

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 3RD QUARTER, 2007

INDUSTRY	NAICS	CURRENT UNITS	3RD QUARTER 2006	3RD QUARTER 2007	PERCENT CHANGE
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>1,775</u>	<u>\$788,309,736</u>	<u>\$846,805,832</u>	<u>7.4%</u>
CROP & ANIMAL PRODUCTION	111,112	433	152,543,196	185,144,382	21.4
FORESTRY & LOGGING	113	703	480,738,292	505,170,289	5.1
FISHING & HUNTING	114	131	34,780,983	39,576,052	13.8
AG & FORESTRY SUPPORT ACTIVITIES	115	508	120,247,265	116,915,109	-2.8
<u>MINING</u>	<u>21</u>	<u>158</u>	<u>220,041,225</u>	<u>211,199,632</u>	<u>-4</u>
SAND & GRAVEL, QUARRYING	2123	110	132,179,385	146,058,815	10.5
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	48	87,861,840	65,140,817	-25.9
<u>UTILITIES</u>	<u>22</u>	<u>644</u>	<u>2,381,591,278</u>	<u>2,526,036,381</u>	<u>6.1</u>
ELECTRIC POWER GENERATION & TRANS.	2211	89	1,645,530,922	1,785,476,395	8.5
NATURAL GAS DISTRIBUTION	2212	12	74,936,519	76,284,224	1.8
WATER & SEWER	2213	543	661,123,837	664,275,762	0.5
<u>CONSTRUCTION</u>	<u>23</u>	<u>35,022</u>	<u>11,689,368,329</u>	<u>13,269,145,134</u>	<u>13.5</u>
RESIDENTIAL BUILDING & REMODELING	2361	10,343	2,320,615,487	2,807,824,433	21
NONRESIDENTIAL BUILDING	2362	820	2,248,859,497	2,543,423,723	13.1
HEAVY CONSTRUCTION & HIGHWAYS	237	1,371	1,729,558,836	1,961,149,628	13.4
SPECIAL TRADE CONTRACTORS	238	22,488	5,390,334,509	5,956,747,350	10.5
PLUMBING & HEATING	23822	2,540	985,363,144	1,120,380,804	13.7
PAINTING	23832	2,679	216,468,411	239,668,029	10.7
ELECTRICAL	23821	2,473	1,103,075,264	1,049,813,613	-4.8
MASONRY/DRYWALL	23814, 23831	1,684	469,986,134	515,794,854	9.7
ROOFING	23816	883	290,041,558	352,422,823	21.5
OTHER CONTRACTORS	238 not listed above	12,229	2,325,399,998	2,678,667,227	15.2
<u>MANUFACTURING</u>	<u>31-33</u>	<u>7,680</u>	<u>30,362,591,322</u>	<u>33,654,348,144</u>	<u>10.8</u>
FOOD PRODUCTS	311	635	1,925,646,915	2,282,550,210	18.5
MILLING OF GRAINS	3112	11	78,218,175	80,826,673	3.3
FRUITS & VEGETABLES	3114	37	358,476,837	344,158,642	-4
DAIRY PRODUCTS	3115	12	183,905,816	331,853,793	80.4
MEAT PRODUCTS	3116	71	182,840,078	370,677,914	102.7
SEAFOOD PRODUCTS	3117	60	520,045,413	495,464,142	-4.7
BAKERY PRODUCTS	3118	287	256,607,710	234,897,830	-8.5
OTHER FOOD ITEMS	3111, 3113, 3119	157	345,552,886	424,671,216	22.9
BEVERAGES	312	279	663,460,792	620,157,428	-6.5
TEXTILES	313,314	197	241,058,597	396,867,018	64.6
APPAREL	315	96	54,499,499	53,915,103	-1.1
LEATHER & ALLIED PRODUCTS	316	23	22,415,873	22,815,206	1.8
LUMBER & WOOD PRODUCTS	321	469	2,201,226,189	2,338,374,383	6.2
SAWMILLS	3211	84	673,437,093	771,578,441	14.6
PLYWOOD & TRUSSES	3212	54	300,971,313	299,344,011	-0.5
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	331	1,226,817,783	1,267,451,931	3.3
PAPER PRODUCTS	322	90	1,531,466,042	1,730,589,930	13
PULP & PAPER MILLS	3221	29	967,846,468	1,115,688,493	15.3
