

WASHINGTON STATE DEPARTMENT OF REVENUE

QUARTERLY BUSINESS REVIEW

CALENDAR 2016

**A Compilation of Statistics on
Gross Income, Taxable Retail Sales and Accrued Tax Liability
as reported by Washington State Excise Taxpayers
for January - December 2016**

**Research and Fiscal Analysis Division
Kathy Oline, Assistant Director**

Contact: (360) 534-1550

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¹North American Industry Classification System.

²See the Department of Revenue [Statistics and Reports website](#) for reports and query tools providing further break downs by NAICS and all county and city taxable retail sales.

**STATE OF WASHINGTON QUARTERLY BUSINESS REVIEW
OVERVIEW**

Table 1: STATE GROSS BUSINESS INCOME BY INDUSTRY (NAICS¹)

Gross Business Income (GBI) is the total of Business & Occupation (B&O), Public Utility (PU) and Retail Sales excise taxes reported at the State level.

Table 1 breaks down the State GBI by major and minor industry groups².

- Compares the same period of the prior year to the current year.
- A taxpayer is assigned one NAICS code; therefore, “Units” represents taxpayer count.

Table 2: SUMMARY OF EXCISE TAX RETURN REPORTING

Excise taxes are categorized by the major tax types of State B&O, State Retail Sales & Use, State Public Utility and Other taxes. If a business performs multiple activities, they report under several tax classifications.

Table 2 provides the total Gross, Deductions, Taxable, Rate and Tax Due amounts by State level tax type and tax classification [aka Line code].

Table 3-A: COUNTY TAXABLE RETAIL SALES

*Taxable Retail Sales (TRS) tax applies to the sale, rental, repair, or installation (including labor) of tangible personal property and digital goods purchased by consumers for their own use. Businesses collect and remit both the **State** retail sales tax [Line code 01] and **Local** retail sales tax imposed by the local jurisdiction [Line code 45]. The Local retail sales tax portion is coded to the location:*

- Where the customer receives the goods or services.
- Where an item is shipped or received by the customer.
- Where labor and services are primarily performed.
- If goods are delivered into Washington from outside the state, the delivery address determines the place of sale for collecting sales tax.

Table 3-A provides the total of Local taxable retail sales [Line code 45] reported for each County².

- The amount is for the unincorporated county and all cities within the county.
- Compares same period of the prior year to the current year.
- See Table 4-A for a city breakdown and Table 6 for the State breakdown.

Table 3: TAXABLE RETAIL SALES FOR COUNTIES BY INDUSTRY (NAICS¹)

Table 3 breaks down Table 3-A County TRS by industry groups².

- The amount is for the unincorporated county and all cities within the county.
- A taxpayer may report in many locations; therefore, “Units” is the count of taxpayers who reported TRS coded to that location. Taxpayers with multiple ‘branches’ in a location report one figure for the location, so are counted as one unit.
- See Table 4 for a city breakdown and Table 6 for the State breakdown.

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²See the Department of Revenue [Statistics and Reports website](#) for reports and query tools providing further break downs by NAICS and all county and city taxable retail sales.

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Table 4-A: CITY TAXABLE RETAIL SALES

Table 4-A provides the total of Local taxable retail sales [Line code 45] reported for 50 select cities².

- The amount is the TRS reported for the local jurisdiction.
- Compares the same period of the prior year to the current year.
- See Table 3-A for a county breakdown and Table 6 for the State breakdown.

Table 4: TAXABLE RETAIL SALES FOR SELECT CITIES BY INDUSTRY (NAICS¹)

Table 4 breaks down Table 4-A 50 select cities TRS by industry groups².

- A taxpayer may report in many locations; therefore, “Units” is the count of taxpayers who reported TRS coded to that location. Taxpayers with multiple ‘branches’ in a location report one figure for the location, so are counted as one unit.
- See Table 3 for a county breakdown and Table 6 for the State breakdown.

Table 5: STATE BUSINESS AND OCCUPATION TAX BY INDUSTRY (NAICS¹)

The State business and occupation (B&O) tax is a gross receipts tax measured on the value of products, gross proceeds of sales, or gross income of a business. No deductions are allowed for labor, materials, taxes, or other costs of doing business. A business can have multiple activities (classifications). A business may qualify for certain exemptions, deductions, or credits.

Table 5 breaks down the State B&O Gross, Taxable and Tax Due amounts by industry groups².

Table 6: STATE RETAIL SALES TAX BY BY INDUSTRY (NAICS¹)

*Businesses collect and remit both the **State** retail sales tax [Line code 01] and **Local** retail sales tax imposed by the local jurisdiction [Line code 45].*

Table 6 breaks down the State Retail Sales tax [Line code 01] by industry groups².

- See Table 3-County and Table 4-City breakdown of Local TRS reported.

Table 7: STATE PUBLIC UTILITY TAX BY INDUSTRY (NAICS¹) & TAX CLASSIFICATION

The State level public utility tax applies if you engage in activities such as water, sewer distribution, power generation and public transportation. If the public utility tax applies, B&O tax does not.

Table 7 breaks down the State Public Utility taxes by type of utility industry.

¹North American Industry Classification System.

²See the Department of Revenue [Statistics and Reports website](#) for reports and query tools providing further break downs by NAICS and all county and city taxable retail sales.

TABLE 1: WASHINGTON GROSS BUSINESS INCOME
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR 2016

INDUSTRY	NAICS	UNITS	CALENDAR YEAR 2016
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>4,759</u>	<u>\$3,947,041,344</u>
CROP & ANIMAL PRODUCTION	111,112	2,061	1,301,818,549
FORESTRY & LOGGING	113	1,074	1,686,970,174
FISHING & HUNTING	114	309	269,017,950
AG & FORESTRY SUPPORT ACTIVITIES	115	1,315	689,234,671
<u>MINING</u>	<u>21</u>	<u>192</u>	<u>559,424,844</u>
SAND & GRAVEL, QUARRYING	2123	127	377,738,744
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	65	181,686,100
<u>UTILITIES</u>	<u>22</u>	<u>841</u>	<u>14,102,646,539</u>
HYDROELECTRIC POWER GENERATION	221111	19	1,475,324,108
ALTERNATIVE POWER GENERATION	221114-221117	22	185,716,975
OTHER ELECTRIC POWER GENERATION	221112, 221113, 221118	6	700,128,705
ELECTRIC POWER TRANSMISSION & DISTRIBUTION	221121, 221122	58	7,354,476,356
NATURAL GAS DISTRIBUTION	2212	13	611,050,478
WATER & SEWER	2213	723	3,775,949,917
<u>CONSTRUCTION</u>	<u>23</u>	<u>49,030</u>	<u>54,889,150,221</u>
RESIDENTIAL BUILDING & REMODELING	2361	17,396	8,837,759,049
NONRESIDENTIAL BUILDING	2362	1,241	14,099,303,873
HEAVY CONSTRUCTION & HIGHWAYS	237	1,375	5,823,388,700
SPECIAL TRADE CONTRACTORS	238	29,018	26,128,698,599
ELECTRICAL	23821	3,290	5,297,293,859
PLUMBING & HEATING	23822	3,320	4,878,848,631
PAINTING	23832	3,661	964,635,151
MASONRY/DRYWALL	23814, 23831	1,811	1,536,880,662
ROOFING	23816	1,077	1,241,641,134
OTHER CONTRACTORS	238 not listed above	15,859	12,209,399,162
<u>MANUFACTURING</u>	<u>31-33</u>	<u>16,072</u>	<u>173,604,915,447</u>
FOOD PRODUCTS	311	1,483	17,400,771,190
MILLING OF GRAINS	3112	34	868,565,741
FRUITS & VEGETABLES	3114	135	3,738,484,316
DAIRY PRODUCTS	3115	45	2,309,248,590
MEAT PRODUCTS	3116	114	2,269,609,726
SEAFOOD PRODUCTS	3117	63	2,944,140,427
BAKERY PRODUCTS	3118	647	1,892,112,166
OTHER FOOD ITEMS	3111, 3113, 3119	445	3,378,610,224
BEVERAGES	312	1,249	2,688,048,497
TEXTILES	313,314	779	796,114,745
APPAREL	315	497	195,487,838
LEATHER & ALLIED PRODUCTS	316	112	138,560,972
LUMBER & WOOD PRODUCTS	321	772	8,470,953,474
SAWMILLS	3211	121	3,232,486,021
PLYWOOD & TRUSSES	3212	59	1,293,432,542
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	592	3,945,034,911
PAPER PRODUCTS	322	130	6,567,310,735
PULP & PAPER MILLS	3221	37	4,820,222,718
OTHER PAPER PRODUCTS	3222	93	1,747,088,017
COMMERCIAL PRINTING	323	1,083	1,184,504,524
PETROLEUM & COAL PRODUCTS	324	40	16,634,503,345
PETROLEUM REFINING	32411	15	15,841,082,644
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	25	793,420,701
CHEMICALS	325	928	7,812,299,466
CHEMICALS, PESTICIDES & FERTILIZERS	3251, 3253	113	3,054,790,148
PHARMACEUTICALS	3254	452	1,527,255,060
RESIN, SYNTHETIC FIBERS & FILAMENTS	3252	34	1,442,460,062
PAINT, COATING & ADHESIVES	3255	36	133,433,863
SOAP, CLEANING COMPOUND & TOILETRIES	3256	198	866,655,153
OTHER CHEMICAL PRODUCTS	3259	95	787,705,180
PLASTICS & RUBBER PRODUCTS	326	289	3,296,430,027
NONMETALLIC MINERALS	327	529	2,985,763,336
PRIMARY METALS	331	159	2,341,869,359
IRON & STEEL MILLS	3311, 3312	72	875,404,482
ALUMINUM SMELTING	3313	23	683,484,763
OTHER NONFERROUS METALS	3314	20	166,403,606
FOUNDRIES	3315	44	616,576,508

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 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR 2016

INDUSTRY	NAICS	UNITS	CALENDAR YEAR 2016
FABRICATED METAL PRODUCTS	332	1,752	6,073,260,119
MACHINERY	333	906	6,258,340,618
FARM & CONSTRUCTION IMPLEMENTS	3331	100	502,960,614
INDUSTRIAL MACHINERY	3332	176	1,249,727,579
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	630	4,505,652,425
COMPUTERS & ELECTRONICS	334	702	10,626,899,502
COMPUTER HARDWARE	3341	53	776,247,395
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	79	637,449,293
AUDIO & VIDEO EQUIPMENT	3343	43	190,775,440
SEMICONDUCTORS	3344	121	3,059,108,116
INSTRUMENTS	3345	311	5,875,248,866
SOFTWARE, OTHER MAGNETIC & OPTICAL MEDIA	3346	95	88,070,392
ELECTRICAL EQUIPMENT & APPLIANCES	335	235	2,618,138,480
LIGHTING EQUIPMENT	3351	81	650,762,316
HOUSEHOLD APPLIANCES	3352	19	15,305,666
OTHER ELECTRIC EQUIPMENT	3353, 3359	135	1,952,070,498
TRANSPORTATION EQUIPMENT	336	651	71,525,086,423
MOTOR VEHICLES & PARTS	3361, 3362, 3363	162	1,515,970,149
AIRCRAFT, AEROSPACE & PARTS	3364	152	68,418,761,550
SHIPS & BOATS	3366	263	1,482,385,317
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	74	107,969,407
FURNITURE & RELATED PRODUCTS	337	907	1,575,252,397
OTHER MANUFACTURING	339	2,869	4,415,320,400
OTHER MEDICAL EQUIP & SUPPLIES	339112-339115	174	495,901,107
DENTAL LABORATORIES	339116	395	181,720,222
SPORTING AND ATHLETIC GOODS	33992	223	781,152,322
ALL OTHER MISCELLANEOUS MFG	3399 not listed above	2,077	2,956,546,749
WHOLESALE TRADE	42	22,776	158,465,723,124
DURABLE GOODS	423	11,806	76,044,909,616
MOTOR VEHICLES & PARTS	4231	964	12,658,892,733
FURNITURE & HOME FURNISHINGS	4232	680	1,989,448,064
LUMBER & CONSTRUCTION MATERIALS	4233	934	7,676,915,883
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	2,076	13,448,848,449
METAL & MINERAL (except Petroleum)	4235	397	3,082,291,686
ELECTRICAL EQUIPMENT	4236	1,455	10,363,490,894
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	685	3,901,686,898
MACHINERY & EQUIPMENT	4238	2,447	14,901,905,793
SPORTING & RECREATIONAL GOODS & SUPPL	423910	554	1,519,661,682
TOY & HOBBY GOODS & SUPPLIES	423920	189	2,783,398,780
OTHER MISCELLANEOUS DURABLE GOODS	423930, 423940, 423990	1,425	3,718,368,754
NONDURABLE GOODS:	424	10,385	81,261,244,587
PAPER & PAPER PRODUCTS	4241	420	2,736,793,518
DRUGS & SUNDRIES	4242	520	9,842,771,759
APPAREL	4243	710	4,474,978,933
FOOD PRODUCTS	4244	2,809	33,345,113,579
FARM PRODUCTS	4245	475	3,675,100,447
CHEMICALS & PLASTICS	4246	570	3,270,948,633
PETROLEUM PRODUCTS	4247	204	7,374,708,210
BEER & ALE	424810	191	989,148,148
WINE & DISTILLED ALCOHOLIC BEVERAGES	424820	825	4,456,420,228
FARM SUPPLIES	42491	371	3,324,358,186
TOBACCO & TOBACCO PRODUCTS	42494	88	1,467,909,854
OTHER MISC NONDURABLE GOODS	4249 not listed above	3,202	6,302,993,092
ELECTRONIC MARKETS, AGENTS, BROKERS	425	585	1,159,568,921

TABLE 1: WASHINGTON GROSS BUSINESS INCOME
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR 2016

INDUSTRY	NAICS	UNITS	CALENDAR YEAR 2016
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>57,825</u>	<u>137,529,497,722</u>
MOTOR VEHICLES & PARTS	441	3,530	27,586,018,451
NEW & USED AUTO DEALERS	4411	1,495	21,402,912,182
RV, BOAT, MOTORCYCLE DEALERS	4412	684	2,556,909,756
AUTOMOTIVE PARTS & TIRES	4413	1,351	3,626,196,513
FURNITURE & HOME FURNISHINGS	442	2,098	3,458,166,780
ELECTRONICS & APPLIANCES	443	2,833	6,569,585,009
HOUSEHOLD APPLIANCES	443141	233	643,470,181
ELECTRONIC STORES	443142	2,600	5,926,114,828
BLDG. MATERIALS, GARDEN SUPPLIES	444	2,976	9,802,314,569
BUILDING MATERIALS	4441	1,758	8,488,561,057
LAWN & GARDEN SUPPLIES	4442	1,218	1,313,753,512
FOOD & BEVERAGES (OFF-PREMISES)	445	4,448	16,671,378,732
GROCERY & CONVENIENCE STORES	4451	2,218	14,766,650,696
OTHER FOOD STORES/SPECIALTY FOODS	4452	1,498	1,380,614,617
BEER, WINE AND LIQUOR STORES	4453	732	524,113,419
DRUG STORES & PERSONAL CARE STORES	446	3,461	9,595,356,293
GAS STATIONS (INCL. CONVENIENCE STORES)	447	1,617	8,743,676,216
APPAREL & ACCESSORIES	448	5,080	5,652,024,680
CLOTHING STORES	4481	3,739	4,586,842,961
SHOE STORES	4482	162	400,217,418
JEWELRY & LUGGAGE STORES	4483	1,179	664,964,301
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	4,109	3,619,459,844
SPORTING GOODS	45111	1,817	2,203,873,047
HOBBY & TOY STORES	45112	709	543,395,792
SEWING SUPPLIES	45113	324	166,123,709
MUSICAL INSTRUMENTS	45114	254	153,364,699
BOOK, PERIODICAL & MUSIC STORES	45121	1,005	552,702,597
DEPARTMENT STORES	4521	27	3,419,427,928
GENERAL MERCHANDISE STORES	4529	332	22,657,171,018
E-COMMERCE & MAIL ORDER	4541	2,591	6,132,369,707
MISCELLANEOUS RETAILERS	453, 4542, 4543	24,723	13,622,548,495
<u>TRANSPORTATION</u>	<u>48-492</u>	<u>13,380</u>	<u>12,266,503,396</u>
AIR TRANSPORTATION	481	80	103,029,141
RAILROADS	482	15	169,928,808
WATER TRANSPORTATION	483	78	290,951,241
TRUCK TRANSPORTATION	484	6,752	5,111,279,332
TRANSIT & GROUND PASSENGER TRANSPORT	485	2,798	743,366,865
PIPELINE TRANSPORTATION	486	8	89,681,680
SCENIC & SIGHTSEEING TRANSPORTATION	487	392	158,623,193
SUPPORT ACTIVITIES FOR TRANSPORTATION	488	1,628	5,007,595,002
POSTAL SERVICE, COURIERS AND MESSENGERS	491, 492	1,629	592,048,134
WAREHOUSING & STORAGE	493	281	1,087,778,769
<u>INFORMATION</u>	<u>51</u>	<u>6,508</u>	<u>24,076,166,988</u>
PUBLISHING (EXCEPT INTERNET)	511	1,627	5,092,495,505
NEWSPAPERS	51111	133	462,660,338
BOOKS & PERIODICALS	51112, 51113	726	484,001,900
SOFTWARE	5112	552	3,774,037,177
OTHER PUBLISHERS	51114, 51119	216	371,796,090
MOTION PICTURE PRODUCTION	512	1,977	1,014,724,563
RADIO & TV BROADCASTING, CABLE TV	515	187	2,103,097,068
TELEPHONE & TELECOMMUNICATIONS	517	849	12,094,040,172
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	1,128	2,237,222,902
OTHER INFORMATION SERVICES	519	740	1,534,586,778
<u>FINANCE, INSURANCE, REAL ESTATE</u>	<u>52-53</u>	<u>19,917</u>	<u>45,092,215,217</u>
BANKS & CREDIT UNIONS	522	2,008	18,108,867,082
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	2,794	6,189,494,858
INSURANCE AGENTS & BROKERS	524	4,465	8,383,217,603
REAL ESTATE AGENTS & BROKERS	531	7,891	5,632,377,956
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	2,587	6,197,412,262
LESSORS OF NONFINANCIAL INTANGIBLES	533	172	580,846,056

TABLE 1: WASHINGTON GROSS BUSINESS INCOME
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR 2016

INDUSTRY	NAICS	UNITS	CALENDAR YEAR 2016
<u>BUSINESS, PERSONAL AND OTHER SERVICES</u>	<u>54-92</u>	<u>192,463</u>	<u>158,417,319,235</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICE</u>	<u>54</u>	<u>63,091</u>	<u>58,401,959,245</u>
LEGAL SERVICES	5411	7,074	5,115,640,087
ACCOUNTING SERVICES	5412	6,743	6,532,683,206
ARCHITECTURAL SERVICES	54131	1,756	1,774,979,064
ENGINEERING SERVICES	54133	2,618	6,175,182,308
OTHER RELATED SERVICES	54132, 54134-54138	2,001	714,809,015
SPECIALIZED DESIGN SERVICES	5414	5,147	1,000,561,324
COMPUTER SYSTEM DESIGN SERVICES	5415	9,429	19,595,522,707
CONSULTING SERVICES	5416	15,608	9,533,324,351
SCIENTIFIC RESEARCH & DEVELOPMENT SERVICE	5417	863	2,601,386,740
ADVERTISING & PUBLIC RELATIONS	5418	1,586	1,416,314,861
OTHER PROFESSIONAL SERVICES	5419	10,266	3,941,555,582
<u>MANAGEMENT SERVICES</u>	<u>55</u>	<u>570</u>	<u>834,021,916</u>
ADMINISTRATIVE & SUPPORT SERVICES	561	28,356	16,480,722,918
EMPLOYMENT SERVICES	5613	1,375	3,343,998,562
TRAVEL SERVICES	5615	931	997,976,752
INVESTIGATION & SECURITY SERVICES	5616	1,171	1,297,908,367
BUILDING SERVICES & JANITORIAL	5617	17,980	3,174,058,777
OTHER	5611, 5612, 5614, 5619	6,899	7,666,780,460
WASTE TREATMENT/ COLLECTION	562	667	3,754,370,263
<u>SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)</u>	<u>61</u>	<u>8,349</u>	<u>2,609,302,883</u>
<u>HEALTH SERVICES</u>	<u>62</u>	<u>26,230</u>	<u>43,881,327,739</u>
AMBULATORY HEALTH CARE SERVICES	621	20,379	21,815,229,018
PHYSICIANS	6211	3,669	8,690,012,146
DENTISTS	6212	3,488	3,571,365,754
OTHER HEALTH PRACTITIONERS	6213	11,463	3,289,390,463
OUTPATIENT CARE CENTERS	6214	929	3,279,115,805
MEDICAL & DIAGNOSTIC LABORATORIES	6215	231	1,216,104,637
HOME HEALTH CARE	6216	361	1,118,129,788
OTHER AMBULATORY HEALTH CARE	6219	238	651,110,425
HOSPITALS	622	115	17,809,305,526
NURSING & RETIREMENT HOMES	623	855	2,576,573,810
SOCIAL SERVICES & DAY CARE	624	4,881	1,680,219,385
<u>ARTS, ENTERTAINMENT, & RECREATION</u>	<u>71</u>	<u>10,173</u>	<u>3,621,460,358</u>
PERFORMING ARTS, SPECTATOR SPORTS	711	5,943	1,474,240,146
MUSEUMS, HISTORICAL SITES, ETC.	712	158	111,013,437
AMUSEMENT, GAMBLING, RECREATION	713	4,072	2,036,206,775
ACCOMMODATIONS	721	3,600	3,769,306,114
RESTAURANTS, FOOD SERVICES	7223, 7225	14,782	14,063,241,491
DRINKING PLACES	7224	1,247	975,068,789
AUTO REPAIR & SERVICES	8111	6,666	2,901,635,412
OTHER REPAIR SERVICES	8112, 8113, 8114	6,095	2,244,027,102
PERSONAL SERVICES	812	20,190	3,477,944,734
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	13,771	1,472,785,996
DEATH CARE SERVICES	8122	235	219,960,834
LAUNDRY & DRY CLEANING	8123	845	454,575,998
OTHER PERSONAL SERVICES	8129	5,339	1,330,621,906
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	2,062	800,454,194
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>605</u>	<u>616,018,450</u>
TOTAL ALL INDUSTRIES		384,264	784,051,925,219

NOTE:

A change in the filing requirements became effective July 1, 2015 on the exemption from business and occupation tax on certain manufacturing dairy, fruit and vegetable, and seafood products. Manufacturers must now report their income on the combined excise tax return. This is reflected in the reporting primarily on NAICS 3114, 3115 and 3117.

The manufacturers also take a deduction for the exempt amounts, resulting in no taxable activity.

**TABLE 2: SUMMARY OF EXCISE TAX RETURNS
AMOUNTS REPORTED BY TAX TYPE AND LINE CODE
CALENDAR YEAR 2016 (\$000)**

STATE BUSINESS AND OCCUPATION TAX							
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
1	Extracting, Extracting for Hire	16	290,276	8,472	281,804	0.004840	1,364
2	Processing Meat-Whlse, Mfg. Wheat into Flour Raw Seafood, Soybean, and Canola Proc.	30	6,693,929	356,565	6,337,364	0.001380	8,746
3	Travel Agent Commissions; International Charter Freight, Brokers and Stevedoring	28	6,081,029	1,193,130	4,887,900	0.002750	13,442
4	Insurance Agents/Brokers; Child Care	14	2,769,841	294,744	2,475,097	0.004840	11,979
5	Splitting or Processing Dried Peas; Presc. Drug Warehousing; Manufacturing Dairy Products	21	6,328,872	101,833	6,227,039	0.001380	8,593
6	Processing for Hire/Printing and Publishing	10	2,028,787	103,798	1,924,989	0.004840	9,317
7	Manufacturing	7	25,177,184	831,559	24,345,626	0.004840	117,833
8	Royalties	80	2,237,289	235,584	2,001,705	0.015000	30,026
9	Wholesaling	3	221,816,979	74,442,138	147,374,841	0.004840	713,294
10	Warehousing, Radio and TV Broadcasting; Public Road Construction/Gov't Contracting	11	6,089,956	802,157	5,287,799	0.004840	25,593
11	Public or Nonprofit Hospitals	55	13,079,057	3,295,390	9,783,667	0.015000	146,755
12	For Profit Hospitals, Scientific R&D	135	2,946,622	2,039,761	906,861	0.015000	13,603
13	Cleanup of Radioactive Waste for U.S. Gov't Environmental Remedial Action	83	2,890,889	1,609	2,889,281	0.004710	13,609
14	Service & Other Activities	4	142,090,698	33,500,128	108,590,570	0.015000	1,628,859
15	Gambling Contests of Chance (\$50,000 per year or greater)	192	535,162	188,532	346,630	0.016300	5,650
16	Retailing of Interstate Transportation Equip.	19	1,929,184	463,739	1,465,445	0.004840	7,093
17	Retailing	2	231,606,537	39,350,765	192,255,772	0.004710	905,525
18	Non-Mfg Aerospace Product Development	188	337,204	24,876	312,327	0.009000	2,811
19	FAR Part 145 Repair Stations	189	395,848	44,592	351,256	0.002904	1,020
20	Mfg. of Aluminum/Solar Energy/FAR	190	269,543	0	269,543	0.002904	783
21	Wholesaling of Aluminum/Solar Energy	191	D	D	D	0.002904	D
22	Manufacturing of Solar Energy	127	29,409	3,898	25,511	0.002750	70
23	Wholesaling of Solar Energy	128	156,666	37,929	118,737	0.002750	327
24	Mfg. of Commercial Airplanes or Components	195	4,160,178	16,788	4,143,389	0.002904	12,032
25	Whlse of Commercial Airplanes or Components	196	18,671,993	3,663,370	15,008,623	0.002904	43,585
26	Retailing of Commercial Airplanes or Components	197	44,964,446	3,142,890	41,821,556	0.002904	121,450
27	Publication of Newspapers	126	458,795	2,600	456,195	0.003500	1,597
28	Parimutuel Wagering	193	84,727	69,451	15,275	0.001300	20
29	Processing for Hire Timber Products	300	332,699	844	331,855	0.003424	1,136
30	Extracting Timber, Extracting for Hire Timber	301	392,268	20,588	371,680	0.003424	1,273
31	Manufacturing of Timber or Wood Products	302	4,245,237	374,542	3,870,695	0.003424	13,253
32	Wholesaling of Timber or Wood Products	303	9,152,134	4,908,904	4,243,230	0.003424	14,529
33	Sale of Standing Timber	304	47,169	100	47,069	0.003424	161
34	Manufacturing of Semi-Conductors	607	D	D	D	0.002750	D
TOTAL B&O TAXES			758,290,608	169,521,278	588,769,330		3,875,325
STATE SALES TAX AND USE TAX							
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
35	Retail Sales Tax	1	232,626,915	86,221,506	146,405,408	0.065000	9,516,352
36	Use Tax	5	6,249,821	0	6,249,821	0.065000	406,238
TOTAL STATE SALES/USE TAX			238,876,736	86,221,506	152,655,230		9,922,590

**TABLE 2: SUMMARY OF EXCISE TAX RETURNS
AMOUNTS REPORTED BY TAX TYPE AND LINE CODE
CALENDAR YEAR 2016 (\$000)**

STATE PUBLIC UTILITY TAX								
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE	
37	Water Distribution	60	1,362,742	100,548	1,262,195	0.050290	63,476	
38	Sewer Collection	61	687,100	280,074	407,026	0.038520	15,679	
39	Power	49	8,800,839	2,016,893	6,783,946	0.038734	262,769	
40	Gas Dist., Telegraph	26	1,304,301	8,707	1,295,594	0.038520	49,906	
41	Motor Transportation, Railroad, Railroad Car	8	5,292,139	3,542,001	1,750,138	0.019260	33,708	
42	Log Hauling Over Public Highways	125	207,367	86,535	120,832	0.013696	1,655	
43	Urban Transportation/Vessels Under 65 Feet	12	1,072,482	354,201	718,281	0.006420	4,611	
44	Other Public Service	13	1,240,965	969,054	271,910	0.019260	5,237	
TOTAL PUBLIC UTILITY TAXES			19,967,935	7,358,013	12,609,922		437,041	
OTHER TAXES								
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE	
45	Motor Vehicle Sales/Leases	120	13,344,140	0	13,344,140	0.003000	40,032	
46	Litter Tax	36	75,029,354	0	75,029,354	0.000150	11,254	
47	Tobacco Products	20	30,157	0	30,157	0.950000	28,649	
48	Cigar Tax (\$0.67 or more)	194	Cigars	0	2,116	\$.65 /Cigar	1,376	
49	Little Cigar Tax	198	Cigars	0	30,216	\$.65 /Cigar	4,570	
50	Moist Snuff (1.2 oz. or less)	162	Units	0	42,249	\$ 2.52 /Unit	106,722	
51	Moist Snuff (more than 1.2 oz.)	163	Units	0	595	\$ 2.10 /Unit	1,251	
52	Spirit Sales to Licensees	251	153,145	3,549	149,596	0.137000	20,495	
53	Spirit Sales to Consumers	252	609,478	231	609,247	0.205000	124,896	
54	Spirits Liter Sales to Licensees	253	Liters	0	9,496	\$ 2.4408/Liter	23,179	
55	Spirits Liter Sales to Consumers	254	Liters	0	33,484	\$ 3.7708/Liter	126,260	
56	Refuse Collection	64	1,782,527	565,903	1,216,623	0.036000	43,798	
57	Petroleum Products Tax	57	13,108,348	3,576,418	9,531,929	0.003000	28,596	
58	Hazardous Substance	65	17,448,589	508,540	16,940,049	0.007000	118,580	
59	IMR	79	156,151	0	156,151	0.060000	9,369	
60	Solid Fuel Burning Device Fee	59	Devices	0	7	\$ 30.00 /Device	225	
61	Syrup Tax	54	Gallons	0	8,111	\$ 1.00 /Gal	8,111	
62	Tire Fee	73	Tires	0	4,653	\$.90 /Tire	4,188	
63	Studded Tire	77	Studded Tires	0	91	\$.90 /Tire	407	
64	State/Local Enhanced 911, TRS, WTAP	793	Switch Lines	0	14,646	\$.95 /LINE	13,914	
65	Wireless State/Local Enhanced 911 Tax	794	Radio Lines	0	63,708	\$.95 /LINE	60,523	
66	VOIP State/Local Enhanced 911 Tax	795	VOIP Lines	0	12,207	\$.95 /LINE	11,596	
67	E911 Prepaid Wireless	796	Prepaid Lines	1	10,606	\$.95 /LINE	10,075	
TOTAL OTHER TAXES							798,068	
TOTAL STATE TAXES**							\$15,033,025	

D - Indicates data cannot be disclosed because the total taxpayer count has fewer than statutory requirement.

N/A - Not applicable. Fund limit reached. Tax temporarily not due.

NOTE: City, county and transit sales/use taxes are reported in the Local Tax Distributions report.

NOTE: Enhanced 911 taxes include a state and local portion.

