

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 3rd QUARTER, 2011

INDUSTRY	NAICS	CURRENT UNITS	3rd QUARTER 2010	3rd QUARTER 2011	PERCENT CHANGE
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>1,604</u>	<u>\$754,904,686</u>	<u>\$875,600,252</u>	<u>16.0%</u>
CROP & ANIMAL PRODUCTION	111,112	428	158,776,360	190,317,646	19.9%
FORESTRY & LOGGING	113	553	428,330,735	501,407,475	17.1%
FISHING & HUNTING	114	126	40,955,924	52,870,191	29.1%
AG & FORESTRY SUPPORT ACTIVITIES	115	497	126,841,667	131,004,940	3.3%
<u>MINING</u>	<u>21</u>	<u>147</u>	<u>147,117,077</u>	<u>152,598,797</u>	<u>3.7%</u>
SAND & GRAVEL, QUARRYING	2123	106	91,159,625	95,304,979	4.6%
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	41	55,957,452	57,293,818	2.4%
<u>UTILITIES</u>	<u>22</u>	<u>658</u>	<u>2,659,181,138</u>	<u>2,634,390,200</u>	<u>-0.9%</u>
ELECTRIC POWER GENERATION & TRANS.	2211	90	1,892,574,507	1,838,922,305	-2.8%
NATURAL GAS DISTRIBUTION	2212	4	49,561,105	36,866,792	-25.6%
WATER & SEWER	2213	564	717,045,526	758,601,103	5.8%
<u>CONSTRUCTION</u>	<u>23</u>	<u>32,230</u>	<u>9,074,196,223</u>	<u>9,460,036,172</u>	<u>4.3%</u>
RESIDENTIAL BUILDING & REMODELING	2361	10,314	1,305,318,058	1,418,752,141	8.7%
NONRESIDENTIAL BUILDING	2362	990	2,135,680,473	2,079,488,889	-2.6%
HEAVY CONSTRUCTION & HIGHWAYS	237	1,120	1,513,113,046	1,661,311,980	9.8%
SPECIAL TRADE CONTRACTORS	238	19,806	4,120,084,646	4,300,483,162	4.4%
PLUMBING & HEATING	23822	2,596	812,117,629	807,325,560	-0.6%
PAINTING	23832	2,296	177,214,790	190,193,866	7.3%
ELECTRICAL	23821	2,583	802,434,588	855,300,753	6.6%
MASONRY/DRYWALL	23814, 23831	1,287	251,914,102	232,249,512	-7.8%
ROOFING	23816	818	235,825,200	240,220,427	1.9%
OTHER CONTRACTORS	238 not listed above	10,226	1,840,578,337	1,975,193,044	7.3%
<u>MANUFACTURING</u>	<u>31-33</u>	<u>8,070</u>	<u>31,911,972,547</u>	<u>36,993,212,391</u>	<u>15.9%</u>
FOOD PRODUCTS	311	718	2,380,201,414	2,716,349,124	14.1%
MILLING OF GRAINS	3112	16	131,443,910	157,653,239	19.9%
FRUITS & VEGETABLES	3114	49	322,266,041	345,744,717	7.3%
DAIRY PRODUCTS	3115	16	26,105,819	34,020,641	30.3%
MEAT PRODUCTS	3116	75	481,413,153	544,210,496	13.0%
SEAFOOD PRODUCTS	3117	51	599,024,013	635,985,997	6.2%
BAKERY PRODUCTS	3118	326	394,673,560	437,387,030	10.8%
OTHER FOOD ITEMS	3111, 3113, 3119	185	425,274,918	561,347,004	32.0%
BEVERAGES	312	475	614,211,007	667,912,927	8.7%
TEXTILES	313,314	247	226,160,786	201,798,494	-10.8%
APPAREL	315	116	53,224,399	62,566,570	17.6%
LEATHER & ALLIED PRODUCTS	316	26	11,604,344	10,886,273	-6.2%
LUMBER & WOOD PRODUCTS	321	440	1,738,328,401	1,872,496,651	7.7%
SAWMILLS	3211	77	590,195,533	686,738,185	16.4%
PLYWOOD & TRUSSES	3212	54	231,516,825	259,842,515	12.2%
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	309	916,616,043	925,915,951	1.0%
PAPER PRODUCTS	322	101	1,740,298,919	1,666,143,981	-4.3%
