or repairs) of highways (except elevated), streets, roads, or airport runways; (2) establishments identified as highway and street construction management firms; and (3) establishments identified as special trade contractors engaged in performing subcontract work primarily related to highway and street construction (e.g., grading for highways, installing guardrails, public sidewalk construction). Establishments in this industry may subcontract some or all of the actual construction work. Kinds of establishments include highway and street general contractors, design builders, engineer-constructors, and joint-venture contractors.

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## NAICS 2349: Other Heavy Construction

This industry group comprises establishments primarily engaged in heavy nonbuilding construction (except highway, street, bridge, and tunnel construction).

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## NAICS 23491: Water, Sewer, and Pipeline Construction

This industry comprises: (1) establishments primarily responsible for the entire construction (i.e., new work, reconstruction, rehabilitation, or repairs) of water mains, sewers, drains, gas mains, natural gas pumping stations, and gas and oil pipelines; (2) establishments identified as water, sewer, and pipeline construction management firms; and (3) establishments identified as special trade contractors engaged in activities primarily related to water, sewer, and pipeline construction. Establishments in this industry may subcontract some or all of the actual construction work. Kinds of establishments include water, sewer, and pipeline general contractors, design builders, engineer-constructors, and joint-venture contractors.

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## NAICS 23492: Power and Communication Transmission Line Construction

This industry comprises: (1) establishments primarily responsible for the entire construction (i.e., new work, reconstruction, or repairs) of electric power and communication transmission lines and towers, radio and television transmitting/receiving towers, cable laying, and cable television lines; (2) establishments identified as power and communication transmission line construction management firms; and (3) establishments identified as special trade contractors engaged in activities primarily related to power and communication transmission line construction. Establishments in this industry may subcontract some or all of the actual construction work. Kinds of establishments include power and communication transmission line general contractors, design builders, engineer-constructors, and joint-venture contractors.

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## NAICS 23493: Industrial Nonbuilding Structure Construction

This industry comprises: (1) establishments primarily responsible for the entire construction (i.e., new work, reconstruction, or repairs) of heavy industrial nonbuilding structures, such as chemical complexes or facilities, cement plants, petroleum refineries, industrial incinerators, ovens, kilns, power plants (except hydroelectric plants), and nuclear reactor containment structures; (2) establishments identified as industrial nonbuilding construction management firms; and (3) establishments identified as special trade contractors engaged in activities primarily related to industrial nonbuilding construction. Establishments in this industry may subcontract some or all of the actual construction work. Kinds of establishments include industrial nonbuilding general contractors, design builders, engineer-constructors, and joint-venture contractors.

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## NAICS 23499: All Other Heavy Construction

This industry comprises: (1) establishments primarily responsible for the entire construction (i.e., new work, reconstruction, or repairs) of heavy nonbuilding construction projects (except highway, street, bridge, tunnel, water lines, sewer lines, pipelines, power and communication transmission lines, and industrial nonbuilding structures); (2) establishments identified as all other heavy construction management firms; (3) establishments primarily engaged in construction equipment rental with an operator; and (4) establishments identified as special trade contractors engaged in activities related primarily to all other heavy construction. Typical projects constructed by establishments in this industry include athletic fields, dams, dikes, docks, drainage projects, golf courses, harbors, parks, reservoirs, canals, sewage treatment plants, water treatment plants, hydroelectric plants, subways, and other mass transit projects. Establishments in this industry may subcontract some or all of the actual construction work. Kinds of establishments include heavy construction general contractors, design builders, engineer-constructors, and joint-venture contractors.

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## NAICS 2351: Plumbing, Heating, and Air-Conditioning Contractors

This NAICS Industry Group includes establishments classified in NAICS Industry 23511, Plumbing, Heating, and Air-Conditioning Contractors.

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## NAICS 2352: Painting and Wall Covering Contractors

This NAICS Industry Group includes establishments classified in NAICS Industry 23521, Painting and Wall Covering Contractors.

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## NAICS 2353: Electrical Contractors

This NAICS Industry Group includes establishments classified in NAICS Industry 23531, Electrical Contractors.

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## NAICS 2354: Masonry, Drywall, Insulation, and Tile Contractors

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 23541, Masonry and Stone Contractors; 23542, Drywall, Plastering, Acoustical, and Insulation Contractors; and 23543, Tile, Marble, Terrazzo, and Mosaic Contractors.

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## NAICS 23541: Masonry and Stone Contractors

This industry comprises establishments primarily engaged in masonry work, stone setting, and other stone work. The masonry work, stone setting, and other stone work performed includes new work, additions, alterations, and maintenance and repairs. Activities performed by establishments in this industry range from the construction of foundations made of block, stone, or brick to glass block laying; exterior marble, granite and slate work; and tuck pointing.

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## NAICS 23542: Drywall, Plastering, Acoustical, and Insulation Contractors

This industry comprises establishments primarily engaged in drywall, plaster work, acoustical, and building insulation work. The drywall, plaster work, acoustical, and insulation work performed includes new work, additions, alterations, and maintenance and repairs. Plaster work includes applying plain or ornamental plaster, including installation of lathing to receive plaster.

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## NAICS 23543: Tile, Marble, Terrazzo, and Mosaic Contractors

This industry comprises establishments primarily engaged in (1) setting and installing ceramic tile, marble (interior only), terrazzo, and mosaic and/or (2) mixing marble particles and cement to make terrazzo at the job site. The tile, marble, terrazzo, and mosaic work performed includes new work, additions, alterations, and maintenance and repairs.