Table 3-A
County Taxable Retail Sales Comparing
Calendar Year 2015 to Calendar Year 2016
(Dollars in Thousands)

County	Calendar Year 2015	Calendar Year 2016	Percent Change
Adams	\$273,181	\$285,797	4.6%
Asotin	\$285,849	\$302,552	5.8%
Benton	\$3,612,773	\$3,789,870	4.9%
Chelan	\$1,783,537	\$2,018,134	13.2%
Clallam	\$1,087,772	\$1,169,064	7.5%
Clark	\$6,007,338	\$6,506,819	8.3%
Columbia	\$68,329	\$60,541	-11.4%
Cowlitz	\$1,481,082	\$1,584,968	7.0%
Douglas	\$797,870	\$858,724	7.6%
Ferry	\$47,668	\$50,560	6.1%
Franklin	\$1,315,962	\$1,428,478	8.6%
Garfield	\$27,372	\$29,128	6.4%
Grant	\$1,766,672	\$1,773,257	0.4%
Grays Harbor	\$930,431	\$980,663	5.4%
Island	\$875,763	\$996,715	13.8%
Jefferson	\$427,609	\$477,959	11.8%
King	\$54,890,160	\$59,530,883	8.5%
Kitsap	\$3,840,655	\$4,156,672	8.2%
Kittitas	\$851,342	\$977,036	14.8%
Klickitat	\$262,716	\$263,598	0.3%
Lewis	\$1,181,593	\$1,288,446	9.0%
Lincoln	\$114,128	\$108,148	-5.2%
Mason	\$601,505	\$640,468	6.5%
Okanogan	\$598,312	\$618,975	3.5%
Pacific	\$238,192	\$237,883	-0.1%
Pend Oreille	\$127,149	\$133,793	5.2%
Pierce	\$13,846,294	\$14,878,551	7.5%
San Juan	\$443,040	\$480,071	8.4%
Skagit	\$2,540,703	\$2,723,742	7.2%
Skamania	\$104,095	\$114,110	9.6%
Snohomish	\$12,641,938	\$13,618,315	7.7%
Spokane	\$8,512,330	\$9,108,290	7.0%
Stevens	\$408,653	\$452,558	10.7%
Thurston	\$4,523,207	\$4,910,758	8.6%
Wahkiakum	\$29,353	\$29,914	1.9%
Walla Walla	\$851,542	\$897,024	5.3%
Whatcom	\$3,677,540	\$3,884,391	5.6%
Whitman	\$672,380	\$723,278	7.6%
Yakima	\$3,628,269	\$3,804,279	4.9%
Total	\$135,374,306	\$145,894,413	7.8%

TABLE 3: TAXABLE RETAIL SALES FOR ADAMS AND ASOTIN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	ADAMS*	UNITS	ASOTIN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,209</u>	<u>\$96,094,189</u>	<u>2,296</u>	<u>\$178,756,587</u>
MOTOR VEHICLES & PARTS	441	115	13,969,788	106	13,786,621
NEW & USED AUTO DEALERS	4411	18	2,968,404	22	5,773,420
RV, BOAT, MOTORCYCLE DEALERS	4412	18	70,527	24	3,167,421
AUTOMOTIVE PARTS & TIRE	4413	79	10,930,857	60	4,845,780
FURNITURE & HOME FURNISHING	442	104	1,398,667	112	2,562,802
ELECTRONICS & APPLIANCE STORES	443	171	3,664,769	170	4,143,603
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	128	10,216,821	89	7,729,810
BUILDING MATERIALS	4441	85	8,299,409	62	6,245,431
LAWN & GARDEN SUPPLIES & EQUIP.	4442	43	1,917,412	27	1,484,379
FOOD & BEVERAGE STORES	445	40	3,950,403	49	9,089,773
GROCERY & CONVENIENCE STORES	4451	12	3,911,773	8	8,186,466
OTHER FOOD & BEVERAGE STORES	4452, 4453	28	38,630	41	903,307
DRUG/HEALTH STORES	446	170	1,472,097	211	10,038,997
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	27	16,372,716	3	67,083
APPAREL & ACCESSORIES	448	190	1,023,804	210	1,443,419
CLOTHING & SHOE STORES	4481, 4482	176	1,009,007	193	1,396,212
JEWELRY & LUGGAGE STORES	4483	14	14,797	17	47,207
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	207	1,191,089	238	3,295,665
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	149	1,025,798	187	3,058,463
BOOK STORES & NEWS DEALERS	4512	58	165,291	51	237,202
GENERAL MERCHANDISE STORES	452	27	25,135,663	28	114,168,805
DEPARTMENT STORES	4521	4	342,560	4	240,420
GENERAL MERCHANDISE STORES	4529	23	24,793,103	24	113,928,385
E-COMMERCE & MAIL ORDER	4541	274	4,876,858	318	5,414,686
MISCELLANEOUS RETAILERS	453, 4542, 4543	756	12,821,514	762	7,015,323
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>19</u>	<u>532,904</u>	<u>12</u>	<u>79,373</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>184,297</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>8</u>	<u>1,115,787</u>	<u>5</u>	<u>133,873</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>707</u>	<u>64,212,604</u>	<u>437</u>	<u>35,280,001</u>
CONSTRUCTION OF BUILDINGS	236	139	32,218,215	117	14,664,006
HEAVY CONSTRUCTION & HIGHWAYS	237	52	7,988,971	29	3,378,722
SPECIAL TRADE CONTRACTORS	238	516	24,005,418	291	17,237,273
<u>MANUFACTURING</u>	<u>31-33</u>	<u>338</u>	<u>9,638,546</u>	<u>360</u>	<u>5,124,758</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,114</u>	<u>46,957,816</u>	<u>1,081</u>	<u>16,670,577</u>
DURABLE GOODS	423	792	39,248,013	758	11,312,747
NONDURABLE GOODS	424	315	7,581,351	318	5,323,685
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	128,452	5	34,145
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>27</u>	<u>1,425,659</u>	<u>17</u>	<u>840,310</u>
<u>INFORMATION</u>	<u>51</u>	<u>264</u>	<u>10,813,291</u>	<u>286</u>	<u>11,242,455</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>68</u>	<u>2,267,744</u>	<u>60</u>	<u>1,380,722</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>166</u>	<u>8,045,875</u>	<u>132</u>	<u>4,813,096</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>278</u>	<u>3,844,288</u>	<u>272</u>	<u>2,681,333</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>328</u>	<u>4,323,291</u>	<u>304</u>	<u>6,189,423</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>27</u>	<u>1,073,281</u>	<u>40</u>	<u>2,943,977</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>72</u>	<u>22,213,496</u>	<u>53</u>	<u>31,333,835</u>
ACCOMMODATIONS	721	11	3,428,107	10	6,077,715
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	61	18,785,389	43	25,256,120
<u>OTHER SERVICES</u>	<u>81</u>	<u>234</u>	<u>12,993,949</u>	<u>171</u>	<u>4,959,320</u>
REPAIR & MAINTENANCE	811	168	11,325,890	102	3,310,027
PERSONAL SERVICE	812	44	1,541,084	45	1,093,609
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	22	126,975	24	555,684
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>8</u>	<u>60,031</u>	<u>5</u>	<u>43,930</u>
TOTAL ALL INDUSTRIES		5,873	\$285,797,048	5,533	\$302,552,381

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR BENTON AND CHELAN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	BENTON*	UNITS	CHELAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>6,268</u>	<u>\$1,915,078,782</u>	<u>5,033</u>	<u>\$742,367,339</u>
MOTOR VEHICLES & PARTS	441	308	453,692,388	230	161,381,740
NEW & USED AUTO DEALERS	4411	84	352,381,102	50	119,795,061
RV, BOAT, MOTORCYCLE DEALERS	4412	62	46,576,464	50	14,608,184
AUTOMOTIVE PARTS & TIRE	4413	162	54,734,822	130	26,978,495
FURNITURE & HOME FURNISHING	442	291	72,978,922	236	28,601,382
ELECTRONICS & APPLIANCE STORES	443	495	94,374,957	410	37,103,657
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	291	184,023,376	251	124,558,021
BUILDING MATERIALS	4441	199	163,344,799	176	118,781,229
LAWN & GARDEN SUPPLIES & EQUIP.	4442	92	20,678,577	75	5,776,792
FOOD & BEVERAGE STORES	445	192	92,132,862	175	62,803,768
GROCERY & CONVENIENCE STORES	4451	49	79,861,841	47	50,463,808
OTHER FOOD & BEVERAGE STORES	4452, 4453	143	12,271,021	128	12,339,960
DRUG/HEALTH STORES	446	489	67,551,462	397	20,908,299
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	50	55,166,052	35	22,798,657
APPAREL & ACCESSORIES	448	541	136,955,605	436	28,906,705
CLOTHING & SHOE STORES	4481, 4482	456	121,396,377	376	26,094,147
JEWELRY & LUGGAGE STORES	4483	85	15,559,228	60	2,812,558
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	611	79,994,604	487	29,152,205
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	477	68,572,883	382	25,128,584
BOOK STORES & NEWS DEALERS	4512	134	11,421,721	105	4,023,621
GENERAL MERCHANDISE STORES	452	66	469,295,018	43	126,565,142
DEPARTMENT STORES	4521	10	146,087,935	6	37,236,015
GENERAL MERCHANDISE STORES	4529	56	323,207,083	37	89,329,127
E-COMMERCE & MAIL ORDER	4541	624	57,626,787	538	25,518,194
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,310	151,286,749	1,795	74,069,569
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>65</u>	<u>1,703.438</u>	<u>60</u>	<u>2,313,084</u>
<u>MINING</u>	<u>21</u>	<u>14</u>	<u>1,009,308</u>	<u>12</u>	<u>789,498</u>
<u>UTILITIES</u>	<u>22</u>	<u>20</u>	<u>2,580.620</u>	<u>16</u>	<u>1,004,236</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,198</u>	<u>609,382.163</u>	<u>1,781</u>	<u>506,169,022</u>
CONSTRUCTION OF BUILDINGS	236	591	346,599,813	555	279,439,804
HEAVY CONSTRUCTION & HIGHWAYS	237	96	33,960,182	83	78,105,935
SPECIAL TRADE CONTRACTORS	238	1,511	228,822,168	1,143	148,623,283
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,385</u>	<u>62,795.825</u>	<u>1,095</u>	<u>50,850,901</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>3,081</u>	<u>258,298.462</u>	<u>2,430</u>	<u>162,401,074</u>
DURABLE GOODS	423	2,146	204,004,665	1,703	132,714,583
NONDURABLE GOODS	424	908	53,728,708	710	29,419,332
ELECTRONIC MARKETS, AGENTS & BROKERS	425	27	565,089	17	267,159
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>71</u>	<u>4,704.382</u>	<u>69</u>	<u>6,682,029</u>
<u>INFORMATION</u>	<u>51</u>	<u>686</u>	<u>145,410.468</u>	<u>563</u>	<u>72,141,826</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>156</u>	<u>29,154.951</u>	<u>117</u>	<u>5,738,725</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>448</u>	<u>68,808.649</u>	<u>425</u>	<u>54,929,826</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>1,080</u>	<u>70,722.991</u>	<u>812</u>	<u>31,533,232</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,164</u>	<u>81,593.389</u>	<u>847</u>	<u>46,155,668</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>211</u>	<u>38,582.219</u>	<u>170</u>	<u>20,928,616</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>489</u>	<u>400,526.414</u>	<u>576</u>	<u>265,683,092</u>
ACCOMMODATIONS	721	53	59,400,916	283	111,574,813
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	436	341,125,498	293	154,108,279
<u>OTHER SERVICES</u>	<u>81</u>	<u>847</u>	<u>99,256.669</u>	<u>637</u>	<u>48,155,689</u>
REPAIR & MAINTENANCE	811	541	79,593,854	407	39,768,576
PERSONAL SERVICE	812	233	17,838,870	158	7,075,802
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	73	1,823,945	72	1,311,311
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>17</u>	<u>260.967</u>	<u>19</u>	<u>290,434</u>
TOTAL ALL INDUSTRIES		18,200	\$3,789,869,697	14,662	\$2,018,134,291

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR CLALLAM AND CLARK COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	CLALLAM*	UNITS	CLARK*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,659</u>	<u>\$565,046,732</u>	<u>8,455</u>	<u>\$2,910,236,477</u>
MOTOR VEHICLES & PARTS	441	187	116,764,170	351	610,081,154
NEW & USED AUTO DEALERS	4411	29	88,432,456	77	479,543,749
RV, BOAT, MOTORCYCLE DEALERS	4412	38	6,517,837	65	31,179,592
AUTOMOTIVE PARTS & TIRE	4413	120	21,813,877	209	99,357,813
FURNITURE & HOME FURNISHING	442	203	15,586,945	373	120,779,336
ELECTRONICS & APPLIANCE STORES	443	337	16,875,845	659	105,974,232
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	244	78,740,430	462	361,781,318
BUILDING MATERIALS	4441	164	67,131,056	313	319,640,514
LAWN & GARDEN SUPPLIES & EQUIP.	4442	80	11,609,374	149	42,140,804
FOOD & BEVERAGE STORES	445	129	50,408,116	335	205,708,512
GROCERY & CONVENIENCE STORES	4451	33	47,317,002	99	184,743,886
OTHER FOOD & BEVERAGE STORES	4452, 4453	96	3,091,114	236	20,964,626
DRUG/HEALTH STORES	446	361	24,429,795	614	137,595,681
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	29	20,965,388	107	93,748,401
APPAREL & ACCESSORIES	448	403	9,693,008	688	135,030,193
CLOTHING & SHOE STORES	4481, 4482	334	8,494,208	561	120,062,504
JEWELRY & LUGGAGE STORES	4483	69	1,198,800	127	14,967,689
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	464	15,300,939	719	73,416,948
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	351	13,294,922	548	62,649,539
BOOK STORES & NEWS DEALERS	4512	113	2,006,017	171	10,767,409
GENERAL MERCHANDISE STORES	452	50	145,899,109	67	684,551,297
DEPARTMENT STORES	4521	6	13,270,476	9	140,676,887
GENERAL MERCHANDISE STORES	4529	44	132,628,633	58	543,874,410
E-COMMERCE & MAIL ORDER	4541	544	24,403,827	826	125,961,813
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,708	45,979,160	3,254	255,607,592
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>52</u>	<u>1,421,601</u>	<u>138</u>	<u>3,360,258</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>699,932</u>	<u>10</u>	<u>2,433,191</u>
<u>UTILITIES</u>	<u>22</u>	<u>13</u>	<u>198,693</u>	<u>17</u>	<u>8,555,592</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,264</u>	<u>200,928,178</u>	<u>4,457</u>	<u>1,257,283,527</u>
CONSTRUCTION OF BUILDINGS	236	376	99,989,344	1,387	573,055,804
HEAVY CONSTRUCTION & HIGHWAYS	237	66	21,655,888	149	84,575,236
SPECIAL TRADE CONTRACTORS	238	822	79,282,946	2,921	599,652,487
<u>MANUFACTURING</u>	<u>31-33</u>	<u>969</u>	<u>22,416,652</u>	<u>1,910</u>	<u>91,406,466</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,150</u>	<u>66,114,766</u>	<u>3,755</u>	<u>397,147,708</u>
DURABLE GOODS	423	1,472	51,686,407	2,556	323,340,242
NONDURABLE GOODS	424	663	14,256,601	1,166	73,138,207
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	171,758	33	669,259
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>67</u>	<u>3,521,699</u>	<u>148</u>	<u>17,834,674</u>
<u>INFORMATION</u>	<u>51</u>	<u>515</u>	<u>52,170,622</u>	<u>892</u>	<u>345,937,149</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>110</u>	<u>6,381,273</u>	<u>184</u>	<u>65,924,352</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>309</u>	<u>14,567,404</u>	<u>600</u>	<u>143,585,492</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>672</u>	<u>17,047,519</u>	<u>1,696</u>	<u>106,385,877</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>779</u>	<u>26,914,740</u>	<u>2,005</u>	<u>186,452,767</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>179</u>	<u>5,853,536</u>	<u>373</u>	<u>65,914,379</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>381</u>	<u>144,342,043</u>	<u>850</u>	<u>712,424,436</u>
ACCOMMODATIONS	721	152	39,391,283	53	84,558,204
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	229	104,950,760	797	627,866,232
<u>OTHER SERVICES</u>	<u>81</u>	<u>606</u>	<u>40,654,643</u>	<u>1,629</u>	<u>190,522,391</u>
REPAIR & MAINTENANCE	811	403	35,027,245	1,004	154,803,649
PERSONAL SERVICE	812	142	4,440,684	522	33,254,776
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	61	1,186,714	103	2,463,966
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>12</u>	<u>784,134</u>	<u>20</u>	<u>1,414,229</u>
TOTAL ALL INDUSTRIES		12,743	\$1,169,064,167	27,139	\$6,506,818,965

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR COLUMBIA AND COWLITZ COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	COLUMBIA*	UNITS	COWLITZ*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,214</u>	<u>\$12,576,505</u>	<u>4,718</u>	<u>\$825,838,922</u>
MOTOR VEHICLES & PARTS	441	39	948,242	220	257,078,899
NEW & USED AUTO DEALERS	4411	5	382,415	39	206,004,854
RV, BOAT, MOTORCYCLE DEALERS	4412	6	74,503	37	12,215,738
AUTOMOTIVE PARTS & TIRE	4413	28	491,324	144	38,858,307
FURNITURE & HOME FURNISHING	442	55	463,603	215	18,563,312
ELECTRONICS & APPLIANCE STORES	443	92	776,227	362	22,076,952
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	57	1,749,067	289	101,505,804
BUILDING MATERIALS	4441	38	1,558,148	204	82,865,684
LAWN & GARDEN SUPPLIES & EQUIP.	4442	19	190,919	85	18,640,120
FOOD & BEVERAGE STORES	445	15	1,914,230	126	54,292,940
GROCERY & CONVENIENCE STORES	4451	5	1,888,593	33	48,009,161
OTHER FOOD & BEVERAGE STORES	4452, 4453	10	25,637	93	6,283,779
DRUG/HEALTH STORES	446	92	524,499	375	34,771,630
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	8	1,805,721	50	48,453,462
APPAREL & ACCESSORIES	448	126	141,003	368	13,626,491
CLOTHING & SHOE STORES	4481, 4482	118	139,790	328	8,711,014
JEWELRY & LUGGAGE STORES	4483	8	1,213	40	4,915,477
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	120	229,419	432	21,394,933
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	86	206,318	335	20,679,087
BOOK STORES & NEWS DEALERS	4512	34	23,101	97	715,846
GENERAL MERCHANDISE STORES	452	17	208,291	54	170,121,489
DEPARTMENT STORES	4521	4	85,053	9	42,633,257
GENERAL MERCHANDISE STORES	4529	13	123,238	45	127,488,232
E-COMMERCE & MAIL ORDER	4541	187	1,285,935	521	24,528,808
MISCELLANEOUS RETAILERS	453, 4542, 4543	406	2,530,268	1,706	59,424,202
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>10</u>	<u>193,359</u>	<u>58</u>	<u>1,259,340</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>13</u>	<u>2,946,079</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>54,416</u>	<u>16</u>	<u>650,664</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>230</u>	<u>17,279,771</u>	<u>2,033</u>	<u>238,423,428</u>
CONSTRUCTION OF BUILDINGS	236	55	4,646,251	486	74,733,866
HEAVY CONSTRUCTION & HIGHWAYS	237	12	6,870,697	95	67,541,064
SPECIAL TRADE CONTRACTORS	238	163	5,762,823	1,452	96,148,498
<u>MANUFACTURING</u>	<u>31-33</u>	<u>125</u>	<u>1,376,073</u>	<u>959</u>	<u>30,470,427</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>499</u>	<u>9,929,742</u>	<u>2,322</u>	<u>93,086,624</u>
DURABLE GOODS	423	333	7,115,821	1,644	73,390,281
NONDURABLE GOODS	424	161	2,792,753	656	19,583,306
ELECTRONIC MARKETS, AGENTS & BROKERS	425	5	21,168	22	113,037
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>11</u>	<u>220,419</u>	<u>84</u>	<u>4,939,460</u>
<u>INFORMATION</u>	<u>51</u>	<u>161</u>	<u>2,620,493</u>	<u>544</u>	<u>73,154,651</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>35</u>	<u>431,551</u>	<u>132</u>	<u>9,709,678</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>79</u>	<u>3,365,892</u>	<u>360</u>	<u>35,913,216</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>150</u>	<u>1,080,167</u>	<u>689</u>	<u>20,077,670</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>155</u>	<u>3,031,155</u>	<u>889</u>	<u>24,218,183</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>9</u>	<u>284,144</u>	<u>127</u>	<u>10,853,868</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>32</u>	<u>4,325,505</u>	<u>270</u>	<u>165,748,870</u>
ACCOMMODATIONS	721	9	1,891,741	54	19,993,921
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	23	2,433,764	216	145,754,949
<u>OTHER SERVICES</u>	<u>81</u>	<u>91</u>	<u>3,594,208</u>	<u>619</u>	<u>46,646,537</u>
REPAIR & MAINTENANCE	811	53	3,231,609	427	37,228,628
PERSONAL SERVICE	812	19	259,290	137	6,904,216
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	19	103,309	55	2,513,693
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>6</u>	<u>110,433</u>	<u>15</u>	<u>1,030,720</u>
TOTAL ALL INDUSTRIES		2,813	\$60,540,620	13,848	\$1,584,968,337

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR DOUGLAS AND FERRY COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	DOUGLAS*	UNITS	FERRY*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,947</u>	<u>\$430,458,647</u>	<u>1,479</u>	<u>\$20,765,135</u>
MOTOR VEHICLES & PARTS	441	132	103,309,620	72	3,307,953
NEW & USED AUTO DEALERS	4411	21	86,032,698	9	1,007,969
RV, BOAT, MOTORCYCLE DEALERS	4412	28	5,090,003	17	96,537
AUTOMOTIVE PARTS & TIRE	4413	83	12,186,919	46	2,203,447
FURNITURE & HOME FURNISHING	442	137	13,101,749	60	429,492
ELECTRONICS & APPLIANCE STORES	443	233	53,725,897	100	542,835
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	156	13,856,044	72	3,189,243
BUILDING MATERIALS	4441	113	12,570,649	48	2,277,575
LAWN & GARDEN SUPPLIES & EQUIP.	4442	43	1,285,395	24	911,668
FOOD & BEVERAGE STORES	445	79	16,007,926	18	2,650,132
GROCERY & CONVENIENCE STORES	4451	24	13,875,302	6	2,602,142
OTHER FOOD & BEVERAGE STORES	4452, 4453	55	2,132,624	12	47,990
DRUG/HEALTH STORES	446	234	9,099,430	112	1,083,429
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	10,126,093	13	4,174,913
APPAREL & ACCESSORIES	448	260	10,890,454	152	338,042
CLOTHING & SHOE STORES	4481, 4482	224	7,537,744	139	334,326
JEWELRY & LUGGAGE STORES	4483	36	3,352,710	13	3,716
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	293	16,659,969	163	322,699
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	223	16,537,224	130	294,753
BOOK STORES & NEWS DEALERS	4512	70	122,745	33	27,946
GENERAL MERCHANDISE STORES	452	39	131,175,938	17	249,166
DEPARTMENT STORES	4521	7	28,768,224	4	101,830
GENERAL MERCHANDISE STORES	4529	32	102,407,714	13	147,336
E-COMMERCE & MAIL ORDER	4541	359	9,853,047	225	2,193,855
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,011	42,652,480	475	2,283,376
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>27</u>	<u>323,806</u>	<u>14</u>	<u>207,681</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>171,443</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>13</u>	<u>585,738</u>	<u>D</u>	<u>D</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>952</u>	<u>120,473,146</u>	<u>188</u>	<u>10,114,620</u>
CONSTRUCTION OF BUILDINGS	236	264	26,286,516	39	1,278,371
HEAVY CONSTRUCTION & HIGHWAYS	237	54	24,010,430	16	5,398,770
SPECIAL TRADE CONTRACTORS	238	634	70,176,200	133	3,437,479
<u>MANUFACTURING</u>	<u>31-33</u>	<u>520</u>	<u>20,177,148</u>	<u>179</u>	<u>1,162,364</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,389</u>	<u>72,509,641</u>	<u>576</u>	<u>4,844,384</u>
DURABLE GOODS	423	955	63,342,095	390	3,801,239
NONDURABLE GOODS	424	425	9,121,205	182	1,042,207
ELECTRONIC MARKETS, AGENTS & BROKERS	425	9	46,341	4	938
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>39</u>	<u>2,474,730</u>	<u>6</u>	<u>63,857</u>
<u>INFORMATION</u>	<u>51</u>	<u>333</u>	<u>28,192,579</u>	<u>180</u>	<u>4,318,526</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>76</u>	<u>2,014,718</u>	<u>45</u>	<u>179,359</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>212</u>	<u>21,764,458</u>	<u>63</u>	<u>947,907</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>419</u>	<u>83,149,483</u>	<u>148</u>	<u>624,643</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>478</u>	<u>12,688,113</u>	<u>121</u>	<u>320,678</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>45</u>	<u>6,067,328</u>	<u>18</u>	<u>187,235</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>107</u>	<u>44,854,016</u>	<u>40</u>	<u>5,043,533</u>
ACCOMMODATIONS	721	15	2,498,047	16	1,982,633
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	92	42,355,969	24	3,060,900
<u>OTHER SERVICES</u>	<u>81</u>	<u>283</u>	<u>12,599,336</u>	<u>98</u>	<u>1,707,696</u>
REPAIR & MAINTENANCE	811	188	9,437,667	61	1,470,295
PERSONAL SERVICE	812	60	2,866,307	22	168,115
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	35	295,362	15	69,286
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>9</u>	<u>219,315</u>	<u>6</u>	<u>8,007</u>
TOTAL ALL INDUSTRIES		7,855	\$858,723,645	3,165	\$50,560,385

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR FRANKLIN AND GARFIELD COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	FRANKLIN*	UNITS	GARFIELD*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,963</u>	<u>\$692,365,356</u>	<u>794</u>	<u>\$6,598,241</u>
MOTOR VEHICLES & PARTS	441	215	367,029,084	23	309,610
NEW & USED AUTO DEALERS	4411	41	254,150,489	5	266,056
RV, BOAT, MOTORCYCLE DEALERS	4412	39	67,486,111	6	5,424
AUTOMOTIVE PARTS & TIRE	4413	135	45,392,484	12	38,130
FURNITURE & HOME FURNISHING	442	174	14,288,465	26	125,443
ELECTRONICS & APPLIANCE STORES	443	313	19,516,668	61	342,674
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	196	61,720,638	35	1,223,918
BUILDING MATERIALS	4441	134	53,465,974	30	1,084,560
LAWN & GARDEN SUPPLIES & EQUIP.	4442	62	8,254,664	5	139,358
FOOD & BEVERAGE STORES	445	109	33,387,960	17	961,669
GROCERY & CONVENIENCE STORES	4451	37	31,972,689	3	957,025
OTHER FOOD & BEVERAGE STORES	4452, 4453	72	1,415,271	14	4,644
DRUG/HEALTH STORES	446	305	17,515,940	55	319,277
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	31	28,262,932	4	1,236,473
APPAREL & ACCESSORIES	448	374	7,732,267	75	136,344
CLOTHING & SHOE STORES	4481, 4482	332	7,202,979	74	136,209
JEWELRY & LUGGAGE STORES	4483	42	529,288	D	D
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	353	5,898,626	89	159,064
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	266	3,715,799	62	146,629
BOOK STORES & NEWS DEALERS	4512	87	2,182,827	27	12,435
GENERAL MERCHANDISE STORES	452	44	72,573,982	16	60,723
DEPARTMENT STORES	4521	4	1,477,417	4	32,260
GENERAL MERCHANDISE STORES	4529	40	71,096,565	12	28,463
E-COMMERCE & MAIL ORDER	4541	447	16,992,936	134	528,502
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,402	47,445,858	259	1,194,544
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>37</u>	<u>2,873,810</u>	<u>11</u>	<u>43,791</u>
<u>MINING</u>	<u>21</u>	<u>8</u>	<u>551,247</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>13</u>	<u>576,099</u>	<u>3</u>	<u>112,812</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,425</u>	<u>229,490,941</u>	<u>157</u>	<u>3,953,587</u>
CONSTRUCTION OF BUILDINGS	236	361	114,380,517	30	641,940
HEAVY CONSTRUCTION & HIGHWAYS	237	82	8,981,940	10	414,461
SPECIAL TRADE CONTRACTORS	238	982	106,128,484	117	2,897,186
<u>MANUFACTURING</u>	<u>31-33</u>	<u>742</u>	<u>29,901,974</u>	<u>98</u>	<u>516,904</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,066</u>	<u>171,393,151</u>	<u>335</u>	<u>11,185,330</u>
DURABLE GOODS	423	1,438	136,318,126	238	10,626,437
NONDURABLE GOODS	424	611	34,470,102	95	558,816
ELECTRONIC MARKETS, AGENTS & BROKERS	425	17	604,923	D	D
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>65</u>	<u>8,302,345</u>	<u>D</u>	<u>D</u>
<u>INFORMATION</u>	<u>51</u>	<u>456</u>	<u>44,985,495</u>	<u>114</u>	<u>1,606,933</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>119</u>	<u>9,993,354</u>	<u>27</u>	<u>191,651</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>304</u>	<u>39,490,527</u>	<u>67</u>	<u>2,398,459</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>610</u>	<u>13,259,318</u>	<u>95</u>	<u>362,906</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>706</u>	<u>30,917,812</u>	<u>91</u>	<u>338,997</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>80</u>	<u>7,363,184</u>	<u>4</u>	<u>973</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>206</u>	<u>100,525,713</u>	<u>11</u>	<u>491,372</u>
ACCOMMODATIONS	721	23	16,500,797	4	34,209
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	183	84,024,916	7	457,163
<u>OTHER SERVICES</u>	<u>81</u>	<u>453</u>	<u>42,574,185</u>	<u>55</u>	<u>1,233,857</u>
REPAIR & MAINTENANCE	811	330	34,595,871	31	1,003,221
PERSONAL SERVICE	812	79	7,482,665	16	227,724
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	44	495,649	8	2,912
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>15</u>	<u>3,913,110</u>	<u>8</u>	<u>19,457</u>
TOTAL ALL INDUSTRIES		11,268	\$1,428,477,621	1,874	\$29,128,471

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR GRANT AND GRAYS HARBOR COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	GRANT*	UNITS	GRAYS HARBOR*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,445</u>	<u>\$648,065,332</u>	<u>4,353</u>	<u>\$443,550,558</u>
MOTOR VEHICLES & PARTS	441	250	136,471,032	180	102,577,784
NEW & USED AUTO DEALERS	4411	55	87,882,560	36	76,840,621
RV, BOAT, MOTORCYCLE DEALERS	4412	43	12,820,000	33	2,974,163
AUTOMOTIVE PARTS & TIRE	4413	152	35,768,472	111	22,763,000
FURNITURE & HOME FURNISHING	442	202	15,605,990	206	12,348,623
ELECTRONICS & APPLIANCE STORES	443	353	40,241,092	309	9,424,233
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	254	103,896,360	234	67,264,628
BUILDING MATERIALS	4441	180	78,986,375	156	60,491,926
LAWN & GARDEN SUPPLIES & EQUIP.	4442	74	24,909,985	78	6,772,702
FOOD & BEVERAGE STORES	445	129	44,092,846	148	44,257,595
GROCERY & CONVENIENCE STORES	4451	49	42,507,730	57	40,841,169
OTHER FOOD & BEVERAGE STORES	4452, 4453	80	1,585,116	91	3,416,426
DRUG/HEALTH STORES	446	338	18,531,204	316	21,390,404
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	56	41,795,529	39	28,154,068
APPAREL & ACCESSORIES	448	357	14,514,202	341	6,564,663
CLOTHING & SHOE STORES	4481, 4482	311	12,586,037	292	5,160,869
JEWELRY & LUGGAGE STORES	4483	46	1,928,165	49	1,403,794
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	403	14,860,726	411	7,931,634
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	307	12,231,202	310	6,769,059
BOOK STORES & NEWS DEALERS	4512	96	2,629,524	101	1,162,575
GENERAL MERCHANDISE STORES	452	47	118,536,235	49	82,841,004
DEPARTMENT STORES	4521	7	17,283,211	6	15,590,723
GENERAL MERCHANDISE STORES	4529	40	101,253,024	43	67,250,281
E-COMMERCE & MAIL ORDER	4541	464	22,518,243	489	17,271,441
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,592	77,001,873	1,631	43,524,481
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>48</u>	<u>4,913,686</u>	<u>52</u>	<u>1,762,236</u>
<u>MINING</u>	<u>21</u>	<u>11</u>	<u>1,411,276</u>	<u>12</u>	<u>2,117,391</u>
<u>UTILITIES</u>	<u>22</u>	<u>19</u>	<u>6,432,169</u>	<u>11</u>	<u>114,578</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,557</u>	<u>332,784,334</u>	<u>1,398</u>	<u>143,776,271</u>
CONSTRUCTION OF BUILDINGS	236	381	173,168,580	398	67,745,919
HEAVY CONSTRUCTION & HIGHWAYS	237	97	20,389,375	77	12,929,619
SPECIAL TRADE CONTRACTORS	238	1,079	139,226,379	923	63,100,733
<u>MANUFACTURING</u>	<u>31-33</u>	<u>904</u>	<u>46,333,402</u>	<u>821</u>	<u>20,051,089</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,331</u>	<u>263,045,323</u>	<u>1,950</u>	<u>73,533,993</u>
DURABLE GOODS	423	1,659	221,913,392	1,367	55,791,287
NONDURABLE GOODS	424	653	40,992,262	567	17,616,951
ELECTRONIC MARKETS, AGENTS & BROKERS	425	19	139,669	16	125,755
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>64</u>	<u>7,225,202</u>	<u>65</u>	<u>5,880,611</u>
<u>INFORMATION</u>	<u>51</u>	<u>516</u>	<u>74,825,669</u>	<u>473</u>	<u>50,325,202</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>122</u>	<u>21,330,345</u>	<u>106</u>	<u>6,406,439</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>346</u>	<u>52,694,688</u>	<u>308</u>	<u>20,217,055</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>673</u>	<u>56,303,261</u>	<u>592</u>	<u>14,547,667</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>703</u>	<u>41,680,722</u>	<u>675</u>	<u>17,324,422</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>123</u>	<u>15,852,036</u>	<u>116</u>	<u>8,544,148</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>335</u>	<u>139,179,326</u>	<u>375</u>	<u>147,199,374</u>
ACCOMMODATIONS	721	70	32,269,756	142	51,792,990
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	265	106,909,570	233	95,406,384
<u>OTHER SERVICES</u>	<u>81</u>	<u>616</u>	<u>61,044,357</u>	<u>508</u>	<u>23,526,113</u>
REPAIR & MAINTENANCE	811	425	52,971,742	335	17,861,625
PERSONAL SERVICE	812	132	6,763,304	111	4,158,433
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	59	1,309,311	62	1,506,055
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>136,037</u>	<u>13</u>	<u>1,786,109</u>
TOTAL ALL INDUSTRIES		12,824	\$1,773,257,165	11,828	\$980,663,256

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR ISLAND AND JEFFERSON COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	ISLAND*	UNITS	JEFFERSON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>5,033</u>	<u>\$378,535,314</u>	<u>3,632</u>	<u>\$155,496,504</u>
MOTOR VEHICLES & PARTS	441	185	27,774,235	124	13,246,969
NEW & USED AUTO DEALERS	4411	26	12,884,198	17	1,578,227
RV, BOAT, MOTORCYCLE DEALERS	4412	46	1,709,322	35	3,507,634
AUTOMOTIVE PARTS & TIRE	4413	113	13,180,715	72	8,161,108
FURNITURE & HOME FURNISHING	442	284	19,669,945	181	6,814,670
ELECTRONICS & APPLIANCE STORES	443	339	20,994,329	257	5,748,967
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	271	77,847,211	232	27,906,335
BUILDING MATERIALS	4441	187	70,657,484	159	25,233,633
LAWN & GARDEN SUPPLIES & EQUIP.	4442	84	7,189,727	73	2,672,702
FOOD & BEVERAGE STORES	445	160	38,658,381	108	16,698,694
GROCERY & CONVENIENCE STORES	4451	25	34,420,821	20	15,848,600
OTHER FOOD & BEVERAGE STORES	4452, 4453	135	4,237,560	88	850,094
DRUG/HEALTH STORES	446	356	21,692,401	292	11,151,423
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	20	17,964,824	13	7,607,691
APPAREL & ACCESSORIES	448	438	10,829,644	311	6,700,606
CLOTHING & SHOE STORES	4481, 4482	377	8,985,492	267	6,106,243
JEWELRY & LUGGAGE STORES	4483	61	1,844,152	44	594,363
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	489	7,814,423	353	4,409,593
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	378	6,853,764	261	3,311,617
BOOK STORES & NEWS DEALERS	4512	111	960,659	92	1,097,976
GENERAL MERCHANDISE STORES	452	43	51,036,579	36	15,155,388
DEPARTMENT STORES	4521	5	2,580,835	4	981,990
GENERAL MERCHANDISE STORES	4529	38	48,455,744	32	14,173,398
E-COMMERCE & MAIL ORDER	4541	559	32,753,681	450	13,521,734
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,889	51,499,661	1,275	26,534,434
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>64</u>	<u>1,440,986</u>	<u>49</u>	<u>1,026,510</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>235,270</u>	<u>7</u>	<u>579,470</u>
<u>UTILITIES</u>	<u>22</u>	<u>13</u>	<u>1,411,747</u>	<u>5</u>	<u>31,888</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,418</u>	<u>242,116,876</u>	<u>1,206</u>	<u>124,557,370</u>
CONSTRUCTION OF BUILDINGS	236	664	141,494,914	328	70,744,885
HEAVY CONSTRUCTION & HIGHWAYS	237	86	15,236,024	65	11,464,524
SPECIAL TRADE CONTRACTORS	238	1,668	85,385,938	813	42,347,961
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,025</u>	<u>24,133,994</u>	<u>748</u>	<u>11,755,683</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,014</u>	<u>60,028,651</u>	<u>1,595</u>	<u>28,562,014</u>
DURABLE GOODS	423	1,352	31,398,063	1,058	19,341,101
NONDURABLE GOODS	424	646	27,967,737	526	9,204,936
ELECTRONIC MARKETS, AGENTS & BROKERS	425	16	662,851	11	15,977
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>59</u>	<u>1,728,448</u>	<u>45</u>	<u>3,538,464</u>
<u>INFORMATION</u>	<u>51</u>	<u>496</u>	<u>53,443,045</u>	<u>408</u>	<u>22,582,742</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>102</u>	<u>7,230,513</u>	<u>83</u>	<u>3,316,606</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>317</u>	<u>18,505,439</u>	<u>222</u>	<u>10,336,175</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>753</u>	<u>20,717,172</u>	<u>467</u>	<u>11,758,759</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,029</u>	<u>41,091,136</u>	<u>590</u>	<u>14,037,282</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>204</u>	<u>12,513,779</u>	<u>124</u>	<u>5,236,565</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>349</u>	<u>106,440,828</u>	<u>214</u>	<u>61,521,748</u>
ACCOMMODATIONS	721	141	18,473,774	88	23,592,373
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	208	87,967,054	126	37,929,375
<u>OTHER SERVICES</u>	<u>81</u>	<u>552</u>	<u>26,914,024</u>	<u>369</u>	<u>19,335,552</u>
REPAIR & MAINTENANCE	811	368	20,183,493	258	17,493,160
PERSONAL SERVICE	812	123	4,739,277	72	1,510,445
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	61	1,991,254	39	331,947
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>9</u>	<u>227,620</u>	<u>12</u>	<u>4,285,817</u>
TOTAL ALL INDUSTRIES		14,443	\$996,714,842	9,776	\$477,959,149