PULP & PAPER MILLS	3221	32	1,156,791,533	1,103,708,975	-4.6%
OTHER PAPER PRODUCTS	3222	69	583,507,386	562,435,006	-3.6%
COMMERCIAL PRINTING	323	635	265,063,093	281,479,747	6.2%
PETROLEUM & COAL PRODUCTS	324	29	5,326,308,382	8,127,871,203	52.6%
PETROLEUM REFINING	32411	14	5,145,710,264	7,992,965,098	55.3%
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	15	180,598,118	134,906,105	-25.3%
CHEMICALS	325	263	940,033,807	1,131,358,021	20.4%
CHEMICALS	3251	38	242,964,973	278,647,943	14.7%
PESTICIDES & FERTILIZERS	3253	36	66,848,605	126,630,143	89.4%
PHARMACEUTICALS	3254	41	183,300,894	220,769,924	20.4%
OTHER SYNTHETIC ITEMS	3252, 3255, 3256, 3259	148	446,919,335	505,310,011	13.1%
PLASTICS & RUBBER PRODUCTS	326	210	591,215,941	572,533,045	-3.2%
NONMETALLIC MINERALS	327	267	763,852,658	830,007,040	8.7%
PRIMARY METALS	331	130	1,002,098,247	894,324,192	-10.8%
IRON & STEEL MILLS	3311, 3312	58	279,404,141	338,962,736	21.3%
ALUMINUM SMELTING	3313	18	482,807,895	312,680,301	-35.2%

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OTHER NONFERROUS METALS	3314	12	33,704,161	41,204,306	22.3%
FOUNDRIES	3315	42	206,182,050	201,476,849	-2.3%
FABRICATED METAL PRODUCTS	332	998	1,085,866,240	1,319,732,618	21.5%
MACHINERY	333	631	1,113,490,692	1,412,472,641	26.9%
FARM & CONSTRUCTION IMPLEMENTS	3331	68	113,982,757	155,825,322	36.7%
INDUSTRIAL MACHINERY	3332	122	216,118,968	281,730,310	30.4%
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	441	783,388,967	974,917,009	24.5%
COMPUTERS & ELECTRONICS	334	488	2,242,715,278	2,318,641,027	3.4%
COMPUTER HARDWARE	3341	41	101,554,972	119,940,509	18.1%
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	58	97,788,691	83,971,292	-14.1%
AUDIO & VIDEO EQUIPMENT	3343	21	36,920,777	45,811,823	24.1%
SEMICONDUCTORS	3344	73	648,006,464	668,654,610	3.2%
INSTRUMENTS	3345	199	1,267,623,145	1,308,056,850	3.2%
SOFTWARE REPRODUCTION	334611	81	86,949,025	87,564,873	0.7%
OTHER MAGNETIC & OPTICAL MEDIA	334612, 334613	15	3,872,204	4,641,070	19.9%
ELECTRICAL EQUIPMENT & APPLIANCES	335	145	436,766,976	545,434,451	24.9%
LIGHTING EQUIPMENT	3351	37	74,598,105	79,846,869	7.0%
HOUSEHOLD APPLIANCES	3352	14	54,468,517	73,927,503	35.7%
OTHER ELECTRIC EQUIPMENT	3353, 3359	94	307,700,354	391,660,079	27.3%
TRANSPORTATION EQUIPMENT	336	486	10,311,483,143	11,121,437,118	7.9%
MOTOR VEHICLES & PARTS	3361, 3362, 3363	119	209,854,172	436,919,671	108.2%
AIRCRAFT, AEROSPACE & PARTS	3364	117	9,744,934,370	10,259,579,879	5.3%
SHIPS & BOATS	3366	212	323,179,326	380,253,375	17.7%
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	38	33,515,275	44,684,193	33.3%
FURNITURE & RELATED PRODUCTS	337	601	335,734,081	302,275,347	-10.0%
OTHER MANUFACTURING	339	1,064	733,314,739	937,491,921	27.8%
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>13,229</u>	<u>29,252,247,421</u>	<u>32,004,549,697</u>	<u>9.4%</u>
