

TABLE 1: WASHINGTON GROSS BUSINESS INCOME
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 4th QUARTER, 2011

INDUSTRY	NAICS	CURRENT UNITS	4th QUARTER 2010	4th QUARTER 2011	PERCENT CHANGE
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>3,764</u>	<u>\$1,012,129,895</u>	<u>\$1,331,292,094</u>	<u>31.5%</u>
CROP & ANIMAL PRODUCTION	111,112	1,333	271,508,636	331,665,760	22.2%
FORESTRY & LOGGING	113	1,048	420,758,308	552,022,746	31.2%
FISHING & HUNTING	114	258	146,958,008	218,378,569	48.6%
AG & FORESTRY SUPPORT ACTIVITIES	115	1,125	172,904,943	229,225,019	32.6%
<u>MINING</u>	<u>21</u>	<u>189</u>	<u>146,298,264</u>	<u>157,283,162</u>	<u>7.5%</u>
SAND & GRAVEL, QUARRYING	2123	125	77,358,084	83,622,115	8.1%
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	64	68,940,180	73,661,047	6.9%
<u>UTILITIES</u>	<u>22</u>	<u>764</u>	<u>3,119,181,040</u>	<u>3,213,118,496</u>	<u>3.0%</u>
ELECTRIC POWER GENERATION & TRANS.	2211	97	2,285,115,923	2,337,919,002	2.3%
NATURAL GAS DISTRIBUTION	2212	6	110,895,456	97,194,235	-12.4%
WATER & SEWER	2213	661	723,169,661	778,005,259	7.6%
<u>CONSTRUCTION</u>	<u>23</u>	<u>38,771</u>	<u>9,138,652,660</u>	<u>9,488,047,127</u>	<u>3.8%</u>
RESIDENTIAL BUILDING & REMODELING	2361	12,162	1,484,826,218	1,476,417,911	-0.6%
NONRESIDENTIAL BUILDING	2362	1,063	2,051,077,569	2,148,327,322	4.7%
HEAVY CONSTRUCTION & HIGHWAYS	237	1,308	1,319,567,845	1,504,497,489	14.0%
SPECIAL TRADE CONTRACTORS	238	24,238	4,283,181,028	4,358,804,405	1.8%
PLUMBING & HEATING	23822	2,863	813,801,160	823,038,674	1.1%
PAINTING	23832	2,720	159,224,049	159,368,082	0.1%
ELECTRICAL	23821	2,958	976,552,599	887,143,045	-9.2%
MASONRY/DRYWALL	23814, 23831	1,573	250,072,331	242,015,435	-3.2%
ROOFING	23816	863	177,052,206	186,910,498	5.6%
OTHER CONTRACTORS	238 not listed above	13,261	1,906,478,683	2,060,328,671	8.1%
<u>MANUFACTURING</u>	<u>31-33</u>	<u>12,471</u>	<u>31,778,380,676</u>	<u>36,870,582,806</u>	<u>16.0%</u>
FOOD PRODUCTS	311	1,099	2,599,576,039	2,832,063,096	8.9%
MILLING OF GRAINS	3112	26	151,184,404	175,336,924	16.0%
FRUITS & VEGETABLES	3114	83	365,948,273	386,085,198	5.5%
DAIRY PRODUCTS	3115	24	26,417,022	31,361,566	18.7%
MEAT PRODUCTS	3116	109	508,054,092	562,929,877	10.8%
SEAFOOD PRODUCTS	3117	56	534,433,014	620,715,083	16.1%
BAKERY PRODUCTS	3118	498	427,347,470	423,576,045	-0.9%
OTHER FOOD ITEMS	3111, 3113, 3119	303	586,191,764	632,058,403	7.8%
BEVERAGES	312	641	613,589,887	642,373,467	4.7%
TEXTILES	313,314	613	179,873,801	190,299,642	5.8%
APPAREL	315	288	79,892,289	85,490,934	7.0%
LEATHER & ALLIED PRODUCTS	316	87	12,862,001	16,238,623	26.3%
LUMBER & WOOD PRODUCTS	321	667	1,604,602,944	1,706,844,848	6.4%
SAWMILLS	3211	105	541,978,625	607,428,448	12.1%
PLYWOOD & TRUSSES	3212	62	201,895,470	230,975,925	14.4%
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	500	860,728,849	868,440,475	0.9%
PAPER PRODUCTS	322	121	1,739,648,017	1,705,062,854	-2.0%
PULP & PAPER MILLS	3221	32	1,120,691,252	1,134,095,871	1.2%
OTHER PAPER PRODUCTS	3222	89	618,956,765	570,966,983	-7.8%
COMMERCIAL PRINTING	323	938	314,204,836	295,933,235	-5.8%
PETROLEUM & COAL PRODUCTS	324	34	5,639,068,166	7,287,814,973	29.2%
PETROLEUM REFINING	32411	17	5,518,173,103	7,190,870,811	30.3%
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	17	120,895,063	96,944,162	-19.8%
CHEMICALS	325	357	1,050,923,418	1,112,640,464	5.9%
CHEMICALS	3251	45	228,742,081	252,560,198	10.4%
PESTICIDES & FERTILIZERS	3253	46	60,323,844	121,969,592	102.2%
PHARMACEUTICALS	3254	51	234,475,883	229,617,805	-2.1%
OTHER SYNTHETIC ITEMS	3252, 3255, 3256, 3259	215	527,381,610	508,492,869	-3.6%
PLASTICS & RUBBER PRODUCTS	326	266	556,752,937	527,373,203	-5.3%
NONMETALLIC MINERALS	327	437	730,510,184	596,949,486	-18.3%
PRIMARY METALS	331	156	1,005,209,308	832,760,849	-17.2%
IRON & STEEL MILLS	3311, 3312	67	238,396,295	294,115,459	23.4%