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR KING AND KITSAP COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	KING*	UNITS	KITSAP*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>21,604</u>	<u>\$21,485,368,266</u>	<u>7,731</u>	<u>2,189,332,895</u>
MOTOR VEHICLES & PARTS	441	1,022	4,906,749,962	299	577,058,635
NEW & USED AUTO DEALERS	4411	388	4,142,566,673	67	464,359,298
RV, BOAT, MOTORCYCLE DEALERS	4412	205	364,389,238	67	52,195,318
AUTOMOTIVE PARTS & TIRE	4413	429	399,794,051	165	60,504,019
FURNITURE & HOME FURNISHING	442	998	1,086,764,272	412	72,125,735
ELECTRONICS & APPLIANCE STORES	443	1,447	1,682,072,434	539	86,236,396
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	1,056	1,762,570,525	436	297,600,792
BUILDING MATERIALS	4441	716	1,630,057,451	299	259,597,196
LAWN & GARDEN SUPPLIES & EQUIP.	4442	340	132,513,074	137	38,003,596
FOOD & BEVERAGE STORES	445	1,468	1,272,396,327	288	147,002,539
GROCERY & CONVENIENCE STORES	4451	736	1,122,458,293	74	136,178,610
OTHER FOOD & BEVERAGE STORES	4452, 4453	732	149,938,034	214	10,823,929
DRUG/HEALTH STORES	446	1,293	993,178,167	526	81,572,332
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	355	386,043,784	60	48,336,004
APPAREL & ACCESSORIES	448	2,086	2,044,619,464	635	96,254,168
CLOTHING & SHOE STORES	4481, 4482	1,555	1,828,981,520	524	82,229,648
JEWELRY & LUGGAGE STORES	4483	531	215,637,944	111	14,024,520
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	1,649	937,388,818	705	86,406,872
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	1,222	812,638,292	535	73,457,055
BOOK STORES & NEWS DEALERS	4512	427	124,750,526	170	12,949,817
GENERAL MERCHANDISE STORES	452	152	3,071,259,722	63	429,873,424
DEPARTMENT STORES	4521	12	1,004,223,986	8	102,309,275
GENERAL MERCHANDISE STORES	4529	140	2,067,035,736	55	327,564,149
E-COMMERCE & MAIL ORDER	4541	1,420	1,172,067,371	758	95,247,027
MISCELLANEOUS RETAILERS	453, 4542, 4543	8,658	2,170,257,420	3,010	171,618,971
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>279</u>	<u>18,020,621</u>	<u>94</u>	<u>3,180,793</u>
<u>MINING</u>	<u>21</u>	<u>29</u>	<u>7,939,311</u>	<u>9</u>	<u>1,263,731</u>
<u>UTILITIES</u>	<u>22</u>	<u>59</u>	<u>20,304,683</u>	<u>18</u>	<u>818,515</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>18,159</u>	<u>13,581,911,993</u>	<u>4,156</u>	<u>660,587,990</u>
CONSTRUCTION OF BUILDINGS	236	7,146	9,105,517,261	1,280	320,278,734
HEAVY CONSTRUCTION & HIGHWAYS	237	430	783,124,714	140	75,932,415
SPECIAL TRADE CONTRACTORS	238	10,583	3,693,270,018	2,736	264,376,841
<u>MANUFACTURING</u>	<u>31-33</u>	<u>5,384</u>	<u>1,089,700,634</u>	<u>1,829</u>	<u>57,201,497</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>6,872</u>	<u>3,911,571,681</u>	<u>3,222</u>	<u>188,113,838</u>
DURABLE GOODS	423	4,531	3,287,472,206	2,167	140,325,630
NONDURABLE GOODS	424	2,264	611,037,815	1,030	47,638,187
ELECTRONIC MARKETS, AGENTS & BROKERS	425	77	13,061,660	25	150,021
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>659</u>	<u>266,929,985</u>	<u>103</u>	<u>6,315,709</u>
<u>INFORMATION</u>	<u>51</u>	<u>1,906</u>	<u>2,737,538,723</u>	<u>759</u>	<u>197,583,397</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>329</u>	<u>526,810,527</u>	<u>159</u>	<u>30,329,808</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>1,758</u>	<u>1,776,619,597</u>	<u>529</u>	<u>74,023,397</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>6,976</u>	<u>2,019,344,007</u>	<u>1,417</u>	<u>60,345,778</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>8,225</u>	<u>1,930,932,437</u>	<u>1,815</u>	<u>105,861,537</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>2,350</u>	<u>696,215,500</u>	<u>334</u>	<u>38,919,891</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>6,383</u>	<u>7,777,095,283</u>	<u>699</u>	<u>416,264,419</u>
ACCOMMODATIONS	721	553	1,917,694,456	116	35,132,942
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	5,830	5,859,400,827	583	381,131,477
<u>OTHER SERVICES</u>	<u>81</u>	<u>6,624</u>	<u>1,665,158,276</u>	<u>1,241</u>	<u>124,275,571</u>
REPAIR & MAINTENANCE	811	3,477	1,002,747,247	811	97,468,954
PERSONAL SERVICE	812	2,740	630,123,505	326	25,155,094
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	407	32,287,524	104	1,651,523
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>135</u>	<u>19,421,346</u>	<u>29</u>	<u>2,253,248</u>
TOTAL ALL INDUSTRIES		87,731	\$59,530,882,870	24,144	4,156,672,014

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR KITTITAS AND KLICKITAT COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	KITTITAS*	UNITS	KLICKITAT*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,967</u>	<u>\$332,019,325</u>	<u>2,592</u>	<u>\$70,480,184</u>
MOTOR VEHICLES & PARTS	441	170	87,199,573	114	8,190,605
NEW & USED AUTO DEALERS	4411	24	47,047,122	14	1,040,461
RV, BOAT, MOTORCYCLE DEALERS	4412	44	23,308,729	19	53,639
AUTOMOTIVE PARTS & TIRE	4413	102	16,843,722	81	7,096,505
FURNITURE & HOME FURNISHING	442	206	12,267,514	136	1,450,961
ELECTRONICS & APPLIANCE STORES	443	290	11,420,131	191	2,485,690
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	228	42,837,857	155	9,669,868
BUILDING MATERIALS	4441	155	28,155,026	105	7,076,727
LAWN & GARDEN SUPPLIES & EQUIP.	4442	73	14,682,831	50	2,593,141
FOOD & BEVERAGE STORES	445	107	29,080,862	58	9,566,001
GROCERY & CONVENIENCE STORES	4451	25	26,018,826	13	8,977,780
OTHER FOOD & BEVERAGE STORES	4452, 4453	82	3,062,036	45	588,221
DRUG/HEALTH STORES	446	298	10,779,453	204	6,001,322
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	30	22,235,539	14	8,380,305
APPAREL & ACCESSORIES	448	338	7,239,488	222	1,080,876
CLOTHING & SHOE STORES	4481, 4482	296	5,673,299	195	1,064,274
JEWELRY & LUGGAGE STORES	4483	42	1,566,189	27	16,602
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	398	8,841,176	264	1,567,694
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	309	8,324,540	199	1,395,390
BOOK STORES & NEWS DEALERS	4512	89	516,636	65	172,304
GENERAL MERCHANDISE STORES	452	44	51,314,623	27	821,196
DEPARTMENT STORES	4521	4	617,722	4	321,887
GENERAL MERCHANDISE STORES	4529	40	50,696,901	23	499,309
E-COMMERCE & MAIL ORDER	4541	444	15,988,002	356	6,524,110
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,414	32,815,107	851	14,741,556
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>61</u>	<u>3,655,510</u>	<u>54</u>	<u>1,413,953</u>
<u>MINING</u>	<u>21</u>	<u>11</u>	<u>345,372</u>	<u>5</u>	<u>550,640</u>
<u>UTILITIES</u>	<u>22</u>	<u>12</u>	<u>714,084</u>	<u>9</u>	<u>48,815</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,502</u>	<u>262,591,677</u>	<u>787</u>	<u>67,946,761</u>
CONSTRUCTION OF BUILDINGS	236	369	104,108,870	199	24,897,794
HEAVY CONSTRUCTION & HIGHWAYS	237	78	75,937,099	47	11,566,847
SPECIAL TRADE CONTRACTORS	238	1,055	82,545,708	541	31,482,120
<u>MANUFACTURING</u>	<u>31-33</u>	<u>756</u>	<u>19,357,778</u>	<u>418</u>	<u>12,670,024</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,811</u>	<u>60,726,058</u>	<u>1,314</u>	<u>33,846,935</u>
DURABLE GOODS	423	1,236	44,302,031	941	25,110,255
NONDURABLE GOODS	424	561	16,317,349	367	8,727,686
ELECTRONIC MARKETS, AGENTS & BROKERS	425	14	106,678	6	8,994
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>46</u>	<u>3,690,378</u>	<u>32</u>	<u>3,901,185</u>
<u>INFORMATION</u>	<u>51</u>	<u>411</u>	<u>34,074,646</u>	<u>315</u>	<u>14,447,978</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>98</u>	<u>6,018,367</u>	<u>60</u>	<u>2,408,261</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>282</u>	<u>18,434,848</u>	<u>167</u>	<u>8,943,360</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>563</u>	<u>14,180,920</u>	<u>333</u>	<u>13,653,359</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>595</u>	<u>27,532,813</u>	<u>340</u>	<u>4,727,692</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>135</u>	<u>20,858,202</u>	<u>52</u>	<u>3,062,457</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>244</u>	<u>151,775,274</u>	<u>101</u>	<u>15,591,064</u>
ACCOMMODATIONS	721	66	59,186,331	27	4,167,702
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	178	92,588,943	74	11,423,362
<u>OTHER SERVICES</u>	<u>81</u>	<u>401</u>	<u>20,792,686</u>	<u>217</u>	<u>9,750,173</u>
REPAIR & MAINTENANCE	811	267	16,809,430	137	8,053,323
PERSONAL SERVICE	812	84	3,239,938	48	1,206,248
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	50	743,318	32	490,602
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>267,775</u>	<u>11</u>	<u>154,989</u>
TOTAL ALL INDUSTRIES		10,906	\$977,035,713	6,807	\$263,597,830

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR LEWIS AND LINCOLN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	LEWIS*	UNITS	LINCOLN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,648</u>	<u>\$631,048,739</u>	<u>1,954</u>	<u>\$35,014,996</u>
MOTOR VEHICLES & PARTS	441	220	173,665,401	93	8,063,886
NEW & USED AUTO DEALERS	4411	49	121,767,101	15	4,201,929
RV, BOAT, MOTORCYCLE DEALERS	4412	39	21,489,874	15	1,060,173
AUTOMOTIVE PARTS & TIRE	4413	132	30,408,426	63	2,801,784
FURNITURE & HOME FURNISHING	442	213	12,897,759	104	1,162,367
ELECTRONICS & APPLIANCE STORES	443	338	15,576,086	133	1,738,120
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	291	88,013,842	104	6,748,434
BUILDING MATERIALS	4441	209	65,313,218	77	2,535,484
LAWN & GARDEN SUPPLIES & EQUIP.	4442	82	22,700,624	27	4,212,950
FOOD & BEVERAGE STORES	445	125	44,287,932	35	5,114,743
GROCERY & CONVENIENCE STORES	4451	45	42,535,799	11	5,085,909
OTHER FOOD & BEVERAGE STORES	4452, 4453	80	1,752,133	24	28,834
DRUG/HEALTH STORES	446	349	19,865,013	156	1,426,826
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	56	37,847,470	12	1,152,736
APPAREL & ACCESSORIES	448	370	41,991,620	173	570,754
CLOTHING & SHOE STORES	4481, 4482	320	37,182,922	157	558,739
JEWELRY & LUGGAGE STORES	4483	50	4,808,698	16	12,015
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	431	26,929,607	205	797,025
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	334	26,589,405	144	728,879
BOOK STORES & NEWS DEALERS	4512	97	340,202	61	68,146
GENERAL MERCHANDISE STORES	452	51	100,364,443	18	571,395
DEPARTMENT STORES	4521	5	15,934,012	4	259,340
GENERAL MERCHANDISE STORES	4529	46	84,430,431	14	312,055
E-COMMERCE & MAIL ORDER	4541	508	19,841,720	265	3,085,520
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,696	49,767,846	656	4,583,190
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>95</u>	<u>2,713,854</u>	<u>21</u>	<u>540,069</u>
<u>MINING</u>	<u>21</u>	<u>20</u>	<u>4,277,657</u>	<u>3</u>	<u>100,274</u>
<u>UTILITIES</u>	<u>22</u>	<u>15</u>	<u>2,068,018</u>	<u>8</u>	<u>93,189</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,743</u>	<u>184,376,934</u>	<u>547</u>	<u>26,608,277</u>
CONSTRUCTION OF BUILDINGS	236	437	69,099,723	134	10,247,490
HEAVY CONSTRUCTION & HIGHWAYS	237	106	45,630,025	45	5,003,577
SPECIAL TRADE CONTRACTORS	238	1,200	69,647,186	368	11,357,210
<u>MANUFACTURING</u>	<u>31-33</u>	<u>887</u>	<u>38,942,727</u>	<u>261</u>	<u>1,797,002</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,199</u>	<u>91,317,217</u>	<u>812</u>	<u>13,110,342</u>
DURABLE GOODS	423	1,554	67,968,143	570	8,128,159
NONDURABLE GOODS	424	623	22,671,376	239	4,977,437
ELECTRONIC MARKETS, AGENTS & BROKERS	425	22	677,698	3	4,746
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>68</u>	<u>7,032,406</u>	<u>18</u>	<u>956,695</u>
<u>INFORMATION</u>	<u>51</u>	<u>489</u>	<u>59,932,325</u>	<u>231</u>	<u>7,330,225</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>115</u>	<u>3,764,502</u>	<u>55</u>	<u>516,577</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>318</u>	<u>23,192,937</u>	<u>109</u>	<u>4,246,810</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>622</u>	<u>17,886,436</u>	<u>214</u>	<u>1,512,897</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>753</u>	<u>42,655,065</u>	<u>274</u>	<u>1,595,180</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>125</u>	<u>15,856,271</u>	<u>26</u>	<u>739,917</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>335</u>	<u>124,836,775</u>	<u>58</u>	<u>5,771,052</u>
ACCOMMODATIONS	721	86	16,851,867	18	1,668,097
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	249	107,984,908	40	4,102,955
<u>OTHER SERVICES</u>	<u>81</u>	<u>631</u>	<u>38,413,785</u>	<u>183</u>	<u>8,034,351</u>
REPAIR & MAINTENANCE	811	447	32,564,330	125	7,507,000
PERSONAL SERVICE	812	127	5,243,175	35	512,786
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	57	606,280	23	14,565
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>13</u>	<u>130,778</u>	<u>8</u>	<u>180,026</u>
TOTAL ALL INDUSTRIES		13,076	\$1,288,446,426	4,782	\$108,147,879

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR MASON AND OKANOGAN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	MASON*	UNITS	OKANOGAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,850</u>	<u>\$267,930,051</u>	<u>3,530</u>	<u>\$301,257,871</u>
MOTOR VEHICLES & PARTS	441	161	39,411,508	176	54,049,284
NEW & USED AUTO DEALERS	4411	25	18,600,411	27	35,293,604
RV, BOAT, MOTORCYCLE DEALERS	4412	33	3,762,780	40	3,035,838
AUTOMOTIVE PARTS & TIRE	4413	103	17,048,317	109	15,719,842
FURNITURE & HOME FURNISHING	442	215	7,410,935	164	5,684,550
ELECTRONICS & APPLIANCE STORES	443	275	7,719,416	246	10,615,939
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	255	34,764,869	207	62,422,808
BUILDING MATERIALS	4441	180	27,942,766	135	47,561,669
LAWN & GARDEN SUPPLIES & EQUIP.	4442	75	6,822,103	72	14,861,139
FOOD & BEVERAGE STORES	445	105	33,625,182	92	26,784,670
GROCERY & CONVENIENCE STORES	4451	28	32,382,742	37	25,641,347
OTHER FOOD & BEVERAGE STORES	4452, 4453	77	1,242,440	55	1,143,323
DRUG/HEALTH STORES	446	277	10,708,928	273	7,691,356
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	30	16,330,858	37	15,831,104
APPAREL & ACCESSORIES	448	306	3,499,690	303	6,445,968
CLOTHING & SHOE STORES	4481, 4482	266	3,206,793	261	6,335,516
JEWELRY & LUGGAGE STORES	4483	40	292,897	42	110,452
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	367	3,580,042	360	9,386,591
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	269	3,136,351	276	8,741,416
BOOK STORES & NEWS DEALERS	4512	98	443,691	84	645,175
GENERAL MERCHANDISE STORES	452	40	70,304,765	37	58,699,221
DEPARTMENT STORES	4521	4	1,330,438	6	5,473,775
GENERAL MERCHANDISE STORES	4529	36	68,974,327	31	53,225,446
E-COMMERCE & MAIL ORDER	4541	464	16,233,146	425	12,096,399
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,355	24,340,712	1,210	31,549,981
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>53</u>	<u>1,295,841</u>	<u>59</u>	<u>1,524,723</u>
<u>MINING</u>	<u>21</u>	<u>10</u>	<u>1,314,573</u>	<u>5</u>	<u>235,666</u>
<u>UTILITIES</u>	<u>22</u>	<u>9</u>	<u>175,904</u>	<u>13</u>	<u>2,362,971</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,896</u>	<u>149,672,258</u>	<u>898</u>	<u>101,054,917</u>
CONSTRUCTION OF BUILDINGS	236	512	79,423,780	260	41,875,408
HEAVY CONSTRUCTION & HIGHWAYS	237	83	18,018,689	60	17,371,542
SPECIAL TRADE CONTRACTORS	238	1,301	52,229,789	578	41,807,967
<u>MANUFACTURING</u>	<u>31-33</u>	<u>739</u>	<u>11,089,752</u>	<u>628</u>	<u>10,880,207</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,709</u>	<u>42,214,187</u>	<u>1,645</u>	<u>43,520,749</u>
DURABLE GOODS	423	1,184	34,581,234	1,141	32,115,656
NONDURABLE GOODS	424	516	7,607,196	489	11,345,827
ELECTRONIC MARKETS, AGENTS & BROKERS	425	9	25,757	15	59,266
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>34</u>	<u>1,345,082</u>	<u>40</u>	<u>3,496,301</u>
<u>INFORMATION</u>	<u>51</u>	<u>417</u>	<u>39,853,638</u>	<u>395</u>	<u>25,463,955</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>87</u>	<u>5,489,004</u>	<u>81</u>	<u>4,159,660</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>290</u>	<u>16,307,405</u>	<u>226</u>	<u>10,724,396</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>506</u>	<u>8,305,956</u>	<u>457</u>	<u>7,664,738</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>742</u>	<u>14,113,463</u>	<u>461</u>	<u>9,792,379</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>90</u>	<u>4,718,828</u>	<u>108</u>	<u>8,009,300</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>207</u>	<u>50,982,398</u>	<u>236</u>	<u>64,673,073</u>
ACCOMMODATIONS	721	59	3,841,728	98	25,950,541
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	148	47,140,670	138	38,722,532
<u>OTHER SERVICES</u>	<u>81</u>	<u>443</u>	<u>21,392,988</u>	<u>397</u>	<u>24,029,885</u>
REPAIR & MAINTENANCE	811	328	17,790,991	268	20,490,511
PERSONAL SERVICE	812	70	2,778,506	84	2,547,905
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	45	823,491	45	991,469
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>13</u>	<u>4,266,660</u>	<u>10</u>	<u>124,099</u>
TOTAL ALL INDUSTRIES		11,095	\$640,467,988	9,189	\$618,974,890

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR PACIFIC AND PEND OREILLE COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	PACIFIC*	UNITS	PEND OREILLE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,571</u>	<u>\$76,592,135</u>	<u>2,042</u>	<u>\$35,005,552</u>
MOTOR VEHICLES & PARTS	441	89	4,410,486	93	5,141,632
NEW & USED AUTO DEALERS	4411	10	606,504	14	2,532,064
RV, BOAT, MOTORCYCLE DEALERS	4412	18	245,558	27	581,661
AUTOMOTIVE PARTS & TIRE	4413	61	3,558,424	52	2,027,907
FURNITURE & HOME FURNISHING	442	135	2,190,211	98	1,141,879
ELECTRONICS & APPLIANCE STORES	443	168	2,157,462	148	1,683,621
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	157	16,385,133	109	3,099,833
BUILDING MATERIALS	4441	110	15,000,291	82	2,806,966
LAWN & GARDEN SUPPLIES & EQUIP.	4442	47	1,384,842	27	292,867
FOOD & BEVERAGE STORES	445	64	12,530,186	43	8,097,232
GROCERY & CONVENIENCE STORES	4451	18	12,219,310	6	7,896,990
OTHER FOOD & BEVERAGE STORES	4452, 4453	46	310,876	37	200,242
DRUG/HEALTH STORES	446	205	4,005,566	166	766,416
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	15	6,972,560	12	3,111,767
APPAREL & ACCESSORIES	448	220	2,366,229	171	741,524
CLOTHING & SHOE STORES	4481, 4482	197	2,295,455	162	733,571
JEWELRY & LUGGAGE STORES	4483	23	70,774	9	7,953
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	234	1,484,702	213	643,443
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	175	1,216,238	163	563,789
BOOK STORES & NEWS DEALERS	4512	59	268,464	50	79,654
GENERAL MERCHANDISE STORES	452	25	5,366,505	26	1,770,786
DEPARTMENT STORES	4521	4	536,946	4	220,478
GENERAL MERCHANDISE STORES	4529	21	4,829,559	22	1,550,308
E-COMMERCE & MAIL ORDER	4541	350	5,973,804	290	3,422,012
MISCELLANEOUS RETAILERS	453, 4542, 4543	909	12,749,291	673	5,385,407
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>26</u>	<u>1,454,996</u>	<u>21</u>	<u>400,167</u>
<u>MINING</u>	<u>21</u>	<u>9</u>	<u>3,434,304</u>	<u>7</u>	<u>2,985,333</u>
<u>UTILITIES</u>	<u>22</u>	<u>5</u>	<u>46,984</u>	<u>6</u>	<u>13,568</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>657</u>	<u>40,925,129</u>	<u>529</u>	<u>45,693,389</u>
CONSTRUCTION OF BUILDINGS	236	174	15,681,503	143	26,010,986
HEAVY CONSTRUCTION & HIGHWAYS	237	39	3,227,364	26	4,565,047
SPECIAL TRADE CONTRACTORS	238	444	22,016,262	360	15,117,356
<u>MANUFACTURING</u>	<u>31-33</u>	<u>412</u>	<u>4,449,009</u>	<u>280</u>	<u>3,857,319</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,149</u>	<u>16,473,389</u>	<u>870</u>	<u>18,749,757</u>
DURABLE GOODS	423	793	12,853,941	630	14,815,770
NONDURABLE GOODS	424	348	3,532,519	234	3,924,474
ELECTRONIC MARKETS, AGENTS & BROKERS	425	8	86,929	6	9,513
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>21</u>	<u>1,130,460</u>	<u>11</u>	<u>518,641</u>
<u>INFORMATION</u>	<u>51</u>	<u>300</u>	<u>14,773,355</u>	<u>243</u>	<u>6,995,408</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>64</u>	<u>2,214,324</u>	<u>50</u>	<u>1,249,061</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>161</u>	<u>6,119,730</u>	<u>114</u>	<u>3,100,727</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>299</u>	<u>3,768,899</u>	<u>225</u>	<u>1,602,708</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>344</u>	<u>5,698,720</u>	<u>263</u>	<u>2,571,573</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>66</u>	<u>3,868,828</u>	<u>20</u>	<u>134,083</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>201</u>	<u>49,008,241</u>	<u>57</u>	<u>8,597,972</u>
ACCOMMODATIONS	721	100	21,291,158	24	1,407,195
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	101	27,717,083	33	7,190,777
<u>OTHER SERVICES</u>	<u>81</u>	<u>216</u>	<u>7,854,894</u>	<u>156</u>	<u>2,298,635</u>
REPAIR & MAINTENANCE	811	144	5,897,991	98	1,790,426
PERSONAL SERVICE	812	41	799,389	35	414,364
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	31	1,157,514	23	93,845
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>6</u>	<u>69,744</u>	<u>7</u>	<u>19,279</u>
TOTAL ALL INDUSTRIES		6,507	\$237,883,141	4,901	\$133,793,172

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR PIERCE AND SAN JUAN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	PIERCE*	UNITS	SAN JUAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>12,796</u>	<u>\$7,575,310,594</u>	<u>3,136</u>	<u>\$121,780,463</u>
MOTOR VEHICLES & PARTS	441	702	2,623,942,659	104	15,284,904
NEW & USED AUTO DEALERS	4411	239	2,157,105,113	14	1,549,108
RV, BOAT, MOTORCYCLE DEALERS	4412	127	233,928,176	33	11,598,869
AUTOMOTIVE PARTS & TIRE	4413	336	232,909,370	57	2,136,927
FURNITURE & HOME FURNISHING	442	582	253,848,764	171	4,303,677
ELECTRONICS & APPLIANCE STORES	443	887	316,689,439	219	4,980,550
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	666	708,503,280	188	23,315,449
BUILDING MATERIALS	4441	461	629,255,858	129	21,884,213
LAWN & GARDEN SUPPLIES & EQUIP.	4442	205	79,247,422	59	1,431,236
FOOD & BEVERAGE STORES	445	580	403,474,114	108	25,817,123
GROCERY & CONVENIENCE STORES	4451	258	376,396,572	18	23,378,963
OTHER FOOD & BEVERAGE STORES	4452, 4453	322	27,077,542	90	2,438,160
DRUG/HEALTH STORES	446	801	285,205,724	236	3,951,832
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	191	184,300,770	9	3,229,661
APPAREL & ACCESSORIES	448	1,054	384,657,997	290	4,188,043
CLOTHING & SHOE STORES	4481, 4482	861	333,157,382	253	3,951,483
JEWELRY & LUGGAGE STORES	4483	193	51,500,615	37	236,560
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	1,083	274,068,555	313	4,064,278
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	839	246,877,277	231	2,282,695
BOOK STORES & NEWS DEALERS	4512	244	27,191,278	82	1,781,583
GENERAL MERCHANDISE STORES	452	95	1,334,980,711	32	1,694,733
DEPARTMENT STORES	4521	9	387,263,893	4	329,499
GENERAL MERCHANDISE STORES	4529	86	947,716,818	28	1,365,234
E-COMMERCE & MAIL ORDER	4541	994	256,164,081	405	11,931,783
MISCELLANEOUS RETAILERS	453, 4542, 4543	5,161	549,474,500	1,061	19,018,430
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>159</u>	<u>3,885,217</u>	<u>39</u>	<u>449,817</u>
<u>MINING</u>	<u>21</u>	<u>22</u>	<u>4,829,754</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>45</u>	<u>4,414,758</u>	<u>9</u>	<u>547,940</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>8,638</u>	<u>2,336,040,662</u>	<u>873</u>	<u>160,664,513</u>
CONSTRUCTION OF BUILDINGS	236	2,866	1,172,831,069	294	103,241,397
HEAVY CONSTRUCTION & HIGHWAYS	237	283	322,903,958	34	10,286,214
SPECIAL TRADE CONTRACTORS	238	5,489	840,305,635	545	47,136,902
<u>MANUFACTURING</u>	<u>31-33</u>	<u>2,843</u>	<u>230,863,271</u>	<u>601</u>	<u>9,028,893</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>4,723</u>	<u>794,451,881</u>	<u>1,320</u>	<u>20,869,907</u>
DURABLE GOODS	423	3,197	649,021,570	858	11,387,411
NONDURABLE GOODS	424	1,481	141,986,296	453	9,477,019
ELECTRONIC MARKETS, AGENTS & BROKERS	425	45	3,444,015	9	5,477
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>245</u>	<u>69,475,459</u>	<u>60</u>	<u>4,930,194</u>
<u>INFORMATION</u>	<u>51</u>	<u>1,050</u>	<u>690,399,077</u>	<u>341</u>	<u>17,336,495</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>232</u>	<u>135,001,463</u>	<u>64</u>	<u>1,518,773</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>920</u>	<u>374,868,972</u>	<u>199</u>	<u>14,979,138</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>2,692</u>	<u>203,161,644</u>	<u>421</u>	<u>7,257,272</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>3,429</u>	<u>318,613,098</u>	<u>478</u>	<u>22,389,987</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>671</u>	<u>137,848,514</u>	<u>124</u>	<u>7,723,455</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>1,916</u>	<u>1,513,233,855</u>	<u>263</u>	<u>81,413,894</u>
ACCOMMODATIONS	721	195	166,233,692	174	52,479,278
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	1,721	1,347,000,163	89	28,934,616
<u>OTHER SERVICES</u>	<u>81</u>	<u>2,993</u>	<u>478,925,792</u>	<u>256</u>	<u>8,959,351</u>
REPAIR & MAINTENANCE	811	1,884	380,241,729	158	6,990,522
PERSONAL SERVICE	812	927	91,185,141	65	1,582,177
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	182	7,498,922	33	386,652
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>67</u>	<u>7,226,716</u>	<u>11</u>	<u>90,343</u>
TOTAL ALL INDUSTRIES		43,441	\$14,878,550,727	8,197	\$480,070,804

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SKAGIT AND SKAMANIA COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	SKAGIT*	UNITS	SKAMANIA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>6,194</u>	<u>\$1,479,072,458</u>	<u>1,687</u>	<u>\$26,063,503</u>
MOTOR VEHICLES & PARTS	441	309	567,523,473	73	1,650,704
NEW & USED AUTO DEALERS	4411	58	385,181,661	12	621,120
RV, BOAT, MOTORCYCLE DEALERS	4412	84	136,281,996	12	34,170
AUTOMOTIVE PARTS & TIRE	4413	167	46,059,816	49	995,414
FURNITURE & HOME FURNISHING	442	315	39,187,405	84	541,157
ELECTRONICS & APPLIANCE STORES	443	451	51,234,802	129	949,544
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	334	138,336,170	92	3,433,564
BUILDING MATERIALS	4441	225	116,612,454	64	2,813,055
LAWN & GARDEN SUPPLIES & EQUIP.	4442	109	21,723,716	28	620,509
FOOD & BEVERAGE STORES	445	208	78,214,463	31	3,297,480
GROCERY & CONVENIENCE STORES	4451	55	71,847,384	5	3,257,856
OTHER FOOD & BEVERAGE STORES	4452, 4453	153	6,367,079	26	39,624
DRUG/HEALTH STORES	446	447	48,242,863	137	1,571,751
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	56	37,133,010	10	4,423,738
APPAREL & ACCESSORIES	448	523	71,407,339	168	535,911
CLOTHING & SHOE STORES	4481, 4482	430	62,743,678	149	529,270
JEWELRY & LUGGAGE STORES	4483	93	8,663,661	19	6,641
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	567	59,281,582	173	1,164,748
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	428	57,972,374	133	616,724
BOOK STORES & NEWS DEALERS	4512	139	1,309,208	40	548,024
GENERAL MERCHANDISE STORES	452	51	242,760,731	17	372,016
DEPARTMENT STORES	4521	8	48,200,854	4	122,520
GENERAL MERCHANDISE STORES	4529	43	194,559,877	13	249,496
E-COMMERCE & MAIL ORDER	4541	596	38,145,058	255	2,858,885
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,337	107,605,562	518	5,264,005
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>86</u>	<u>3,269,240</u>	<u>22</u>	<u>204,207</u>
<u>MINING</u>	<u>21</u>	<u>13</u>	<u>1,155,839</u>	<u>4</u>	<u>23,119</u>
<u>UTILITIES</u>	<u>22</u>	<u>16</u>	<u>738,972</u>	<u>5</u>	<u>20,637</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,830</u>	<u>365,084,776</u>	<u>570</u>	<u>23,243,063</u>
CONSTRUCTION OF BUILDINGS	236	779	178,318,452	126	10,027,103
HEAVY CONSTRUCTION & HIGHWAYS	237	123	41,378,687	34	4,414,874
SPECIAL TRADE CONTRACTORS	238	1,928	145,387,637	410	8,801,086
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,433</u>	<u>80,863,667</u>	<u>227</u>	<u>3,439,678</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,883</u>	<u>169,226,792</u>	<u>691</u>	<u>5,396,165</u>
DURABLE GOODS	423	1,992	120,365,236	457	4,038,193
NONDURABLE GOODS	424	862	48,349,114	230	1,356,357
ELECTRONIC MARKETS, AGENTS & BROKERS	425	29	512,442	4	1,615
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>120</u>	<u>21,747,352</u>	<u>18</u>	<u>1,025,552</u>
<u>INFORMATION</u>	<u>51</u>	<u>631</u>	<u>99,784,903</u>	<u>204</u>	<u>6,905,263</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>142</u>	<u>13,077,216</u>	<u>46</u>	<u>436,878</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>442</u>	<u>47,814,074</u>	<u>113</u>	<u>2,674,858</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>1,058</u>	<u>36,141,926</u>	<u>206</u>	<u>1,585,196</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,215</u>	<u>58,173,269</u>	<u>248</u>	<u>2,413,666</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>223</u>	<u>17,733,365</u>	<u>34</u>	<u>1,304,754</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>494</u>	<u>248,814,042</u>	<u>50</u>	<u>37,456,072</u>
ACCOMMODATIONS	721	96	34,643,301	17	32,740,062
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	398	214,170,741	33	4,716,010
<u>OTHER SERVICES</u>	<u>81</u>	<u>926</u>	<u>80,421,003</u>	<u>119</u>	<u>1,838,393</u>
REPAIR & MAINTENANCE	811	640	65,249,624	71	1,068,272
PERSONAL SERVICE	812	205	13,146,771	28	501,719
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	81	2,024,608	20	268,402
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>21</u>	<u>623,516</u>	<u>6</u>	<u>79,286</u>
TOTAL ALL INDUSTRIES		18,727	\$2,723,742,410	4,250	\$114,110,290

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SNOHOMISH AND SPOKANE COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	SNOHOMISH*	UNITS	SPOKANE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>12,116</u>	<u>\$7,179,272,134</u>	<u>9,527</u>	<u>\$4,533,634,658</u>
MOTOR VEHICLES & PARTS	441	591	2,075,976,384	524	1,214,835,668
NEW & USED AUTO DEALERS	4411	199	1,696,485,520	180	877,661,477
RV, BOAT, MOTORCYCLE DEALERS	4412	105	177,023,186	95	168,824,136
AUTOMOTIVE PARTS & TIRE	4413	287	202,467,678	249	168,350,055
FURNITURE & HOME FURNISHING	442	598	228,732,803	402	158,986,542
ELECTRONICS & APPLIANCE STORES	443	844	324,262,805	703	234,955,155
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	688	640,023,812	443	462,689,107
BUILDING MATERIALS	4441	469	564,111,851	310	427,913,244
LAWN & GARDEN SUPPLIES & EQUIP.	4442	219	75,911,961	133	34,775,863
FOOD & BEVERAGE STORES	445	533	381,232,292	349	268,478,181
GROCERY & CONVENIENCE STORES	4451	221	357,618,218	97	241,737,252
OTHER FOOD & BEVERAGE STORES	4452, 4453	312	23,614,074	252	26,740,929
DRUG/HEALTH STORES	446	797	282,427,741	713	215,570,087
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	179	160,165,551	113	94,265,837
APPAREL & ACCESSORIES	448	985	618,836,128	750	275,173,448
CLOTHING & SHOE STORES	4481, 4482	784	531,661,869	625	242,412,415
JEWELRY & LUGGAGE STORES	4483	201	87,174,259	125	32,761,033
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	1,039	322,169,223	831	217,126,279
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	807	301,566,472	632	175,106,032
BOOK STORES & NEWS DEALERS	4512	232	20,602,751	199	42,020,247
GENERAL MERCHANDISE STORES	452	95	1,358,497,099	78	855,072,354
DEPARTMENT STORES	4521	9	317,481,958	10	229,558,570
GENERAL MERCHANDISE STORES	4529	86	1,041,015,141	68	625,513,784
E-COMMERCE & MAIL ORDER	4541	983	278,935,618	829	142,777,489
MISCELLANEOUS RETAILERS	453, 4542, 4543	4,784	508,012,678	3,792	393,704,511
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>184</u>	<u>5,017,853</u>	<u>116</u>	<u>4,460,304</u>
<u>MINING</u>	<u>21</u>	<u>18</u>	<u>4,119,765</u>	<u>10</u>	<u>1,199,697</u>
<u>UTILITIES</u>	<u>22</u>	<u>35</u>	<u>8,930,013</u>	<u>24</u>	<u>4,015,973</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>9,451</u>	<u>2,032,297,571</u>	<u>3,941</u>	<u>1,268,637,268</u>
CONSTRUCTION OF BUILDINGS	236	3,149	998,316,354	1,294	608,744,529
HEAVY CONSTRUCTION & HIGHWAYS	237	273	162,757,044	134	83,854,813
SPECIAL TRADE CONTRACTORS	238	6,029	871,224,173	2,513	576,037,926
<u>MANUFACTURING</u>	<u>31-33</u>	<u>2,933</u>	<u>204,868,523</u>	<u>2,176</u>	<u>176,427,970</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>4,593</u>	<u>756,049,488</u>	<u>4,052</u>	<u>646,085,475</u>
DURABLE GOODS	423	3,113	576,176,193	2,800	515,586,845
NONDURABLE GOODS	424	1,437	178,351,797	1,210	129,277,002
ELECTRONIC MARKETS, AGENTS & BROKERS	425	43	1,521,498	42	1,221,628
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>260</u>	<u>36,432,372</u>	<u>164</u>	<u>25,275,015</u>
<u>INFORMATION</u>	<u>51</u>	<u>1,059</u>	<u>635,840,362</u>	<u>951</u>	<u>410,567,075</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>227</u>	<u>118,602,143</u>	<u>213</u>	<u>78,361,798</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>826</u>	<u>247,365,867</u>	<u>624</u>	<u>217,547,644</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>2,865</u>	<u>218,777,822</u>	<u>1,936</u>	<u>145,297,596</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>3,673</u>	<u>302,199,528</u>	<u>1,896</u>	<u>232,482,252</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>683</u>	<u>104,475,680</u>	<u>460</u>	<u>63,049,605</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>1,867</u>	<u>1,372,405,063</u>	<u>1,109</u>	<u>1,015,774,164</u>
ACCOMMODATIONS	721	121	134,814,708	115	162,656,865
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	1,746	1,237,590,355	994	853,117,299
<u>OTHER SERVICES</u>	<u>81</u>	<u>2,798</u>	<u>385,390,823</u>	<u>1,816</u>	<u>276,167,504</u>
REPAIR & MAINTENANCE	811	1,706	305,501,112	1,106	210,207,735
PERSONAL SERVICE	812	914	72,636,429	592	58,535,067
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	178	7,253,282	118	7,424,702
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>31</u>	<u>6,269,625</u>	<u>45</u>	<u>9,306,401</u>
TOTAL ALL INDUSTRIES		43,619	\$13,618,314,632	29,060	\$9,108,290,399