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## NAICS 2355: Carpentry and Floor Contractors

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 23551, Carpentry Contractors; and 23552, Floor Laying and Other Floor Contractors.

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## NAICS 23551: Carpentry Contractors

This industry comprises establishments primarily engaged in framing, carpentry, and finishing work. The carpentry work performed includes new work, additions, alterations, and maintenance and repairs. Activities performed by establishments in this industry range from the installation of doors and windows to paneling, steel framing work, and ship joinery.

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## NAICS 23552: Floor Laying and Other Floor Contractors

This industry comprises establishments primarily engaged in the installation of resilient floor tile, carpeting, linoleum, and wood or resilient flooring. The floor laying and other floor work performed includes new work, additions, alterations, and maintenance and repairs.

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## NAICS 2356: Roofing, Siding, and Sheet Metal Contractors

This NAICS Industry Group includes establishments classified in NAICS Industry 23561, Roofing, Siding, and Sheet Metal Contractors.

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## NAICS 2357: Concrete Contractors

This NAICS Industry Group includes establishments classified in NAICS Industry 23571, Concrete Contractors.

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## NAICS 2358: Water Well Drilling Contractors

This NAICS Industry Group includes establishments classified in NAICS Industry 23581, Water Well Drilling Contractors.

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## NAICS 2359: Other Special Trade Contractors

This industry group comprises establishments primarily engaged in specialized construction activities (except plumbing, painting, electrical, masonry, drywall, insulation, tile, carpentry, flooring work, roofing, siding, sheet metal, concrete, and water well drilling).

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## NAICS 23591: Structural Steel Erection Contractors

This industry comprises establishments primarily engaged in one or more of the following: (1) erecting metal, structural steel, and similar products of prestressed or precast concrete to produce structural elements, building exteriors, and elevator fronts; (2) setting rods, bars, rebar, mesh, and cages, to reinforce poured-in-place concrete; and (3) erecting cooling towers and metal storage tanks. The structural steel erection work performed includes new work, additions, alterations, reconstruction, and maintenance and repairs.

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## NAICS 23592: Glass and Glazing Contractors

This industry comprises establishments primarily engaged in installing glass (i.e., glazing work) and/or tinting glass. The glass work performed includes new work, additions, alterations, and maintenance and repairs.

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## NAICS 23593: Excavation Contractors

This industry comprises establishments primarily engaged in preparing land for building construction. Activities performed by these establishments are drilling shafts, foundation digging, foundation drilling, and grading. The excavation work performed includes new work, additions, alterations, and repairs.

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## NAICS 23594: Wrecking and Demolition Contractors

This industry comprises establishments primarily engaged in the wrecking and demolition of buildings and other structures, including underground tank removal and the dismantling of steel oil tanks, except those for hazardous materials. The establishments engaged in wrecking and demolition work may or may not sell materials derived from demolishing operations.

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## NAICS 23595: Building Equipment and Other Machinery Installation Contractors

This industry comprises establishments primarily engaged in one or more of the following: (1) the installation or dismantling of building equipment, machinery or other industrial equipment (except plumbing, heating, air conditioning or electrical equipment); (2) machine rigging; and (3) millwriting. Types of equipment installed include automated and revolving doors, conveyor systems, dumbwaiters, dust collecting equipment, elevators, small incinerators, pneumatic tubes systems, and built-in vacuum cleaning systems. The building equipment and other machinery installation work performed includes new work, additions, alterations, and maintenance and repairs.

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## NAICS 23599: All Other Special Trade Contractors

This industry comprises establishments primarily engaged in specialized construction work, (except plumbing, painting, electrical, masonry, drywall, insulation, tile, carpentry, flooring, roofing, siding, sheet metal work, concrete work, glass and glazing, structural steel erection, excavation, wrecking and demolition, and building equipment installation work). Activities undertaken by these establishments include constructing swimming pools and fences, house moving, waterproofing, dewatering, dampproofing, fireproofing, and sandblasting; installing antennas, artificial turf, awnings, countertops, fire escapes, forms for poured concrete, gasoline pumps, lightning conductors, ornamental metal, shoring systems, and signs (on buildings); and specialized activities, such as bathtub refinishing, coating and glazing of concrete surfaces, gas leakage detection, insulation of pipes and boilers, mobile home site setup and tie-down, posthole digging, radon remediation, scaffolding work, and on-site welding. The other special trade work performed includes new work, additions, alterations, and maintenance and repairs.

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## 1997 Economic Census: Geographic Area Series

This presentation consolidates data from the 1997 Economic Census originally issued in Geographic Area Series reports for eighteen sectors of the economy. Statistics include the number of establishments; employment; payroll; and value of sales, receipts, revenue, or shipments for establishments with paid employees.

Geographic Area Series reports for manufacturing mining and construction also show additional statistics, such as value added and capital expenditures.

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### Geographic Area Series

[Introduction](#) - [Geographic areas covered](#) - [Comparability of the 1997 and 1992 censuses](#) - [Reliability of data](#) - [Disclosure](#)

### Background on the Economic Census

[Purposes and uses of the Economic Census](#) - [Industry classifications](#) - [Relationship to NAICS](#) - [Geographic area coding](#) - [Basis of reporting](#) - [Dollar values](#) - [Availability of additional data](#) - [Historical information](#) - [Sources for more information](#) - [Abbreviations and symbols](#)

### Appendix A: Explanation of Terms

[Establishments](#) - [Sales, Shipments, Receipts, Revenue, or Business Done](#) - [Annual Payroll](#) - [Employees](#)

[Acknowledgments](#)

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## Geographic Area Series

### GENERAL

This report, from the 1997 Economic Census, consolidates Geographic Area Series data originally issued separately for eighteen sectors of the economy.

