

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 2nd QUARTER, 2011

INDUSTRY	NAICS	CURRENT UNITS	2nd QUARTER 2010	2nd QUARTER 2011	PERCENT CHANGE
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>1,570</u>	<u>\$684,511,081</u>	<u>\$873,549,255</u>	<u>27.6%</u>
CROP & ANIMAL PRODUCTION	111,112	431	189,918,631	176,949,252	-6.8%
FORESTRY & LOGGING	113	544	351,057,057	518,966,141	47.8%
FISHING & HUNTING	114	116	37,869,176	41,751,339	10.3%
AG & FORESTRY SUPPORT ACTIVITIES	115	479	105,666,217	135,882,523	28.6%
<u>MINING</u>	<u>21</u>	<u>140</u>	<u>133,367,483</u>	<u>143,729,880</u>	<u>7.8%</u>
SAND & GRAVEL, QUARRYING	2123	101	78,490,699	83,477,047	6.4%
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	39	54,876,784	60,252,833	9.8%
<u>UTILITIES</u>	<u>22</u>	<u>662</u>	<u>2,694,977,343</u>	<u>2,771,260,095</u>	<u>2.8%</u>
ELECTRIC POWER GENERATION & TRANS.	2211	91	1,930,781,786	1,986,943,779	2.9%
NATURAL GAS DISTRIBUTION	2212	4	84,939,306	77,239,011	-9.1%
WATER & SEWER	2213	567	679,256,251	707,077,305	4.1%
<u>CONSTRUCTION</u>	<u>23</u>	<u>32,092</u>	<u>7,977,815,579</u>	<u>8,093,593,874</u>	<u>1.5%</u>
RESIDENTIAL BUILDING & REMODELING	2361	10,223	1,178,244,020	1,261,173,918	7.0%
NONRESIDENTIAL BUILDING	2362	984	1,930,212,793	1,843,023,397	-4.5%
HEAVY CONSTRUCTION & HIGHWAYS	237	1,108	1,238,723,708	1,200,501,429	-3.1%
SPECIAL TRADE CONTRACTORS	238	19,777	3,630,635,058	3,788,895,130	4.4%
PLUMBING & HEATING	23822	2,596	732,367,991	781,033,452	6.6%
PAINTING	23832	2,237	129,392,463	135,575,805	4.8%
ELECTRICAL	23821	2,574	779,937,117	836,616,564	7.3%
MASONRY/DRYWALL	23814, 23831	1,295	244,440,309	219,363,472	-10.3%
ROOFING	23816	816	171,757,232	183,136,519	6.6%
OTHER CONTRACTORS	238 not listed above	10,259	1,572,739,946	1,633,169,318	3.8%
<u>MANUFACTURING</u>	<u>31-33</u>	<u>8,024</u>	<u>29,980,351,727</u>	<u>35,966,264,213</u>	<u>20.0%</u>
FOOD PRODUCTS	311	706	2,182,493,361	2,549,192,438	16.8%
MILLING OF GRAINS	3112	17	112,489,997	153,944,534	36.9%
FRUITS & VEGETABLES	3114	49	337,120,947	322,573,237	-4.3%
DAIRY PRODUCTS	3115	16	23,058,210	30,113,093	30.6%
MEAT PRODUCTS	3116	73	462,359,848	540,375,569	16.9%
SEAFOOD PRODUCTS	3117	47	502,439,985	610,490,042	21.5%
BAKERY PRODUCTS	3118	318	348,642,730	371,012,951	6.4%
OTHER FOOD ITEMS	3111, 3113, 3119	186	396,381,644	520,683,012	31.4%
BEVERAGES	312	470	563,838,310	612,165,846	8.6%
TEXTILES	313,314	254	205,355,202	198,764,112	-3.2%
APPAREL	315	118	42,717,499	51,133,687	19.7%
LEATHER & ALLIED PRODUCTS	316	27	12,233,054	11,092,730	-9.3%
LUMBER & WOOD PRODUCTS	321	437	1,877,157,633	1,891,290,509	0.8%
SAWMILLS	3211	78	684,062,573	700,596,161	2.4%
PLYWOOD & TRUSSES	3212	53	254,311,533	245,884,318	-3.3%
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	306	938,783,527	944,810,030	0.6%
PAPER PRODUCTS	322	99	1,630,139,014	1,738,006,910	6.6%
PULP & PAPER MILLS	3221	31	1,084,748,986	1,169,463,498	7.8%