OTHER PAPER PRODUCTS	3222	61	563,619,574	614,901,437	9.1
COMMERCIAL PRINTING	323	651	308,428,130	354,553,989	15
PETROLEUM & COAL PRODUCTS	324	25	5,525,668,375	5,156,645,152	-6.7
PETROLEUM REFINING	32411	8	5,366,027,534	4,982,796,692	-7.1
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	17	159,640,841	173,848,460	8.9
CHEMICALS	325	231	616,781,904	701,790,800	13.8
CHEMICALS	3251	29	167,753,009	185,285,799	10.5
PESTICIDES & FERTILIZERS	3253	22	25,893,233	34,996,802	35.2
PHARMACEUTICALS	3254	39	99,922,440	105,492,833	5.6
OTHER SYNTHETIC ITEMS	3252, 3255, 3256, 3259	141	323,213,222	376,015,366	16.3
PLASTICS & RUBBER PRODUCTS	326	159	622,537,703	603,411,371	-3.1
NONMETALLIC MINERALS	327	221	772,462,270	812,706,177	5.2
PRIMARY METALS	331	119	1,012,645,167	1,206,945,922	19.2
IRON & STEEL MILLS	3311, 3312	51	308,880,895	315,253,885	2.1

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 3RD QUARTER 2007

INDUSTRY	NAICS	CURRENT UNITS	3RD QUARTER 2006	3RD QUARTER 2007	PERCENT CHANGE
ALUMINUM SMELTING	3313	18	396,759,004	564,014,361	42.2
OTHER NONFERROUS METALS	3314	9	85,061,180	74,688,306	-12.2
FOUNDRIES	3315	41	221,944,088	252,989,370	14
FABRICATED METAL PRODUCTS	332	880	1,042,087,733	1,191,178,748	14.3
MACHINERY	333	530	1,325,528,308	1,475,005,228	11.3
FARM & CONSTRUCTION IMPLEMENTS	3331	50	113,609,144	141,496,231	24.5
INDUSTRIAL MACHINERY	3332	93	192,259,088	219,525,597	14.2
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	387	1,019,660,076	1,113,983,400	9.3
COMPUTERS & ELECTRONICS	334	431	2,092,944,200	2,409,304,914	15.1
COMPUTER HARDWARE	3341	32	221,192,314	252,398,744	14.1
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	46	171,635,854	165,964,169	-3.3
AUDIO & VIDEO EQUIPMENT	3343	16	29,902,359	30,846,011	3.2
SEMICONDUCTORS	3344	63	712,616,777	825,796,635	15.9
INSTRUMENTS	3345	146	883,125,069	1,050,010,337	18.9
SOFTWARE REPRODUCTION	334611	114	67,789,883	80,259,721	18.4
OTHER MAGNETIC & OPTICAL MEDIA	334612, 334613	14	6,681,944	4,029,297	-39.7
ELECTRICAL EQUIPMENT & APPLIANCES	335	111	305,271,599	316,573,799	3.7
LIGHTING EQUIPMENT	3351	19	25,058,762	29,647,370	18.3
HOUSEHOLD APPLIANCES	3352	12	57,835,382	4,241,854	-92.7
OTHER ELECTRIC EQUIPMENT	3353, 3359	80	222,377,455	282,684,575	27.1
TRANSPORTATION EQUIPMENT	336	489	8,647,691,169	10,355,637,557	19.8
MOTOR VEHICLES & PARTS	3361, 3362, 3363	107	588,415,756	447,682,498	-23.9
AIRCRAFT, AEROSPACE & PARTS	3364	127	7,692,136,275	9,413,795,765	22.4
SHIPS & BOATS	3366	227	339,346,328	467,900,106	37.9
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	28	27,792,810	26,259,188	-5.5
FURNITURE & RELATED PRODUCTS	337	704	384,631,296	417,155,101	8.5
OTHER MANUFACTURING	339	1,340	1,066,139,561	1,208,170,108	13.3
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>12,833</u>	<u>26,742,604,869</u>	<u>30,059,411,886</u>	<u>12.4</u>
DURABLE GOODS	423	6,920	13,904,245,052	15,273,569,874	9.8