The report covers establishments with paid employees. Nonemployers, i.e., establishments with no paid employees, are excluded. Nonemployers account for only a few percent of the sales or receipts economy-wide, yet they are actually much more numerous than employers. For more information, see [Nonemployer Statistics](#).

## GEOGRAPHIC AREAS COVERED

Statistics are shown for the United States, the states, the District of Columbia, and, depending on the sector, as shown below, for counties and metropolitan areas (MAs). (Data for places, not included in this display system, are published in much the same manner as data for counties in the American FactFinder (see [steps to retrieve place data](#)) and in pdf reports. Data for ZIP Codes are published separately in [ZIP Code Statistics](#).)

### Geographic Areas in the 1997 Economic Census

"t" indicates data are not available for tax-exempt firms at this level.

Sector	States	MA's	Coun- ties	Places 2500+	ZIP Codes
Mining	X				
Utilities	X	X			
Construction	X				
Manufacturing	X	X	X	X	X
Wholesale Trade	X	X	X	X	
Retail Trade	X	X	X	X	X
Transportation and Warehousing	X	X			
Information	X	X	X	X	
Finance and Insurance	X	X			
Real Estate and Rental and Leasing	X	X	X	X	
Professional, Scientific, and Technical Services	X	X	t	t	t
Management of Companies and Enterprises	X				
Administrative and Support and Waste Management and Remediation Services	X	X	X	X	X
Educational Services	X	X	t	t	t
Health Care and Social Assistance	X	X	t	t	t
Arts, Entertainment and Recreation	X	X	t	t	t
Accommodation and Food Services	X	X	X	X	X
Other Services (Except Public Administration)	X	X	t	t	t

## COMPARABILITY OF THE 1997 AND 1992 CENSUSES

The adoption of the NAICS has had a major impact on the comparability of data between the 1997 and 1992 censuses. A broad-based summary of each NAICS sector and its SIC components, as well as other NAICS sector-specific information are presented below:

[Mining](#)   [Utilities](#)   [Construction](#)   [Manufacturing](#)   [Wholesale...](#)   [Retail...](#)   [Transportation...](#)   [Information](#)   [Finance...](#)

## **Mining**

While changes affecting mining were minor at the sector level, within the sector the number of subsectors changed from four to three. In addition, this sector now excludes portions of industries that are now included in the services sector. Prominent among these industries are geophysical surveying and mapping services for metal mining, oil and gas extraction, and nonmetallic minerals mining.

Another change resulting from the conversion to NAICS is that data for mining auxiliary establishments are not included with the mining data; these establishments are now classified in a particular NAICS industry based on the function of the auxiliary establishment. See section on "Auxiliaries" for additional explanation of the treatment of auxiliary establishments in the 1992 and 1997 Economic Censuses.

## **Utilities**

The Utilities sector (new) was created from selected industries in SIC Division E, Transportation, Communications, and Utilities, which includes electric, gas, water, steam, and sewer services. While most of the changes affecting utilities were minor at the sector level, prominent among the industries excluded from the Utilities sector are waste management services and pipeline transportation of natural gas and other petroleum products.

## **Construction**

While some changes affecting construction were within the sector, this sector now includes industries that were previously classified in other sectors. Prominent among these industries are construction management and land subdividers and developers.

In addition, although the construction sector is enumerated on an establishment basis, statistical information was obtained in the census by a survey which included all large employers and a sample of the smaller ones.

## **Manufacturing**

While most of the changes affecting the manufacturing sector were within the sector, this sector now excludes industries which were previously within the scope of manufacturing and includes others that were not in manufacturing. Prominent among the industries that are excluded from manufacturing are logging and portions of publishing. Prominent among the industries that are now included in manufacturing are bakeries, candy stores where candy is made on the premises, custom tailors, makers of custom draperies, and tire retreading.

Another change resulting from the conversion to NAICS is that data for manufacturing auxiliary establishments are not included with the manufacturing data; these establishments are now classified in a particular NAICS industry based on the function of the auxiliary establishment. See section on "Auxiliaries" for additional explanation of the treatment of auxiliary establishments in the 1992 and 1997 Economic Censuses.

## **Wholesale Trade**

This sector includes most of what was classified in Wholesale Trade under the SIC system. Excluded from this sector, however, are establishments with retail selling characteristics; these establishments are now classified in the Retail Trade sector. Prominent examples of these are auto parts, farm supplies, and building products dealers and lumber yards.

In addition, this sector now includes prerecorded video tape wholesalers; this industry was previously classified in Services Industries under the SIC system.

The wholesale sector includes: merchant wholesalers who buy and take title to the goods they sell, manufacturers sales branches and offices who sell products manufactured domestically by their own company, and agents and brokers who collect a commission or fee for arranging the sale of merchandise owned by others.

## **Retail Trade**

This sector includes much of what was classified in Retail Trade under the SIC system. Excluded from this sector, however, are eating and drinking places and mobile foodservices (which are now in the Accommodation and Foodservices sector); pawn shops (which are now in the Finance and Insurance sector); and bakeries (which are now in the Manufacturing sector).