OTHER PAPER PRODUCTS	3222	68	545,390,028	568,543,412	4.3%
COMMERCIAL PRINTING	323	628	271,242,148	271,205,281	0.0%
PETROLEUM & COAL PRODUCTS	324	29	5,329,124,867	7,636,670,915	43.3%
PETROLEUM REFINING	32411	12	5,177,829,249	7,498,515,910	44.8%
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	17	151,295,618	138,155,005	-8.7%
CHEMICALS	325	265	959,732,794	1,032,120,400	7.5%
CHEMICALS	3251	38	227,581,584	259,608,540	14.1%
PESTICIDES & FERTILIZERS	3253	34	97,280,616	108,342,582	11.4%
PHARMACEUTICALS	3254	41	166,551,084	204,305,373	22.7%
OTHER SYNTHETIC ITEMS	3252, 3255, 3256, 3259	152	468,319,510	459,863,905	-1.8%
PLASTICS & RUBBER PRODUCTS	326	219	601,621,788	607,694,465	1.0%
NONMETALLIC MINERALS	327	260	671,123,838	825,514,291	23.0%
PRIMARY METALS	331	125	1,024,730,549	867,442,164	-15.4%
IRON & STEEL MILLS	3311, 3312	53	240,842,233	288,009,891	19.6%

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 2nd QUARTER, 2011

INDUSTRY	NAICS	CURRENT UNITS	2nd QUARTER 2010	2nd QUARTER 2011	PERCENT CHANGE
ALUMINUM SMELTING	3313	18	542,929,770	290,625,956	-46.5%
OTHER NONFERROUS METALS	3314	11	44,061,947	36,495,109	-17.2%
FOUNDRIES	3315	43	196,896,599	252,311,208	28.1%
FABRICATED METAL PRODUCTS	332	992	1,030,572,350	1,176,002,085	14.1%
MACHINERY	333	644	1,096,000,993	1,402,480,214	28.0%
FARM & CONSTRUCTION IMPLEMENTS	3331	69	96,894,024	126,619,923	30.7%
INDUSTRIAL MACHINERY	3332	126	233,741,962	278,184,943	19.0%
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	449	765,365,007	997,675,348	30.4%
COMPUTERS & ELECTRONICS	334	482	2,122,871,770	2,489,724,294	17.3%
COMPUTER HARDWARE	3341	37	100,916,334	157,833,576	56.4%
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	56	88,484,211	99,210,415	12.1%
AUDIO & VIDEO EQUIPMENT	3343	21	43,981,880	53,194,463	21.0%
SEMICONDUCTORS	3344	73	630,549,554	714,721,187	13.4%
INSTRUMENTS	3345	197	1,194,925,924	1,386,820,819	16.1%
SOFTWARE REPRODUCTION	334611	82	59,727,381	73,725,945	23.4%
OTHER MAGNETIC & OPTICAL MEDIA	334612, 334613	16	4,286,486	4,217,889	-1.6%
ELECTRICAL EQUIPMENT & APPLIANCES	335	145	478,834,238	478,531,134	-0.1%
LIGHTING EQUIPMENT	3351	38	75,796,266	77,314,307	2.0%
HOUSEHOLD APPLIANCES	3352	16	126,363,833	71,798,144	-43.2%
OTHER ELECTRIC EQUIPMENT	3353, 3359	91	276,674,139	329,418,683	19.1%
TRANSPORTATION EQUIPMENT	336	479	8,831,328,137	10,772,174,632	22.0%
MOTOR VEHICLES & PARTS	3361, 3362, 3363	112	199,103,176	422,878,538	112.4%
AIRCRAFT, AEROSPACE & PARTS	3364	122	8,245,066,348	9,918,668,471	20.3%
SHIPS & BOATS	3366	208	370,609,867	343,064,360	-7.4%
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	37	16,548,746	87,563,263	429.1%
FURNITURE & RELATED PRODUCTS	337	594	334,133,753	377,128,988	12.9%
OTHER MANUFACTURING	339	1,051	715,100,429	977,929,118	36.8%
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>13,180</b>	<b>28,171,704,175</b>	<b>30,707,943,819</b>	<b>9.0%</b>
DURABLE GOODS	423	7,386	13,363,101,562	13,925,815,069	4.2%