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR STEVENS AND THURSTON COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	STEVENS*	UNITS	THURSTON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,305</u>	<u>\$217,500,612</u>	<u>7,853</u>	<u>\$2,435,978,751</u>
MOTOR VEHICLES & PARTS	441	172	45,747,366	297	552,802,265
NEW & USED AUTO DEALERS	4411	24	26,885,022	60	431,935,943
RV, BOAT, MOTORCYCLE DEALERS	4412	43	3,054,809	59	45,775,811
AUTOMOTIVE PARTS & TIRE	4413	105	15,807,535	178	75,090,511
FURNITURE & HOME FURNISHING	442	155	7,013,665	397	89,257,133
ELECTRONICS & APPLIANCE STORES	443	233	7,049,661	636	122,124,667
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	185	24,869,460	413	299,306,622
BUILDING MATERIALS	4441	126	22,251,664	283	253,771,933
LAWN & GARDEN SUPPLIES & EQUIP.	4442	59	2,617,796	130	45,534,689
FOOD & BEVERAGE STORES	445	71	19,221,008	268	135,697,945
GROCERY & CONVENIENCE STORES	4451	18	18,517,772	72	123,327,183
OTHER FOOD & BEVERAGE STORES	4452, 4453	53	703,236	196	12,370,762
DRUG/HEALTH STORES	446	253	3,184,410	586	86,668,654
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	27	10,735,448	86	65,984,672
APPAREL & ACCESSORIES	448	264	2,058,945	616	112,561,962
CLOTHING & SHOE STORES	4481, 4482	228	1,707,436	518	98,052,446
JEWELRY & LUGGAGE STORES	4483	36	351,509	98	14,509,516
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	327	7,695,714	707	139,448,246
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	247	7,226,878	534	128,721,801
BOOK STORES & NEWS DEALERS	4512	80	468,836	173	10,726,445
GENERAL MERCHANDISE STORES	452	39	49,142,232	72	545,272,901
DEPARTMENT STORES	4521	4	587,705	10	148,494,947
GENERAL MERCHANDISE STORES	4529	35	48,554,527	62	396,777,954
E-COMMERCE & MAIL ORDER	4541	406	11,094,397	752	90,710,145
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,173	29,688,306	3,023	196,143,539
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>55</u>	<u>1,132,399</u>	<u>122</u>	<u>2,971,807</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>145,580</u>	<u>20</u>	<u>706,912</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>180,883</u>	<u>23</u>	<u>2,113,786</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,024</u>	<u>72,575,927</u>	<u>4,199</u>	<u>790,452,733</u>
CONSTRUCTION OF BUILDINGS	236	257	26,630,836	1,275	406,017,076
HEAVY CONSTRUCTION & HIGHWAYS	237	64	13,863,305	143	74,857,480
SPECIAL TRADE CONTRACTORS	238	703	32,081,786	2,781	309,578,177
<u>MANUFACTURING</u>	<u>31-33</u>	<u>556</u>	<u>10,616,031</u>	<u>1,773</u>	<u>90,060,181</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,456</u>	<u>29,529,267</u>	<u>3,382</u>	<u>289,497,243</u>
DURABLE GOODS	423	1,027	22,099,564	2,297	236,954,900
NONDURABLE GOODS	424	422	7,420,720	1,056	51,727,782
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	8,983	29	814,561
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>32</u>	<u>892,904</u>	<u>111</u>	<u>7,860,973</u>
<u>INFORMATION</u>	<u>51</u>	<u>363</u>	<u>27,106,647</u>	<u>835</u>	<u>259,826,825</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>77</u>	<u>3,295,016</u>	<u>164</u>	<u>32,519,927</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>189</u>	<u>7,823,563</u>	<u>546</u>	<u>80,307,402</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>395</u>	<u>14,121,492</u>	<u>1,592</u>	<u>139,921,243</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>460</u>	<u>7,296,263</u>	<u>1,963</u>	<u>113,319,632</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>53</u>	<u>4,530,656</u>	<u>352</u>	<u>46,347,701</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>154</u>	<u>33,748,151</u>	<u>662</u>	<u>470,522,176</u>
ACCOMMODATIONS	721	44	6,378,620	66	43,609,934
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	110	27,369,531	596	426,912,242
<u>OTHER SERVICES</u>	<u>81</u>	<u>331</u>	<u>21,961,827</u>	<u>1,405</u>	<u>135,575,854</u>
REPAIR & MAINTENANCE	811	236	19,992,223	896	109,922,226
PERSONAL SERVICE	812	57	1,549,674	396	23,721,406
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	38	419,930	113	1,932,222
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>10</u>	<u>101,089</u>	<u>29</u>	<u>12,774,725</u>
TOTAL ALL INDUSTRIES		8,475	\$452,558,307	25,031	\$4,910,757,871

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR WAHAKIYAKUM AND WALLA WALLA COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	WAHAKIYAKUM*	UNITS	WALLA WALLA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,207</u>	<u>\$10,924,137</u>	<u>3,980</u>	<u>\$363,157,932</u>
MOTOR VEHICLES & PARTS	441	57	831,562	158	73,152,878
NEW & USED AUTO DEALERS	4411	6	99,462	34	50,642,617
RV, BOAT, MOTORCYCLE DEALERS	4412	10	6,144	29	7,919,419
AUTOMOTIVE PARTS & TIRE	4413	41	725,956	95	14,590,842
FURNITURE & HOME FURNISHING	442	52	401,997	190	12,416,702
ELECTRONICS & APPLIANCE STORES	443	86	1,862,329	328	17,530,058
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	72	1,228,536	193	48,075,385
BUILDING MATERIALS	4441	52	1,158,453	125	44,253,458
LAWN & GARDEN SUPPLIES & EQUIP.	4442	20	70,083	68	3,821,927
FOOD & BEVERAGE STORES	445	20	909,422	137	35,981,078
GROCERY & CONVENIENCE STORES	4451	3	884,109	31	29,442,962
OTHER FOOD & BEVERAGE STORES	4452, 4453	17	25,313	106	6,538,116
DRUG/HEALTH STORES	446	84	347,077	332	15,947,013
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	5	1,607,496	26	10,539,245
APPAREL & ACCESSORIES	448	123	195,887	340	9,169,024
CLOTHING & SHOE STORES	4481, 4482	113	190,984	301	7,573,796
JEWELRY & LUGGAGE STORES	4483	10	4,903	39	1,595,228
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	121	183,069	385	13,056,958
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	95	169,197	282	8,468,816
BOOK STORES & NEWS DEALERS	4512	26	13,872	103	4,588,142
GENERAL MERCHANDISE STORES	452	19	415,793	39	71,753,517
DEPARTMENT STORES	4521	4	64,587	6	13,676,439
GENERAL MERCHANDISE STORES	4529	15	351,206	33	58,077,078
E-COMMERCE & MAIL ORDER	4541	185	1,123,229	471	17,998,853
MISCELLANEOUS RETAILERS	453, 4542, 4543	383	1,817,740	1,381	37,537,221
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>12</u>	<u>62,624</u>	<u>47</u>	<u>672,286</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>68,357</u>	<u>6</u>	<u>96,772</u>
<u>UTILITIES</u>	<u>22</u>	<u>D</u>	<u>D</u>	<u>10</u>	<u>638,750</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>265</u>	<u>7,999,736</u>	<u>1,143</u>	<u>173,890,889</u>
CONSTRUCTION OF BUILDINGS	236	54	2,956,553	300	99,929,730
HEAVY CONSTRUCTION & HIGHWAYS	237	27	1,448,886	62	10,450,556
SPECIAL TRADE CONTRACTORS	238	184	3,594,297	781	63,510,603
<u>MANUFACTURING</u>	<u>31-33</u>	<u>131</u>	<u>892,647</u>	<u>872</u>	<u>37,798,654</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>464</u>	<u>2,176,496</u>	<u>2,058</u>	<u>78,444,093</u>
DURABLE GOODS	423	319	1,871,286	1,405	60,251,826
NONDURABLE GOODS	424	143	304,880	635	18,032,891
ELECTRONIC MARKETS, AGENTS & BROKERS	425	D	D	18	159,376
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>11</u>	<u>200,019</u>	<u>41</u>	<u>2,482,164</u>
<u>INFORMATION</u>	<u>51</u>	<u>163</u>	<u>2,810,851</u>	<u>479</u>	<u>40,229,780</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>30</u>	<u>315,339</u>	<u>112</u>	<u>5,519,824</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>71</u>	<u>581,897</u>	<u>286</u>	<u>20,359,432</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>110</u>	<u>479,403</u>	<u>636</u>	<u>14,369,567</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>142</u>	<u>576,526</u>	<u>667</u>	<u>21,382,216</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>13</u>	<u>68,240</u>	<u>88</u>	<u>6,126,129</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>23</u>	<u>1,908,114</u>	<u>239</u>	<u>107,787,984</u>
ACCOMMODATIONS	721	9	436,219	87	27,025,055
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	14	1,471,895	152	80,762,929
<u>OTHER SERVICES</u>	<u>81</u>	<u>82</u>	<u>817,073</u>	<u>419</u>	<u>22,498,732</u>
REPAIR & MAINTENANCE	811	50	709,521	263	17,851,480
PERSONAL SERVICE	812	16	93,673	105	4,066,723
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	16	13,879	51	580,529
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>10</u>	<u>17,457</u>	<u>11</u>	<u>1,568,675</u>
TOTAL ALL INDUSTRIES		<u>2,739</u>	<u>\$29,913,704</u>	<u>11,094</u>	<u>\$897,023,879</u>

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR WHATCOM AND WHITMAN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	WHATCOM*	UNITS	WHITMAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>7,653</u>	<u>\$1,735,079,340</u>	<u>3,679</u>	<u>\$264,971,335</u>
MOTOR VEHICLES & PARTS	441	341	347,536,240	133	73,859,644
NEW & USED AUTO DEALERS	4411	82	265,371,748	25	43,236,418
RV, BOAT, MOTORCYCLE DEALERS	4412	78	32,578,765	28	21,015,466
AUTOMOTIVE PARTS & TIRE	4413	181	49,585,727	80	9,607,760
FURNITURE & HOME FURNISHING	442	361	58,099,348	172	7,371,845
ELECTRONICS & APPLIANCE STORES	443	552	73,057,272	298	14,273,167
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	378	220,976,235	179	25,058,869
BUILDING MATERIALS	4441	255	190,907,406	127	21,741,750
LAWN & GARDEN SUPPLIES & EQUIP.	4442	123	30,068,829	52	3,317,119
FOOD & BEVERAGE STORES	445	280	136,278,617	89	18,788,786
GROCERY & CONVENIENCE STORES	4451	63	128,414,718	22	18,479,232
OTHER FOOD & BEVERAGE STORES	4452, 4453	217	7,863,899	67	309,554
DRUG/HEALTH STORES	446	564	83,210,694	312	12,862,786
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	90	49,443,587	17	6,379,434
APPAREL & ACCESSORIES	448	634	109,249,543	324	5,502,644
CLOTHING & SHOE STORES	4481, 4482	544	101,286,553	285	4,540,569
JEWELRY & LUGGAGE STORES	4483	90	7,962,990	39	962,075
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	709	75,474,279	379	19,529,992
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	539	69,920,778	288	4,714,412
BOOK STORES & NEWS DEALERS	4512	170	5,553,501	91	14,815,580
GENERAL MERCHANDISE STORES	452	79	339,221,664	37	40,591,147
DEPARTMENT STORES	4521	9	92,860,902	4	743,233
GENERAL MERCHANDISE STORES	4529	70	246,360,762	33	39,847,914
E-COMMERCE & MAIL ORDER	4541	808	96,945,501	449	17,686,128
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,857	145,586,360	1,290	23,066,893
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>93</u>	<u>3,423,747</u>	<u>32</u>	<u>230,222</u>
<u>MINING</u>	<u>21</u>	<u>13</u>	<u>5,869,767</u>	<u>3</u>	<u>1,143,744</u>
<u>UTILITIES</u>	<u>22</u>	<u>17</u>	<u>828,498</u>	<u>11</u>	<u>90,723</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,935</u>	<u>731,505,200</u>	<u>918</u>	<u>197,780,002</u>
CONSTRUCTION OF BUILDINGS	236	983	399,300,822	231	120,631,763
HEAVY CONSTRUCTION & HIGHWAYS	237	120	73,311,076	56	20,673,709
SPECIAL TRADE CONTRACTORS	238	1,832	258,893,302	631	56,474,530
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,860</u>	<u>84,738,685</u>	<u>696</u>	<u>13,540,008</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>3,512</u>	<u>291,557,830</u>	<u>1,779</u>	<u>56,764,342</u>
DURABLE GOODS	423	2,383	200,116,894	1,221	46,333,499
NONDURABLE GOODS	424	1,097	90,557,121	546	10,392,266
ELECTRONIC MARKETS, AGENTS & BROKERS	425	32	883,815	12	38,577
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>132</u>	<u>16,838,390</u>	<u>38</u>	<u>3,208,888</u>
<u>INFORMATION</u>	<u>51</u>	<u>796</u>	<u>165,185,990</u>	<u>422</u>	<u>31,008,163</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>161</u>	<u>15,766,863</u>	<u>95</u>	<u>2,898,945</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>544</u>	<u>70,770,078</u>	<u>217</u>	<u>23,580,935</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>1,439</u>	<u>64,979,426</u>	<u>544</u>	<u>12,437,888</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,455</u>	<u>105,811,363</u>	<u>480</u>	<u>20,390,509</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>328</u>	<u>42,384,910</u>	<u>74</u>	<u>3,901,005</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>735</u>	<u>418,050,625</u>	<u>151</u>	<u>75,300,216</u>
ACCOMMODATIONS	721	169	72,387,401	20	14,598,092
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	566	345,663,224	131	60,702,124
<u>OTHER SERVICES</u>	<u>81</u>	<u>1,209</u>	<u>130,086,465</u>	<u>324</u>	<u>15,639,294</u>
REPAIR & MAINTENANCE	811	780	104,861,822	201	12,203,590
PERSONAL SERVICE	812	333	23,069,763	82	3,222,056
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	96	2,154,880	41	213,648
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>20</u>	<u>1,513,721</u>	<u>15</u>	<u>391,450</u>
TOTAL ALL INDUSTRIES		<u>22,902</u>	<u>\$3,884,390,898</u>	<u>9,478</u>	<u>\$723,277,669</u>

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR YAKIMA COUNTY
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	YAKIMA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>6,246</u>	<u>\$1,792,521,783</u>
MOTOR VEHICLES & PARTS	441	394	472,492,435
NEW & USED AUTO DEALERS	4411	126	361,901,831
RV, BOAT, MOTORCYCLE DEALERS	4412	65	40,353,502
AUTOMOTIVE PARTS & TIRE	4413	203	70,237,102
FURNITURE & HOME FURNISHING	442	270	41,748,488
ELECTRONICS & APPLIANCE STORES	443	508	69,649,673
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	309	199,300,858
BUILDING MATERIALS	4441	216	161,501,109
LAWN & GARDEN SUPPLIES & EQUIP.	4442	93	37,799,749
FOOD & BEVERAGE STORES	445	272	113,031,125
GROCERY & CONVENIENCE STORES	4451	121	105,943,947
OTHER FOOD & BEVERAGE STORES	4452, 4453	151	7,087,178
DRUG/HEALTH STORES	446	469	57,312,157
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	79	51,407,072
APPAREL & ACCESSORIES	448	525	101,901,171
CLOTHING & SHOE STORES	4481, 4482	449	92,634,874
JEWELRY & LUGGAGE STORES	4483	76	9,266,297
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	546	63,679,706
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	413	59,448,229
BOOK STORES & NEWS DEALERS	4512	133	4,231,477
GENERAL MERCHANDISE STORES	452	66	417,913,416
DEPARTMENT STORES	4521	9	104,851,563
GENERAL MERCHANDISE STORES	4529	57	313,061,853
E-COMMERCE & MAIL ORDER	4541	605	49,670,966
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,203	154,414,716
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>90</u>	<u>3,419,223</u>
<u>MINING</u>	<u>21</u>	<u>18</u>	<u>2,256,950</u>
<u>UTILITIES</u>	<u>22</u>	<u>28</u>	<u>1,559,820</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,026</u>	<u>586,300,435</u>
CONSTRUCTION OF BUILDINGS	236	593	289,720,686
HEAVY CONSTRUCTION & HIGHWAYS	237	109	47,985,236
SPECIAL TRADE CONTRACTORS	238	1,324	248,594,513
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,340</u>	<u>130,734,678</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>3,061</u>	<u>378,225,420</u>
DURABLE GOODS	423	2,156	272,917,773
NONDURABLE GOODS	424	881	104,610,767
ELECTRONIC MARKETS, AGENTS & BROKERS	425	24	696,880
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>98</u>	<u>6,544,563</u>
<u>INFORMATION</u>	<u>51</u>	<u>665</u>	<u>169,109,001</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>164</u>	<u>25,158,824</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>464</u>	<u>109,629,068</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>1,059</u>	<u>48,317,943</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,066</u>	<u>64,624,252</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>198</u>	<u>27,202,597</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>624</u>	<u>345,137,696</u>
ACCOMMODATIONS	721	74	47,261,042
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	550	297,876,654
<u>OTHER SERVICES</u>	<u>81</u>	<u>1,036</u>	<u>112,724,843</u>
REPAIR & MAINTENANCE	811	704	90,328,899
PERSONAL SERVICE	812	255	19,347,494
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	77	3,048,450
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>23</u>	<u>811,918</u>
TOTAL ALL INDUSTRIES		18,206	\$3,804,279,014

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

Table 4-A
City Taxable Retail Sales Comparing
Calendar Year 2015 to Calendar Year 2016
(Dollars in Thousands)

City	Calendar Year 2015	Calendar Year 2016	Percent Change
Aberdeen	\$398,890	\$403,205	1.1%
Auburn	\$1,791,050	\$1,817,593	1.5%
Bellevue	\$6,714,085	\$7,153,756	6.5%
Bellingham	\$2,396,971	\$2,546,669	6.2%
Bremerton	\$833,916	\$917,965	10.1%
Camas	\$237,466	\$270,731	14.0%
Centralia	\$319,999	\$337,258	5.4%
Chehalis	\$431,982	\$479,439	11.0%
Colville	\$200,869	\$206,448	2.8%
Des Moines	\$279,430	\$328,802	17.7%
Edmonds	\$784,023	\$799,923	2.0%
Ellensburg	\$458,904	\$501,840	9.4%
Everett	\$2,704,459	\$2,803,485	3.7%
Federal Way	\$1,527,016	\$1,616,664	5.9%
Fife	\$882,943	\$947,035	7.3%
Issaquah	\$1,514,192	\$1,569,055	3.6%
Kelso	\$241,213	\$274,613	13.8%
Kennewick	\$1,930,747	\$2,002,185	3.7%
Kent	\$2,048,179	\$2,211,079	8.0%
Kirkland	\$2,196,210	\$2,322,553	5.8%
Lacey	\$1,099,883	\$1,200,118	9.1%
Longview	\$819,751	\$859,360	4.8%
Lynnwood	\$2,290,882	\$2,513,899	9.7%
Marysville	\$994,270	\$1,049,274	5.5%
Mercer Island	\$476,229	\$546,769	14.8%
Moses Lake	\$643,901	\$708,691	10.1%
Mount Vernon	\$677,233	\$775,455	14.5%
Mountlake Terrace	\$211,014	\$223,009	5.7%
Oak Harbor	\$347,369	\$393,651	13.3%
Olympia	\$1,967,072	\$2,094,839	6.5%
Omak	\$200,759	\$206,711	3.0%
Pasco	\$1,125,061	\$1,250,473	11.1%
Port Angeles	\$370,468	\$400,750	8.2%
Port Townsend	\$225,485	\$262,840	16.6%
Pullman	\$487,939	\$554,568	13.7%
Puyallup	\$2,124,413	\$2,271,084	6.9%
Redmond	\$2,477,848	\$2,868,021	15.7%
Renton	\$2,574,996	\$2,900,265	12.6%
Richland	\$1,129,471	\$1,207,962	6.9%
Sea Tac	\$1,186,178	\$1,294,303	9.1%
Seattle	\$22,407,443	\$24,287,539	8.4%
Shelton	\$216,383	\$226,813	4.8%
Spokane	\$4,575,896	\$4,792,984	4.7%
Sunnyside	\$279,782	\$311,922	11.5%
Tacoma	\$4,641,369	\$5,015,372	8.1%
Tukwila	\$2,073,593	\$2,037,233	-1.8%
Vancouver	\$3,463,760	\$3,642,849	5.2%
Walla Walla	\$544,574	\$591,511	8.6%
Wenatchee	\$874,470	\$981,989	12.3%
Yakima	\$1,795,191	\$1,857,078	3.4%

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF ABERDEEN AND AUBURN
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	ABERDEEN*	UNITS	AUBURN*
RETAIL TRADE	44-45	2,325	\$265,003,901	4,422	\$983,671,979
MOTOR VEHICLES & PARTS	441	94	77,707,549	220	408,621,480
NEW & USED AUTO DEALERS	4411	17	60,673,009	62	350,481,268
RV, BOAT, MOTORCYCLE DEALERS	4412	14	268,522	32	29,088,221
AUTOMOTIVE PARTS & TIRE	4413	63	16,766,018	126	29,051,991
FURNITURE & HOME FURNISHING	442	108	4,523,078	246	21,677,911
ELECTRONICS & APPLIANCES	443	192	4,720,482	375	21,289,771
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	108	40,962,384	283	67,872,003
BUILDING MATERIALS	4441	80	38,275,592	221	62,007,737
LAWN & GARDEN SUPPLIES & EQUIP.	4442	28	2,686,792	62	5,864,266
FOOD & BEVERAGE STORES	445	52	20,524,657	113	33,686,034
GROCERY & CONVENIENCE STORES	4451	19	19,077,886	30	32,092,683
OTHER FOOD & BEVERAGE STORES	4452, 4453	33	1,446,771	83	1,593,351
DRUG/HEALTH STORES	446	197	6,500,901	317	31,327,287
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	13	3,161,413	27	29,614,281
APPAREL & ACCESSORIES	448	207	3,764,214	364	134,858,534
CLOTHING & SHOE STORES	4481, 4482	180	2,450,249	315	124,098,863
JEWELRY & LUGGAGE STORES	4483	27	1,313,965	49	10,759,671
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	222	4,116,894	385	26,544,380
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	163	3,211,054	297	25,643,282
BOOK STORES & NEWS DEALERS	4512	59	905,840	88	901,098
GENERAL MERCHANDISE STORES	452	28	79,347,513	46	121,771,584
DEPARTMENT STORES	4521	6	14,380,249	5	10,408,566
GENERAL MERCHANDISE STORES	4529	22	64,967,264	41	111,363,018
E-COMMERCE & MAIL ORDER	4541	299	4,087,948	483	22,064,720
MISCELLANEOUS RETAILERS	453, 4542, 4543	805	15,586,868	1,563	64,343,994
AGRICULTURE, FORESTRY, FISHING	11	9	25,698	35	534,691
MINING	21	D	D	9	157,223
UTILITIES	22	5	87,406	8	2,173,748
CONSTRUCTION	23	607	23,641,146	3,204	256,901,775
CONSTRUCTION OF BUILDINGS	236	182	12,156,882	811	133,589,854
HEAVY CONSTRUCTION & HIGHWAYS	237	28	1,593,659	103	29,094,991
SPECIAL TRADE CONTRACTORS	238	397	9,890,605	2,290	94,216,930
MANUFACTURING	31-33	357	4,791,449	1,016	29,085,896
WHOLESALE TRADE	42	1,148	22,888,520	2,258	142,318,173
DURABLE GOODS	423	808	18,407,830	1,577	111,156,337
NONDURABLE GOODS	424	330	4,425,094	659	30,949,771
ELECTRONIC MARKETS, AGENTS & BROKERS	425	10	55,596	22	212,065
TRANSPORTATION & WAREHOUSING	48-49	19	266,508	72	6,227,307
INFORMATION	51	320	16,430,861	498	67,139,472
FINANCE, INSURANCE	52	72	3,405,939	107	12,269,351
REAL ESTATE, RENTAL/LEASING	53	189	6,251,458	375	40,277,462
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	322	7,609,176	807	24,606,971
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	417	5,241,294	1,247	35,753,526
ARTS, ENTERTAINMENT & RECREATION	71	25	595,123	113	10,250,604
ACCOMMODATIONS & FOOD SERVICES	72	84	37,205,672	240	131,681,062
ACCOMMODATIONS	721	8	3,209,854	11	11,439,122
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	76	33,995,818	229	120,241,940
OTHER SERVICES	81	262	9,514,945	732	74,424,211
REPAIR & MAINTENANCE	811	163	6,851,375	572	52,422,624
PERSONAL SERVICE	812	64	2,226,973	116	21,114,601
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	35	436,597	44	886,986
PUBLIC ADMINISTRATION, OTHER	92,00	9	164,300	12	119,598
TOTAL ALL INDUSTRIES		6,171	\$403,205,044	15,155	\$1,817,593,049

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF BELLEVUE AND BELLINGHAM
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	BELLEVUE*	UNITS	BELLINGHAM*
RETAIL TRADE	44-45	7,063	\$3,014,265,109	5,594	\$1,319,613,614
MOTOR VEHICLES & PARTS	441	208	1,124,383,492	198	292,829,695
NEW & USED AUTO DEALERS	4411	57	1,071,860,601	52	238,129,459
RV, BOAT, MOTORCYCLE DEALERS	4412	32	22,256,669	45	24,723,363
AUTOMOTIVE PARTS & TIRE	4413	119	30,266,222	101	29,976,873
FURNITURE & HOME FURNISHING	442	435	106,503,920	293	37,749,480
ELECTRONICS & APPLIANCES	443	627	285,756,718	434	56,184,605
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	392	134,698,506	254	152,402,924
BUILDING MATERIALS	4441	297	130,295,656	185	144,576,187
LAWN & GARDEN SUPPLIES & EQUIP.	4442	95	4,402,850	69	7,826,737
FOOD & BEVERAGE STORES	445	253	94,209,349	174	90,065,532
GROCERY & CONVENIENCE STORES	4451	48	72,754,911	37	85,878,599
OTHER FOOD & BEVERAGE STORES	4452, 4453	205	21,454,438	137	4,186,933
DRUG/HEALTH STORES	446	551	103,211,731	463	56,609,070
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	37	22,712,139	38	16,548,876
APPAREL & ACCESSORIES	448	638	507,778,512	498	92,792,800
CLOTHING & SHOE STORES	4481, 4482	528	441,429,537	435	85,702,923
JEWELRY & LUGGAGE STORES	4483	110	66,348,975	63	7,089,877
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	578	137,624,303	546	62,718,823
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	441	127,744,976	410	57,985,191
BOOK STORES & NEWS DEALERS	4512	137	9,879,327	136	4,733,632
GENERAL MERCHANDISE STORES	452	53	176,440,797	60	327,618,079
DEPARTMENT STORES	4521	8	91,989,728	9	90,158,922
GENERAL MERCHANDISE STORES	4529	45	84,451,069	51	237,459,157
E-COMMERCE & MAIL ORDER	4541	673	101,762,176	618	37,837,801
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,618	219,183,466	2,018	96,255,929
AGRICULTURE, FORESTRY, FISHING	11	48	1,031,261	36	1,249,812
MINING	21	7	188,509	7	1,499,673
UTILITIES	22	13	2,919,023	10	200,529
CONSTRUCTION	23	6,650	1,439,883,272	2,169	402,772,885
CONSTRUCTION OF BUILDINGS	236	2,174	1,051,219,936	697	256,699,113
HEAVY CONSTRUCTION & HIGHWAYS	237	169	53,033,816	79	34,625,717
SPECIAL TRADE CONTRACTORS	238	4,307	335,629,520	1,393	111,448,055
MANUFACTURING	31-33	1,607	83,906,415	1,254	43,093,831
WHOLESALE TRADE	42	2,992	340,591,849	2,614	135,940,775
DURABLE GOODS	423	2,004	298,362,202	1,799	104,392,213
NONDURABLE GOODS	424	962	41,712,042	789	30,889,314
ELECTRONIC MARKETS, AGENTS & BROKERS	425	26	517,605	26	659,248
TRANSPORTATION & WAREHOUSING	48-49	95	5,347,921	81	5,044,459
INFORMATION	51	862	302,714,454	644	88,429,356
FINANCE, INSURANCE	52	155	72,883,974	130	7,750,456
REAL ESTATE, RENTAL/LEASING	53	542	188,947,803	374	38,799,278
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	2,051	400,931,849	1,059	46,041,746
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	2,683	212,721,938	1,140	67,028,219
ARTS, ENTERTAINMENT & RECREATION	71	329	114,152,482	220	18,465,975
ACCOMMODATIONS & FOOD SERVICES	72	622	785,571,014	436	293,881,749
ACCOMMODATIONS	721	40	270,071,503	41	40,616,213
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	582	515,499,511	395	253,265,536
OTHER SERVICES	81	1,137	182,752,234	810	76,097,921
REPAIR & MAINTENANCE	811	697	104,058,308	507	62,459,147
PERSONAL SERVICE	812	346	75,376,100	233	12,988,965
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	94	3,317,826	70	649,809
PUBLIC ADMINISTRATION, OTHER	92,00	34	4,946,532	14	759,168
TOTAL ALL INDUSTRIES		26,890	\$7,153,755,639	16,592	\$2,546,669,446

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF BREMERTON AND CAMAS
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	BREMERTON*	UNITS	CAMAS*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,950</u>	<u>\$514,851,900</u>	<u>2,778</u>	<u>\$83,542,040</u>
MOTOR VEHICLES & PARTS	441	155	353,502,200	85	9,899,593
NEW & USED AUTO DEALERS	4411	37	321,468,320	14	3,872,435
RV, BOAT, MOTORCYCLE DEALERS	4412	23	18,374,696	17	65,213
AUTOMOTIVE PARTS & TIRE	4413	95	13,659,184	54	5,961,945
FURNITURE & HOME FURNISHING	442	204	10,880,875	141	6,926,027
ELECTRONICS & APPLIANCES	443	308	9,791,413	211	8,830,357
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	194	15,463,334	132	16,066,658
BUILDING MATERIALS	4441	151	14,256,172	102	13,792,248
LAWN & GARDEN SUPPLIES & EQUIP.	4442	43	1,207,162	30	2,274,410
FOOD & BEVERAGE STORES	445	102	30,312,844	63	8,096,541
GROCERY & CONVENIENCE STORES	4451	31	29,498,359	11	7,931,675
OTHER FOOD & BEVERAGE STORES	4452, 4453	71	814,485	52	164,866
DRUG/HEALTH STORES	446	312	20,048,611	220	3,282,814
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	20	12,115,846	9	2,226,369
APPAREL & ACCESSORIES	448	337	5,302,899	275	4,643,480
CLOTHING & SHOE STORES	4481, 4482	294	4,181,840	240	4,023,139
JEWELRY & LUGGAGE STORES	4483	43	1,121,059	35	620,341
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	360	7,459,728	286	2,209,308
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	266	4,382,670	223	1,975,449
BOOK STORES & NEWS DEALERS	4512	94	3,077,058	63	233,859
GENERAL MERCHANDISE STORES	452	40	4,690,001	30	2,794,449
DEPARTMENT STORES	4521	4	1,159,318	4	553,818
GENERAL MERCHANDISE STORES	4529	36	3,530,683	26	2,240,631
E-COMMERCE & MAIL ORDER	4541	478	14,381,787	361	9,365,228
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,440	30,902,362	965	9,201,216
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>14</u>	<u>45,790</u>	<u>9</u>	<u>10,419</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>137,441</u>	<u>4</u>	<u>64,478</u>
<u>UTILITIES</u>	<u>22</u>	<u>8</u>	<u>53,779</u>	<u>7</u>	<u>184,642</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,512</u>	<u>97,111,617</u>	<u>1,462</u>	<u>79,749,752</u>
CONSTRUCTION OF BUILDINGS	236	394	41,608,677	329	22,410,119
HEAVY CONSTRUCTION & HIGHWAYS	237	50	11,770,047	40	13,500,357
SPECIAL TRADE CONTRACTORS	238	1,068	43,732,893	1,093	43,839,276
<u>MANUFACTURING</u>	<u>31-33</u>	<u>723</u>	<u>14,035,388</u>	<u>451</u>	<u>5,091,033</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,758</u>	<u>55,225,009</u>	<u>1,231</u>	<u>22,662,899</u>
DURABLE GOODS	423	1,241	45,356,625	824	16,150,011
NONDURABLE GOODS	424	503	9,829,768	396	6,485,306
ELECTRONIC MARKETS, AGENTS & BROKERS	425	14	38,616	11	27,582
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>41</u>	<u>1,577,314</u>	<u>30</u>	<u>246,505</u>
<u>INFORMATION</u>	<u>51</u>	<u>457</u>	<u>35,395,880</u>	<u>340</u>	<u>14,495,392</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>102</u>	<u>6,516,723</u>	<u>68</u>	<u>3,408,460</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>272</u>	<u>23,980,297</u>	<u>175</u>	<u>8,884,512</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>547</u>	<u>10,602,774</u>	<u>390</u>	<u>5,184,925</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>763</u>	<u>20,428,563</u>	<u>593</u>	<u>11,863,767</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>90</u>	<u>6,642,681</u>	<u>53</u>	<u>7,140,009</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>180</u>	<u>101,575,643</u>	<u>72</u>	<u>24,772,088</u>
ACCOMMODATIONS	721	14	13,617,196	D	D
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	166	87,958,447	70	24,256,190
<u>OTHER SERVICES</u>	<u>81</u>	<u>433</u>	<u>28,418,973</u>	<u>266</u>	<u>3,428,358</u>
REPAIR & MAINTENANCE	811	296	20,894,166	179	1,601,216
PERSONAL SERVICE	812	93	7,354,096	61	1,804,310
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	44	170,711	26	22,832
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>12</u>	<u>1,365,093</u>	<u>5</u>	<u>2,061</u>
TOTAL ALL INDUSTRIES		10,866	\$917,964,865	7,934	\$270,731,340