In addition, this sector now includes industries previously classified in Wholesale Trade that sold merchandise using facilities open to the general public. Prominent examples of these are automotive supplies dealers, computer and peripheral equipment merchants, office supplies dealers, farm supplies dealers, and building materials dealers.

## **Transportation and Warehousing**

The Transportation and Warehousing sector (new) was created from selected industries in SIC Division E, Transportation, Communications, and Utilities. While most of the changes affecting transportation and warehousing were minor at the sector level, some industries left transportation and warehousing and others came into this sector. Prominent among those leaving transportation and warehousing are travel agencies, tour operators, miniwarehouses, marinas, waste collection, and ambulances. Prominent among the industries coming into the Transportation and Warehousing sector are automotive vehicle towing services. Note that large certificated passenger air transportation, rail transportation, and the postal service, although part of this sector, are not in scope of the 1997 Economic Census.

## **Information**

The Information sector (new) includes publishing establishments that were classified in SIC Division D, Manufacturing

; telecommunications and broadcasting establishments that were classified in SIC Division E, Transportation, Communications, and Utilities; and various types of information-related establishments that were classified in SIC Division I, Services (e.g. software publishing, motion picture production, data processing, on-line information services, and libraries).

## **Finance and Insurance**

The Finance and Insurance sector (new) was created from selected industries in SIC Division H, Finance, Insurance, and Real Estate. While most of the changes affecting finance and insurance were minor at the sector level, some industries left the finance part of this sector and other industries came into this sector. Prominent among those leaving are holding companies and patent owners and lessors. Prominent among the industries coming into the sector are pawnshops. Also, there are conceptual differences in what defines an establishment in this sector, since distinct activities have a less physical/geographical basis than industries in most other sectors. Note that funds, trusts, and other financial vehicles (except for REITs), although part of this sector, are not in scope of the 1997 Economic Census.

## **Real Estate and Rental and Leasing**

The Real Estate and Rental and Leasing sector (new) was created from selected industries in SIC Division H, Finance, Insurance, and Real Estate; SIC Division I, Services; and SIC Division E, Transportation, Communications, and Utilities. While most of the changes affecting real estate were minor at the sector level, some industries left the real estate part of this sector and other industries came into this sector. Prominent among those leaving are title abstract offices and land subdividers and developers. Prominent among the industries coming into the sector are patent owners and lessors, miniwarehouses, and most of the rental industries previously classified in the Services Division of the SIC, including video tape, motor vehicle, computer, and equipment rental and leasing. Rental of equipment with operators is classified elsewhere, depending on the services provided.

## **Professional, Scientific, and Technical Services**

The Professional, Scientific, and Technical Services sector (new) primarily includes professional and other highly specialized technical service establishments that were classified in SIC Division I, Services. Most establishments in this sector were classified in SIC major groups 73, 81, and 87. Title abstract offices, part of SIC Division H, Finance, Insurance, and Real Estate, and advertising specialty distributors, part of SIC Division F, Wholesale Trade, are also included in this sector. Note that veterinary services, although part of this sector, are not in scope of the 1997 Economic Census.

## **Management of Companies and Enterprises**

The Management of Companies and Enterprises sector (new) includes holding companies that were classified in SIC Division H, Finance, Insurance, and Real Estate, and corporate, subsidiary, and regional managing offices of companies and enterprises. Managing offices of companies or enterprises were considered to be "auxiliary" establishments in the SIC system. See section on "Auxiliaries" for additional explanation of the treatment of auxiliary establishments in the 1992 and 1997 Economic Censuses.

## **Administrative and Support and Waste Management and Remediation Services**

The Administrative and Support and Waste Management and Remediation Services sector (new) primarily includes administrative and business support establishments that were classified in SIC Division I, Services, and waste management establishments that were classified in SIC Division E, Transportation, Communications, and

Utilities. Most establishments included in the Administrative and Support subsector were classified in SIC major group 73. Travel agencies and other arrangers of passenger transportation, part of SIC Division E, Transportation, Communications, and Utilities, are also included in this subsector. Most establishments included in the Waste Management and Remediation Services subsector were classified in SIC major groups 42 and 47. Note that landscaping services, although part of this sector, are not in scope of the 1997 Economic Census.

### **Educational Services**

The Educational Services sector (new) primarily includes establishments that were classified in SIC Division I, Services. Most establishments included in the sector were included in SIC major group 82 although this sector also includes establishments that were classified in SIC major groups 72 (beauty and barber schools), 79 (sports and recreational instruction), and 87 (educational testing and consulting). Libraries, part of SIC 82, are included in the Information sector. Note that elementary and secondary schools and colleges and universities, although part of this sector, are not in scope of the 1997 Economic Census.

### **Health Care and Social Assistance**

The Health Care and Social Assistance sector (new) primarily includes establishments that were classified in SIC Division I, Services. Most establishments included in this sector were classified in SIC major groups 80 and 83. Ambulance services, part of SIC Division E, Transportation, Communications, and Utilities, are also included in this sector. Dental laboratories, part of SIC 80, are included in the Manufacturing sector and grantmaking/giving and social advocacy services, part of SIC 83, are included in the Other Services sector. Note that government owned and operated hospitals are in scope of the 1997 Economic Census.