MOTOR VEHICLES & PARTS	4231	569	1,914,400,886	1,871,805,148	-2.2
FURNITURE & HOME FURNISHINGS	4232	353	318,581,856	347,084,601	8.9
LUMBER & CONSTRUCTION MATERIALS	4233	541	1,581,628,090	1,668,552,344	5.5
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	1,270	2,454,783,287	2,694,915,931	9.8
ELECTRICAL EQUIPMENT	4236	840	2,062,154,851	1,963,721,132	-4.8
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	404	726,249,849	778,611,837	7.2
MACHINERY & EQUIPMENT	4238	1,555	2,543,196,850	2,896,252,842	13.9
OTHER DURABLE GOODS	4235, 4239	1,388	2,303,249,383	3,052,626,039	32.5
NONDURABLE GOODS:	424	5,612	12,600,029,096	14,468,796,159	14.8
PAPER & PAPER PRODUCTS	4241	247	595,197,430	481,100,522	-19.2
DRUGS & SUNDRIES	4242	244	1,594,265,829	1,659,854,590	4.1
APPAREL	4243	296	619,663,109	689,158,168	11.2
FOOD PRODUCTS	4244	1,285	4,802,914,776	5,465,938,182	13.8
FARM PRODUCTS	4245	60	137,351,451	142,169,113	3.5
CHEMICALS & PLASTICS	4246	337	685,457,682	773,192,045	12.8
PETROLEUM PRODUCTS	4247	148	1,099,565,422	1,836,331,725	67
OTHER NONDURABLE GOODS	4248, 4249	2,995	3,065,613,397	3,421,051,814	11.6
ELECTRONIC MARKETS, AGENTS, BROKERS	425	301	238,330,721	317,045,853	33
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>29,931</u>	<u>27,627,409,749</u>	<u>28,825,681,053</u>	<u>4.3</u>
MOTOR VEHICLES & PARTS	441	2,911	5,530,902,830	5,513,353,275	-0.3
NEW & USED AUTO DEALERS	4411	1,365	4,285,680,379	4,263,586,034	-0.5
RV, BOAT, MOTORCYCLE DEALERS	4412	581	630,184,589	628,202,646	-0.3
AUTOMOTIVE PARTS & TIRES	4413	965	615,037,862	621,564,595	1.1
FURNITURE & HOME FURNISHINGS	442	1,464	878,140,895	991,631,114	12.9
ELECTRONICS & APPLIANCES	443	1,821	1,257,254,775	1,242,819,179	-1.1
HOUSEHOLD APPLIANCES	443111	247	185,190,831	188,378,340	1.7
RADIO, TV & OTHER ELECTRONICS	443112	415	365,265,834	365,665,807	0.1
COMPUTERS & SOFTWARE	44312	1,127	682,234,809	664,964,915	-2.5

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 3RD QUARTER 2007

INDUSTRY	NAICS	CURRENT UNITS	3RD QUARTER 2006	3RD QUARTER 2007	PERCENT CHANGE
CAMERAS & PHOTO SUPPLY	44313	32	24,563,301	23,810,117	-3.1
BLDG. MATERIALS, GARDEN SUPPLIES	444	2,052	2,327,969,246	2,287,388,712	-1.7
BUILDING MATERIALS	4441	1,411	2,122,854,072	2,061,979,911	-2.9
LAWN & GARDEN SUPPLIES	4442	641	205,115,174	225,408,801	9.9
FOOD & BEVERAGES (OFF-PREMISES)	445	2,798	3,068,045,356	3,209,572,565	4.6
GROCERY & CONVENIENCE STORES	4451	1,899	2,876,464,451	3,015,128,879	4.8
OTHER FOOD STORES/SPECIALTY FOODS	4452	643	168,066,642	168,453,321	0.2
BEER, WINE AND LIQUOR STORES	4453	256	23,514,263	25,990,365	10.5
DRUG STORES & PERSONAL CARE STORES	446	1,166	1,162,439,859	1,241,118,274	6.8
GAS STATIONS (INCL. CONVENIENCE STORES)	447	1,544	2,619,822,308	2,617,408,334	-0.1
APPAREL & ACCESSORIES	448	1,932	1,299,965,405	1,391,768,185	7.1
CLOTHING STORES	4481	1,283	986,199,915	1,088,255,063	10.3