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF CENTRALIA AND CHEHALIS
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	CENTRALIA*	UNITS	CHEHALIS*
RETAIL TRADE	44-45	2,483	\$153,824,460	2,378	\$342,786,475
MOTOR VEHICLES & PARTS	441	107	30,439,739	109	120,905,484
NEW & USED AUTO DEALERS	4411	25	13,845,718	16	98,146,864
RV, BOAT, MOTORCYCLE DEALERS	4412	12	4,163,359	17	9,773,776
AUTOMOTIVE PARTS & TIRE	4413	70	12,430,662	76	12,984,844
FURNITURE & HOME FURNISHING	442	118	3,820,513	122	5,177,980
ELECTRONICS & APPLIANCES	443	185	5,857,827	178	7,020,204
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	131	10,905,014	129	49,099,283
BUILDING MATERIALS	4441	103	9,975,729	104	43,930,520
LAWN & GARDEN SUPPLIES & EQUIP.	4442	28	929,285	25	5,168,763
FOOD & BEVERAGE STORES	445	41	17,171,260	32	11,171,237
GROCERY & CONVENIENCE STORES	4451	17	17,129,157	6	10,847,049
OTHER FOOD & BEVERAGE STORES	4452, 4453	24	42,103	26	324,188
DRUG/HEALTH STORES	446	236	8,151,390	181	9,872,370
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	12	4,480,617	11	5,801,858
APPAREL & ACCESSORIES	448	226	35,023,562	209	5,449,764
CLOTHING & SHOE STORES	4481, 4482	199	31,214,094	189	4,507,599
JEWELRY & LUGGAGE STORES	4483	27	3,809,468	20	942,165
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	214	18,483,987	208	6,055,718
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	160	18,370,991	159	5,989,789
BOOK STORES & NEWS DEALERS	4512	54	112,996	49	65,929
GENERAL MERCHANDISE STORES	452	29	658,115	35	97,657,104
DEPARTMENT STORES	4521	4	281,558	5	15,078,971
GENERAL MERCHANDISE STORES	4529	25	376,557	30	82,578,133
E-COMMERCE & MAIL ORDER	4541	297	5,507,312	297	3,525,586
MISCELLANEOUS RETAILERS	453, 4542, 4543	887	13,325,124	867	21,049,887
AGRICULTURE, FORESTRY, FISHING	11	13	521,422	22	61,726
MINING	21	4	368,505	7	760,747
UTILITIES	22	4	127,880	4	605,060
CONSTRUCTION	23	783	46,583,306	703	25,782,561
CONSTRUCTION OF BUILDINGS	236	188	28,683,916	150	8,270,379
HEAVY CONSTRUCTION & HIGHWAYS	237	33	4,528,517	36	6,944,008
SPECIAL TRADE CONTRACTORS	238	562	13,370,873	517	10,568,174
MANUFACTURING	31-33	412	7,716,989	372	3,150,714
WHOLESALE TRADE	42	1,197	23,041,450	1,144	24,835,541
DURABLE GOODS	423	859	15,945,674	799	19,643,673
NONDURABLE GOODS	424	330	7,085,738	335	5,042,472
ELECTRONIC MARKETS, AGENTS & BROKERS	425	8	10,038	10	149,396
TRANSPORTATION & WAREHOUSING	48-49	15	108,407	20	2,189,405
INFORMATION	51	313	15,703,949	296	11,438,557
FINANCE, INSURANCE	52	79	1,218,258	74	1,552,243
REAL ESTATE, RENTAL/LEASING	53	181	5,469,911	177	6,327,533
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	318	4,212,384	307	9,032,096
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	454	5,057,658	369	3,557,456
ARTS, ENTERTAINMENT & RECREATION	71	42	3,144,437	41	3,446,549
ACCOMMODATIONS & FOOD SERVICES	72	107	57,317,098	91	33,547,713
ACCOMMODATIONS	721	10	4,503,656	6	6,207,007
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	97	52,813,442	85	27,340,706
OTHER SERVICES	81	272	12,769,302	254	10,311,612
REPAIR & MAINTENANCE	811	172	10,327,013	184	8,531,983
PERSONAL SERVICE	812	70	2,201,164	41	1,585,762
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	30	241,125	29	193,867
PUBLIC ADMINISTRATION, OTHER	92,00	9	72,536	8	52,529
TOTAL ALL INDUSTRIES		6,686	\$337,257,952	6,267	\$479,438,517

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF COLVILLE AND DES MOINES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	COLVILLE*	UNITS	DES MOINES*
RETAIL TRADE	44-45	1,857	\$135,685,700	2,706	\$93,529,224
MOTOR VEHICLES & PARTS	441	82	33,118,418	106	6,923,975
NEW & USED AUTO DEALERS	4411	12	21,805,580	18	4,849,142
RV, BOAT, MOTORCYCLE DEALERS	4412	16	2,353,075	21	1,960,120
AUTOMOTIVE PARTS & TIRE	4413	54	8,959,763	67	114,713
FURNITURE & HOME FURNISHING	442	91	3,491,787	176	3,837,213
ELECTRONICS & APPLIANCES	443	153	3,944,774	189	4,088,326
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	90	9,368,627	160	4,226,745
BUILDING MATERIALS	4441	65	8,922,632	132	3,826,426
LAWN & GARDEN SUPPLIES & EQUIP.	4442	25	445,995	28	400,319
FOOD & BEVERAGE STORES	445	25	7,125,158	60	18,503,345
GROCERY & CONVENIENCE STORES	4451	6	6,681,856	10	18,390,345
OTHER FOOD & BEVERAGE STORES	4452, 4453	19	443,302	50	113,000
DRUG/HEALTH STORES	446	148	507,757	225	18,792,315
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	8	3,306,965	12	5,861,894
APPAREL & ACCESSORIES	448	170	1,181,710	232	2,084,612
CLOTHING & SHOE STORES	4481, 4482	154	848,616	203	1,746,556
JEWELRY & LUGGAGE STORES	4483	16	333,094	29	338,056
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	181	4,749,955	260	1,066,112
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	139	4,691,501	194	919,310
BOOK STORES & NEWS DEALERS	4512	42	58,454	66	146,802
GENERAL MERCHANDISE STORES	452	31	47,834,572	28	2,480,316
DEPARTMENT STORES	4521	4	200,101	4	421,084
GENERAL MERCHANDISE STORES	4529	27	47,634,471	24	2,059,232
E-COMMERCE & MAIL ORDER	4541	241	3,036,548	344	7,838,443
MISCELLANEOUS RETAILERS	453, 4542, 4543	637	18,019,429	914	17,825,928
AGRICULTURE, FORESTRY, FISHING	11	12	365,263	11	2,175,131
MINING	21	D	D	6	62,562
UTILITIES	22	D	D	4	44,675
CONSTRUCTION	23	298	13,036,390	1,841	110,492,115
CONSTRUCTION OF BUILDINGS	236	62	4,663,934	469	86,331,578
HEAVY CONSTRUCTION & HIGHWAYS	237	18	1,411,700	47	3,099,919
SPECIAL TRADE CONTRACTORS	238	218	6,960,756	1,325	21,060,618
MANUFACTURING	31-33	248	1,959,963	449	5,359,784
WHOLESALE TRADE	42	871	13,460,687	992	13,152,458
DURABLE GOODS	423	622	9,941,398	661	9,907,947
NONDURABLE GOODS	424	244	3,512,310	326	3,228,966
ELECTRONIC MARKETS, AGENTS & BROKERS	425	5	6,979	5	15,545
TRANSPORTATION & WAREHOUSING	48-49	9	280,318	26	1,236,168
INFORMATION	51	240	5,554,044	329	18,087,680
FINANCE, INSURANCE	52	56	2,439,712	68	1,834,445
REAL ESTATE, RENTAL/LEASING	53	118	3,043,625	196	5,187,239
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	215	1,510,242	372	4,921,096
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	224	2,800,734	682	10,307,973
ARTS, ENTERTAINMENT & RECREATION	71	21	404,115	49	1,136,813
ACCOMMODATIONS & FOOD SERVICES	72	49	16,839,587	96	52,479,329
ACCOMMODATIONS	721	5	2,949,828	11	9,625,846
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	44	13,889,759	85	42,853,483
OTHER SERVICES	81	149	8,873,264	297	8,787,893
REPAIR & MAINTENANCE	811	94	7,563,613	218	7,480,828
PERSONAL SERVICE	812	34	1,038,764	52	1,286,670
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	21	270,887	27	20,395
PUBLIC ADMINISTRATION, OTHER	92,00	7	69,447	3	7,037
TOTAL ALL INDUSTRIES		4,377	\$206,448,369	8,127	\$328,801,622

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF EDMONDS AND ELLENSBURG
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	EDMONDS*	UNITS	ELLENSBURG*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,346</u>	<u>\$388,578,140</u>	<u>2,921</u>	<u>\$242,369,093</u>
MOTOR VEHICLES & PARTS	441	129	212,690,548	120	78,215,286
NEW & USED AUTO DEALERS	4411	39	199,612,391	20	43,636,733
RV, BOAT, MOTORCYCLE DEALERS	4412	21	10,144,158	30	20,153,925
AUTOMOTIVE PARTS & TIRE	4413	69	2,933,999	70	14,424,628
FURNITURE & HOME FURNISHING	442	289	11,790,095	130	6,650,368
ELECTRONICS & APPLIANCES	443	298	12,352,161	206	6,985,140
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	232	10,520,895	129	26,416,995
BUILDING MATERIALS	4441	177	10,041,943	92	15,528,360
LAWN & GARDEN SUPPLIES & EQUIP.	4442	55	478,952	37	10,888,635
FOOD & BEVERAGE STORES	445	118	31,379,837	66	17,854,135
GROCERY & CONVENIENCE STORES	4451	22	29,247,180	15	16,325,009
OTHER FOOD & BEVERAGE STORES	4452, 4453	96	2,132,657	51	1,529,126
DRUG/HEALTH STORES	446	366	11,875,280	241	9,618,627
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	13	4,167,606	18	13,557,907
APPAREL & ACCESSORIES	448	403	26,157,939	269	5,582,315
CLOTHING & SHOE STORES	4481, 4482	347	24,594,762	239	4,262,724
JEWELRY & LUGGAGE STORES	4483	56	1,563,177	30	1,319,591
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	401	4,058,073	293	4,573,777
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	308	3,239,947	224	4,156,262
BOOK STORES & NEWS DEALERS	4512	93	818,126	69	417,515
GENERAL MERCHANDISE STORES	452	35	13,034,255	35	46,843,633
DEPARTMENT STORES	4521	4	766,441	4	323,578
GENERAL MERCHANDISE STORES	4529	31	12,267,814	31	46,520,055
E-COMMERCE & MAIL ORDER	4541	504	20,577,163	360	6,575,380
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,558	29,974,288	1,054	19,495,530
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>32</u>	<u>190,898</u>	<u>24</u>	<u>230,467</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>44,142</u>	<u>3</u>	<u>72,230</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>239,539</u>	<u>9</u>	<u>597,011</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>3,452</u>	<u>124,964,450</u>	<u>696</u>	<u>66,501,214</u>
CONSTRUCTION OF BUILDINGS	236	943	59,959,219	172	35,982,950
HEAVY CONSTRUCTION & HIGHWAYS	237	84	5,689,633	32	2,441,523
SPECIAL TRADE CONTRACTORS	238	2,425	59,315,598	492	28,076,741
<u>MANUFACTURING</u>	<u>31-33</u>	<u>897</u>	<u>12,891,379</u>	<u>475</u>	<u>6,128,516</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,760</u>	<u>37,095,692</u>	<u>1,334</u>	<u>32,778,087</u>
DURABLE GOODS	423	1,172	29,986,249	918	24,941,402
NONDURABLE GOODS	424	574	6,935,995	405	7,731,894
ELECTRONIC MARKETS, AGENTS & BROKERS	425	14	173,448	11	104,791
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>40</u>	<u>1,055,868</u>	<u>21</u>	<u>867,089</u>
<u>INFORMATION</u>	<u>51</u>	<u>469</u>	<u>33,035,070</u>	<u>315</u>	<u>21,357,230</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>99</u>	<u>5,449,884</u>	<u>82</u>	<u>4,438,274</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>275</u>	<u>10,657,669</u>	<u>190</u>	<u>8,143,772</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>756</u>	<u>12,059,130</u>	<u>398</u>	<u>11,034,529</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,306</u>	<u>28,912,213</u>	<u>404</u>	<u>17,620,198</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>156</u>	<u>8,810,498</u>	<u>73</u>	<u>2,284,374</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>214</u>	<u>110,549,693</u>	<u>111</u>	<u>72,688,472</u>
ACCOMMODATIONS	721	12	5,588,267	11	12,706,832
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	202	104,961,426	100	59,981,640
<u>OTHER SERVICES</u>	<u>81</u>	<u>565</u>	<u>25,355,871</u>	<u>244</u>	<u>14,533,728</u>
REPAIR & MAINTENANCE	811	366	20,216,914	151	12,239,158
PERSONAL SERVICE	812	143	5,039,752	58	1,922,333
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	56	99,205	35	372,237
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>12</u>	<u>32,562</u>	<u>10</u>	<u>196,063</u>
TOTAL ALL INDUSTRIES		14,393	\$799,922,698	7,310	\$501,840,347

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF EVERETT AND FEDERAL WAY
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	EVERETT*	UNITS	FEDERAL WAY*
RETAIL TRADE	44-45	6,062	\$1,394,264,270	4,493	\$819,338,951
MOTOR VEHICLES & PARTS	441	249	497,379,621	157	88,197,977
NEW & USED AUTO DEALERS	4411	62	431,171,754	37	59,426,708
RV, BOAT, MOTORCYCLE DEALERS	4412	40	20,834,546	19	5,638,500
AUTOMOTIVE PARTS & TIRE	4413	147	45,373,321	101	23,132,769
FURNITURE & HOME FURNISHING	442	325	38,516,993	250	27,180,034
ELECTRONICS & APPLIANCES	443	513	65,100,198	376	52,899,627
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	335	87,451,379	256	93,088,218
BUILDING MATERIALS	4441	253	82,777,402	203	90,587,310
LAWN & GARDEN SUPPLIES & EQUIP.	4442	82	4,673,977	53	2,500,908
FOOD & BEVERAGE STORES	445	190	71,981,809	131	51,549,040
GROCERY & CONVENIENCE STORES	4451	78	70,158,491	37	44,247,798
OTHER FOOD & BEVERAGE STORES	4452, 4453	112	1,823,318	94	7,301,242
DRUG/HEALTH STORES	446	435	60,421,151	396	32,705,551
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	48	35,929,837	27	17,247,316
APPAREL & ACCESSORIES	448	504	60,126,697	384	44,011,397
CLOTHING & SHOE STORES	4481, 4482	422	52,852,184	329	38,772,633
JEWELRY & LUGGAGE STORES	4483	82	7,274,513	55	5,238,764
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	538	44,694,312	396	45,881,225
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	417	41,293,263	309	41,043,108
BOOK STORES & NEWS DEALERS	4512	121	3,401,049	87	4,838,117
GENERAL MERCHANDISE STORES	452	53	290,211,643	52	281,842,247
DEPARTMENT STORES	4521	8	63,975,850	7	71,028,959
GENERAL MERCHANDISE STORES	4529	45	226,235,793	45	210,813,288
E-COMMERCE & MAIL ORDER	4541	607	36,444,503	476	23,084,237
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,265	106,006,127	1,592	61,652,082
AGRICULTURE, FORESTRY, FISHING	11	43	146,386	28	271,177
MINING	21	8	686,253	8	133,540
UTILITIES	22	12	910,084	6	229,923
CONSTRUCTION	23	4,353	353,291,579	3,260	229,517,473
CONSTRUCTION OF BUILDINGS	236	1,198	180,008,187	911	148,824,042
HEAVY CONSTRUCTION & HIGHWAYS	237	124	36,183,377	80	12,326,558
SPECIAL TRADE CONTRACTORS	238	3,031	137,100,015	2,269	68,366,873
MANUFACTURING	31-33	1,412	47,590,585	855	13,202,995
WHOLESALE TRADE	42	2,786	201,984,711	1,912	59,776,275
DURABLE GOODS	423	1,949	165,468,732	1,307	43,742,502
NONDURABLE GOODS	424	809	36,241,520	589	15,911,968
ELECTRONIC MARKETS, AGENTS & BROKERS	425	28	274,459	16	121,805
TRANSPORTATION & WAREHOUSING	48-49	95	15,797,096	51	1,821,723
INFORMATION	51	673	130,841,945	502	85,439,683
FINANCE, INSURANCE	52	153	35,255,906	109	14,133,716
REAL ESTATE, RENTAL/LEASING	53	453	81,010,766	346	24,602,683
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,236	64,323,064	800	22,334,058
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,761	65,911,328	1,323	30,976,925
ARTS, ENTERTAINMENT & RECREATION	71	212	23,221,778	124	31,435,169
ACCOMMODATIONS & FOOD SERVICES	72	523	300,469,981	311	233,140,466
ACCOMMODATIONS	721	21	25,008,473	17	28,390,531
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	502	275,461,508	294	204,749,935
OTHER SERVICES	81	986	86,600,095	732	47,213,884
REPAIR & MAINTENANCE	811	701	70,216,844	514	35,973,984
PERSONAL SERVICE	812	212	14,894,970	161	8,712,864
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	73	1,488,281	57	2,527,036
PUBLIC ADMINISTRATION, OTHER	92,00	14	1,178,691	11	3,095,468
TOTAL ALL INDUSTRIES		20,782	\$2,803,484,518	14,871	\$1,616,664,109

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF FIFE AND ISSAQUAH
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	FIFE*	UNITS	ISSAQUAH*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,134</u>	<u>\$626,787,890</u>	<u>4,436</u>	<u>\$781,195,322</u>
MOTOR VEHICLES & PARTS	441	113	528,095,612	121	121,246,177
NEW & USED AUTO DEALERS	4411	20	394,561,144	20	93,657,185
RV, BOAT, MOTORCYCLE DEALERS	4412	25	123,575,122	19	18,859,465
AUTOMOTIVE PARTS & TIRE	4413	68	9,959,346	82	8,729,527
FURNITURE & HOME FURNISHING	442	137	12,246,787	290	30,010,044
ELECTRONICS & APPLIANCES	443	182	3,204,673	359	44,615,173
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	133	10,505,022	239	94,826,781
BUILDING MATERIALS	4441	111	7,176,395	186	91,356,472
LAWN & GARDEN SUPPLIES & EQUIP.	4442	22	3,328,627	53	3,470,309
FOOD & BEVERAGE STORES	445	39	1,041,263	123	32,101,530
GROCERY & CONVENIENCE STORES	4451	6	1,008,096	12	28,841,104
OTHER FOOD & BEVERAGE STORES	4452, 4453	33	33,167	111	3,260,426
DRUG/HEALTH STORES	446	143	4,043,150	373	29,002,143
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	7,135,641	12	8,883,361
APPAREL & ACCESSORIES	448	189	1,021,864	414	19,248,721
CLOTHING & SHOE STORES	4481, 4482	169	905,003	357	16,523,580
JEWELRY & LUGGAGE STORES	4483	20	116,861	57	2,725,141
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	160	15,746,718	394	59,375,829
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	125	15,722,713	305	51,553,295
BOOK STORES & NEWS DEALERS	4512	35	24,005	89	7,822,534
GENERAL MERCHANDISE STORES	452	25	25,862,304	40	257,967,218
DEPARTMENT STORES	4521	D	D	8	71,386,617
GENERAL MERCHANDISE STORES	4529	24	25,767,229	32	186,580,601
E-COMMERCE & MAIL ORDER	4541	252	3,599,871	492	28,695,102
MISCELLANEOUS RETAILERS	453, 4542, 4543	747	14,284,985	1,579	55,223,243
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>9</u>	<u>49,214</u>	<u>34</u>	<u>652,157</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>131,287</u>	<u>7</u>	<u>394,892</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,122</u>	<u>99,614,641</u>	<u>3,552</u>	<u>311,488,196</u>
CONSTRUCTION OF BUILDINGS	236	224	59,116,688	978	215,233,189
HEAVY CONSTRUCTION & HIGHWAYS	237	45	24,633,870	98	13,953,145
SPECIAL TRADE CONTRACTORS	238	853	15,864,083	2,476	82,301,862
<u>MANUFACTURING</u>	<u>31-33</u>	<u>440</u>	<u>6,465,218</u>	<u>915</u>	<u>19,245,670</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,213</u>	<u>76,384,782</u>	<u>1,951</u>	<u>60,582,643</u>
DURABLE GOODS	423	868	67,430,100	1,326	48,734,812
NONDURABLE GOODS	424	338	8,622,535	608	11,637,187
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	332,147	17	210,644
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>27</u>	<u>1,935,298</u>	<u>42</u>	<u>1,413,171</u>
<u>INFORMATION</u>	<u>51</u>	<u>270</u>	<u>13,132,301</u>	<u>536</u>	<u>64,532,541</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>68</u>	<u>1,821,203</u>	<u>90</u>	<u>11,375,306</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>204</u>	<u>30,367,737</u>	<u>315</u>	<u>29,858,803</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>357</u>	<u>4,375,716</u>	<u>969</u>	<u>39,475,635</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>537</u>	<u>10,453,720</u>	<u>1,319</u>	<u>46,725,933</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>27</u>	<u>51,883</u>	<u>139</u>	<u>14,483,095</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>87</u>	<u>42,522,180</u>	<u>253</u>	<u>150,241,597</u>
ACCOMMODATIONS	721	14	11,691,314	7	20,246,831
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	73	30,830,866	246	129,994,766
<u>OTHER SERVICES</u>	<u>81</u>	<u>290</u>	<u>32,918,781</u>	<u>573</u>	<u>37,280,331</u>
REPAIR & MAINTENANCE	811	231	30,733,062	373	29,991,940
PERSONAL SERVICE	812	36	2,143,923	140	6,496,358
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	23	41,796	60	792,033
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>6</u>	<u>17,372</u>	<u>13</u>	<u>56,353</u>
TOTAL ALL INDUSTRIES		6,796	\$947,034,943	15,146	\$1,569,054,989

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF KELSO AND KENNEWICK
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	KELSO*	UNITS	KENNEWICK*
RETAIL TRADE	44-45	2,049	\$138,830,275	4,249	\$1,206,398,087
MOTOR VEHICLES & PARTS	441	86	45,120,944	211	321,437,604
NEW & USED AUTO DEALERS	4411	14	29,961,620	60	258,917,392
RV, BOAT, MOTORCYCLE DEALERS	4412	12	7,897,573	39	36,805,815
AUTOMOTIVE PARTS & TIRE	4413	60	7,261,751	112	25,714,397
FURNITURE & HOME FURNISHING	442	103	2,968,857	195	38,919,420
ELECTRONICS & APPLIANCES	443	158	4,488,342	359	60,402,799
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	116	12,397,096	189	89,289,143
BUILDING MATERIALS	4441	92	4,931,766	133	80,837,875
LAWN & GARDEN SUPPLIES & EQUIP.	4442	24	7,465,330	56	8,451,268
FOOD & BEVERAGE STORES	445	29	10,200,986	94	35,636,779
GROCERY & CONVENIENCE STORES	4451	8	10,188,816	24	32,146,248
OTHER FOOD & BEVERAGE STORES	4452, 4453	21	12,170	70	3,490,531
DRUG/HEALTH STORES	446	159	3,640,035	362	32,469,539
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	9	6,514,882	21	25,403,828
APPAREL & ACCESSORIES	448	187	3,154,216	395	108,871,568
CLOTHING & SHOE STORES	4481, 4482	169	3,131,396	340	95,967,329
JEWELRY & LUGGAGE STORES	4483	18	22,820	55	12,904,239
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	190	9,727,944	412	62,104,933
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	146	9,662,422	321	56,391,568
BOOK STORES & NEWS DEALERS	4512	44	65,522	91	5,713,365
GENERAL MERCHANDISE STORES	452	26	28,778,263	46	331,610,944
DEPARTMENT STORES	4521	6	28,263,916	9	104,761,210
GENERAL MERCHANDISE STORES	4529	20	514,347	37	226,849,734
E-COMMERCE & MAIL ORDER	4541	275	3,128,082	466	23,833,451
MISCELLANEOUS RETAILERS	453, 4542, 4543	711	8,710,628	1,499	76,418,079
AGRICULTURE, FORESTRY, FISHING	11	7	68,284	22	335,092
MINING	21	4	576,701	4	138,694
UTILITIES	22	5	85,557	10	109,904
CONSTRUCTION	23	602	40,834,909	1,512	202,229,123
CONSTRUCTION OF BUILDINGS	236	126	9,963,070	406	106,615,180
HEAVY CONSTRUCTION & HIGHWAYS	237	28	21,277,590	50	10,341,807
SPECIAL TRADE CONTRACTORS	238	448	9,594,249	1,056	85,272,136
MANUFACTURING	31-33	289	5,547,138	810	20,898,266
WHOLESALE TRADE	42	938	14,141,603	2,053	97,620,812
DURABLE GOODS	423	653	11,572,979	1,421	76,328,246
NONDURABLE GOODS	424	278	2,555,140	615	21,127,383
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	13,484	17	165,183
TRANSPORTATION & WAREHOUSING	48-49	18	964,449	33	1,400,573
INFORMATION	51	246	9,179,646	517	73,980,168
FINANCE, INSURANCE	52	65	1,109,713	128	18,063,720
REAL ESTATE, RENTAL/LEASING	53	152	6,470,930	299	28,273,872
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	255	3,057,612	655	24,845,826
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	332	2,686,590	795	32,375,427
ARTS, ENTERTAINMENT & RECREATION	71	17	1,943,866	113	19,298,545
ACCOMMODATIONS & FOOD SERVICES	72	52	40,755,273	271	220,384,896
ACCOMMODATIONS	721	8	9,697,142	25	30,260,442
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	44	31,058,131	246	190,124,454
OTHER SERVICES	81	199	8,144,372	514	55,669,387
REPAIR & MAINTENANCE	811	139	5,734,264	345	47,065,531
PERSONAL SERVICE	812	37	960,196	124	7,688,693
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	23	1,449,912	45	915,163
PUBLIC ADMINISTRATION, OTHER	92,00	6	216,105	12	162,877
TOTAL ALL INDUSTRIES		5,236	\$274,613,023	11,997	\$2,002,185,269

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF KENT AND KIRKLAND
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	KENT*	UNITS	KIRKLAND*
RETAIL TRADE	44-45	5,579	\$795,722,132	5,614	\$1,137,801,162
MOTOR VEHICLES & PARTS	441	229	150,638,922	172	557,068,894
NEW & USED AUTO DEALERS	4411	53	76,332,298	46	533,731,291
RV, BOAT, MOTORCYCLE DEALERS	4412	30	47,830,756	27	702,764
AUTOMOTIVE PARTS & TIRE	4413	146	26,475,868	99	22,634,839
FURNITURE & HOME FURNISHING	442	317	45,073,397	354	40,600,437
ELECTRONICS & APPLIANCES	443	484	43,613,143	450	36,064,183
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	360	112,614,901	331	35,796,352
BUILDING MATERIALS	4441	280	102,040,663	250	34,596,197
LAWN & GARDEN SUPPLIES & EQUIP.	4442	80	10,574,238	81	1,200,155
FOOD & BEVERAGE STORES	445	186	65,464,709	191	52,509,802
GROCERY & CONVENIENCE STORES	4451	71	63,001,507	24	50,099,786
OTHER FOOD & BEVERAGE STORES	4452, 4453	115	2,463,202	167	2,410,016
DRUG/HEALTH STORES	446	367	26,612,810	440	45,465,119
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	41	39,417,865	23	13,792,169
APPAREL & ACCESSORIES	448	436	27,084,866	514	26,886,853
CLOTHING & SHOE STORES	4481, 4482	374	23,412,067	442	23,292,275
JEWELRY & LUGGAGE STORES	4483	62	3,672,799	72	3,594,578
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	473	17,251,138	498	19,427,869
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	354	16,813,929	390	17,633,137
BOOK STORES & NEWS DEALERS	4512	119	437,209	108	1,794,732
GENERAL MERCHANDISE STORES	452	59	118,271,762	51	185,492,203
DEPARTMENT STORES	4521	7	47,051,800	5	11,070,657
GENERAL MERCHANDISE STORES	4529	52	71,219,962	46	174,421,546
E-COMMERCE & MAIL ORDER	4541	597	36,353,385	600	55,919,543
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,030	113,325,234	1,990	68,777,738
AGRICULTURE, FORESTRY, FISHING	11	41	1,334,296	37	342,467
MINING	21	9	67,534	5	56,771
UTILITIES	22	14	4,195,680	11	730,939
CONSTRUCTION	23	4,013	289,269,370	5,309	423,293,879
CONSTRUCTION OF BUILDINGS	236	1,087	106,064,598	1,626	250,328,592
HEAVY CONSTRUCTION & HIGHWAYS	237	129	31,127,154	128	20,289,128
SPECIAL TRADE CONTRACTORS	238	2,797	152,077,618	3,555	152,676,159
MANUFACTURING	31-33	1,335	54,126,733	1,206	36,562,518
WHOLESALE TRADE	42	2,870	318,657,684	2,358	109,385,128
DURABLE GOODS	423	2,016	259,629,515	1,578	93,866,363
NONDURABLE GOODS	424	823	58,654,704	759	15,436,375
ELECTRONIC MARKETS, AGENTS & BROKERS	425	31	373,465	21	82,390
TRANSPORTATION & WAREHOUSING	48-49	120	6,879,769	56	3,512,401
INFORMATION	51	642	119,351,217	662	91,239,828
FINANCE, INSURANCE	52	130	38,869,881	124	27,643,814
REAL ESTATE, RENTAL/LEASING	53	471	98,589,302	387	38,734,940
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,113	46,468,098	1,368	45,716,243
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,554	102,918,645	1,956	69,503,089
ARTS, ENTERTAINMENT & RECREATION	71	121	21,059,284	189	23,249,936
ACCOMMODATIONS & FOOD SERVICES	72	427	225,589,777	358	234,202,038
ACCOMMODATIONS	721	18	25,706,400	17	44,646,988
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	409	199,883,377	341	189,555,050
OTHER SERVICES	81	944	87,065,937	821	80,450,821
REPAIR & MAINTENANCE	811	695	70,636,625	535	58,226,098
PERSONAL SERVICE	812	191	15,959,461	226	21,546,297
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	58	469,851	60	678,426
PUBLIC ADMINISTRATION, OTHER	92,00	15	913,445	10	127,446
TOTAL ALL INDUSTRIES		19,398	\$2,211,078,784	20,471	\$2,322,553,420

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF LACEY AND LONGVIEW
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	LACEY*	UNITS	LONGVIEW*
RETAIL TRADE	44-45	3,687	\$615,922,238	3,150	\$534,936,600
MOTOR VEHICLES & PARTS	441	120	41,344,646	143	197,396,402
NEW & USED AUTO DEALERS	4411	16	1,485,807	25	173,552,054
RV, BOAT, MOTORCYCLE DEALERS	4412	17	15,102,445	26	2,032,407
AUTOMOTIVE PARTS & TIRE	4413	87	24,756,394	92	21,811,941
FURNITURE & HOME FURNISHING	442	216	16,415,499	142	10,240,883
ELECTRONICS & APPLIANCES	443	293	32,336,297	264	12,488,924
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	168	80,341,741	167	72,397,626
BUILDING MATERIALS	4441	132	78,620,969	129	66,099,758
LAWN & GARDEN SUPPLIES & EQUIP.	4442	36	1,720,772	38	6,297,868
FOOD & BEVERAGE STORES	445	79	27,813,381	63	28,861,564
GROCERY & CONVENIENCE STORES	4451	17	27,095,590	13	24,662,849
OTHER FOOD & BEVERAGE STORES	4452, 4453	62	717,791	50	4,198,715
DRUG/HEALTH STORES	446	295	16,941,987	280	21,607,301
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	16	8,009,516	27	20,340,259
APPAREL & ACCESSORIES	448	322	28,795,581	267	8,133,469
CLOTHING & SHOE STORES	4481, 4482	274	25,952,198	237	3,268,424
JEWELRY & LUGGAGE STORES	4483	48	2,843,383	30	4,865,045
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	357	64,739,083	282	8,560,238
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	264	63,981,077	212	8,088,978
BOOK STORES & NEWS DEALERS	4512	93	758,006	70	471,260
GENERAL MERCHANDISE STORES	452	41	228,559,656	39	115,291,301
DEPARTMENT STORES	4521	7	50,395,496	7	13,643,145
GENERAL MERCHANDISE STORES	4529	34	178,164,160	32	101,648,156
E-COMMERCE & MAIL ORDER	4541	453	15,612,393	388	9,878,158
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,327	55,012,458	1,088	29,740,475
AGRICULTURE, FORESTRY, FISHING	11	18	135,926	24	134,021
MINING	21	8	33,100	5	251,775
UTILITIES	22	7	275,231	8	386,133
CONSTRUCTION	23	1,968	205,360,278	1,071	67,341,695
CONSTRUCTION OF BUILDINGS	236	545	102,437,980	238	20,847,299
HEAVY CONSTRUCTION & HIGHWAYS	237	60	26,715,178	50	6,631,846
SPECIAL TRADE CONTRACTORS	238	1,363	76,207,120	783	39,862,550
MANUFACTURING	31-33	647	19,386,985	562	13,919,728
WHOLESALE TRADE	42	1,628	53,070,734	1,602	47,854,493
DURABLE GOODS	423	1,133	40,846,937	1,151	39,428,583
NONDURABLE GOODS	424	484	12,162,499	439	8,373,428
ELECTRONIC MARKETS, AGENTS & BROKERS	425	11	61,298	12	52,482
TRANSPORTATION & WAREHOUSING	48-49	31	501,453	33	1,576,011
INFORMATION	51	422	51,704,063	416	33,849,970
FINANCE, INSURANCE	52	98	5,151,575	106	6,510,400
REAL ESTATE, RENTAL/LEASING	53	270	17,114,192	248	19,238,217
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	562	26,955,595	425	10,814,390
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	915	20,824,330	593	13,545,577
ARTS, ENTERTAINMENT & RECREATION	71	89	11,413,866	58	4,539,406
ACCOMMODATIONS & FOOD SERVICES	72	188	134,661,437	123	79,439,404
ACCOMMODATIONS	721	11	12,011,094	7	1,902,730
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	177	122,650,343	116	77,536,674
OTHER SERVICES	81	466	36,268,753	379	24,314,377
REPAIR & MAINTENANCE	811	327	30,149,781	247	19,796,343
PERSONAL SERVICE	812	101	5,998,784	92	3,831,170
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	38	120,188	40	686,864
PUBLIC ADMINISTRATION, OTHER	92,00	11	1,338,557	9	708,292
TOTAL ALL INDUSTRIES		11,015	\$1,200,118,313	8,812	\$859,360,489