DURABLE GOODS	423	7,431	13,409,333,909	14,557,961,504	8.6%
MOTOR VEHICLES & PARTS	4231	556	1,522,355,756	1,646,058,699	8.1%
FURNITURE & HOME FURNISHINGS	4232	411	312,903,161	299,028,284	-4.4%
LUMBER & CONSTRUCTION MATERIALS	4233	658	1,319,932,675	1,360,241,583	3.1%
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	1,394	2,598,870,718	2,864,861,500	10.2%
ELECTRICAL EQUIPMENT	4236	967	1,804,454,909	2,307,851,055	27.9%
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	493	722,071,253	747,651,941	3.5%
MACHINERY & EQUIPMENT	4238	1,673	2,473,346,712	2,963,736,104	19.8%
OTHER DURABLE GOODS	4235, 4239	1,279	2,655,398,725	2,368,532,338	-10.8%
NONDURABLE GOODS:	424	5,460	15,436,975,991	17,102,920,087	10.8%
PAPER & PAPER PRODUCTS	4241	275	499,751,425	550,925,011	10.2%
DRUGS & SUNDRIES	4242	297	1,661,439,231	1,820,712,776	9.6%
APPAREL	4243	375	782,838,298	888,316,903	13.5%
FOOD PRODUCTS	4244	1,587	6,327,101,068	7,037,130,208	11.2%
FARM PRODUCTS	4245	78	204,306,123	229,509,664	12.3%
CHEMICALS & PLASTICS	4246	373	699,765,602	747,563,771	6.8%
PETROLEUM PRODUCTS	4247	138	2,358,249,264	2,622,135,852	11.2%
OTHER NONDURABLE GOODS	4248, 4249	2,337	2,903,524,980	3,206,625,902	10.4%
ELECTRONIC MARKETS, AGENTS, BROKERS	425	338	405,899,352	343,668,106	-15.3%
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>30,078</u>	<u>29,316,773,150</u>	<u>28,044,168,732</u>	<u>-4.3%</u>
MOTOR VEHICLES & PARTS	441	2,808	4,335,380,758	4,585,724,661	5.8%
NEW & USED AUTO DEALERS	4411	1,276	3,308,093,289	3,477,451,984	5.1%
RV, BOAT, MOTORCYCLE DEALERS	4412	550	380,141,707	392,494,025	3.3%
AUTOMOTIVE PARTS & TIRES	4413	982	647,145,762	715,778,652	10.6%
FURNITURE & HOME FURNISHINGS	442	1,276	642,664,277	653,868,639	1.7%
ELECTRONICS & APPLIANCES	443	1,793	1,363,569,875	1,301,298,735	-4.6%
HOUSEHOLD APPLIANCES	443111	209	103,767,237	95,721,671	-7.8%
RADIO, TV & OTHER ELECTRONICS	443112	418	407,190,771	393,848,758	-3.3%
COMPUTERS & SOFTWARE	44312	1,142	839,649,194	797,110,950	-5.1%
CAMERAS & PHOTO SUPPLY	44313	24	12,962,673	14,617,356	12.8%

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BLDG. MATERIALS, GARDEN SUPPLIES	444	2,017	1,688,363,506	1,750,348,984	3.7%
BUILDING MATERIALS	4441	1,350	1,500,376,471	1,540,106,469	2.7%
LAWN & GARDEN SUPPLIES	4442	667	187,987,035	210,242,515	11.8%
FOOD & BEVERAGES (OFF-PREMISES)	445	3,173	3,582,302,082	3,773,827,164	5.4%
GROCERY & CONVENIENCE STORES	4451	1,983	3,270,213,112	3,477,756,890	6.4%
OTHER FOOD STORES/SPECIALTY FOODS	4452	789	274,593,283	257,182,443	-6.3%
BEER, WINE AND LIQUOR STORES	4453	401	37,495,687	38,887,831	3.7%
DRUG STORES & PERSONAL CARE STORES	446	1,347	1,326,656,839	1,407,197,730	6.1%
GAS STATIONS (INCL. CONVENIENCE STORES)	447	1,544	2,755,077,339	3,417,263,699	24.0%
APPAREL & ACCESSORIES	448	2,053	1,267,474,417	1,254,535,207	-1.0%
CLOTHING STORES	4481	1,360	981,317,654	1,011,317,738	3.1%