SHOE STORES	4482	161	107,763,237	102,276,531	-5.1
JEWELRY & LUGGAGE STORES	4483	488	206,002,253	201,236,591	-2.3
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	1,922	709,418,508	750,360,271	5.8
SPORTING GOODS	45111	846	370,859,332	399,177,136	7.6
HOBBY & TOY STORES	45112	234	73,225,479	76,695,439	4.7
SEWING SUPPLIES	45113	146	37,907,886	36,757,553	-3
MUSICAL INSTRUMENTS	45114	141	40,565,318	41,860,291	3.2
BOOK, PERIODICAL & MUSIC STORES	45121	378	133,036,620	141,508,970	6.4
TAPES & CDs	45122	177	53,823,873	54,360,882	1
DEPARTMENT STORES	4521	23	821,151,858	838,315,880	2.1
GENERAL MERCHANDISE STORES	4529	248	3,620,695,742	3,885,916,867	7.3
E-COMMERCE & MAIL ORDER	4541	725	1,271,418,491	1,737,393,943	36.7
MISCELLANEOUS RETAILERS	453, 4542, 4543	11,325	3,060,184,476	3,118,634,454	1.9
<u>TRANSPORTATION</u>	<u>48-492</u>	<u>4,350</u>	<u>2,320,116,821</u>	<u>2,356,073,804</u>	<u>1.5</u>
AIR TRANSPORTATION	481	70	40,319,709	44,562,770	10.5
RAILROADS	482	11	45,195,068	57,709,068	27.7
WATER TRANSPORTATION	483	34	167,080,173	128,679,742	-23
TRUCK TRANSPORTATION	484	2,499	1,048,755,465	1,036,876,514	-1.1
TRANSIT & GROUND PASSENGER TRANSPORT	485	253	104,158,706	110,974,588	6.5
OTHER TRANSPORTATION SERVICES	486, 487, 488, 491, 492	1,483	914,607,700	977,271,122	6.9
<u>WAREHOUSING &amp; STORAGE</u>	<u>493</u>	<u>184</u>	<u>141,426,564</u>	<u>172,004,696</u>	<u>21.6</u>
<u>INFORMATION</u>	<u>51</u>	<u>2,816</u>	<u>4,085,569,769</u>	<u>3,959,111,991</u>	<u>-3.1</u>
PUBLISHING (EXCEPT INTERNET)	511	710	823,745,135	762,317,718	-7.5
NEWSPAPERS	51111	126	238,471,499	233,029,889	-2.3
BOOKS & PERIODICALS	51112, 51113	299	124,334,318	124,978,998	0.5
SOFTWARE	5112	216	405,534,357	342,805,130	-15.5
OTHER PUBLISHERS	51114, 51119	69	55,404,961	61,503,701	11
MOTION PICTURE PRODUCTION	512	531	150,793,106	168,753,832	11.9
RADIO & TV BROADCASTING, CABLE TV	515	121	250,515,072	266,370,160	6.3
INTERNET PUBLISHING & BROADCASTING	516		NAICS no longer valid		
TELEPHONE & TELECOMMUNICATIONS	517	602	2,267,506,765	2,159,756,021	-5
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	707	521,091,065	501,437,083	-4
OTHER INFORMATION SERVICES	519	145	71,061,753	100,477,177	41
<u>FINANCE, INSURANCE, REAL ESTATE</u>	<u>52-53</u>	<u>10,958</u>	<u>9,142,953,907</u>	<u>9,024,219,340</u>	<u>-1.3</u>
BANKS & CREDIT UNIONS	522	1,994	4,392,302,028	4,363,941,243	-0.6
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	1,070	817,840,372	935,102,221	14.3
INSURANCE AGENTS & BROKERS	524	2,203	1,617,336,627	1,452,229,373	-10.2
REAL ESTATE AGENTS & BROKERS	531	3,843	1,205,867,585	1,128,717,100	-6.4
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	1,807	1,101,389,418	1,136,586,648	3.2
LESSORS OF NONFINANCIAL INTANGIBLES	533	41	8,217,877	7,642,755	-7
<u>BUSINESS, PERSONAL AND OTHER SERVICES</u>	<u>54-92</u>	<u>83,356</u>	<u>23,755,326,623</u>	<u>26,636,623,696</u>	<u>12.1</u>