### **Arts, Entertainment, and Recreation**

The Arts, Entertainment, and Recreation sector (new) primarily includes establishments that were classified in SIC Division I, Services. Most establishments included in this sector were included in SIC major groups 79 and 84. Authors, composers, and writers, part of SIC major group 89, are included in this sector. Marinas, part of SIC Division E, Transportation, Communications, and Utilities, and dinner theaters, part of SIC Division G, Retail Trade, are also included in this sector. Sports instruction and recreational equipment rental, both part of SIC major group 79, are included in the Educational Services sector and the Real Estate and Rental and Leasing sector respectively.

### **Accommodation and Foodservices**

The Accommodation and Foodservices sector (new) is comprised of hotels and other lodging places that were classified in SIC Division I, Services, and eating and drinking places and mobile foodservices that were classified in SIC Division G, Retail Trade.

### **Other Services (Except Public Administration)**

The Other Services (Except Public Administration) sector (new) includes three distinct subsectors:

1. The Repair and Maintenance subsector primarily includes establishments that were classified in SIC Division I, Services. Most establishments were included in SIC major groups 75 and 76 although selected types of establishments in SIC major groups 72 (garment alteration, shoe repair) and 73 (computer repair) are also included. Boat repair, part of SIC Division D, Manufacturing, is included in this sector.

2. The Personal and Laundry Services subsector primarily includes establishments that were classified in SIC Division I, Services. Most establishments were included in SIC major group 72. This subsector also includes parking lots, part of SIC major group 75, and photofinishing laboratories, part of SIC major group 73. Cemeteries which were included in SIC Division H, Finance, Insurance, and Real Estate, are included in this sector. Tax return preparation services, part of SIC major group 72, are included in the Professional, Scientific, and Technical Services sector. Note that pet care services, although part of this sector, are not covered in the economic census.

3. The Religious, Grantmaking, Civic, Professional, and Similar Organizations subsector primarily includes establishments that were classified in SIC Division I, Services. Most establishments were included in SIC major group 86. Grantmaking/giving services and social advocacy organizations that were included in SIC major group 83 are included in this sector. Grantmaking foundations and condominium associations, part of SIC Division H, Finance, Insurance, and Real Estate, are also included in this sector. Note that grantmaking foundations are included in the 1997 Economic Census but were not covered in the 1992 Economic Census; and that religious organizations, labor unions, political organizations, and private households, although part of this sector, are not covered in the economic census.

## **Auxiliaries**

In the SIC system, auxiliary establishments (i.e., those establishments primarily serving other establishments of the same enterprise) were classified in the industry of the establishments served. In NAICS, auxiliary establishments are classified according to the services performed rather than the industry served.

Corporate, subsidiary and regional managing offices are included in NAICS Sector 55, Management of Companies and Enterprises (new). In NAICS-based tables from the 1997 Economic Census, all other auxiliary establishments are included in the separate category titled "Auxiliaries, except management of companies and enterprises," and further classified into several broad NAICS industry categories based on the type of service performed. Future economic censuses will probably not differentiate these auxiliary establishments from other establishments in the same NAICS industry.

For the SIC-based tables from the 1997 Economic Census, all auxiliaries are included in the category titled "Auxiliaries." Note that in published reports from previous censuses for manufacturing and mining, auxiliary establishments were included in, or along with, data for the industries served; for other SIC divisions, auxiliary establishments were excluded from the detailed tables. The data for manufacturing and mining in Table 2 of this report do not include auxiliary establishments, and thus differ from 1992 census data published previously.

## **RELIABILITY OF DATA**

Most data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, all of the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in

recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data. Data for the Construction sector are subject to sampling errors, as these data originate from a survey which included all large employers and a sample of the smaller ones. For a detailed discussion of these sampling errors, see Appendix

C in the Construction sector reports from the 1997 Economic Census. Slight differences may also exist between the data estimates in the Construction sector reports and this report due to rounding methodologies.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

Moreover, the Census Bureau obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

## DISCLOSURE

In accordance with Federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or company. However, the number of establishments classified in a specific industry or geography is not considered a disclosure and may be released even when other information is withheld.

To ensure the assignment of consistent suppression patterns as part of the 1997 Economic Census publication program, it was necessary to coordinate the suppression of data cells assigned in this report with the suppression of data cells assigned in other reports. These other reports include reports in the Core Business Statistics Series as well as reports previously published as part of the Industry Series and Geographic Area Series for the various economic sectors covered.

A major objective of the 1997 Economic Census was the publication of NAICS-based data from the Industry Series and Geographic Area Series of reports. As a result, in the course of implementing disclosure analysis for the 1997 Economic Census publication program, when choosing whether to publish or suppress NAICS-based versus the SIC-based data cells, preference was given to publishing the NAICS-based data and suppressing the SIC-based data. This, in turn, resulted in the suppression of a moderate number of SIC-based cells in this report which might not have been otherwise suppressed.

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## Background on the Economic Census

### PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7.

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product estimates, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions. Specific uses of economic census data include the following:

Policymaking agencies of the Federal Government use the data to monitor economic activity and to assess the effectiveness of policies.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

## INDUSTRY CLASSIFICATIONS

This report presents data classified according to the 1997 North American Industry Classification System (NAICS). NAICS supersedes the Standard Industrial Classification (SIC) used in reports from prior censuses.

## RELATIONSHIP BETWEEN NAICS AND SIC

While many of the individual SIC industries correspond directly to industries as defined under the NAICS system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The industry definitions discuss the relationships between NAICS and SIC industries. Where changes are significant, it will not be possible to construct time series that include data for points both before and after 1997.