MOTOR VEHICLES & PARTS	4231	559	1,478,873,205	1,558,882,514	5.4%
FURNITURE & HOME FURNISHINGS	4232	412	306,611,767	296,902,205	-3.2%
LUMBER & CONSTRUCTION MATERIALS	4233	651	1,305,989,757	1,291,300,123	-1.1%
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	1,389	2,626,811,686	2,825,268,308	7.6%
ELECTRICAL EQUIPMENT	4236	970	1,805,718,014	2,102,974,681	16.5%
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	489	704,566,377	719,082,076	2.1%
MACHINERY & EQUIPMENT	4238	1,666	2,430,823,248	2,868,314,211	18.0%
OTHER DURABLE GOODS	4235, 4239	1,250	2,703,707,508	2,263,090,951	-16.3%
NONDURABLE GOODS:	424	5,461	14,409,790,892	16,412,676,184	13.9%
PAPER & PAPER PRODUCTS	4241	271	436,191,359	550,923,450	26.3%
DRUGS & SUNDRIES	4242	295	1,613,432,883	1,684,864,421	4.4%
APPAREL	4243	369	691,970,490	799,225,727	15.5%
FOOD PRODUCTS	4244	1,567	5,905,232,071	6,666,981,024	12.9%
FARM PRODUCTS	4245	80	176,376,314	248,138,203	40.7%
CHEMICALS & PLASTICS	4246	367	786,691,739	904,868,867	15.0%
PETROLEUM PRODUCTS	4247	139	1,776,832,665	2,263,136,886	27.4%
OTHER NONDURABLE GOODS	4248, 4249	2,373	3,023,063,371	3,294,537,606	9.0%
ELECTRONIC MARKETS, AGENTS, BROKERS	425	333	398,811,721	369,452,566	-7.4%
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>30,056</b>	<b>27,319,642,402</b>	<b>27,045,180,791</b>	<b>-1.0%</b>
MOTOR VEHICLES & PARTS	441	2,797	4,065,304,181	4,577,856,972	12.6%
NEW & USED AUTO DEALERS	4411	1,289	3,057,876,329	3,477,571,620	13.7%
RV, BOAT, MOTORCYCLE DEALERS	4412	546	404,639,485	433,894,194	7.2%
AUTOMOTIVE PARTS & TIRES	4413	962	602,788,367	666,391,158	10.6%
FURNITURE & HOME FURNISHINGS	442	1,293	615,132,580	607,702,393	-1.2%
ELECTRONICS & APPLIANCES	443	1,803	1,319,877,111	1,306,557,925	-1.0%
HOUSEHOLD APPLIANCES	443111	206	104,639,650	95,222,279	-9.0%
RADIO, TV & OTHER ELECTRONICS	443112	431	430,314,985	384,429,340	-10.7%
COMPUTERS & SOFTWARE	44312	1,141	770,910,051	810,537,735	5.1%

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 2nd QUARTER, 2011

INDUSTRY	NAICS	CURRENT UNITS	2nd QUARTER 2010	2nd QUARTER 2011	PERCENT CHANGE
CAMERAS & PHOTO SUPPLY	44313	25	14,012,425	16,368,571	16.8%
BLDG. MATERIALS, GARDEN SUPPLIES	444	2,070	1,775,938,243	1,820,349,566	2.5%
BUILDING MATERIALS	4441	1,363	1,517,292,097	1,531,689,714	1.0%
LAWN & GARDEN SUPPLIES	4442	707	258,646,146	288,659,852	11.6%
FOOD & BEVERAGES (OFF-PREMISES)	445	3,195	3,447,433,619	3,654,571,043	6.0%
GROCERY & CONVENIENCE STORES	4451	1,997	3,173,691,634	3,378,688,418	6.5%
OTHER FOOD STORES/SPECIALTY FOODS	4452	777	235,268,248	231,453,241	-1.6%
BEER, WINE AND LIQUOR STORES	4453	421	38,473,737	44,429,384	15.5%
DRUG STORES & PERSONAL CARE STORES	446	1,333	1,358,200,306	1,404,118,497	3.4%
GAS STATIONS (INCL. CONVENIENCE STORES)	447	1,545	2,583,985,063	3,217,813,325	24.5%
APPAREL & ACCESSORIES	448	2,068	1,164,620,553	1,136,781,457	-2.4%
CLOTHING STORES	4481	1,392	869,869,415	909,206,304	4.5%