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF LYNNWOOD AND MARYSVILLE
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	LYNNWOOD*	UNITS	MARYSVILLE*
RETAIL TRADE	44-45	4,605	\$1,624,744,625	3,972	\$607,975,648
MOTOR VEHICLES & PARTS	441	188	473,073,551	160	158,384,318
NEW & USED AUTO DEALERS	4411	53	416,613,000	33	114,739,271
RV, BOAT, MOTORCYCLE DEALERS	4412	21	28,459,695	26	22,663,252
AUTOMOTIVE PARTS & TIRE	4413	114	28,000,856	101	20,981,795
FURNITURE & HOME FURNISHING	442	287	74,429,125	225	12,802,083
ELECTRONICS & APPLIANCES	443	381	102,594,922	287	32,192,016
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	271	66,418,404	224	25,718,652
BUILDING MATERIALS	4441	211	59,603,765	169	19,855,488
LAWN & GARDEN SUPPLIES & EQUIP.	4442	60	6,814,639	55	5,863,164
FOOD & BEVERAGE STORES	445	121	44,924,260	92	40,976,142
GROCERY & CONVENIENCE STORES	4451	30	34,730,809	23	39,472,738
OTHER FOOD & BEVERAGE STORES	4452, 4453	91	10,193,451	69	1,503,404
DRUG/HEALTH STORES	446	353	47,659,860	314	15,295,416
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	23	13,430,384	22	11,696,799
APPAREL & ACCESSORIES	448	406	256,959,584	330	21,084,309
CLOTHING & SHOE STORES	4481, 4482	354	221,360,650	291	18,242,195
JEWELRY & LUGGAGE STORES	4483	52	35,598,934	39	2,842,114
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	412	106,063,867	378	16,979,481
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	318	97,140,444	284	16,486,618
BOOK STORES & NEWS DEALERS	4512	94	8,923,423	94	492,863
GENERAL MERCHANDISE STORES	452	43	328,542,456	45	209,421,466
DEPARTMENT STORES	4521	9	159,430,756	8	52,687,929
GENERAL MERCHANDISE STORES	4529	34	169,111,700	37	156,733,537
E-COMMERCE & MAIL ORDER	4541	502	19,403,723	481	19,237,662
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,618	91,244,489	1,414	44,187,304
AGRICULTURE, FORESTRY, FISHING	11	19	89,394	21	48,817
MINING	21	3	16,226	3	46,546
UTILITIES	22	8	3,084,527	8	1,079,104
CONSTRUCTION	23	3,514	270,316,812	2,474	123,481,330
CONSTRUCTION OF BUILDINGS	236	927	186,264,899	620	74,408,229
HEAVY CONSTRUCTION & HIGHWAYS	237	101	5,647,421	67	2,266,450
SPECIAL TRADE CONTRACTORS	238	2,486	78,404,492	1,787	46,806,651
MANUFACTURING	31-33	893	14,707,139	752	11,736,522
WHOLESALE TRADE	42	1,961	78,343,792	1,709	56,372,652
DURABLE GOODS	423	1,343	62,753,212	1,208	43,590,071
NONDURABLE GOODS	424	600	15,286,533	489	12,754,758
ELECTRONIC MARKETS, AGENTS & BROKERS	425	18	304,047	12	27,823
TRANSPORTATION & WAREHOUSING	48-49	53	2,820,621	35	1,507,084
INFORMATION	51	528	77,945,837	407	54,701,555
FINANCE, INSURANCE	52	115	29,258,693	98	6,645,759
REAL ESTATE, RENTAL/LEASING	53	338	31,504,988	279	15,771,948
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	855	29,854,508	587	8,254,868
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,481	32,169,275	979	18,029,692
ARTS, ENTERTAINMENT & RECREATION	71	117	15,278,196	84	5,251,003
ACCOMMODATIONS & FOOD SERVICES	72	311	240,845,489	168	100,918,114
ACCOMMODATIONS	721	15	41,967,894	3	4,678,244
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	296	198,877,595	165	96,239,870
OTHER SERVICES	81	702	62,382,416	504	37,406,114
REPAIR & MAINTENANCE	811	484	48,340,051	353	31,620,644
PERSONAL SERVICE	812	167	13,587,070	108	5,733,925
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	51	455,295	43	51,545
PUBLIC ADMINISTRATION, OTHER	92,00	9	536,270	8	47,109
TOTAL ALL INDUSTRIES		15,512	\$2,513,898,808	12,088	\$1,049,273,865

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF MERCER ISLAND AND MOSES LAKE
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	MERCER ISLAND*	UNITS	MOSES LAKE*
RETAIL TRADE	44-45	3,291	\$109,530,549	2,916	\$361,620,315
MOTOR VEHICLES & PARTS	441	61	1,210,699	150	84,716,859
NEW & USED AUTO DEALERS	4411	10	1,062,232	32	60,382,066
RV, BOAT, MOTORCYCLE DEALERS	4412	12	76,770	29	8,305,026
AUTOMOTIVE PARTS & TIRE	4413	39	71,697	89	16,029,767
FURNITURE & HOME FURNISHING	442	237	12,661,057	137	8,635,232
ELECTRONICS & APPLIANCES	443	235	12,745,987	232	10,007,216
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	215	7,625,064	136	62,111,975
BUILDING MATERIALS	4441	169	6,655,719	104	59,214,876
LAWN & GARDEN SUPPLIES & EQUIP.	4442	46	969,345	32	2,897,099
FOOD & BEVERAGE STORES	445	102	2,169,214	68	16,517,322
GROCERY & CONVENIENCE STORES	4451	6	1,112,684	18	15,688,000
OTHER FOOD & BEVERAGE STORES	4452, 4453	96	1,056,530	50	829,322
DRUG/HEALTH STORES	446	259	8,999,486	262	11,546,688
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	6	2,168,853	26	16,076,953
APPAREL & ACCESSORIES	448	331	8,593,265	253	9,771,355
CLOTHING & SHOE STORES	4481, 4482	289	8,243,729	223	8,726,947
JEWELRY & LUGGAGE STORES	4483	42	349,536	30	1,044,408
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	296	4,597,676	256	11,620,244
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	230	3,059,993	197	9,602,623
BOOK STORES & NEWS DEALERS	4512	66	1,537,683	59	2,017,621
GENERAL MERCHANDISE STORES	452	31	15,900,762	35	78,667,456
DEPARTMENT STORES	4521	4	521,372	7	16,349,498
GENERAL MERCHANDISE STORES	4529	27	15,379,390	28	62,317,958
E-COMMERCE & MAIL ORDER	4541	436	18,235,932	349	8,959,860
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,082	14,622,554	1,012	42,989,155
AGRICULTURE, FORESTRY, FISHING	11	26	119,859	15	201,763
MINING	21	6	43,598	D	D
UTILITIES	22	4	1,724,034	8	2,147,608
CONSTRUCTION	23	3,023	293,203,235	732	89,262,042
CONSTRUCTION OF BUILDINGS	236	836	235,829,812	177	59,526,155
HEAVY CONSTRUCTION & HIGHWAYS	237	75	5,121,798	29	3,248,566
SPECIAL TRADE CONTRACTORS	238	2,112	52,251,625	526	26,487,321
MANUFACTURING	31-33	661	7,323,078	530	12,053,428
WHOLESALE TRADE	42	1,304	17,273,550	1,553	61,131,391
DURABLE GOODS	423	829	14,314,961	1,106	50,429,018
NONDURABLE GOODS	424	467	2,943,748	437	10,608,161
ELECTRONIC MARKETS, AGENTS & BROKERS	425	8	14,841	10	94,212
TRANSPORTATION & WAREHOUSING	48-49	27	282,134	32	1,472,061
INFORMATION	51	401	19,931,153	362	25,134,632
FINANCE, INSURANCE	52	69	7,757,572	95	6,538,761
REAL ESTATE, RENTAL/LEASING	53	214	7,752,243	207	11,990,948
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	640	14,368,437	403	12,156,639
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,131	26,755,742	430	12,646,946
ARTS, ENTERTAINMENT & RECREATION	71	78	5,863,648	42	2,634,336
ACCOMMODATIONS & FOOD SERVICES	72	111	25,535,774	123	82,053,529
ACCOMMODATIONS	721	3	33,024	19	14,840,641
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	108	25,502,750	104	67,212,888
OTHER SERVICES	81	353	9,282,738	333	27,354,180
REPAIR & MAINTENANCE	811	235	4,099,015	223	23,126,871
PERSONAL SERVICE	812	82	5,076,752	71	3,766,860
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	36	106,971	39	460,449
PUBLIC ADMINISTRATION, OTHER	92,00	7	21,788	5	102,373
TOTAL ALL INDUSTRIES		11,346	\$546,769,132	7,788	\$708,690,553

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF MOUNT VERNON AND MOUNTLAKE TERRACE
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	MOUNT VERNON*	UNITS	MOUNTLAKE TERRACE*
RETAIL TRADE	44-45	3,497	\$411,675,752	2,545	\$72,777,083
MOTOR VEHICLES & PARTS	441	156	144,285,724	71	1,800,667
NEW & USED AUTO DEALERS	4411	28	78,619,071	13	175,846
RV, BOAT, MOTORCYCLE DEALERS	4412	25	51,514,965	9	244,354
AUTOMOTIVE PARTS & TIRE	4413	103	14,151,688	49	1,380,467
FURNITURE & HOME FURNISHING	442	193	11,157,356	160	2,346,938
ELECTRONICS & APPLIANCES	443	272	16,287,293	201	15,087,820
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	182	53,427,680	134	4,867,376
BUILDING MATERIALS	4441	136	41,093,668	108	4,712,446
LAWN & GARDEN SUPPLIES & EQUIP.	4442	46	12,334,012	26	154,930
FOOD & BEVERAGE STORES	445	82	32,354,272	50	12,758,975
GROCERY & CONVENIENCE STORES	4451	21	31,464,481	21	12,696,022
OTHER FOOD & BEVERAGE STORES	4452, 4453	61	889,791	29	62,953
DRUG/HEALTH STORES	446	293	13,889,465	209	4,603,082
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	20	10,656,933	9	2,008,904
APPAREL & ACCESSORIES	448	298	4,279,167	241	1,485,482
CLOTHING & SHOE STORES	4481, 4482	267	3,503,582	212	1,444,547
JEWELRY & LUGGAGE STORES	4483	31	775,585	29	40,935
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	331	9,851,517	243	1,492,840
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	246	9,531,912	177	1,412,981
BOOK STORES & NEWS DEALERS	4512	85	319,605	66	79,859
GENERAL MERCHANDISE STORES	452	35	63,079,384	26	7,088,046
DEPARTMENT STORES	4521	5	800,079	D	D
GENERAL MERCHANDISE STORES	4529	30	62,279,305	24	6,823,801
E-COMMERCE & MAIL ORDER	4541	401	10,363,223	343	7,079,338
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,234	42,043,738	858	12,157,615
AGRICULTURE, FORESTRY, FISHING	11	27	284,432	10	20,135
MINING	21	4	9,533	3	10,409
UTILITIES	22	6	141,283	D	D
CONSTRUCTION	23	1,461	114,929,035	1,439	33,177,886
CONSTRUCTION OF BUILDINGS	236	358	62,368,813	334	16,209,665
HEAVY CONSTRUCTION & HIGHWAYS	237	47	9,441,556	40	1,955,413
SPECIAL TRADE CONTRACTORS	238	1,056	43,118,666	1,065	15,012,808
MANUFACTURING	31-33	675	14,112,169	376	6,397,890
WHOLESALE TRADE	42	1,657	51,107,661	981	20,295,409
DURABLE GOODS	423	1,165	40,421,936	673	16,737,754
NONDURABLE GOODS	424	477	10,395,028	302	3,536,681
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	290,697	6	20,974
TRANSPORTATION & WAREHOUSING	48-49	24	2,670,012	18	207,102
INFORMATION	51	407	26,707,466	344	27,706,375
FINANCE, INSURANCE	52	104	5,852,071	68	3,154,860
REAL ESTATE, RENTAL/LEASING	53	248	16,736,410	158	5,111,739
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	547	16,988,133	415	15,858,764
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	704	22,042,989	670	9,195,183
ARTS, ENTERTAINMENT & RECREATION	71	73	7,284,607	54	3,621,199
ACCOMMODATIONS & FOOD SERVICES	72	147	64,060,534	82	20,249,025
ACCOMMODATIONS	721	10	6,397,099	D	D
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	137	57,663,435	81	19,092,054
OTHER SERVICES	81	418	20,608,716	271	5,199,526
REPAIR & MAINTENANCE	811	279	16,183,517	177	3,218,450
PERSONAL SERVICE	812	97	3,950,518	66	1,634,604
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	42	474,681	28	346,472
PUBLIC ADMINISTRATION, OTHER	92,00	9	244,467	6	17,433
TOTAL ALL INDUSTRIES		10,008	\$775,455,270	7,442	\$223,008,589

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF OAK HARBOR AND OLYMPIA
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	OAK HARBOR*	UNITS	OLYMPIA*
RETAIL TRADE	44-45	2,926	\$198,693,811	5,590	\$1,110,689,915
MOTOR VEHICLES & PARTS	441	97	18,749,581	179	437,325,944
NEW & USED AUTO DEALERS	4411	12	9,818,835	33	402,378,532
RV, BOAT, MOTORCYCLE DEALERS	4412	15	124,736	34	18,236,604
AUTOMOTIVE PARTS & TIRE	4413	70	8,806,010	112	16,710,808
FURNITURE & HOME FURNISHING	442	161	5,021,992	312	42,204,752
ELECTRONICS & APPLIANCES	443	216	10,030,611	489	61,846,241
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	111	41,455,111	268	104,550,071
BUILDING MATERIALS	4441	80	41,037,304	200	91,407,387
LAWN & GARDEN SUPPLIES & EQUIP.	4442	31	417,807	68	13,142,684
FOOD & BEVERAGE STORES	445	63	17,990,020	148	63,579,550
GROCERY & CONVENIENCE STORES	4451	11	15,885,158	30	54,412,382
OTHER FOOD & BEVERAGE STORES	4452, 4453	52	2,104,862	118	9,167,168
DRUG/HEALTH STORES	446	222	11,440,488	451	38,107,321
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	11	8,713,739	34	17,262,992
APPAREL & ACCESSORIES	448	278	5,745,569	481	73,024,773
CLOTHING & SHOE STORES	4481, 4482	250	4,064,982	412	63,082,918
JEWELRY & LUGGAGE STORES	4483	28	1,680,587	69	9,941,855
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	316	4,042,231	503	64,100,476
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	243	3,670,260	378	55,668,935
BOOK STORES & NEWS DEALERS	4512	73	371,971	125	8,431,541
GENERAL MERCHANDISE STORES	452	34	42,851,758	54	95,179,002
DEPARTMENT STORES	4521	4	613,986	8	90,913,339
GENERAL MERCHANDISE STORES	4529	30	42,237,772	46	4,265,663
E-COMMERCE & MAIL ORDER	4541	395	9,658,485	583	29,301,677
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,022	22,994,226	2,088	84,207,116
AGRICULTURE, FORESTRY, FISHING	11	11	32,905	43	189,711
MINING	21	4	20,687	6	54,128
UTILITIES	22	5	450,702	11	167,435
CONSTRUCTION	23	797	49,367,257	2,620	255,101,736
CONSTRUCTION OF BUILDINGS	236	205	30,987,987	754	147,035,148
HEAVY CONSTRUCTION & HIGHWAYS	237	28	1,810,158	82	12,207,250
SPECIAL TRADE CONTRACTORS	238	564	16,569,112	1,784	95,859,338
MANUFACTURING	31-33	462	6,941,607	1,123	29,630,964
WHOLESALE TRADE	42	1,213	19,342,076	2,431	133,628,675
DURABLE GOODS	423	821	11,663,939	1,669	109,420,280
NONDURABLE GOODS	424	383	7,021,578	741	23,745,946
ELECTRONIC MARKETS, AGENTS & BROKERS	425	9	656,559	21	462,449
TRANSPORTATION & WAREHOUSING	48-49	14	77,753	58	1,361,207
INFORMATION	51	324	17,614,867	668	106,657,522
FINANCE, INSURANCE	52	76	4,251,436	128	19,374,465
REAL ESTATE, RENTAL/LEASING	53	170	9,050,952	376	36,837,535
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	358	8,069,688	1,055	71,534,337
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	469	8,423,965	1,362	49,220,944
ARTS, ENTERTAINMENT & RECREATION	71	52	3,402,079	190	12,436,276
ACCOMMODATIONS & FOOD SERVICES	72	102	56,897,298	325	208,499,754
ACCOMMODATIONS	721	10	6,603,167	20	21,650,489
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	92	50,294,131	305	186,849,265
OTHER SERVICES	81	249	10,987,851	792	53,843,852
REPAIR & MAINTENANCE	811	157	7,982,247	498	43,346,457
PERSONAL SERVICE	812	61	2,276,634	220	9,613,699
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	31	728,970	74	883,696
PUBLIC ADMINISTRATION, OTHER	92,00	4	26,369	22	5,610,278
TOTAL ALL INDUSTRIES		7,236	\$393,651,303	16,800	\$2,094,838,734

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF OMAK AND PASCO
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	OMAK*	UNITS	PASCO*
RETAIL TRADE	44-45	1,357	\$146,783,059	3,499	\$642,481,689
MOTOR VEHICLES & PARTS	441	56	28,684,537	190	361,368,546
NEW & USED AUTO DEALERS	4411	10	23,268,950	36	252,409,561
RV, BOAT, MOTORCYCLE DEALERS	4412	5	91,270	28	67,373,506
AUTOMOTIVE PARTS & TIRE	4413	41	5,324,317	126	41,585,479
FURNITURE & HOME FURNISHING	442	56	1,499,554	153	10,940,845
ELECTRONICS & APPLIANCES	443	103	5,856,668	276	16,497,514
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	58	22,814,265	160	50,725,597
BUILDING MATERIALS	4441	39	21,434,416	115	49,842,656
LAWN & GARDEN SUPPLIES & EQUIP.	4442	19	1,379,849	45	882,941
FOOD & BEVERAGE STORES	445	17	5,170,760	88	29,724,945
GROCERY & CONVENIENCE STORES	4451	4	4,928,013	28	28,369,426
OTHER FOOD & BEVERAGE STORES	4452, 4453	13	242,747	60	1,355,519
DRUG/HEALTH STORES	446	133	3,623,741	279	16,581,762
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	8	3,198,335	27	24,048,048
APPAREL & ACCESSORIES	448	129	908,592	341	7,020,880
CLOTHING & SHOE STORES	4481, 4482	115	894,474	299	6,555,887
JEWELRY & LUGGAGE STORES	4483	14	14,118	42	464,993
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	130	2,134,812	310	5,420,287
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	96	2,097,505	236	3,309,337
BOOK STORES & NEWS DEALERS	4512	34	37,307	74	2,110,950
GENERAL MERCHANDISE STORES	452	19	55,340,438	38	70,662,567
DEPARTMENT STORES	4521	4	3,457,933	4	1,162,988
GENERAL MERCHANDISE STORES	4529	15	51,882,505	34	69,499,579
E-COMMERCE & MAIL ORDER	4541	190	1,701,865	403	14,438,146
MISCELLANEOUS RETAILERS	453, 4542, 4543	458	15,849,492	1,234	35,052,552
AGRICULTURE, FORESTRY, FISHING	11	9	53,633	17	379,923
MINING	21	D	D	6	126,546
UTILITIES	22	D	D	9	420,774
CONSTRUCTION	23	243	11,333,001	1,229	192,872,296
CONSTRUCTION OF BUILDINGS	236	62	4,576,783	302	100,416,531
HEAVY CONSTRUCTION & HIGHWAYS	237	15	494,262	61	6,444,680
SPECIAL TRADE CONTRACTORS	238	166	6,261,956	866	86,011,085
MANUFACTURING	31-33	155	903,486	636	21,889,871
WHOLESALE TRADE	42	656	6,988,241	1,827	132,337,491
DURABLE GOODS	423	457	5,396,055	1,283	105,717,441
NONDURABLE GOODS	424	196	1,591,654	527	26,016,454
ELECTRONIC MARKETS, AGENTS & BROKERS	425	3	532	17	603,596
TRANSPORTATION & WAREHOUSING	48-49	11	1,036,254	52	7,412,589
INFORMATION	51	189	4,698,922	408	37,019,747
FINANCE, INSURANCE	52	41	352,544	110	7,678,354
REAL ESTATE, RENTAL/LEASING	53	108	2,989,696	276	31,675,930
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	190	1,978,800	525	11,020,428
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	195	1,050,702	633	22,321,664
ARTS, ENTERTAINMENT & RECREATION	71	18	1,155,807	66	5,787,316
ACCOMMODATIONS & FOOD SERVICES	72	50	22,430,763	182	98,217,631
ACCOMMODATIONS	721	6	3,588,182	17	16,167,481
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	44	18,842,581	165	82,050,150
OTHER SERVICES	81	132	4,553,027	392	36,328,995
REPAIR & MAINTENANCE	811	83	3,796,483	279	28,851,844
PERSONAL SERVICE	812	33	750,274	71	7,001,063
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	16	6,270	42	476,088
PUBLIC ADMINISTRATION, OTHER	92,00	3	29,388	12	2,501,592
TOTAL ALL INDUSTRIES		3,360	\$206,711,109	9,879	\$1,250,472,836

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF PORT ANGELES AND PORT TOWNSEND
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	PORT ANGELES*	UNITS	PORT TOWNSEND*
RETAIL TRADE	44-45	3,012	\$141,299,180	2,624	\$89,215,338
MOTOR VEHICLES & PARTS	441	119	28,563,755	73	10,187,692
NEW & USED AUTO DEALERS	4411	18	22,092,846	10	827,226
RV, BOAT, MOTORCYCLE DEALERS	4412	22	210,052	18	1,826,757
AUTOMOTIVE PARTS & TIRE	4413	79	6,260,857	45	7,533,709
FURNITURE & HOME FURNISHING	442	140	4,198,290	136	3,235,740
ELECTRONICS & APPLIANCES	443	226	6,912,512	193	3,185,453
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	136	12,843,474	152	10,810,432
BUILDING MATERIALS	4441	97	12,191,774	110	9,560,240
LAWN & GARDEN SUPPLIES & EQUIP.	4442	39	651,700	42	1,250,192
FOOD & BEVERAGE STORES	445	59	19,236,059	61	13,277,966
GROCERY & CONVENIENCE STORES	4451	12	16,690,203	10	12,531,647
OTHER FOOD & BEVERAGE STORES	4452, 4453	47	2,545,856	51	746,319
DRUG/HEALTH STORES	446	240	11,121,450	220	7,859,977
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	13	6,088,887	7	2,965,277
APPAREL & ACCESSORIES	448	275	3,321,708	238	5,620,218
CLOTHING & SHOE STORES	4481, 4482	241	3,262,857	205	5,157,985
JEWELRY & LUGGAGE STORES	4483	34	58,851	33	462,233
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	305	8,832,214	259	2,797,764
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	231	7,107,507	191	1,993,514
BOOK STORES & NEWS DEALERS	4512	74	1,724,707	68	804,250
GENERAL MERCHANDISE STORES	452	36	16,609,847	29	5,318,210
DEPARTMENT STORES	4521	5	2,747,554	4	495,880
GENERAL MERCHANDISE STORES	4529	31	13,862,293	25	4,822,330
E-COMMERCE & MAIL ORDER	4541	390	8,258,966	362	5,909,577
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,073	15,312,018	894	18,047,032
AGRICULTURE, FORESTRY, FISHING	11	21	182,864	20	54,094
MINING	21	0	0	5	28,392
UTILITIES	22	6	110,001	D	D
CONSTRUCTION	23	669	80,985,395	614	63,123,606
CONSTRUCTION OF BUILDINGS	236	166	45,007,763	156	46,797,540
HEAVY CONSTRUCTION & HIGHWAYS	237	31	15,072,011	29	2,035,563
SPECIAL TRADE CONTRACTORS	238	472	20,905,621	429	14,290,503
MANUFACTURING	31-33	545	12,292,694	447	7,060,329
WHOLESALE TRADE	42	1,403	36,199,170	1,117	14,331,741
DURABLE GOODS	423	979	30,623,984	767	10,841,172
NONDURABLE GOODS	424	413	5,462,848	342	3,477,068
ELECTRONIC MARKETS, AGENTS & BROKERS	425	11	112,338	8	13,501
TRANSPORTATION & WAREHOUSING	48-49	23	1,599,298	25	2,933,813
INFORMATION	51	391	17,514,592	318	8,787,165
FINANCE, INSURANCE	52	87	3,801,592	66	2,110,423
REAL ESTATE, RENTAL/LEASING	53	186	6,993,805	142	3,432,341
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	422	8,791,630	317	7,816,512
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	468	9,903,484	379	6,039,854
ARTS, ENTERTAINMENT & RECREATION	71	77	2,389,105	76	2,684,288
ACCOMMODATIONS & FOOD SERVICES	72	150	65,642,828	126	37,718,278
ACCOMMODATIONS	721	28	18,410,341	39	9,133,393
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	122	47,232,487	87	28,584,885
OTHER SERVICES	81	324	12,996,455	216	13,434,609
REPAIR & MAINTENANCE	811	218	10,286,146	139	12,385,387
PERSONAL SERVICE	812	75	2,218,203	53	962,548
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	31	492,106	24	86,674
PUBLIC ADMINISTRATION, OTHER	92,00	9	48,376	9	4,045,191
TOTAL ALL INDUSTRIES		7,793	\$400,750,469	6,503	\$262,840,445

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF PULLMAN AND PUYALLUP
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	PULLMAN*	UNITS	PUYALLUP*
RETAIL TRADE	44-45	2,893	\$209,790,385	5,342	\$1,537,346,183
MOTOR VEHICLES & PARTS	441	84	59,141,717	188	765,944,921
NEW & USED AUTO DEALERS	4411	16	32,175,357	51	747,821,933
RV, BOAT, MOTORCYCLE DEALERS	4412	15	20,777,892	20	346,591
AUTOMOTIVE PARTS & TIRE	4413	53	6,188,468	117	17,776,397
FURNITURE & HOME FURNISHING	442	135	5,100,377	282	26,648,170
ELECTRONICS & APPLIANCES	443	247	11,057,112	357	44,346,090
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	117	17,837,309	264	101,486,229
BUILDING MATERIALS	4441	83	17,442,996	200	90,608,464
LAWN & GARDEN SUPPLIES & EQUIP.	4442	34	394,313	64	10,877,765
FOOD & BEVERAGE STORES	445	58	12,405,189	101	22,621,423
GROCERY & CONVENIENCE STORES	4451	9	12,350,949	17	15,320,681
OTHER FOOD & BEVERAGE STORES	4452, 4453	49	54,240	84	7,300,742
DRUG/HEALTH STORES	446	266	10,926,435	392	31,408,405
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	9	3,365,433	26	16,624,586
APPAREL & ACCESSORIES	448	281	4,600,240	458	66,118,955
CLOTHING & SHOE STORES	4481, 4482	247	3,656,021	393	57,565,015
JEWELRY & LUGGAGE STORES	4483	34	944,219	65	8,553,940
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	300	17,461,218	516	50,598,578
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	225	2,748,713	413	48,760,755
BOOK STORES & NEWS DEALERS	4512	75	14,712,505	103	1,837,823
GENERAL MERCHANDISE STORES	452	34	39,858,981	53	312,044,978
DEPARTMENT STORES	4521	4	454,493	8	107,986,886
GENERAL MERCHANDISE STORES	4529	30	39,404,488	45	204,058,092
E-COMMERCE & MAIL ORDER	4541	376	13,256,424	533	20,284,927
MISCELLANEOUS RETAILERS	453, 4542, 4543	986	14,779,950	2,172	79,218,921
AGRICULTURE, FORESTRY, FISHING	11	6	10,944	39	195,782
MINING	21	D	D	4	81,737
UTILITIES	22	4	57,313	9	457,256
CONSTRUCTION	23	536	152,349,130	3,229	181,254,726
CONSTRUCTION OF BUILDINGS	236	129	106,774,818	906	91,428,289
HEAVY CONSTRUCTION & HIGHWAYS	237	26	11,024,559	78	10,754,684
SPECIAL TRADE CONTRACTORS	238	381	34,549,753	2,245	79,071,753
MANUFACTURING	31-33	494	8,268,593	967	21,086,606
WHOLESALE TRADE	42	1,424	34,500,239	2,122	77,114,830
DURABLE GOODS	423	986	28,249,167	1,478	59,383,799
NONDURABLE GOODS	424	426	6,225,998	627	17,587,970
ELECTRONIC MARKETS, AGENTS & BROKERS	425	12	25,074	17	143,061
TRANSPORTATION & WAREHOUSING	48-49	23	1,965,194	57	3,388,794
INFORMATION	51	335	20,615,908	527	66,063,232
FINANCE, INSURANCE	52	74	1,779,047	116	25,927,602
REAL ESTATE, RENTAL/LEASING	53	163	13,575,948	386	32,086,784
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	425	10,500,743	836	31,080,700
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	351	17,715,568	1,346	38,833,375
ARTS, ENTERTAINMENT & RECREATION	71	47	3,552,455	149	11,843,996
ACCOMMODATIONS & FOOD SERVICES	72	107	68,671,176	277	193,480,878
ACCOMMODATIONS	721	10	13,302,660	11	18,061,889
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	97	55,368,516	266	175,418,989
OTHER SERVICES	81	219	10,843,884	742	50,642,859
REPAIR & MAINTENANCE	811	118	8,413,520	524	37,529,931
PERSONAL SERVICE	812	65	2,333,768	161	11,691,391
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	36	96,596	57	1,421,537
PUBLIC ADMINISTRATION, OTHER	92,00	10	346,366	32	198,693
TOTAL ALL INDUSTRIES		7,112	\$554,568,476	16,180	\$2,271,084,033

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF REDMOND AND RENTON
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	REDMOND*	UNITS	RENTON*
RETAIL TRADE	44-45	5,172	\$862,659,259	5,500	\$1,445,341,076
MOTOR VEHICLES & PARTS	441	139	40,140,780	197	549,957,445
NEW & USED AUTO DEALERS	4411	22	8,339,250	43	506,429,658
RV, BOAT, MOTORCYCLE DEALERS	4412	22	10,050,096	29	11,822,974
AUTOMOTIVE PARTS & TIRE	4413	95	21,751,434	125	31,704,813
FURNITURE & HOME FURNISHING	442	337	51,429,784	342	206,206,687
ELECTRONICS & APPLIANCES	443	482	190,875,044	474	92,279,125
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	312	77,268,280	333	87,800,381
BUILDING MATERIALS	4441	233	73,741,692	260	78,972,455
LAWN & GARDEN SUPPLIES & EQUIP.	4442	79	3,526,588	73	8,827,926
FOOD & BEVERAGE STORES	445	152	42,913,719	152	44,642,022
GROCERY & CONVENIENCE STORES	4451	21	39,130,628	44	39,905,503
OTHER FOOD & BEVERAGE STORES	4452, 4453	131	3,783,091	108	4,736,519
DRUG/HEALTH STORES	446	362	28,347,136	447	51,761,430
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	10	5,581,000	34	21,121,572
APPAREL & ACCESSORIES	448	440	49,153,249	455	24,021,055
CLOTHING & SHOE STORES	4481, 4482	374	45,855,352	390	17,110,764
JEWELRY & LUGGAGE STORES	4483	66	3,297,897	65	6,910,291
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	469	39,802,608	480	26,594,368
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	361	39,117,778	363	25,994,780
BOOK STORES & NEWS DEALERS	4512	108	684,830	117	599,588
GENERAL MERCHANDISE STORES	452	45	157,503,282	55	218,698,077
DEPARTMENT STORES	4521	8	97,771,734	9	61,574,467
GENERAL MERCHANDISE STORES	4529	37	59,731,548	46	157,123,610
E-COMMERCE & MAIL ORDER	4541	562	63,549,446	593	41,694,197
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,862	116,094,931	1,938	80,564,717
AGRICULTURE, FORESTRY, FISHING	11	44	410,038	44	508,730
MINING	21	8	103,257	10	308,315
UTILITIES	22	10	473,615	10	4,020,488
CONSTRUCTION	23	4,223	542,241,193	4,416	563,838,866
CONSTRUCTION OF BUILDINGS	236	1,195	327,774,901	1,222	362,176,043
HEAVY CONSTRUCTION & HIGHWAYS	237	112	12,372,973	130	57,594,386
SPECIAL TRADE CONTRACTORS	238	2,916	202,093,319	3,064	144,068,437
MANUFACTURING	31-33	1,209	44,975,061	1,195	56,638,652
WHOLESALE TRADE	42	2,433	320,102,977	2,567	168,398,261
DURABLE GOODS	423	1,672	293,028,941	1,789	137,788,724
NONDURABLE GOODS	424	734	26,485,897	756	29,119,366
ELECTRONIC MARKETS, AGENTS & BROKERS	425	27	588,139	22	1,490,171
TRANSPORTATION & WAREHOUSING	48-49	66	2,656,958	89	6,297,770
INFORMATION	51	623	137,098,054	627	115,476,987
FINANCE, INSURANCE	52	116	18,457,767	118	32,537,559
REAL ESTATE, RENTAL/LEASING	53	378	122,218,370	421	56,555,347
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,307	315,340,647	1,140	57,980,014
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,693	94,137,957	1,625	64,538,112
ARTS, ENTERTAINMENT & RECREATION	71	189	18,357,318	144	12,685,246
ACCOMMODATIONS & FOOD SERVICES	72	322	318,059,176	369	253,555,956
ACCOMMODATIONS	721	7	44,417,695	18	30,608,278
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	315	273,641,481	351	222,947,678
OTHER SERVICES	81	739	69,653,661	855	61,203,785
REPAIR & MAINTENANCE	811	501	48,645,290	600	48,895,467
PERSONAL SERVICE	812	183	20,339,392	199	11,400,147
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	55	668,979	56	908,171
PUBLIC ADMINISTRATION, OTHER	92,00	12	1,075,316	15	379,848
TOTAL ALL INDUSTRIES		18,544	\$2,868,020,624	19,145	\$2,900,265,012