These relationships are further explored in the [Bridge Between NAICS and SIC](#).

## GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail

(and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

## BASIS OF REPORTING

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company.

## DOLLAR VALUES

All dollar values presented are expressed in current dollars; i.e., 1997 data are expressed in 1997 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

## AVAILABILITY OF ADDITIONAL DATA

### Reports in Print and Electronic Media

All results of the 1997 Economic Census are available on the Census Bureau Internet site ([www.census.gov](http://www.census.gov)) and on compact discs (CD-ROM) for sale by the Census Bureau. Unlike previous censuses, only selected highlights are published in printed reports. For more information, including a description of electronic and printed reports being issued, see the Internet site, or write to U.S. Census Bureau, Washington, DC 20233-8300, or call Customer Services at 301-457-4100.

### Special Tabulations

Special tabulations of data collected in the 1997 Economic Census may be obtained, depending on availability of time and personnel, in electronic or tabular form. The data will be summaries subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) that govern the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief of the division named below, U.S. Census Bureau, Washington, DC 20233-8300. To discuss a special tabulation before submitting specifications, call the appropriate division:

Manufacturing and Construction Division 301-457-4673

Service Sector Statistics Division 301-457-2668

## HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some covering service trades in 1933. Censuses of construction, manufacturing, and the other business service censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated: providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other Federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census questionnaires.

The range of industries covered in the economic censuses expanded between 1967 and 1992. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census reports printed since 1967 are still available for sale on microfiche from the Census Bureau. CD-ROMs issued from the 1987 and 1992 Economic Censuses contain databases including nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the Guide to the 1997 Economic Census and Related Statistics at [www.census.gov/econguide](http://www.census.gov/econguide). More information on the methodology, procedures, and history of the censuses will be published in the History of the 1997 Economic Census, on the web at [www.census.gov/econ/www/history.html](http://www.census.gov/econ/www/history.html), and in print.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this report:

D Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

N Not available or not comparable.

r Revised.

nec Not elsewhere classified.

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## Appendix A - Explanation of Terms for Table 1 (NAICS Basis)

### **Number of Establishments**

#### General Definition

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 1997.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

#### Sector-Specific Information

**Accommodation and Foodservices** - Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling gifts/souvenirs within a hotel would be considered a separate establishment under the "gift, novelty, and souvenir stores" classification in the Retail Trade sector.

**Administrative and Support, Waste Management and Remediation Services; Arts, Entertainment, and Recreation; Educational Services; Health Care and Social Assistance; Information; Professional, Scientific, and Technical Services; and Other Services (except Public Administration)** - An establishment is included in the census if it is an employer, the establishment has \$1,000 in payroll, and was in operation at any time during 1997. Leased service departments (separately owned businesses operated as departments or concessions of other service establishments or of retail businesses, such as a separately owned shoeshine parlor in a barber shop, or a beauty shop in a department store) are treated as separate service establishments for census purposes. Leased retail departments located in service establishments (e.g., a gift shop located in a hotel) are considered separate retail establishments.

**Construction** - Construction establishments that were inactive or idle for the entire year were not included.

**Mining** - For the crude petroleum and support activities for mining industries, the basis for reporting is different from the establishment basis used for other types of mining. Firms operating oil and gas wells, drilling wells, or exploring for oil and gas for their own account were required to submit a separate report for each state or offshore area adjacent to a state in which it conducted such activities. Firms that performed contract services for oil and gas field operations or for mining establishments were required to submit one report covering all such activities in the United States and to include information on receipts for services and production-worker wages and hours by state. These consolidated reports were then allocated to state establishments based on the data reported at the state level.

**Real Estate and Rental and Leasing** - Data for individual properties leased or managed by property lessors or property managers are not normally considered separate establishments, but rather the permanent offices from which the properties are leased or managed are considered establishments. Data for separate automotive rental offices or concessions (e.g., airport locations) in the same metropolitan area, for which a common fleet of cars is maintained, are merged together and not considered as separate establishments.

**Retail Trade** - Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling shoes within a department store would be considered a separate retail establishment under the "shoe stores" classification.

## **Sales, Shipments, Receipts, Revenue, or Business Done**

### General Definition

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census. The definition of each of these items is included in the information provided below.

### Sector-Specific Information

**Accommodation and Foodservices** - Includes sales from customers for services rendered, from the use of facilities and from merchandise sold. Also includes dues and assessments from members and affiliates.

Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Excludes sales from civic and social organizations; amusement and recreation parks; theaters; and other recreation or entertainment facilities providing food and beverage services.

**Administrative and Support, Waste Management and Remediation Services** - Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold during 1997 whether or not payment was received in 1997. For advertising agencies, travel industries, and other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc., which are paid by the manufacturer

or wholesaler and passed on in the cost of goods purchased by the service establishment, are also included. The establishments' share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, subsidiaries, and branches are included.

Receipts are net after deductions for refunds and allowances for merchandise returned by customers. Receipts DO NOT include sales, occupancy, admissions, or other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency, nor do they include income from such sources as contributions, gifts, and grants; dividends, interest, and investments; or sale or rental of real estate. Also excluded are receipts (gross) of departments and concessions which are operated by others; sales of used equipment rented or leased to customers; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income, such as royalties, franchise fees, etc. Receipts DO NOT include service receipts of manufacturers, wholesalers, retail establishments, or other businesses whose primary activity is other than service. They do, however, include receipts other than from services rendered (e.g., sale of merchandise to individuals or other businesses) by establishments primarily engaged in performing services and classified in the service industries.