LEGAL SERVICES	5411	4,115	1,040,503,684	960,694,050	-7.7
ACCOUNTING SERVICES	5412	2,372	342,616,933	544,217,959	58.8
ARCHITECTURAL/ENGINEERING/DESIGN SVCS	5413, 5414	5,316	2,044,689,632	2,291,928,882	12.1

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 3RD QUARTER 2007

INDUSTRY	NAICS	CURRENT UNITS	3RD QUARTER 2006	3RD QUARTER 2007	PERCENT CHANGE
COMPUTER SYSTEM DESIGN SERVICES	5415	2,746	1,391,063,610	1,677,665,467	20.6
CONSULTING SERVICES	5416	4,841	1,163,501,807	1,262,428,202	8.5
ADVERTISING & PUBLIC RELATIONS	5418	918	284,591,567	314,724,591	10.6
OTHER PROFESSIONAL SERVICES	5417, 5419	3,421	1,117,802,025	1,201,523,770	7.5
MANAGEMENT SERVICES	55	66	41,301,543	53,069,615	28.5
ADMINISTRATIVE & SUPPORT SERVICES	561	12,069	3,102,175,868	3,322,630,841	7.1
EMPLOYMENT SERVICES	5613	778	576,576,038	570,352,357	-1.1
TRAVEL SERVICES	5615	282	271,696,068	299,706,108	10.3
INVESTIGATION & SECURITY SERVICES	5616	589	167,698,780	182,110,437	8.6
BUILDING SERVICES & JANITORIAL	5617	3,698	1,504,728,005	1,631,957,768	8.5
OTHER	5611, 5612, 5614, 5619	6,722	581,476,977	638,504,171	9.8
WASTE TREATMENT/ COLLECTION	562	489	797,507,900	835,615,847	4.8
SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)	61	1,648	299,618,603	420,546,568	40.4
HEALTH SERVICES	62	12,412	5,941,221,520	7,189,469,686	21
PHYSICIANS	6211	3,018	1,372,874,541	1,493,593,193	8.8
DENTISTS	6212	3,032	652,894,642	698,338,093	7
OTHER PRACTITIONERS	6213	3,983	446,059,434	492,679,410	10.5
HOSPITALS	622	155	1,927,592,726	2,140,095,607	11
NURSING & RETIREMENT HOMES	623	430	368,255,530	387,849,696	5.3
SOCIAL SERVICES & DAY CARE	624	859	150,804,319	167,597,818	11.1
OTHER HEALTH FACILITIES & SERVICES	6214, 6215, 6216, 6219	935	1,022,740,328	1,809,315,869	76.9
ARTS, ENTERTAINMENT, & RECREATION	71	2,565	744,517,440	765,826,124	2.9
PERFORMING ARTS, SPECTATOR SPORTS	711	995	342,513,746	356,670,148	4.1
MUSEUMS, HISTORICAL SITES, ETC.	712	65	20,519,200	24,359,884	18.7
AMUSEMENT, GAMBLING, RECREATION	713	1,505	381,484,494	384,796,092	0.9
ACCOMMODATIONS	721	1,773	656,269,304	712,016,938	8.5
RESTAURANTS, FOOD SERVICES	7221, 7222, 7223	11,367	2,751,025,614	2,979,007,782	8.3
DRINKING PLACES	7224	1,093	129,548,224	162,871,073	25.7
AUTO REPAIR & SERVICES	8111	4,878	658,812,996	652,527,953	-1
OTHER REPAIR SERVICES	8112, 8113, 8114	3,420	380,311,175	385,786,320	1.4
PERSONAL SERVICES	812	6,618	673,807,504	703,513,784	4.4
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	3,262	177,928,627	200,027,707	12.4
LAUNDRY & DRY CLEANING	8123	869	96,512,591	101,337,959	5
OTHER PERSONAL SERVICES	8122, 8129	2,487	399,366,286	402,148,118	0.7
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	712	106,218,879	119,925,035	12.9
PUBLIC ADMINISTRATION, OTHER	92,00	517	88,220,795	80,633,209	-8.6
<b>TOTAL ALL INDUSTRIES</b>		<b>189,721</b>	<b>\$139,257,929,591</b>	<b>\$151,540,862,601</b>	<b>8.8%</b>