SHOE STORES	4482	149	104,852,574	111,002,618	5.9%
JEWELRY & LUGGAGE STORES	4483	544	181,304,189	132,214,851	-27.1%
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	1,915	736,092,462	790,788,254	7.4%
SPORTING GOODS	45111	911	425,086,381	466,075,672	9.6%
HOBBY & TOY STORES	45112	228	78,642,989	89,303,399	13.6%
SEWING SUPPLIES	45113	138	35,195,891	35,327,360	0.4%
MUSICAL INSTRUMENTS	45114	148	36,710,446	37,120,300	1.1%
BOOK, PERIODICAL & MUSIC STORES	45121	357	122,030,728	123,000,277	0.8%
TAPES & CDs	45122	133	38,426,027	39,961,246	4.0%
DEPARTMENT STORES	4521	21	833,212,327	841,681,921	1.0%
GENERAL MERCHANDISE STORES	4529	221	4,305,682,298	4,687,771,723	8.9%
E-COMMERCE & MAIL ORDER	4541	937	3,746,380,447	773,790,171	-79.4%
MISCELLANEOUS RETAILERS	453, 4542, 4543	10,973	2,733,916,523	2,806,071,844	2.6%
<b>TRANSPORTATION</b>	<b>48-492</b>	<b>4,369</b>	<b>2,554,681,456</b>	<b>2,591,389,591</b>	<b>1.4%</b>
AIR TRANSPORTATION	481	60	28,337,472	29,463,655	4.0%
RAILROADS	482	8	34,190,178	36,939,490	8.0%
WATER TRANSPORTATION	483	47	126,472,269	138,772,907	9.7%
TRUCK TRANSPORTATION	484	2,322	1,161,929,433	1,074,330,808	-7.5%
TRANSIT & GROUND PASSENGER TRANSPORT	485	291	144,499,027	157,620,487	9.1%
OTHER TRANSPORTATION SERVICES	486, 487, 488, 491, 492	1,641	1,059,253,077	1,154,262,244	9.0%
<b>WAREHOUSING &amp; STORAGE</b>	<b>493</b>	<b>202</b>	<b>170,401,475</b>	<b>184,443,746</b>	<b>8.2%</b>
<b>INFORMATION</b>	<b>51</b>	<b>2,969</b>	<b>3,943,079,334</b>	<b>4,031,532,341</b>	<b>2.2%</b>
PUBLISHING (EXCEPT INTERNET)	511	698	674,476,643	763,757,984	13.2%
NEWSPAPERS	51111	118	152,520,802	144,003,326	-5.6%
BOOKS & PERIODICALS	51112, 51113	283	125,829,320	109,928,287	-12.6%
SOFTWARE	5112	216	353,147,672	471,749,099	33.6%
OTHER PUBLISHERS	51114, 51119	81	42,978,849	38,077,272	-11.4%
MOTION PICTURE PRODUCTION	512	593	165,895,794	181,239,176	9.3%
RADIO & TV BROADCASTING, CABLE TV	515	124	271,611,115	279,742,715	3.0%
TELEPHONE & TELECOMMUNICATIONS	517	616	2,310,322,163	2,297,178,479	-0.6%
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	728	356,480,777	387,437,732	8.7%
OTHER INFORMATION SERVICES	519	210	164,292,842	122,176,255	-25.6%
<b>FINANCE, INSURANCE, REAL ESTATE</b>	<b>52-53</b>	<b>10,218</b>	<b>7,696,535,438</b>	<b>7,299,516,534</b>	<b>-5.2%</b>
BANKS & CREDIT UNIONS	522	1,367	3,108,438,258	3,182,570,320	2.4%
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	1,322	1,212,421,153	899,279,519	-25.8%
INSURANCE AGENTS & BROKERS	524	2,338	1,446,730,564	1,257,182,583	-13.1%
REAL ESTATE AGENTS & BROKERS	531	3,386	891,856,379	811,313,201	-9.0%
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	1,699	997,932,161	1,082,120,150	8.4%
LESSORS OF NONFINANCIAL INTANGIBLES	533	106	39,156,923	67,050,761	71.2%
<b>BUSINESS, PERSONAL AND OTHER SERVICES</b>	<b>54-92</b>	<b>88,157</b>	<b>28,442,924,758</b>	<b>29,824,604,723</b>	<b>4.9%</b>