SHOE STORES	4482	146	97,392,850	94,809,267	-2.7%
JEWELRY & LUGGAGE STORES	4483	530	197,358,288	132,765,886	-32.7%
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	1,920	676,769,896	713,235,629	5.4%
SPORTING GOODS	45111	907	392,923,833	421,668,184	7.3%
HOBBY & TOY STORES	45112	227	75,509,651	83,229,790	10.2%
SEWING SUPPLIES	45113	131	34,746,579	35,198,380	1.3%
MUSICAL INSTRUMENTS	45114	144	34,252,290	33,669,172	-1.7%
BOOK, PERIODICAL & MUSIC STORES	45121	367	102,313,499	94,619,063	-7.5%
TAPES & CDs	45122	144	37,024,044	44,851,040	21.1%
DEPARTMENT STORES	4521	21	788,161,367	804,446,197	2.1%
GENERAL MERCHANDISE STORES	4529	222	3,787,210,090	4,092,289,833	8.1%
E-COMMERCE & MAIL ORDER	4541	905	3,059,004,964	774,372,495	-74.7%
MISCELLANEOUS RETAILERS	453, 4542, 4543	10,884	2,678,004,429	2,935,085,459	9.6%
<u>TRANSPORTATION</u>	<u>48-492</u>	<u>4,337</u>	<u>2,401,710,177</u>	<u>2,743,982,013</u>	<u>14.3%</u>
AIR TRANSPORTATION	481	53	28,899,959	23,441,605	-18.9%
RAILROADS	482	9	32,622,923	36,624,849	12.3%
WATER TRANSPORTATION	483	46	103,635,085	107,487,879	3.7%
TRUCK TRANSPORTATION	484	2,292	1,108,053,072	1,329,193,656	20.0%
TRANSIT & GROUND PASSENGER TRANSPORT	485	289	156,599,259	173,396,098	10.7%
OTHER TRANSPORTATION SERVICES	486, 487, 488, 491, 492	1,648	971,899,879	1,073,837,926	10.5%
<u>WAREHOUSING &amp; STORAGE</u>	<u>493</u>	<u>196</u>	<u>153,318,409</u>	<u>180,975,007</u>	<u>18.0%</u>
<u>INFORMATION</u>	<u>51</u>	<u>2,968</u>	<u>4,011,561,609</u>	<u>4,328,561,045</u>	<u>7.9%</u>
PUBLISHING (EXCEPT INTERNET)	511	701	703,533,146	763,523,446	8.5%
NEWSPAPERS	51111	119	155,679,106	150,669,220	-3.2%
BOOKS & PERIODICALS	51112, 51113	280	123,548,883	98,834,514	-20.0%
SOFTWARE	5112	222	386,226,671	492,811,359	27.6%
OTHER PUBLISHERS	51114, 51119	80	38,078,486	21,208,353	-44.3%
MOTION PICTURE PRODUCTION	512	585	163,100,680	183,092,098	12.3%
RADIO & TV BROADCASTING, CABLE TV	515	124	259,224,011	288,835,688	11.4%
TELEPHONE & TELECOMMUNICATIONS	517	608	2,385,929,721	2,351,356,736	-1.5%
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	747	372,198,137	578,256,030	55.4%
OTHER INFORMATION SERVICES	519	203	127,575,914	163,497,047	28.2%
<u>FINANCE, INSURANCE, REAL ESTATE</u>	<u>52-53</u>	<u>10,263</u>	<u>8,263,152,246</u>	<u>7,526,266,632</u>	<u>-8.9%</u>
BANKS & CREDIT UNIONS	522	1,362	3,256,767,313	3,054,017,846	-6.2%
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	1,333	1,640,407,459	1,412,597,842	-13.9%
INSURANCE AGENTS & BROKERS	524	2,355	1,454,496,651	1,280,662,099	-12.0%
REAL ESTATE AGENTS & BROKERS	531	3,418	869,234,210	848,404,700	-2.4%
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	1,688	1,018,205,894	871,000,723	-14.5%
LESSORS OF NONFINANCIAL INTANGIBLES	533	107	24,040,719	59,583,422	147.8%
<u>BUSINESS, PERSONAL AND OTHER SERVICES</u>	<u>54-92</u>	<u>87,849</u>	<u>28,225,334,780</u>	<u>29,827,777,433</u>	<u>5.7%</u>