**Arts, Entertainment, and Recreation; Educational Services; Health Care and Social Assistance; Professional, Scientific, and Technical Services; and Other Services (except Public Administration) -**

Receipts (basic dollar volume measure for service establishments of firms subject to Federal income tax): Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold during 1997 whether or not payment was received in 1997. For advertising agencies, travel industries, and other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc., which are paid by the manufacturer or wholesaler and passed on in the cost of goods purchased by the service establishment, are also included. The establishments' share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, subsidiaries, and branches are included.

Receipts are net after deductions for refunds and allowances for merchandise returned by customers. Receipts do not include sales, occupancy, admissions, or other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency, nor do they include income from such sources as contributions, gifts, and grants; dividends, interest, and investments; or sale or rental of real estate. Also excluded are receipts (gross) of departments and concessions which are operated by others; sales of used equipment rented or leased to customers; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income, such as royalties, franchise fees, etc. Receipts do not include service receipts of manufacturers, wholesalers, retail establishments, or other businesses whose primary activity is other than service. They do, however, include receipts other than from services rendered (e.g., sale of merchandise to individuals or other businesses) by establishments primarily engaged in performing services and classified in the service industries.

Revenue (basic dollar volume measure for firms exempt from Federal income tax): Includes revenue from customers or clients for services rendered and merchandise sold during 1997, whether or not payment was

received in 1997, and gross sales of merchandise, minus returns and allowances. Also included are income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), gross contributions, gifts, grants (whether or not restricted for use in operations), royalties, dues and assessments from members and affiliates, commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators), and gross receipts from fundraising activities. Receipts from taxable business activities of firms exempt from Federal income tax (unrelated business income) are also included in revenue.

Revenue does not include sales, admissions, or other taxes collected by the organization from customers or clients and paid directly to a local, state, or Federal tax agency; income from the sale of real estate, investments, or other assets (except inventory held for resale); gross receipts of departments, concessions, etc., that are operated by others; and amounts transferred to operating funds from capital or reserve funds.

**Auxiliaries** - Sales is defined as income received from sources outside of the company. Included are merchandise sales, receipts for services provided, franchise and license fees, royalties, and other nonoperating revenues. These sales exclude all excise and sales taxes that are paid directly to taxing agencies. Also excluded are transactions with other establishments of the owning company.

**Construction** - Value of business done is the sum of value of construction work and other business receipts.

**Finance and Insurance** - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, royalties, and net insurance premiums earned. Revenue from leasing property marketed under operating leases is included, as well as interest earned from property marketed under capital, finance, or full payout leases. Revenue also includes the total value of service contracts and amounts received for work subcontracted to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

**Information** - Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold during 1997, whether or not payment was received in 1997. Receipts include royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical compositions, and other intellectual property). Receipts also include the rental and leasing of vehicles, equipment, instruments, tools, etc.; total value of service contracts; market value of compensation received in lieu of cash; amounts received for work subcontracted to others; dues and assessments for members and affiliates; this establishment's share of receipts from departments, concessions, and vending and amusement machines operated by others. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, subsidiaries, and branches are included. For public broadcast stations and libraries, receipts include contributions, gifts, grants, and income from interest, rental of real estate, and dividends.

Receipts do not include sales and other taxes collected directly from customers or clients and paid directly to a local, state, or Federal tax agency. Also excluded are gross receipts collected on behalf of others; gross receipts of departments or concessions operated by others; sales of used equipment previously rented or leased to customers; proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for

resale); contributions, gifts, grants, and income from interest, rental of real estate, and dividends EXCEPT for public broadcast stations and libraries; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income.

**Management of Companies and Enterprises** - Revenue of holding companies includes net investment income, interest, and dividends.

Sales of Corporate, Subsidiary, and Regional Managing Offices is defined as income received from sources outside of the company. Included are merchandise sales, receipts for services provided, franchise and license fees, royalties, and other nonoperating revenues. These sales exclude all excise and sales taxes that are paid directly to taxing agencies. Also excluded are transactions with other establishments of the owning company.

**Manufacturing; and Mining** - This item covers the net selling values, f.o.b. mine or plant after discounts and allowances (exclusive of freight and excise taxes), of all products shipped, both primary and secondary, as well as all miscellaneous receipts, such as installation and repair, sales of scrap, and sales of products bought and sold without further processing. Included are all products physically shipped by the establishments, whether sold, transferred to other plants of the same company, or shipped on consignment. For products transferred to other establishments of the same company, or prepared on a custom or toll basis, companies were requested to report the estimated value, not merely the cost of producing the product.

In the case of multiunit companies, the mineral operation was requested to report the value of products transferred to other establishments of the same company at full economic or commercial value, including not only the direct cost of production but also a reasonable proportion of "all other costs" (including company overhead) and profit.

In addition to the value for (North American Industry Classification System) NAICS-defined products, aggregates of the following categories of miscellaneous receipts are reported as part of a total establishment's value of shipments and receipts:

1. Receipts for services. Receipts for work or services that an establishment performed for others.
2. Value of resales. Sales of products brought and sold without further processing.
3. Other miscellaneous receipts. Such as repair work, installation, sales of scrap, etc.