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF RICHLAND AND SEA TAC
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	RICHLAND*	UNITS	SEA TAC*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,016</u>	<u>\$529,393,163</u>	<u>2,485</u>	<u>\$128,130,972</u>
MOTOR VEHICLES & PARTS	441	143	80,653,449	89	17,529,816
NEW & USED AUTO DEALERS	4411	28	54,837,745	16	2,098,587
RV, BOAT, MOTORCYCLE DEALERS	4412	28	4,287,518	11	1,260,278
AUTOMOTIVE PARTS & TIRE	4413	87	21,528,186	62	14,170,951
FURNITURE & HOME FURNISHING	442	203	28,269,333	142	3,604,351
ELECTRONICS & APPLIANCES	443	329	24,558,627	209	9,098,813
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	158	74,426,317	147	3,146,864
BUILDING MATERIALS	4441	117	66,023,797	119	2,897,545
LAWN & GARDEN SUPPLIES & EQUIP.	4442	41	8,402,520	28	249,319
FOOD & BEVERAGE STORES	445	105	39,447,526	72	19,357,775
GROCERY & CONVENIENCE STORES	4451	15	35,126,812	25	16,418,556
OTHER FOOD & BEVERAGE STORES	4452, 4453	90	4,320,714	47	2,939,219
DRUG/HEALTH STORES	446	346	22,410,797	175	731,723
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	24	18,466,386	15	4,727,089
APPAREL & ACCESSORIES	448	352	25,291,141	209	2,943,418
CLOTHING & SHOE STORES	4481, 4482	302	22,792,044	187	2,786,687
JEWELRY & LUGGAGE STORES	4483	50	2,499,097	22	156,731
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	401	14,932,644	225	945,460
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	314	9,475,307	168	736,776
BOOK STORES & NEWS DEALERS	4512	87	5,457,337	57	208,684
GENERAL MERCHANDISE STORES	452	46	132,368,169	28	796,860
DEPARTMENT STORES	4521	9	40,553,628	4	187,723
GENERAL MERCHANDISE STORES	4529	37	91,814,541	24	609,137
E-COMMERCE & MAIL ORDER	4541	478	20,282,453	291	4,922,075
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,431	48,286,321	883	60,326,728
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>24</u>	<u>318,247</u>	<u>11</u>	<u>94,629</u>
<u>MINING</u>	<u>21</u>	<u>8</u>	<u>107,635</u>	<u>3</u>	<u>33,870</u>
<u>UTILITIES</u>	<u>22</u>	<u>8</u>	<u>1,943,828</u>	<u>5</u>	<u>13,474</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,292</u>	<u>233,376,075</u>	<u>1,567</u>	<u>184,857,362</u>
CONSTRUCTION OF BUILDINGS	236	332	151,472,978	353	114,728,953
HEAVY CONSTRUCTION & HIGHWAYS	237	51	7,168,378	63	31,644,950
SPECIAL TRADE CONTRACTORS	238	909	74,734,719	1,151	38,483,459
<u>MANUFACTURING</u>	<u>31-33</u>	<u>772</u>	<u>20,685,263</u>	<u>452</u>	<u>15,839,149</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,008</u>	<u>83,558,849</u>	<u>1,103</u>	<u>35,326,698</u>
DURABLE GOODS	423	1,397	68,731,152	776	22,143,732
NONDURABLE GOODS	424	590	14,449,211	319	12,434,174
ELECTRONIC MARKETS, AGENTS & BROKERS	425	21	378,486	8	748,792
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>36</u>	<u>1,811,663</u>	<u>62</u>	<u>104,002,894</u>
<u>INFORMATION</u>	<u>51</u>	<u>461</u>	<u>46,575,710</u>	<u>293</u>	<u>33,369,847</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>99</u>	<u>3,851,710</u>	<u>72</u>	<u>4,894,606</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>267</u>	<u>23,667,656</u>	<u>258</u>	<u>309,046,143</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>629</u>	<u>26,760,985</u>	<u>359</u>	<u>9,818,762</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>726</u>	<u>35,506,889</u>	<u>641</u>	<u>10,708,802</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>92</u>	<u>16,878,133</u>	<u>55</u>	<u>1,272,884</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>194</u>	<u>152,572,555</u>	<u>138</u>	<u>408,488,077</u>
ACCOMMODATIONS	721	16	25,590,774	37	217,092,504
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	178	126,981,781	101	191,395,573
<u>OTHER SERVICES</u>	<u>81</u>	<u>403</u>	<u>30,882,213</u>	<u>332</u>	<u>48,161,527</u>
REPAIR & MAINTENANCE	811	254	22,020,016	249	14,567,064
PERSONAL SERVICE	812	104	8,486,420	55	33,502,072
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	45	375,777	28	92,391
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>9</u>	<u>70,996</u>	<u>18</u>	<u>243,580</u>
TOTAL ALL INDUSTRIES		11,044	\$1,207,961,570	7,854	\$1,294,303,276

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF SEATTLE AND SHELTON
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	SEATTLE*	UNITS	SHELTON*
RETAIL TRADE	44-45	14,036	\$6,906,589,324	2,355	\$118,433,901
MOTOR VEHICLES & PARTS	441	461	1,115,706,219	85	8,986,818
NEW & USED AUTO DEALERS	4411	119	882,185,706	10	323,860
RV, BOAT, MOTORCYCLE DEALERS	4412	120	155,733,217	13	234,652
AUTOMOTIVE PARTS & TIRE	4413	222	77,787,296	62	8,428,306
FURNITURE & HOME FURNISHING	442	751	344,420,553	136	2,443,066
ELECTRONICS & APPLIANCES	443	1,052	570,224,314	173	3,616,855
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	701	528,312,698	118	9,305,996
BUILDING MATERIALS	4441	510	499,088,931	90	8,874,974
LAWN & GARDEN SUPPLIES & EQUIP.	4442	191	29,223,767	28	431,022
FOOD & BEVERAGE STORES	445	833	525,164,633	37	7,906,335
GROCERY & CONVENIENCE STORES	4451	359	458,382,941	13	7,275,916
OTHER FOOD & BEVERAGE STORES	4452, 4453	474	66,781,692	24	630,419
DRUG/HEALTH STORES	446	897	428,992,079	205	3,656,323
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	118	104,093,905	13	4,731,868
APPAREL & ACCESSORIES	448	1,340	783,561,201	198	2,032,707
CLOTHING & SHOE STORES	4481, 4482	1,009	712,524,258	173	1,776,211
JEWELRY & LUGGAGE STORES	4483	331	71,036,943	25	256,496
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	1,059	392,630,002	227	1,159,322
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	768	316,231,931	158	884,938
BOOK STORES & NEWS DEALERS	4512	291	76,398,071	69	274,384
GENERAL MERCHANDISE STORES	452	96	714,792,123	30	62,135,782
DEPARTMENT STORES	4521	10	292,218,199	4	660,026
GENERAL MERCHANDISE STORES	4529	86	422,573,924	26	61,475,756
E-COMMERCE & MAIL ORDER	4541	1,094	493,487,270	292	4,153,989
MISCELLANEOUS RETAILERS	453, 4542, 4543	5,634	905,204,327	841	8,304,840
AGRICULTURE, FORESTRY, FISHING	11	118	3,099,895	17	220,566
MINING	21	13	1,111,045	4	5,306
UTILITIES	22	19	738,941	3	57,825
CONSTRUCTION	23	12,300	6,618,364,229	725	17,756,620
CONSTRUCTION OF BUILDINGS	236	4,605	4,837,279,305	150	5,175,651
HEAVY CONSTRUCTION & HIGHWAYS	237	272	251,613,311	32	1,346,626
SPECIAL TRADE CONTRACTORS	238	7,423	1,529,471,613	543	11,234,343
MANUFACTURING	31-33	3,666	516,661,134	368	3,780,240
WHOLESALE TRADE	42	5,101	1,602,186,191	1,073	17,313,912
DURABLE GOODS	423	3,390	1,347,977,894	763	13,787,666
NONDURABLE GOODS	424	1,655	246,852,632	304	3,506,468
ELECTRONIC MARKETS, AGENTS & BROKERS	425	56	7,355,665	6	19,778
TRANSPORTATION & WAREHOUSING	48-49	343	103,735,275	9	19,435
INFORMATION	51	1,485	1,122,888,504	285	11,550,734
FINANCE, INSURANCE	52	242	210,388,258	70	3,910,652
REAL ESTATE, RENTAL/LEASING	53	1,139	554,100,996	160	7,623,142
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	4,495	781,641,238	305	4,535,274
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	4,858	898,233,711	413	4,406,925
ARTS, ENTERTAINMENT & RECREATION	71	1,387	253,885,854	37	993,463
ACCOMMODATIONS & FOOD SERVICES	72	3,395	3,980,223,146	80	28,193,532
ACCOMMODATIONS	721	270	1,067,624,601	5	1,243,391
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	3,125	2,912,598,545	75	26,950,141
OTHER SERVICES	81	3,267	729,168,309	236	7,731,593
REPAIR & MAINTENANCE	811	1,795	363,298,861	165	5,094,159
PERSONAL SERVICE	812	1,246	349,090,660	45	1,955,253
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	226	16,778,788	26	682,181
PUBLIC ADMINISTRATION, OTHER	92,00	77	4,523,328	10	280,094
TOTAL ALL INDUSTRIES		55,941	\$24,287,539,378	6,150	\$226,813,214

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF SPOKANE AND SUNNYSIDE
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	SPOKANE*	UNITS	SUNNYSIDE*
RETAIL TRADE	44-45	7,086	\$2,230,970,733	1,742	\$154,185,404
MOTOR VEHICLES & PARTS	441	331	444,879,859	82	34,998,892
NEW & USED AUTO DEALERS	4411	106	347,226,968	15	25,069,039
RV, BOAT, MOTORCYCLE DEALERS	4412	51	17,511,882	11	5,912
AUTOMOTIVE PARTS & TIRE	4413	174	80,141,009	56	9,923,941
FURNITURE & HOME FURNISHING	442	314	89,615,560	96	2,065,965
ELECTRONICS & APPLIANCES	443	580	146,508,155	152	8,382,241
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	307	226,807,681	83	12,050,851
BUILDING MATERIALS	4441	233	213,669,388	68	9,989,199
LAWN & GARDEN SUPPLIES & EQUIP.	4442	74	13,138,293	15	2,061,652
FOOD & BEVERAGE STORES	445	237	145,343,182	41	11,145,082
GROCERY & CONVENIENCE STORES	4451	70	132,700,546	20	11,047,649
OTHER FOOD & BEVERAGE STORES	4452, 4453	167	12,642,636	21	97,433
DRUG/HEALTH STORES	446	566	121,655,664	157	3,264,071
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	63	39,219,169	13	4,621,726
APPAREL & ACCESSORIES	448	595	183,538,425	184	4,150,059
CLOTHING & SHOE STORES	4481, 4482	505	160,754,248	166	4,085,633
JEWELRY & LUGGAGE STORES	4483	90	22,784,177	18	64,426
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	617	126,223,509	140	2,130,551
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	464	98,133,275	105	2,070,853
BOOK STORES & NEWS DEALERS	4512	153	28,090,234	35	59,698
GENERAL MERCHANDISE STORES	452	63	425,632,177	25	55,442,485
DEPARTMENT STORES	4521	10	148,294,506	4	4,176,492
GENERAL MERCHANDISE STORES	4529	53	277,337,671	21	51,265,993
E-COMMERCE & MAIL ORDER	4541	675	70,141,805	208	3,393,752
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,738	211,405,547	561	12,539,729
AGRICULTURE, FORESTRY, FISHING	11	47	297,070	9	59,153
MINING	21	7	501,580	D	D
UTILITIES	22	16	3,200,899	6	322,937
CONSTRUCTION	23	2,846	613,964,020	502	43,120,061
CONSTRUCTION OF BUILDINGS	236	927	298,002,916	108	26,846,626
HEAVY CONSTRUCTION & HIGHWAYS	237	89	35,013,607	27	2,687,169
SPECIAL TRADE CONTRACTORS	238	1,830	280,947,497	367	13,586,266
MANUFACTURING	31-33	1,493	85,071,143	248	5,451,809
WHOLESALE TRADE	42	3,197	384,789,165	914	34,636,977
DURABLE GOODS	423	2,236	312,809,515	648	21,336,899
NONDURABLE GOODS	424	928	71,292,060	257	13,275,636
ELECTRONIC MARKETS, AGENTS & BROKERS	425	33	687,590	9	24,442
TRANSPORTATION & WAREHOUSING	48-49	105	19,419,429	14	485,038
INFORMATION	51	804	214,650,085	218	13,528,937
FINANCE, INSURANCE	52	174	50,434,372	63	1,255,377
REAL ESTATE, RENTAL/LEASING	53	475	132,201,791	158	6,640,248
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,430	84,517,206	261	3,647,991
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,423	135,198,237	294	3,479,218
ARTS, ENTERTAINMENT & RECREATION	71	286	27,563,749	17	1,102,845
ACCOMMODATIONS & FOOD SERVICES	72	684	651,777,011	78	33,159,409
ACCOMMODATIONS	721	52	111,768,544	6	3,033,176
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	632	540,008,467	72	30,126,233
OTHER SERVICES	81	1,129	151,079,762	204	10,769,751
REPAIR & MAINTENANCE	811	641	103,349,273	139	8,440,170
PERSONAL SERVICE	812	401	42,395,624	44	2,053,894
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	87	5,334,865	21	275,687
PUBLIC ADMINISTRATION, OTHER	92,00	31	7,348,198	5	37,745
TOTAL ALL INDUSTRIES		21,233	\$4,792,984,450	4,734	\$311,922,188

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF TACOMA AND TUKWILA
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	TACOMA*	UNITS	TUKWILA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>7,617</u>	<u>\$2,457,424,012</u>	<u>3,018</u>	<u>\$1,104,979,507</u>
MOTOR VEHICLES & PARTS	441	327	756,795,785	104	76,838,661
NEW & USED AUTO DEALERS	4411	100	671,533,377	23	60,884,953
RV, BOAT, MOTORCYCLE DEALERS	4412	48	34,666,543	13	891,428
AUTOMOTIVE PARTS & TIRE	4413	179	50,595,865	68	15,062,280
FURNITURE & HOME FURNISHING	442	377	63,418,309	191	50,984,303
ELECTRONICS & APPLIANCES	443	617	149,641,285	336	138,867,655
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	401	195,764,572	197	86,897,401
BUILDING MATERIALS	4441	303	186,642,939	163	82,421,175
LAWN & GARDEN SUPPLIES & EQUIP.	4442	98	9,121,633	34	4,476,226
FOOD & BEVERAGE STORES	445	292	133,892,901	96	28,016,679
GROCERY & CONVENIENCE STORES	4451	125	127,728,670	32	15,319,034
OTHER FOOD & BEVERAGE STORES	4452, 4453	167	6,164,231	64	12,697,645
DRUG/HEALTH STORES	446	563	122,624,795	227	34,683,662
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	59	47,434,208	18	10,460,370
APPAREL & ACCESSORIES	448	616	201,024,597	281	246,029,676
CLOTHING & SHOE STORES	4481, 4482	520	169,977,520	245	220,850,382
JEWELRY & LUGGAGE STORES	4483	96	31,047,077	36	25,179,294
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	679	142,408,801	202	67,868,817
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	519	130,648,082	160	62,124,540
BOOK STORES & NEWS DEALERS	4512	160	11,760,719	42	5,744,277
GENERAL MERCHANDISE STORES	452	73	378,894,601	34	255,864,581
DEPARTMENT STORES	4521	8	135,195,387	8	150,425,781
GENERAL MERCHANDISE STORES	4529	65	243,699,214	26	105,438,800
E-COMMERCE & MAIL ORDER	4541	727	72,386,095	315	10,154,370
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,886	193,138,063	1,017	98,313,332
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>61</u>	<u>980,006</u>	<u>14</u>	<u>60,812</u>
<u>MINING</u>	<u>21</u>	<u>7</u>	<u>185,937</u>	<u>5</u>	<u>29,668</u>
<u>UTILITIES</u>	<u>22</u>	<u>16</u>	<u>1,712,345</u>	<u>5</u>	<u>22,993</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>5,254</u>	<u>796,739,551</u>	<u>1,971</u>	<u>160,135,140</u>
CONSTRUCTION OF BUILDINGS	236	1,623	428,856,942	466	90,318,991
HEAVY CONSTRUCTION & HIGHWAYS	237	165	148,088,672	75	8,369,510
SPECIAL TRADE CONTRACTORS	238	3,466	219,793,937	1,430	61,446,639
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,757</u>	<u>75,654,552</u>	<u>688</u>	<u>23,623,027</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>3,359</u>	<u>297,922,041</u>	<u>1,683</u>	<u>150,167,871</u>
DURABLE GOODS	423	2,306	246,074,187	1,220	131,689,640
NONDURABLE GOODS	424	1,026	51,379,373	451	18,121,858
ELECTRONIC MARKETS, AGENTS & BROKERS	425	27	468,481	12	356,373
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>116</u>	<u>47,252,936</u>	<u>53</u>	<u>6,425,513</u>
<u>INFORMATION</u>	<u>51</u>	<u>794</u>	<u>217,610,716</u>	<u>425</u>	<u>97,373,347</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>168</u>	<u>53,471,755</u>	<u>94</u>	<u>7,385,571</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>587</u>	<u>143,683,604</u>	<u>318</u>	<u>72,996,828</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>1,604</u>	<u>79,602,527</u>	<u>624</u>	<u>60,716,836</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>2,046</u>	<u>106,787,039</u>	<u>802</u>	<u>22,981,301</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>304</u>	<u>32,396,903</u>	<u>55</u>	<u>26,007,898</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>742</u>	<u>553,416,234</u>	<u>213</u>	<u>280,946,808</u>
ACCOMMODATIONS	721	43	72,681,491	20	75,344,570
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	699	480,734,743	193	205,602,238
<u>OTHER SERVICES</u>	<u>81</u>	<u>1,404</u>	<u>145,730,950</u>	<u>442</u>	<u>23,206,887</u>
REPAIR & MAINTENANCE	811	959	107,864,701	335	13,347,061
PERSONAL SERVICE	812	341	35,126,815	76	9,826,918
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	104	2,739,434	31	32,908
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>36</u>	<u>4,800,611</u>	<u>8</u>	<u>172,512</u>
TOTAL ALL INDUSTRIES		25,872	\$5,015,371,719	10,418	\$2,037,232,519

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF VANCOUVER AND WALLA WALLA
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	VANCOUVER*	UNITS	WALLA WALLA*
RETAIL TRADE	44-45	6,419	\$1,678,050,901	3,156	\$230,765,159
MOTOR VEHICLES & PARTS	441	238	467,599,493	122	58,744,730
NEW & USED AUTO DEALERS	4411	39	399,871,817	24	39,622,382
RV, BOAT, MOTORCYCLE DEALERS	4412	46	20,211,087	23	7,791,592
AUTOMOTIVE PARTS & TIRE	4413	153	47,516,589	75	11,330,756
FURNITURE & HOME FURNISHING	442	297	49,648,210	157	7,580,251
ELECTRONICS & APPLIANCES	443	553	67,391,176	263	13,095,591
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	319	126,605,914	149	15,922,864
BUILDING MATERIALS	4441	236	115,462,827	101	13,987,668
LAWN & GARDEN SUPPLIES & EQUIP.	4442	83	11,143,087	48	1,935,196
FOOD & BEVERAGE STORES	445	214	101,816,447	104	28,957,857
GROCERY & CONVENIENCE STORES	4451	57	86,681,162	21	26,147,579
OTHER FOOD & BEVERAGE STORES	4452, 4453	157	15,135,285	83	2,810,278
DRUG/HEALTH STORES	446	509	99,340,757	286	14,471,134
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	58	45,443,612	18	6,108,467
APPAREL & ACCESSORIES	448	527	97,193,079	278	7,046,238
CLOTHING & SHOE STORES	4481, 4482	443	87,216,096	247	5,492,204
JEWELRY & LUGGAGE STORES	4483	84	9,976,983	31	1,554,034
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	563	52,229,607	310	10,417,660
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	427	43,246,874	230	7,328,143
BOOK STORES & NEWS DEALERS	4512	136	8,982,733	80	3,089,517
GENERAL MERCHANDISE STORES	452	56	372,181,691	33	31,078,721
DEPARTMENT STORES	4521	8	105,814,735	6	13,372,665
GENERAL MERCHANDISE STORES	4529	48	266,366,956	27	17,706,056
E-COMMERCE & MAIL ORDER	4541	681	52,565,040	376	11,283,893
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,404	146,035,875	1,060	26,057,753
AGRICULTURE, FORESTRY, FISHING	11	47	270,732	23	356,707
MINING	21	6	333,600	5	60,294
UTILITIES	22	13	4,562,072	6	421,659
CONSTRUCTION	23	3,511	570,377,503	747	107,794,441
CONSTRUCTION OF BUILDINGS	236	1,016	290,108,617	205	71,605,246
HEAVY CONSTRUCTION & HIGHWAYS	237	111	35,481,666	36	2,577,989
SPECIAL TRADE CONTRACTORS	238	2,384	244,787,220	506	33,611,206
MANUFACTURING	31-33	1,365	46,938,572	599	16,118,386
WHOLESALE TRADE	42	3,029	251,722,083	1,618	46,559,776
DURABLE GOODS	423	2,099	205,619,010	1,115	36,841,890
NONDURABLE GOODS	424	901	45,577,322	487	9,587,979
ELECTRONIC MARKETS, AGENTS & BROKERS	425	29	525,751	16	129,907
TRANSPORTATION & WAREHOUSING	48-49	99	11,066,867	24	1,116,358
INFORMATION	51	767	185,026,398	411	24,252,198
FINANCE, INSURANCE	52	165	50,322,202	97	4,861,061
REAL ESTATE, RENTAL/LEASING	53	479	77,424,674	220	10,200,039
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,246	70,883,885	512	10,943,153
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,556	103,920,100	522	14,301,664
ARTS, ENTERTAINMENT & RECREATION	71	217	34,534,640	67	4,187,715
ACCOMMODATIONS & FOOD SERVICES	72	536	456,736,299	193	99,986,415
ACCOMMODATIONS	721	27	71,868,220	65	25,030,513
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	509	384,868,079	128	74,955,902
OTHER SERVICES	81	1,061	99,830,496	326	18,039,495
REPAIR & MAINTENANCE	811	657	76,948,650	193	14,368,616
PERSONAL SERVICE	812	335	21,495,295	92	3,197,616
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	69	1,386,551	41	473,263
PUBLIC ADMINISTRATION, OTHER	92,00	14	847,801	8	1,546,815
TOTAL ALL INDUSTRIES		20,530	\$3,642,848,825	8,534	\$591,511,335

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF WENATCHEE AND YAKIMA
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2016

INDUSTRY	NAICS	UNITS	WENATCHEE*	UNITS	YAKIMA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,632</u>	<u>\$481,618,938</u>	<u>4,487</u>	<u>\$927,686,167</u>
MOTOR VEHICLES & PARTS	441	164	119,144,364	261	274,260,763
NEW & USED AUTO DEALERS	4411	36	92,242,110	70	207,212,295
RV, BOAT, MOTORCYCLE DEALERS	4412	28	6,828,361	48	30,666,216
AUTOMOTIVE PARTS & TIRE	4413	100	20,073,893	143	36,382,252
FURNITURE & HOME FURNISHING	442	168	19,178,380	202	22,895,326
ELECTRONICS & APPLIANCES	443	314	10,457,511	396	38,476,508
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	152	92,466,222	195	130,442,146
BUILDING MATERIALS	4441	107	89,906,069	143	120,605,840
LAWN & GARDEN SUPPLIES & EQUIP.	4442	45	2,560,153	52	9,836,306
FOOD & BEVERAGE STORES	445	91	27,474,911	135	58,054,676
GROCERY & CONVENIENCE STORES	4451	26	25,227,143	48	56,008,310
OTHER FOOD & BEVERAGE STORES	4452, 4453	65	2,247,768	87	2,046,366
DRUG/HEALTH STORES	446	317	17,140,572	372	27,730,745
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	16	6,964,826	36	21,128,827
APPAREL & ACCESSORIES	448	333	18,899,991	381	29,251,734
CLOTHING & SHOE STORES	4481, 4482	290	17,252,835	329	25,431,884
JEWELRY & LUGGAGE STORES	4483	43	1,647,156	52	3,819,850
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	360	20,505,748	401	28,957,072
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	279	17,040,373	295	25,413,433
BOOK STORES & NEWS DEALERS	4512	81	3,465,375	106	3,543,639
GENERAL MERCHANDISE STORES	452	35	95,507,739	54	208,067,361
DEPARTMENT STORES	4521	6	35,224,484	7	36,999,055
GENERAL MERCHANDISE STORES	4529	29	60,283,255	47	171,068,306
E-COMMERCE & MAIL ORDER	4541	408	13,202,903	490	21,993,329
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,274	40,675,771	1,564	66,427,680
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>23</u>	<u>273,041</u>	<u>30</u>	<u>507,093</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>125,491</u>	<u>11</u>	<u>314,616</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>87,051</u>	<u>9</u>	<u>122,201</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>991</u>	<u>146,519,884</u>	<u>1,288</u>	<u>203,069,589</u>
CONSTRUCTION OF BUILDINGS	236	277	80,627,704	366	101,172,073
HEAVY CONSTRUCTION & HIGHWAYS	237	37	5,338,562	58	16,784,899
SPECIAL TRADE CONTRACTORS	238	677	60,553,618	864	85,112,617
<u>MANUFACTURING</u>	<u>31-33</u>	<u>702</u>	<u>15,485,141</u>	<u>901</u>	<u>39,175,581</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,809</u>	<u>79,106,618</u>	<u>2,275</u>	<u>153,122,012</u>
DURABLE GOODS	423	1,268	65,930,809	1,596	118,036,002
NONDURABLE GOODS	424	526	13,020,365	661	34,756,494
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	155,444	18	329,516
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>27</u>	<u>818,402</u>	<u>53</u>	<u>3,404,782</u>
<u>INFORMATION</u>	<u>51</u>	<u>451</u>	<u>44,405,766</u>	<u>543</u>	<u>85,864,468</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>100</u>	<u>3,482,680</u>	<u>133</u>	<u>14,539,448</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>252</u>	<u>23,029,985</u>	<u>335</u>	<u>60,791,692</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>564</u>	<u>23,094,310</u>	<u>755</u>	<u>26,993,259</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>607</u>	<u>16,516,193</u>	<u>779</u>	<u>34,733,138</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>77</u>	<u>5,084,663</u>	<u>136</u>	<u>16,957,640</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>178</u>	<u>112,561,734</u>	<u>327</u>	<u>225,133,396</u>
ACCOMMODATIONS	721	21	29,174,001	34	33,542,570
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	157	83,387,733	293	191,590,826
<u>OTHER SERVICES</u>	<u>81</u>	<u>413</u>	<u>29,535,971</u>	<u>637</u>	<u>64,236,567</u>
REPAIR & MAINTENANCE	811	262	24,890,292	421	52,010,983
PERSONAL SERVICE	812	103	4,048,421	162	10,915,199
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	48	597,258	54	1,310,385
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>14</u>	<u>242,827</u>	<u>15</u>	<u>426,264</u>
TOTAL ALL INDUSTRIES		9,856	\$981,988,695	12,714	\$1,857,077,913

*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 5: BUSINESS & OCCUPATION TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE BY INDUSTRY (NAICS)
CALENDAR YEAR 2016

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>\$3,789,930,093</u>	<u>\$2,401,760,522</u>	<u>\$14,405,441</u>
CROP & ANIMAL PRODUCTION	111,112	1,291,064,483	646,413,048	3,524,418
FORESTRY & LOGGING	113	1,543,580,815	1,165,343,237	4,504,262
FISHING & HUNTING	114	268,971,644	73,387,084	425,232
AG & FORESTRY SUPPORT ACTIVITIES	115	686,313,151	516,617,153	5,951,529
<u>MINING</u>	<u>21</u>	<u>549,490,383</u>	<u>448,098,166</u>	<u>2,435,807</u>
SAND & GRAVEL, QUARRYING	2123	367,809,731	327,997,008	1,789,436
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	181,680,652	120,101,158	646,371
<u>UTILITIES</u>	<u>22</u>	<u>2,670,174,211</u>	<u>2,078,105,055</u>	<u>28,538,223</u>
HYDROELECTRIC POWER GENERATION	221111	30,284,050	28,010,527	329,901
ALTERNATIVE POWER GENERATION	221114-221117	15,794,455	14,099,677	104,941
OTHER ELECTRIC POWER GENERATION	221112, 221113, 221118	42,227,144	16,730,843	137,499
ELECTRIC POWER TRANSMISSION & DISTRIBUTION	221121, 221122	485,266,253	411,496,480	5,090,848
NATURAL GAS DISTRIBUTION	2212	344,079,870	67,214,264	496,489
WATER & SEWER	2213	1,752,522,439	1,540,553,264	22,378,545
<u>CONSTRUCTION</u>	<u>23</u>	<u>54,760,323,111</u>	<u>49,547,747,445</u>	<u>243,442,806</u>
RESIDENTIAL BUILDING & REMODELING	2361	8,832,825,103	8,426,196,284	41,577,574
NONRESIDENTIAL BUILDING	2362	14,092,375,727	12,599,312,403	60,272,466
HEAVY CONSTRUCTION & HIGHWAYS	237	5,781,924,179	5,096,998,027	26,294,263
SPECIAL TRADE CONTRACTORS	238	26,053,198,102	23,425,240,731	115,298,503
ELECTRICAL	23821	5,296,069,964	4,682,566,222	23,679,562
PLUMBING & HEATING	23822	4,878,213,486	4,532,955,815	22,254,292
PAINTING	23832	963,735,001	904,083,505	4,363,639
MASONRY/DRYWALL	23814, 23831	1,536,612,277	1,416,179,554	6,813,108
ROOFING	23816	1,241,612,244	1,163,856,531	5,549,380
OTHER CONTRACTORS	238 not listed above	12,136,955,130	10,725,599,104	52,638,522
<u>MANUFACTURING</u>	<u>31-33</u>	<u>172,982,217,031</u>	<u>121,277,171,678</u>	<u>461,189,513</u>
FOOD PRODUCTS	311	17,399,758,396	7,431,847,836	28,100,912
MILLING OF GRAINS	3112	868,407,045	551,332,136	2,521,327
FRUITS & VEGETABLES	3114	3,738,479,580	551,451,695	2,539,822
DAIRY PRODUCTS	3115	2,308,922,361	391,405,156	1,897,190
MEAT PRODUCTS	3116	2,269,343,533	2,241,339,768	3,405,836
SEAFOOD PRODUCTS	3117	2,944,131,063	486,828,889	2,376,162
BAKERY PRODUCTS	3118	1,891,935,235	982,552,839	4,749,813
OTHER FOOD ITEMS	3111, 3113, 3119	3,378,539,579	2,226,937,353	10,610,762
BEVERAGES	312	2,686,928,080	1,634,047,003	7,963,414
TEXTILES	313,314	795,902,530	454,982,394	2,218,900
APPAREL	315	195,246,433	124,689,366	617,196
LEATHER & ALLIED PRODUCTS	316	138,544,965	69,960,593	343,456
LUMBER & WOOD PRODUCTS	321	8,409,212,494	5,070,229,718	20,493,706
SAWMILLS	3211	3,212,381,609	1,914,873,083	6,907,815
PLYWOOD & TRUSSES	3212	1,291,053,316	795,813,768	3,190,855
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	3,905,777,569	2,359,542,867	10,395,036
PAPER PRODUCTS	322	6,553,160,966	3,820,965,292	14,920,580
PULP & PAPER MILLS	3221	4,809,913,596	2,609,696,300	9,272,651
OTHER PAPER PRODUCTS	3222	1,743,247,370	1,211,268,992	5,647,929
COMMERCIAL PRINTING	323	970,212,193	746,977,632	3,715,157
PETROLEUM & COAL PRODUCTS	324	16,634,503,345	15,223,358,557	73,957,138
PETROLEUM REFINING	32411	15,841,082,644	14,686,685,471	71,364,970
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	793,420,701	536,673,086	2,592,168
CHEMICALS	325	7,809,917,561	4,440,148,938	21,086,066
CHEMICALS, PESTICIDES & FERTILIZERS	3251, 3253	3,053,483,237	1,692,523,142	8,446,442
PHARMACEUTICALS	3254	1,527,122,308	879,010,855	4,364,236
RESIN, SYNTHETIC FIBERS & FILAMENTS	3252	1,442,460,062	813,012,498	3,070,256
PAINT, COATING & ADHESIVES	3255	133,381,734	94,095,696	454,634
SOAP, CLEANING COMPOUND & TOILETRIES	3256	866,604,023	461,733,322	2,235,647
OTHER CHEMICAL PRODUCTS	3259	786,866,197	499,773,425	2,514,851

TABLE 5: BUSINESS & OCCUPATION TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE BY INDUSTRY (NAICS)
CALENDAR YEAR 2016

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
PLASTICS & RUBBER PRODUCTS	326	3,293,901,411	2,014,993,887	9,440,811
NONMETALLIC MINERALS	327	2,984,500,344	2,281,046,631	10,961,372
PRIMARY METALS	331	2,342,237,575	1,664,182,739	7,029,579
IRON & STEEL MILLS	3311, 3312	875,404,482	550,856,871	2,523,531
ALUMINUM SMELTING	3313	683,484,763	603,494,299	2,056,424
OTHER NONFERROUS METALS	3314	166,403,606	162,384,203	785,649
FOUNDRIES	3315	616,944,724	347,447,366	1,663,975
FABRICATED METAL PRODUCTS	332	6,071,075,794	4,169,726,680	18,796,903
MACHINERY	333	6,254,566,227	3,351,249,974	15,983,448
FARM & CONSTRUCTION IMPLEMENTS	3331	502,960,614	278,713,777	1,348,427
INDUSTRIAL MACHINERY	3332	1,249,726,944	592,464,408	2,924,066
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	4,501,878,669	2,480,071,789	11,710,955
COMPUTERS & ELECTRONICS	334	10,627,455,178	5,490,391,230	25,819,405
COMPUTER HARDWARE	3341	776,120,228	105,887,941	600,979
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	637,449,195	282,028,802	1,384,450
AUDIO & VIDEO EQUIPMENT	3343	190,773,948	83,619,100	419,529
SEMICONDUCTORS	3344	3,059,124,280	1,540,133,609	6,648,349
INSTRUMENTS	3345	5,875,917,257	3,413,431,914	16,296,116
SOFTWARE, OTHER MAGNETIC & OPTICAL MEDIA	3346	88,070,270	65,289,864	469,982
ELECTRICAL EQUIPMENT & APPLIANCES	335	2,618,138,480	1,128,597,838	5,311,548
LIGHTING EQUIPMENT	3351	650,762,316	117,099,938	576,368
HOUSEHOLD APPLIANCES	3352	15,305,666	10,705,215	51,599
OTHER ELECTRIC EQUIPMENT	3353, 3359	1,952,070,498	1,000,792,685	4,683,581
TRANSPORTATION EQUIPMENT	336	71,297,916,856	58,519,470,739	177,040,711
MOTOR VEHICLES & PARTS	3361, 3362, 3363	1,516,585,552	1,033,165,015	5,005,969
AIRCRAFT, AEROSPACE & PARTS	3364	68,191,331,756	56,364,572,420	166,475,421
SHIPS & BOATS	3366	1,482,033,459	1,032,549,281	5,125,055
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	107,966,089	89,184,023	434,266
FURNITURE & RELATED PRODUCTS	337	1,574,981,106	1,112,923,886	5,400,279
OTHER MANUFACTURING	339	4,324,057,097	2,527,380,745	11,988,932
OTHER MEDICAL EQUIP & SUPPLIES	339112-339115	495,755,533	305,917,195	1,557,521
DENTAL LABORATORIES	339116	182,021,658	167,493,224	999,240
SPORTING AND ATHLETIC GOODS	33992	780,013,602	214,295,708	1,105,076
ALL OTHER MISCELLANEOUS MFG	3399 not listed above	2,866,266,304	1,839,674,618	8,327,095
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>157,751,666,457</u>	<u>111,965,387,421</u>	<u>523,800,164</u>
DURABLE GOODS	423	75,977,736,327	57,103,657,274	285,012,123
MOTOR VEHICLES & PARTS	4231	12,658,862,194	11,758,655,496	58,290,877
FURNITURE & HOME FURNISHINGS	4232	1,978,085,175	1,352,734,829	6,670,049
LUMBER & CONSTRUCTION MATERIALS	4233	7,666,798,114	5,434,358,406	26,172,350
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	13,436,812,063	10,453,975,082	54,012,086
METAL & MINERAL (except Petroleum)	4235	3,082,129,830	2,254,506,734	10,708,942
ELECTRICAL EQUIPMENT	4236	10,363,213,919	7,730,187,011	41,077,830
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	3,901,159,870	3,264,681,076	15,922,462
MACHINERY & EQUIPMENT	4238	14,890,005,018	11,128,688,914	52,356,387
SPORTING & RECREATIONAL GOODS & SUPPLIES	423910	1,501,818,588	785,378,232	3,895,208
TOY & HOBBY GOODS & SUPPLIES	423920	2,781,345,171	199,663,506	1,174,777
OTHER MISCELLANEOUS DURABLE GOODS	423930, 423940, 423990	3,717,506,385	2,740,827,988	14,731,155
NONDURABLE GOODS:	424	80,615,598,421	54,241,939,741	233,697,101
PAPER & PAPER PRODUCTS	4241	2,731,306,730	2,086,993,406	9,682,771
DRUGS & SUNDRIES	4242	9,841,870,007	9,061,130,428	23,987,166
APPAREL	4243	4,474,116,376	1,364,329,979	6,743,253
FOOD PRODUCTS	4244	33,304,095,938	20,707,192,568	90,560,509
FARM PRODUCTS	4245	3,673,192,604	764,199,060	3,829,325
CHEMICALS & PLASTICS	4246	3,269,667,779	2,658,496,318	12,784,573
PETROLEUM PRODUCTS	4247	6,807,146,258	5,848,803,288	29,305,211
BEER & ALE	424810	988,115,220	928,449,927	4,496,541
WINE & DISTILLED ALCOHOLIC BEVERAGES	424820	4,445,707,577	3,113,129,363	15,219,090
FARM SUPPLIES	42491	3,315,132,412	2,266,567,493	11,304,936
TOBACCO & TOBACCO PRODUCTS	42494	1,467,909,854	1,152,524,187	5,563,455
OTHER MISC NONDURABLE GOODS	4249 not listed above	6,297,337,666	4,290,123,724	20,220,271
ELECTRONIC MARKETS, AGENTS, BROKERS	425	1,158,331,709	619,790,406	5,090,940