LEGAL SERVICES	5411	4,512	1,033,122,780	1,038,400,347	0.5%
ACCOUNTING SERVICES	5412	2,523	542,049,742	772,900,064	42.6%
ARCHITECTURAL/ENGINEERING/DESIGN SVCS	5413, 5414	5,040	2,261,790,040	2,367,384,172	4.7%

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 2nd QUARTER, 2011

INDUSTRY	NAICS	CURRENT UNITS	2nd QUARTER 2010	2nd QUARTER 2011	PERCENT CHANGE
COMPUTER SYSTEM DESIGN SERVICES	5415	3,442	2,433,404,218	2,220,959,312	-8.7%
CONSULTING SERVICES	5416	5,674	1,757,307,588	1,910,180,399	8.7%
ADVERTISING & PUBLIC RELATIONS	5418	903	357,536,598	341,413,336	-4.5%
OTHER PROFESSIONAL SERVICES	5417, 5419	3,607	1,428,581,707	1,538,686,224	7.7%
MANAGEMENT SERVICES	55	243	102,232,645	82,387,530	-19.4%
ADMINISTRATIVE & SUPPORT SERVICES	561	12,485	3,029,118,353	3,177,142,634	4.9%
EMPLOYMENT SERVICES	5613	837	387,691,461	531,195,732	37.0%
TRAVEL SERVICES	5615	283	226,497,716	134,609,351	-40.6%
INVESTIGATION & SECURITY SERVICES	5616	603	198,842,289	215,857,413	8.6%
BUILDING SERVICES & JANITORIAL	5617	3,540	1,653,478,408	1,722,702,973	4.2%
OTHER	5611, 5612, 5614, 5619	7,222	562,608,479	572,777,165	1.8%
WASTE TREATMENT/ COLLECTION	562	446	723,416,954	822,380,910	13.7%
SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)	61	1,976	370,366,178	384,955,612	3.9%
HEALTH SERVICES	62	13,335	8,115,962,152	8,602,458,948	6.0%
PHYSICIANS	6211	3,083	1,816,894,825	1,899,431,672	4.5%
DENTISTS	6212	3,192	765,059,321	787,747,294	3.0%
OTHER PRACTITIONERS	6213	4,518	593,027,138	620,648,310	4.7%
HOSPITALS	622	87	2,844,247,866	3,139,190,294	10.4%
NURSING & RETIREMENT HOMES	623	469	494,824,222	486,440,859	-1.7%
SOCIAL SERVICES & DAY CARE	624	1,005	200,924,698	212,661,600	5.8%
OTHER HEALTH FACILITIES & SERVICES	6214, 6215, 6216, 6219	981	1,400,984,082	1,456,338,919	4.0%
ARTS, ENTERTAINMENT, & RECREATION	71	2,892	645,484,611	672,625,063	4.2%
PERFORMING ARTS, SPECTATOR SPORTS	711	985	273,265,687	283,867,577	3.9%
MUSEUMS, HISTORICAL SITES, ETC.	712	64	15,400,033	16,591,283	7.7%
AMUSEMENT, GAMBLING, RECREATION	713	1,843	356,818,891	372,166,203	4.3%
ACCOMMODATIONS	721	1,995	592,293,109	649,658,662	9.7%
RESTAURANTS, FOOD SERVICES	7221, 7222, 7223	11,808	2,824,464,551	3,183,554,289	12.7%
DRINKING PLACES	7224	1,292	202,494,090	218,743,953	8.0%
AUTO REPAIR & SERVICES	8111	4,984	588,713,754	609,710,768	3.6%
OTHER REPAIR SERVICES	8112, 8113, 8114	3,334	322,434,468	352,896,306	9.5%
PERSONAL SERVICES	812	6,411	707,013,611	684,333,526	-3.2%
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	3,941	207,672,755	220,603,630	6.2%
LAUNDRY & DRY CLEANING	8123	812	93,395,416	96,507,873	3.3%
OTHER PERSONAL SERVICES	8122, 8129	1,658	405,945,440	367,222,023	-9.5%
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	760	122,348,627	126,299,276	3.2%
PUBLIC ADMINISTRATION, OTHER	92,00	187	65,199,004	70,706,102	8.5%
<b>TOTAL ALL INDUSTRIES</b>		<b>191,347</b>	<b>\$140,018,080,379</b>	<b>\$150,211,457,178</b>	<b>7.3%</b>