LEGAL SERVICES	5411	4,527	995,887,785	1,021,691,534	2.6%
ACCOUNTING SERVICES	5412	2,517	396,128,134	630,857,882	59.3%
ARCHITECTURAL/ENGINEERING/DESIGN SVCS	5413, 5414	5,028	2,480,045,879	2,148,450,176	-13.4%
COMPUTER SYSTEM DESIGN SERVICES	5415	3,472	2,061,683,933	2,277,217,735	10.5%
CONSULTING SERVICES	5416	5,681	1,760,935,270	1,780,642,163	1.1%
ADVERTISING & PUBLIC RELATIONS	5418	909	358,213,083	345,853,363	-3.5%

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OTHER PROFESSIONAL SERVICES	5417, 5419	3,628	1,306,700,494	1,438,072,509	10.1%
MANAGEMENT SERVICES	55	250	85,496,993	78,226,847	-8.5%
ADMINISTRATIVE & SUPPORT SERVICES	561	12,468	2,941,916,661	3,255,844,391	10.7%
EMPLOYMENT SERVICES	5613	833	414,684,313	538,014,100	29.7%
TRAVEL SERVICES	5615	293	163,273,431	170,639,421	4.5%
INVESTIGATION & SECURITY SERVICES	5616	607	201,551,022	224,791,201	11.5%
BUILDING SERVICES & JANITORIAL	5617	3,496	1,578,778,501	1,711,677,547	8.4%
OTHER	5611, 5612, 5614, 5619	7,239	583,629,394	610,722,122	4.6%
WASTE TREATMENT/ COLLECTION	562	458	845,504,362	866,846,120	2.5%
SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)	61	1,985	495,063,493	511,407,359	3.3%
HEALTH SERVICES	62	13,440	8,196,541,637	8,618,345,614	5.1%
PHYSICIANS	6211	3,098	1,813,385,543	1,917,749,094	5.8%
DENTISTS	6212	3,221	747,762,718	750,617,475	0.4%
OTHER PRACTITIONERS	6213	4,551	605,600,393	605,802,877	0.0%
HOSPITALS	622	91	2,970,340,615	3,156,447,364	6.3%
NURSING & RETIREMENT HOMES	623	475	477,946,732	502,272,284	5.1%
SOCIAL SERVICES & DAY CARE	624	997	199,760,806	214,729,831	7.5%
OTHER HEALTH FACILITIES & SERVICES	6214, 6215, 6216, 6219	1,007	1,381,744,830	1,470,726,689	6.4%
ARTS, ENTERTAINMENT, & RECREATION	71	2,905	758,582,498	741,529,590	-2.3%
PERFORMING ARTS, SPECTATOR SPORTS	711	991	344,564,279	313,935,270	-8.9%
MUSEUMS, HISTORICAL SITES, ETC.	712	65	25,810,813	25,452,178	-1.4%
AMUSEMENT, GAMBLING, RECREATION	713	1,849	388,207,406	402,142,142	3.6%
ACCOMMODATIONS	721	2,016	766,210,454	834,017,611	8.9%
RESTAURANTS, FOOD SERVICES	7221, 7222, 7223	11,909	2,952,154,714	3,221,241,674	9.1%
DRINKING PLACES	7224	1,298	213,713,612	223,473,779	4.6%
AUTO REPAIR & SERVICES	8111	4,977	604,026,602	632,025,312	4.6%
OTHER REPAIR SERVICES	8112, 8113, 8114	3,315	325,907,783	347,363,029	6.6%
PERSONAL SERVICES	812	6,430	717,632,234	665,212,554	-7.3%
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	3,956	202,692,193	220,042,562	8.6%
LAUNDRY & DRY CLEANING	8123	814	93,798,784	97,005,602	3.4%
OTHER PERSONAL SERVICES	8122, 8129	1,660	421,141,257	348,164,390	-17.3%
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	758	118,109,483	118,028,157	-0.1%
PUBLIC ADMINISTRATION, OTHER	92.00	186	62,469,654	68,257,324	9.3%
<b>TOTAL ALL INDUSTRIES</b>		<b>191,950</b>	<b>\$145,926,884,480</b>	<b>\$154,098,876,362</b>	<b>5.6%</b>