An establishment's value of shipments and receipts include those products assigned to an industry (primary products), those considered primary to other industries (secondary products), receipts for services and miscellaneous activities, and the value of resales.

**Real Estate and Rental and Leasing** - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, and royalties. Revenue from leasing property marketed under operating leases is included. Revenue also includes the total value of service contracts, amounts received for work subcontracted to others, and rents from real property sublet to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

**Retail Trade** - Includes merchandise sold for cash or credit at retail and wholesale by establishments primarily engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; the total value of service contracts; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed on to the retailer.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Sales do not include retail sales made by manufacturers, wholesalers, service establishments, or other businesses whose primary activity is other than retail trade. They do include receipts other than from the sale of merchandise at retail, e.g., service receipts, sales to industrial users, and sales to other retailers by establishments primarily engaged in retail trade.

**Transportation and Warehousing; and Utilities** - Includes revenue from all business activities whether or not payment was received in the census year. Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, State, or Federal tax agency.

**Wholesale Trade** - Sales include merchandise sold for cash or credit by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

## **Annual Payroll**

## General Definition

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the Internal Revenue Service (IRS) on Form 941.

## Sector-Specific Information

**Accommodation and Foodservices; and Retail Trade** - Includes tips and gratuities received by employees from patrons and reported to employers. Excludes payrolls of departments or concessions operated by other companies at the establishment.

**Administrative and Support, Waste Management and Remediation Services; Arts, Entertainment, and Recreation; Educational Services; Health Care and Social Assistance; Information; Professional, Scientific, and Technical Services; and Other Services (except Public Administration)** - Also included are tips and gratuities received by employees from patrons and reported to employers and the value of payments in kind (e.g., free meals and lodging). If an employee works at more than one location, the payroll is included in the one location where they spend most of their time. Also included are salaries of professional service organizations or associations which operate under state professional corporation statutes and file a corporate Federal income tax return. Excluded are payrolls of departments or concessions operated by other companies at the establishment.

**Finance and Insurance; and Real Estate and Rental and Leasing** - Payroll does not include commissions paid to independent (nonemployee) agents, such as insurance or real estate agents.

**Manufacturing; and Mining** - Also excluded are payments to members of Armed Forces and pensioners carried on the active payrolls of manufacturing and mining establishments.

## Number of Employees

### General Definition

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations, who (for all sectors except Construction and Manufacturing) were on the payroll during the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS Form 941.

### Sector-Specific Information

**Accommodation and Foodservices; and Retail Trade** - Excludes employees of departments or concessions operated by other companies at the establishment.

**Administrative and Support, Waste Management and Remediation Services; Arts, Entertainment, and Recreation; Educational Services; Health Care and Social Assistance; Information; Professional, Scientific, and Technical Services; and Other Services (except Public Administration)** - Included are members of professional service organizations or associations which operate under state professional corporation statutes and file corporate Federal income tax returns. Not included are employees of departments or concessions operated by other companies at the establishment.

**Construction and Manufacturing** - Comprise all full-time and part-time employees on the payrolls of construction and manufacturing establishments, who worked or received pay for any part of the pay period including the 12th of March, May, August, and November.

**Finance and Insurance; and Real Estate and Rental and Leasing** - Excluded are independent (nonemployee) agents.

**Mining** - A distribution of those employees who work in units that serve manufacturing, distribution, or construction operations also carried on at the mining establishment in addition to the minerals operation is also included.

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## Acknowledgments

Many persons participated in the various activities of the 1997 Economic Census for this report.

The Economic Planning and Coordination Division prepared this report. Mark E. Wallace, Chief, Economic Planning Staff, was responsible for the overall planning, management, and coordination. Shirin A. Ahmed, Assistant Chief for Post-Collection Processing, was responsible for editing and tabulation procedures and designing the interactive analytical software.

Mathematical and statistical techniques as well as the coverage operations were provided by Carl A. Konschnik and Brian Greenburg, Assistant Chiefs for Research and Methodology.

Analytic review and correction of the data were provided by the staffs of the Manufacturing and Construction Division, William G. Bostic Jr., Chief, and

the Service Sector Statistics Division, Carole A. Ambler, Chief.

The staff of the National Processing Center, Judith N. Petty, Chief, performed mailout preparation and receipt operations, clerical and analytical review activities, and data entry.

The Geography Division staff, Robert Marx, Chief, developed geographic coding procedures and associated computer programs.

The Economic Statistical Methods and Programming Division, Charles P. Pautler Jr., Chief, developed and

coordinated the computer processing systems.

Computer Services Division, Debra D. Williams, Chief, performed the computer processing.

The staff of the Administrative and Customer Services Division, Walter C. Odom, Chief, performed publication planning, design, composition, editorial review, and printing planning and procurement for publications and report forms.

Special acknowledgment is also due the many businesses whose cooperation has contributed to the publication of these data.

General questions concerning the new NAICS system should be directed to 1-888-75NAICS. Specific questions regarding data in the Manufacturing, Mining, or Construction sectors should be directed to the Information Services Center, Manufacturing and Construction Division, on 1-800-201-4647. Questions regarding data for all other Economic sectors should be directed to Service Sector Statistics Division on 1-800-541-8345.

### **Dedication**

*This 1997 Economic Census Core Business Statistics Series Comparative Statistics Report is dedicated to the memory of **John P. Govoni**, Chief of the U.S. Census Bureau's Economic Planning and Coordination Division, for his commitment to this report and service to the Census Bureau.*