TABLE 5: BUSINESS & OCCUPATION TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE BY INDUSTRY (NAICS)
CALENDAR YEAR 2016

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
RETAIL TRADE	44-45	137,408,716,042	118,097,290,980	587,171,798
MOTOR VEHICLES & PARTS	441	27,581,488,898	24,544,080,314	124,777,343
NEW & USED AUTO DEALERS	4411	21,399,357,292	19,279,392,639	98,709,446
RV, BOAT, MOTORCYCLE DEALERS	4412	2,556,602,584	2,123,560,606	10,819,643
AUTOMOTIVE PARTS & TIRES	4413	3,625,529,022	3,141,127,069	15,248,254
FURNITURE & HOME FURNISHINGS	442	3,456,253,860	3,145,575,986	15,172,180
ELECTRONICS & APPLIANCES	443	6,561,775,515	5,590,921,584	30,877,147
HOUSEHOLD APPLIANCES	443141	643,434,928	636,717,998	3,074,548
ELECTRONIC STORES	443142	5,918,340,587	4,954,203,586	27,802,599
BLDG. MATERIALS, GARDEN SUPPLIES	444	9,782,539,898	9,171,990,069	44,044,117
BUILDING MATERIALS	4441	8,479,354,506	8,053,276,419	38,614,156
LAWN & GARDEN SUPPLIES	4442	1,303,185,392	1,118,713,650	5,429,961
FOOD & BEVERAGES (OFF-PREMISES)	445	16,668,807,672	15,701,670,531	74,897,391
GROCERY & CONVENIENCE STORES	4451	14,765,868,344	14,170,550,526	68,014,352
OTHER FOOD STORES/SPECIALTY FOODS	4452	1,378,820,599	1,094,298,453	4,778,832
BEER, WINE AND LIQUOR STORES	4453	524,118,729	436,821,552	2,104,207
DRUG STORES & PERSONAL CARE STORES	446	9,589,865,395	8,808,121,943	43,799,467
GAS STATIONS (INCL. CONVENIENCE STORES)	447	8,729,320,265	6,790,023,177	33,432,420
APPAREL & ACCESSORIES	448	5,630,716,665	4,606,412,363	22,107,784
CLOTHING STORES	4481	4,565,459,256	3,661,716,550	17,598,660
SHOE STORES	4482	400,540,579	380,323,909	1,795,108
JEWELRY & LUGGAGE STORES	4483	664,716,830	564,371,904	2,714,016
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	3,615,561,608	2,933,801,215	14,358,284
SPORTING GOODS	45111	2,204,871,640	1,863,614,596	9,098,998
HOBBY & TOY STORES	45112	544,586,055	444,809,044	2,116,121
SEWING SUPPLIES	45113	166,024,162	155,177,547	748,200
MUSICAL INSTRUMENTS	45114	152,838,674	134,050,433	688,803
BOOK, PERIODICAL & MUSIC STORES	45121	547,241,077	336,149,595	1,706,162
DEPARTMENT STORES	4521	3,419,427,928	3,329,905,793	15,992,988
GENERAL MERCHANDISE STORES	4529	22,657,110,471	18,881,979,602	90,157,771
E-COMMERCE & MAIL ORDER	4541	6,131,369,034	4,600,017,969	24,100,794
MISCELLANEOUS RETAILERS	453, 4542, 4543	13,584,478,833	9,992,790,434	53,454,112
TRANSPORTATION	48-492	5,504,199,553	4,686,742,066	31,781,558
AIR TRANSPORTATION	481	87,824,092	75,093,933	696,041
RAILROADS	482	104,636,364	104,633,518	1,098,822
WATER TRANSPORTATION	483	181,312,798	131,782,952	488,495
TRUCK TRANSPORTATION	484	828,660,510	559,414,363	5,157,586
TRANSIT & GROUND PASSENGER TRANSPORT	485	223,637,251	183,469,786	2,397,610
PIPELINE TRANSPORTATION	486	43,827,160	41,088,655	222,018
SCENIC & SIGHTSEEING TRANSPORTATION	487	144,992,518	69,363,750	380,039
SUPPORT ACTIVITIES FOR TRANSPORTATION	488	3,778,351,069	3,421,365,138	20,248,851
POSTAL SERVICE, COURIERS AND MESSENGERS	491, 492	110,957,791	100,529,971	1,092,096
WAREHOUSING & STORAGE	493	911,676,475	815,247,542	4,405,913
INFORMATION	51	24,012,184,702	20,093,996,383	194,823,101
PUBLISHING (EXCEPT INTERNET)	511	5,036,390,679	2,954,068,913	22,040,658
NEWSPAPERS	51111	457,822,325	452,833,769	1,840,537
BOOKS & PERIODICALS	51112, 51113	445,659,777	339,998,714	2,315,490
SOFTWARE	5112	3,764,139,105	1,819,150,839	13,279,518
OTHER PUBLISHERS	51114, 51119	368,769,472	342,085,591	4,605,113
MOTION PICTURE PRODUCTION	512	1,013,767,559	848,464,075	10,618,975
RADIO & TV BROADCASTING, CABLE TV	515	2,101,462,671	1,742,397,634	21,985,094
TELEPHONE & TELECOMMUNICATIONS	517	12,094,237,713	11,801,096,202	106,345,360
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	2,231,496,558	1,395,133,151	17,223,359
OTHER INFORMATION SERVICES	519	1,534,829,522	1,352,836,408	16,609,655
FINANCE, INSURANCE, REAL ESTATE	52-53	45,016,073,599	34,694,491,777	403,071,011
BANKS & CREDIT UNIONS	522	18,107,059,933	14,564,125,601	204,196,180
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	6,146,419,830	4,834,598,605	51,931,281
INSURANCE AGENTS & BROKERS	524	8,382,616,535	4,050,529,709	34,251,809
REAL ESTATE AGENTS & BROKERS	531	5,624,714,733	5,382,062,914	76,401,952
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	6,174,423,063	5,298,207,699	28,075,949
LESSORS OF NONFINANCIAL INTANGIBLES	533	580,839,505	564,967,249	8,213,840

TABLE 5: BUSINESS & OCCUPATION TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE BY INDUSTRY (NAICS)
CALENDAR YEAR 2016

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
<u>BUSINESS, PERSONAL AND OTHER SERVICES</u>	<u>54-92</u>	<u>157,693,554,213</u>	<u>122,984,987,144</u>	<u>1,381,215,054</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICE</u>	<u>54</u>	<u>58,300,581,398</u>	<u>40,309,667,507</u>	<u>508,110,348</u>
LEGAL SERVICES	5411	5,115,101,756	4,746,170,364	67,866,111
ACCOUNTING SERVICES	5412	6,531,292,146	6,410,384,883	95,368,439
ARCHITECTURAL SERVICES	54131	1,775,012,922	1,380,762,037	20,532,397
ENGINEERING SERVICES	54133	6,175,001,376	5,060,041,384	50,683,309
OTHER RELATED SERVICES	54132, 54134-54138	714,857,740	637,532,785	8,657,331
SPECIALIZED DESIGN SERVICES	5414	995,738,733	851,484,431	8,901,031
COMPUTER SYSTEM DESIGN SERVICES	5415	19,591,045,515	9,432,379,832	103,777,670
CONSULTING SERVICES	5416	9,467,407,501	6,765,668,982	91,808,393
SCIENTIFIC RESEARCH & DEVELOPMENT SERVICE	5417	2,600,942,767	1,065,146,239	10,953,035
ADVERTISING & PUBLIC RELATIONS	5418	1,399,780,034	1,142,470,967	15,532,661
OTHER PROFESSIONAL SERVICES	5419	3,934,400,908	2,817,625,603	34,029,971
<u>MANAGEMENT SERVICES</u>	<u>55</u>	<u>833,231,170</u>	<u>366,246,526</u>	<u>4,505,701</u>
ADMINISTRATIVE & SUPPORT SERVICES	561	16,315,389,493	13,715,023,557	146,981,580
EMPLOYMENT SERVICES	5613	3,334,911,025	2,933,346,077	39,462,309
TRAVEL SERVICES	5615	988,603,884	657,931,890	4,531,810
INVESTIGATION & SECURITY SERVICES	5616	1,255,029,516	1,124,864,422	13,081,977
BUILDING SERVICES & JANITORIAL	5617	3,159,864,110	3,035,507,536	24,645,462
OTHER	5611, 5612, 5614, 5619	7,576,980,958	5,963,373,632	65,260,022
WASTE TREATMENT/ COLLECTION	562	3,693,295,437	3,406,862,650	35,942,721
<u>SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)</u>	<u>61</u>	<u>2,510,934,558</u>	<u>1,285,934,828</u>	<u>16,255,384</u>
<u>HEALTH SERVICES</u>	<u>62</u>	<u>43,869,965,791</u>	<u>34,281,196,674</u>	<u>479,439,532</u>
AMBULATORY HEALTH CARE SERVICES	621	21,810,364,923	18,532,729,900	263,764,711
PHYSICIANS	6211	8,689,871,715	7,003,854,504	103,739,202
DENTISTS	6212	3,571,367,652	3,533,410,880	52,837,840
OTHER HEALTH PRACTITIONERS	6213	3,289,128,897	3,066,320,904	42,274,288
OUTPATIENT CARE CENTERS	6214	3,279,073,186	2,509,554,613	34,327,888
MEDICAL & DIAGNOSTIC LABORATORIES	6215	1,215,779,357	756,596,095	11,285,302
HOME HEALTH CARE	6216	1,118,129,788	1,078,897,145	10,686,022
OTHER AMBULATORY HEALTH CARE	6219	647,014,328	584,095,759	8,614,169
HOSPITALS	622	17,809,305,526	12,496,574,569	181,477,809
NURSING & RETIREMENT HOMES	623	2,575,768,780	2,315,271,437	23,473,409
SOCIAL SERVICES & DAY CARE	624	1,674,526,562	936,620,768	10,723,603
<u>ARTS, ENTERTAINMENT, & RECREATION</u>	<u>71</u>	<u>3,603,568,529</u>	<u>2,919,011,423</u>	<u>28,266,175</u>
PERFORMING ARTS, SPECTATOR SPORTS	711	1,472,922,938	1,060,509,523	13,881,999
MUSEUMS, HISTORICAL SITES, ETC.	712	108,606,518	45,277,283	503,969
AMUSEMENT, GAMBLING, RECREATION	713	2,022,039,073	1,813,224,617	13,880,207
ACCOMMODATIONS	721	3,768,412,154	3,593,643,480	18,914,372
RESTAURANTS, FOOD SERVICES	7223, 7225	14,058,791,236	13,791,663,411	69,827,075
DRINKING PLACES	7224	975,040,468	882,933,102	5,099,444
AUTO REPAIR & SERVICES	8111	2,890,837,604	2,809,988,533	13,717,687
OTHER REPAIR SERVICES	8112, 8113, 8114	2,240,325,187	1,625,325,753	8,516,040
PERSONAL SERVICES	812	3,467,210,906	3,287,850,254	36,547,164
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	1,471,687,073	1,425,772,914	19,234,830
DEATH CARE SERVICES	8122	219,882,486	216,051,077	2,526,641
LAUNDRY & DRY CLEANING	8123	454,513,653	443,392,216	2,812,525
OTHER PERSONAL SERVICES	8129	1,321,127,694	1,202,634,047	11,973,168
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	796,510,913	371,841,600	4,550,528
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>382,866,836</u>	<u>350,725,628</u>	<u>4,699,155</u>
TOTAL ALL INDUSTRIES		763,063,613,337	589,103,953,961	3,876,438,241

TABLE 6: STATE RETAIL SALES TAX*:
 GROSS INCOME, TAXABLE INCOME & TAX DUE
 STATEWIDE AMOUNTS BY INDUSTRY (NAICS)
 CALENDAR YEAR 2016

INDUSTRY	NAICS	SALES SUBJECT TO RETAIL SALES TAX		ACCRUED STATE
		GROSS	TAXABLE	RETAIL SALES TAX*
RETAIL TRADE	44-45	\$111,284,812,235	\$63,245,594,318	\$4,110,964,870
MOTOR VEHICLES & PARTS	441	20,223,962,530	16,311,320,445	1,060,236,024
NEW & USED AUTO DEALERS	4411	15,995,745,795	12,912,406,040	839,306,506
RV, BOAT, MOTORCYCLE DEALERS	4412	2,094,427,547	1,556,618,738	101,180,250
AUTOMOTIVE PARTS & TIRE	4413	2,133,789,188	1,842,295,667	119,749,268
FURNITURE & HOME FURNISHING	442	2,666,724,270	2,448,307,281	159,140,058
ELECTRONICS & APPLIANCE STORES	443	4,557,908,635	3,560,357,909	231,423,362
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	6,812,314,552	6,344,268,068	412,377,513
BUILDING MATERIALS	4441	5,939,382,445	5,615,253,685	364,991,567
LAWN & GARDEN SUPPLIES & EQUIP.	4442	872,932,107	729,014,383	47,385,946
FOOD & BEVERAGE STORES	445	15,098,802,915	3,886,200,799	252,603,128
GROCERY & CONVENIENCE STORES	4451	14,082,786,156	3,526,057,687	229,193,799
OTHER FOOD & BEVERAGE STORES	4452, 4453	1,016,016,759	360,143,112	23,409,329
DRUG/HEALTH STORES	446	7,948,706,178	2,626,810,668	170,742,784
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	7,482,867,035	1,624,714,225	105,606,480
APPAREL & ACCESSORIES	448	5,234,349,614	4,286,303,285	278,609,834
CLOTHING & SHOE STORES	4481, 4482	4,628,117,935	3,785,472,114	246,055,779
JEWELRY & LUGGAGE STORES	4483	606,231,679	500,831,171	32,554,055
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	3,130,125,972	2,556,675,110	166,183,964
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	2,620,903,952	2,245,138,253	145,934,066
BOOK STORES & NEWS DEALERS	4512	509,222,020	311,536,857	20,249,898
GENERAL MERCHANDISE STORES	452	25,111,962,976	11,255,563,061	731,611,612
DEPARTMENT STORES	4521	3,383,802,056	2,922,849,939	189,985,242
GENERAL MERCHANDISE STORES	4529	21,728,160,920	8,332,713,122	541,626,370
E-COMMERCE & MAIL ORDER	4541	3,920,691,686	2,752,021,011	178,881,410
MISCELLANEOUS RETAILERS	453, 4542, 4543	9,096,395,872	5,593,052,456	363,548,701
AGRICULTURE, FORESTRY, FISHING	11	216,948,208	87,084,374	5,660,534
MINING	21	118,837,674	57,299,220	3,724,451
UTILITIES	22	168,645,838	73,763,809	4,794,664
CONSTRUCTION	23	33,432,740,104	28,100,861,782	1,826,557,492
CONSTRUCTION OF BUILDINGS	236	19,579,626,841	16,346,186,376	1,062,502,634
HEAVY CONSTRUCTION & HIGHWAYS	237	2,895,109,793	2,303,850,947	149,750,357
SPECIAL TRADE CONTRACTORS	238	10,958,003,470	9,450,824,459	614,304,501
MANUFACTURING	31-33	10,615,530,424	2,744,227,249	178,375,018
WHOLESALE TRADE	42	18,934,622,662	9,882,217,576	642,344,521
DURABLE GOODS	423	14,749,688,215	7,979,884,723	518,692,706
NONDURABLE GOODS	424	4,106,216,163	1,875,264,407	121,892,358
ELECTRONIC MARKETS, AGENTS & BROKERS	425	78,718,284	27,068,446	1,759,457
TRANSPORTATION & WAREHOUSING	48-49	790,900,817	560,858,209	36,455,860
INFORMATION	51	9,105,988,680	6,702,134,478	435,638,799
FINANCE, INSURANCE	52	1,571,528,684	1,186,024,499	77,091,592
REAL ESTATE, RENTAL/LEASING	53	4,335,372,645	3,656,304,832	237,659,955
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	11,534,653,686	3,650,712,520	237,296,789
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	6,536,355,799	3,951,678,564	256,859,825
ARTS, ENTERTAINMENT & RECREATION	71	1,543,670,114	1,457,648,318	94,747,295
ACCOMMODATIONS & FOOD SERVICES	72	17,343,476,596	16,737,937,658	1,087,966,394
ACCOMMODATIONS	721	3,520,259,849	3,355,344,315	218,097,508
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	13,823,216,747	13,382,593,343	869,868,886
OTHER SERVICES	81	5,006,017,212	4,229,091,791	274,891,444
REPAIR & MAINTENANCE	811	3,701,818,926	3,055,631,889	198,616,349
PERSONAL SERVICE	812	1,187,819,619	1,085,200,396	70,538,199
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	116,378,667	88,259,506	5,736,896
PUBLIC ADMINISTRATION, OTHER	92.00	86,813,335	81,969,114	5,327,995
TOTAL ALL INDUSTRIES		\$232,626,914,713	\$146,405,408,311	\$9,516,357,498

*STATE TAX ONLY; EXCLUDES ACCRUED LOCAL SALES TAX REVENUES

TABLE 7: PUBLIC UTILITY TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE AMOUNTS BY INDUSTRY
Calendar Year 2016

TYPE OF UTILITY	STATE TAX RATE	OPERATING INCOME SUBJECT TO TAX		ACCRUED
		GROSS	TAXABLE	STATE TAX
<u>WATER DISTRIBUTION</u>	<u>5.029%</u>	<u>\$1,362,742,405</u>	<u>\$1,262,194,707</u>	<u>\$63,418,681</u>
WATER SUPPLY		1,233,886,556	1,137,943,203	57,191,035
MISCELLANEOUS		128,855,849	124,251,504	6,227,646
<u>SEWER COLLECTION</u>	<u>3.852%</u>	<u>687,100,135</u>	<u>407,026,436</u>	<u>15,674,579</u>
SEWERAGE SYSTEMS		411,477,019	175,808,594	6,771,273
MISCELLANEOUS		275,623,116	231,217,842	8,903,306
<u>POWER</u>	<u>3.873%</u>	<u>8,800,838,707</u>	<u>6,783,945,779</u>	<u>262,761,208</u>
<u>GAS DISTRIBUTION/TELEGRAPH</u>	<u>3.852%</u>	<u>1,304,300,898</u>	<u>1,295,594,190</u>	<u>49,904,026</u>
<u>MOTOR TRANSPORTATION</u>	<u>1.926%</u>	<u>5,292,139,040</u>	<u>1,750,137,690</u>	<u>33,474,000</u>
LOCAL/SUBURBAN TRANSIT		646,980,738	242,277,323	4,619,955
TRUCKING		3,870,241,266	1,075,230,844	20,579,229
RAILROADS		61,242,130	43,972,739	846,905
MISCELLANEOUS		713,674,906	388,656,784	7,427,911
<u>LOG HAULING OVER PUBLIC HIGHWAY:</u>	<u>1.3696%</u>	<u>207,366,655</u>	<u>120,832,004</u>	<u>1,645,044</u>
<u>URBAN TRANSPORTATION</u>	<u>0.642%</u>	<u>1,072,482,163</u>	<u>718,281,139</u>	<u>4,522,757</u>
LOCAL/SUBURBAN TRANSIT		302,511,088	224,277,210	1,382,901
TRUCKING		282,659,948	221,439,014	1,408,583
MISCELLANEOUS		487,311,127	272,564,915	1,731,273
<u>OTHER PUBLIC SERVICE</u>	<u>1.926%</u>	<u>1,240,964,528</u>	<u>271,910,069</u>	<u>5,199,383</u>
WATER TRANSPORT		402,320,041	118,992,819	2,291,643
MISCELLANEOUS		838,644,487	152,917,250	2,907,740
TOTAL		\$19,967,934,531	\$12,609,922,014	\$436,599,678

NOTE:

Effective July 1, 2015, Log Hauling Over Public Highways was re-established. It was last reported in Q4-2013.

APPENDIX A: Frequently Asked Questions

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1. General Questions

i. What does a "D" in the data mean?

The letter "D" indicates that data have been withheld to avoid disclosure of individual firm information. This is required by the excise tax confidentiality statute. The Department replaces the data with a "D" whenever the figures represent fewer than three taxpayers.

When data contained in the QBR is not disclosable for a particular SIC or NAICS grouping, the non-disclosable data is rolled into the two- or three-digit industry total when possible, or the grand total at the bottom.

ii. What are reporting periods?

State excise taxpayers are assigned to monthly, quarterly, or annual tax reporting. The QBR data include the accruals of both monthly and quarterly taxpayers for the indicated period with the exception of the fourth quarter report which also includes amounts reported by annual taxpayers for the entire year. Calendar year data includes monthly, quarterly and annual taxpayers.

iii. Why is the QBR typically published six months after the end of the reporting period?

There is typically a lag of six months or longer in the publication of QBR data from the close of the quarterly period to the actual publication of the QBR for several reasons:

- **Two-Month Wait Period**

The Department waits an additional two months after the end of the reporting period before compiling and analyzing the data for the QBR publication. This is to allow time to capture corrections, adjustments, and the majority of the late returns.

- **Data Checks**

Once the information is available, the Department begins analyzing the statewide data for irregularities or inconsistencies. One of the most common problems discovered are taxpayers reporting on the wrong line of the tax return. Depending on the magnitude of these corrections, they can delay the report two to six weeks.

- **Publication**

After the necessary corrections are made to the data, the Department creates the QBR tables. An additional one to two weeks are necessary for publishing the data on the Internet.

iv. Why doesn't the sum of the quarterly data for a given SIC or NAICS grouping equal the annual figure?

If a particular SIC or NAICS grouping contains fewer than three firms then the data cannot be disclosed. When this occurs in the QBR, the Department replaces the data with a "D". However, the annual data may contain enough firms to disclose the data for that particular SIC or NAICS grouping. This can cause the annual number for that SIC or NAICS grouping to appear larger than the sum of the individual quarters.

v. What is an accrual period?

Most taxpayers report on the accrual basis, meaning when the seller becomes entitled to receive payment (i.e. when the customer is billed). Some firms whose books are kept strictly on a cash basis report tax liability according to when payment is received.

The quarterly accrual period includes data reported by taxpayers who submit returns for business conducted during the indicated period. For example, the first quarter report includes the tax returns for all monthly taxpayers for January, February, and March, as well as the first quarter returns for all firms reporting on a quarterly basis. Because the fourth quarter includes annual reporters, there is some distortion that occurs when comparing the fourth quarter to any of the previous three quarters. However, annual reporters only represent about one-half of one percent of all excise taxes reported on the combined excise tax return.

vi. What is the difference between QBR tables 1 and 5?

Table 1 shows gross business income data by major industry grouping, and Table 5 shows business and occupation (B&O) tax data by major industry grouping. Gross business income equals a firm's combined reported gross income for the retail sales, use, B&O, and public utility taxes. The B&O data are just one component of gross income. The B&O tax is a gross receipts tax. It is measured on the value of products, gross proceeds of sale, or gross income of the business. For more information about gross business income and the B&O tax refer to the gross business income and B&O tax frequently asked questions.

2. SIC and NAICS Codes

vii. What are SIC and NAICS codes?

Both Standard Industrial Classification (SIC) and North American Industry Classification System (NAICS) codes identify a firm's primary business activity. For example a firm with SIC 571 primarily sells retail furniture. A firm with NAICS 311 is primarily engaged in food manufacturing.

These codes were developed by the federal government and are used by the U.S. Office of Management and Budget (OMB) as well as many other U.S. statistical agencies. In 1997, OMB adopted NAICS as its new industry classification system.

Every Washington firm is assigned a SIC or NAICS code. SIC codes can be up to four digits and NAICS codes can be up to six digits. The QBR uses these codes to group firms together in order to create informative and useful information. Because the national standard has changed from the use of SIC codes to the use of NAICS codes, in November 2004 the Department stopped assigning SIC codes and now only assigns NAICS codes.

viii. What is the difference between a SIC and a NAICS code?

NAICS codes provide a greater level of detail about a firm's activity than SIC codes. NAICS includes 1,170 industries and SIC includes 1,004 industries. There are 358 new industries recognized in NAICS, 250 of which are services producing industries.

Additionally, NAICS are based on a consistent, economic concept, while SIC codes are not. For NAICS codes, establishments that use the same or similar processes to produce goods or services are grouped together. Industries under the SIC codes were grouped together based on either demand or production.

Unlike SIC codes, the NAICS codes were developed by the U.S. federal government in cooperation with Canadian and Mexican statistical agencies. Because both Canada and Mexico use NAICS for their industry classifications, government and business analysts are now able to compare directly industrial production statistics collected and published in the three North American Free Trade Agreement countries. Additionally, NAICS provides for increased comparability with the International Standard Classification System (ISIC, Revision 3), developed and maintained by the United Nations (U.S. Census Bureau, <http://www.census.gov/epcd/www/naicsdev.htm>).

ix. Can I get SIC code data after 2004?

No. In an effort to move in line with national standards, the Department stopped assigning SIC codes to firms in November 2004 and began only assigning NAICS codes. Because the Department has stopped assigning and updating SIC codes, the Department had to convert the QBR and its other databases to NAICS codes beginning with Quarter 1, 2005 data. This means calendar year 2005 data going forward will also only be available in NAICS codes.

x. Can I compare historical SIC data to the NAICS data?

No. SIC codes do not seamlessly convert to NAICS codes. Therefore, a firm that may have fallen under a particular SIC code may now be classified under a completely different NAICS code. For example, a firm classified in SIC 7359 Business Services (Not Elsewhere Classified) could now be classified under NAICS 491110 Postal Service, or NAICS 541340 Drafting services, among others.

xi. What do I do if I need historical QBR data in the NAICS version?

With the release of the Quarter 1, 2005 QBR, the Department also released NAICS versions of the QBR data online for year 2004 (including quarterly and calendar year data). If you need NAICS data prior to 2004, use our online Create a Report tool at <http://dor.wa.gov/content/statistics/TID/StatisticsReports.aspx?query=gbinaiacs>

The Create a Report functions contain NAICS data going back to 1994. You can use the Gross Business Income report to replicate QBR table 1. Or you can use the Local Sales/Use report to replicate QBR tables 3 and 4. For help with how to search and use the Create a Report tool visit the Department's web site at http://dor.wa.gov/content/statistics/QBR_Changes.aspx#QBRchart

3. Unit Counts

xii. What are units?

A unit represents a single taxpayer, including businesses that report no activity. Because state taxes are not reported based on geographic location, the unit count for the state tax data does not reflect the actual number of business establishments. For example, Firm A has five branches located in five different cities. Each location is subject to the B&O tax. However, Firm A will only submit one tax return on behalf of all five locations and will only show up as one taxpayer in the unit count.

For the local sales and use tax data, the unit count indicates the number of retailers reporting taxable retail sales activity within a county or city. However, firms that have multiple branches within the same location will only show up in the data as one unit count.

xiii. Why do the unit counts differ between quarterly and calendar year data?

One reason for this is that many small taxpayer accounts only report annually, and therefore only appear in the fourth quarter and annual QBR reports. However, most unit count differences occur because of businesses that report seasonally (e.g., several months or one or two quarters) and businesses that open and close during the year. While all these businesses will appear in the annual QBR report, they may only appear in one or two of the quarterly reports.

As a result, individual quarters do not accurately indicate the total number of businesses that may have reported to the Department during the entire year.

xiv. Can I add up the unit counts for each of the quarters to get the annual unit count?

No. This would result in double-counting of taxpayers. For example, if Firm A reports taxes each quarter it would show up as a single unit in each of the four quarters. When you add the quarterly unit counts together to get to an annual figure, Firm A would then be counted four times.

However, Firm A should only be counted once. On the other hand, you cannot add all four quarters together and then divide by four because some taxpayers only report during one quarter and therefore they would be underrepresented in the annual unit count.

4. Gross Business Income (GBI)

xv. What is gross business income?

Gross business income equals a firm's combined reported gross income for the retail sales, business and occupation (B&O), and public utility taxes. Prior to 1995 the Department had included other tax data in the calculation of gross business income; however, this resulted in duplication and overstating of a firm's actual gross income. Therefore, gross business income data before 1995 may be misleading when compared to current data.

There are a couple of other considerations when using gross business income information:

- **Exempt firms**
Many small firms, agricultural firms, and other select industries are not required to report taxes due to exemptions and filing thresholds. This, in turn, understates gross income figures.
- **Retail Sales Tax Requirements**
If a firm is not required to pay B&O taxes but makes retail sales of taxable goods and services, the firm must report its retail sales taxes. Therefore, while a small firm may be exempt from paying B&O taxes, it may have to report sales and use taxes. Because it only reports a portion of its gross income when it reports sales and use taxes, this understates gross income figures.
- **B&O Tax Implications**
The B&O tax applies at various stages in the chain of production (e.g. manufacturing, wholesaling, and retailing). For example, a manufacturer produces a widget and sells it to a wholesaler; the manufacturer pays manufacturing B&O tax on the income from the sale of the widget. The wholesaler then sells the same widget to a retailer and pays wholesaling B&O tax. And then finally, the retailer sells the widget to an end consumer and pays the retailing B&O tax. In effect, the income from the sale of that single widget was counted and taxed three times. Because of this "pyramiding" of the tax, gross income reported for B&O tax may not be compatible with other published data on income sources, like personal income.

xvi. Can I get gross business income data by location?

No. The data used to calculate gross business income are not reported to the Department by location. For example, when firms report their business and occupation taxes, they provide a single tax return and a single figure for all locations at which they do business. The Department cannot determine how much gross income is earned at a given location.

5. Business and Occupation (B&O) Tax

xvii. What is the B&O tax?

The B&O tax is a gross receipts tax. It is measured on the value of products, gross proceeds of sale, or gross income of the business. Virtually all businesses in Washington are subject to the B&O tax, including corporations, limited liability companies (LLCs), partnerships, and sole proprietors, whether nonprofit or for profit. The major exempt activities are farming and the sale or rental of real estate. The B&O taxes found in the QBR and other Create a Report functions reflect only the state B&O taxes and do not include local B&O taxes.

xviii. Do cities levy a B&O tax?

Yes. In addition to the state B&O tax, many Washington cities also assess a local B&O tax. However, the B&O data reflected in the QBR do not contain local B&O tax figures. The Department does not administer the local B&O tax; therefore the Department does not have data on local B&O tax figures. If you are interested in local B&O taxes, contact the jurisdiction of interest to inquire about their local B&O taxes.

xix. What is the difference between B&O gross and taxable income?

Gross income equals the income for a particular B&O activity before any deductions. Taxable income equals the gross income less any deductions and equals the amount subject to the B&O

tax. Examples of allowable deductions include bad debts, interstate and foreign sales, advancements or reimbursements, and returns/allowances/cash discounts.

xx. Does the B&O tax due amount account for any tax credits?

No. The tax due amount reflects the taxable (gross less deductions) multiplied by the applicable tax rate. This amount does not take into account any credits. Credits are later subtracted to calculate a final B&O tax liability.

xxi. What are the state B&O tax rates?

There are several classifications for the B&O tax based on the type of business activity. Each classification has its own tax rate. Some of the major categories and their rates are:

For more information about the B&O tax visit the Department's web site at

<http://dor.wa.gov/content/taxes/busoccupation/default.aspx>

xxii. Can I get B&O tax data by location?

No. The B&O tax is not reported to the Department by location. When a taxpayer reports to the Department, the taxpayer provides a single tax return and a single figure for all locations at which they do business. Additionally, the addresses provided on the tax returns reflect mailing addresses and may not represent an actual firm location. In fact, they often are the address of a tax preparer. As a result, the Department cannot determine how much B&O tax is due for a given location.

6. Retail Sales and Use Tax:

xxiii. What is the retail sales tax?

Businesses in Washington collect and remit retail sales tax on the sale of tangible personal property and certain services. Examples of services subject to the retail sales tax include, but are not limited to, cleaning, repairing, altering, or improving real or personal property.

xxiv. Are there exemptions to the retail sales and use taxes?

Yes. Some of the most frequently used exemptions to retail sales and use taxes include:

- Groceries
- Prescription drugs
- Sales to federal government
- Newspapers
- Machinery and equipment used directly in a manufacturing operation
- Labor and services involved in the installation and repair of the manufacturing machinery and equipment noted above

xxx. What is the difference between gross and taxable retail sales?

Gross income from a retail sale is calculated before any deductions or exemptions. A taxable retail sale equals the retail sale activity less deductions or exemptions and is the amount subject to retail sales tax.

A substantial portion of retail sales are not subject to retail sales tax. Examples of deductions or exemptions include food for human consumption, motor vehicle fuel, prescription drugs, medical appliances and lenses, interstate sales, sales to the federal government, and sales to Native Americans for use on the reservation.

Statewide, taxable sales may understate the true level of retail activity by as much as 25-30 percent; however, this percentage can vary substantially across industries.

xxvi. Do the retail sales and use tax due amounts account for any tax credits?

No. The tax due amount reflects the taxable income (gross less deductions) multiplied by the applicable tax rate. This amount does not take into account any credits. Credits are subtracted later to compute a final tax liability.

xxvii. What are the retail sales and use tax rates?

The state retail sales and use tax rate is 6.5 percent for everything except motor vehicle sales/leases. The state tax rate for motor vehicle sales/leases is 6.8 percent. Local governments also levy sales and use taxes, and their tax rates vary depending on location.

To get a complete list of tax rates, check out the Department's Local Sales Tax flyer available online at http://dor.wa.gov/content/forms/forms_sale.aspx or for a specific area, try the Department's Address Lookup system available at <http://dor.wa.gov/content/gis/salestaxratelookup.aspx>

7. Public Utility Tax

xxviii. What is the public utility tax?

It is a tax on public service businesses, including businesses that engage in transportation, communications, and the supply of energy, natural gas, and water. The tax is in lieu of the business and occupation (B&O) tax.

xxix. What is operating income?

Income that is subject to the public utility tax is defined as operating income. This income is not subject to the B&O tax.

xxx. What is the difference between gross and taxable operating income?

Gross operating income equals the amount of income subject to the public utility tax before any deductions. Taxable operating income is the amount of income subject to the public utility tax less any deductions. Examples of allowable deductions include bad debts, interstate and foreign sales, advancements or reimbursements, and returns/allowances/cash discounts.

xxxi. Does the public utility tax due amount account for any tax credits?

No. The tax due amount reflects the taxable amount (gross less deductions) multiplied by the applicable tax rate. This amount does not take into account any credits. Credits are subtracted later to compute a final tax liability.

xxxii. What are the public utility tax rates?

There are five different rates, depending on the specific utility activity:

- Distribution of water
- Generation/distribution of electrical power
- Telegraph companies, distribution of natural gas, and collection of sewerage
- Urban transportation and watercraft vessels under 65 feet in length
- Railroads, railroad car companies, motor transportation and all other public service businesses

Rate information can be found at

http://dor.wa.gov/Content/FindTaxesAndRates/OtherTaxes/tax_pubutil.aspx.

xxxiii. Can I get public utility tax data by location?

No. The public utility tax is not reported to the Department by location. When a taxpayer reports to the Department, the taxpayer provides a single tax return and a single figure for all locations at which they do business. Additionally, the addresses provided on the tax returns reflect mailing addresses and may not represent an actual firm location. In fact, they often are the address of a tax preparer. As a result, the Department cannot determine how much public utility tax is due for a given location.

Still can't find what you are looking for?

Try our [Create-A-Report](#) query tool from our [Get Statistics and Reports](#) site.

**Contact the Department of Revenue, Research & Fiscal Analysis division
at
DORSTATISTICS@DOR.WA.GOV.**