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ALUMINUM SMELTING	3313	21	518,703,226	293,169,962	-43.5%
OTHER NONFERROUS METALS	3314	19	39,088,388	41,506,634	6.2%
FOUNDRIES	3315	49	209,021,399	203,968,794	-2.4%
FABRICATED METAL PRODUCTS	332	1,409	1,053,375,870	1,219,280,151	15.8%
MACHINERY	333	794	1,203,644,459	1,332,816,747	10.7%
FARM & CONSTRUCTION IMPLEMENTS	3331	87	82,538,421	114,417,079	38.6%
INDUSTRIAL MACHINERY	3332	152	251,197,252	255,606,191	1.8%
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	555	869,908,786	962,793,477	10.7%
COMPUTERS & ELECTRONICS	334	607	2,448,531,821	2,624,464,692	7.2%
COMPUTER HARDWARE	3341	49	108,031,631	235,859,788	118.3%
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	66	100,206,341	104,888,231	4.7%
AUDIO & VIDEO EQUIPMENT	3343	31	53,284,210	49,752,879	-6.6%
SEMICONDUCTORS	3344	96	645,528,986	652,068,322	1.0%
INSTRUMENTS	3345	246	1,461,698,578	1,485,442,647	1.6%
SOFTWARE REPRODUCTION	334611	100	75,227,264	91,343,192	21.4%
OTHER MAGNETIC & OPTICAL MEDIA	334612, 334613	19	4,554,811	5,109,633	12.2%
ELECTRICAL EQUIPMENT & APPLIANCES	335	203	493,838,108	519,810,720	5.3%
LIGHTING EQUIPMENT	3351	54	71,708,233	71,036,114	-0.9%
HOUSEHOLD APPLIANCES	3352	24	89,848,454	104,270,959	16.1%
OTHER ELECTRIC EQUIPMENT	3353, 3359	125	332,281,421	344,503,647	3.7%
TRANSPORTATION EQUIPMENT	336	631	9,201,249,538	12,049,749,687	31.0%
MOTOR VEHICLES & PARTS	3361, 3362, 3363	146	252,614,910	495,361,947	96.1%
AIRCRAFT, AEROSPACE & PARTS	3364	147	8,527,238,388	11,220,214,350	31.6%
SHIPS & BOATS	3366	278	383,266,919	284,994,248	-25.6%
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	60	38,129,321	49,179,142	29.0%
FURNITURE & RELATED PRODUCTS	337	899	350,759,497	266,384,149	-24.1%
OTHER MANUFACTURING	339	2,224	900,267,556	1,026,230,986	14.0%
WHOLESALE TRADE	42	19,534	34,765,922,489	35,575,285,825	2.3%
DURABLE GOODS	423	10,018	17,333,234,588	16,211,537,930	-6.5%
MOTOR VEHICLES & PARTS	4231	739	1,575,731,727	1,730,721,554	9.8%
FURNITURE & HOME FURNISHINGS	4232	577	359,115,458	357,857,226	-0.4%
LUMBER & CONSTRUCTION MATERIALS	4233	809	1,196,203,622	1,253,048,836	4.8%
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	1,771	2,978,021,671	3,206,933,781	7.7%
ELECTRICAL EQUIPMENT	4236	1,278	2,219,858,311	2,186,810,430	-1.5%
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	603	698,887,177	732,282,783	4.8%
MACHINERY & EQUIPMENT	4238	2,047	3,275,400,101	3,033,533,531	-7.4%
OTHER DURABLE GOODS	4235, 4239	2,194	5,030,016,521	3,710,349,789	-26.2%
NONDURABLE GOODS:	424	9,048	16,917,478,716	18,970,085,098	12.1%
PAPER & PAPER PRODUCTS	4241	379	522,956,786	571,262,101	9.2%
DRUGS & SUNDRIES	4242	402	1,659,111,745	1,686,704,787	1.7%
APPAREL	4243	622	818,532,224	903,088,719	10.3%
FOOD PRODUCTS	4244	2,381	7,186,138,966	7,725,182,988	7.5%
FARM PRODUCTS	4245	135	249,285,707	533,504,078	114.0%
CHEMICALS & PLASTICS	4246	467	679,444,476	761,723,903	12.1%
PETROLEUM PRODUCTS	4247	153	2,248,871,707	3,101,247,864	37.9%
OTHER NONDURABLE GOODS	4248, 4249	4,509	3,553,137,105	3,687,370,658	3.8%
ELECTRONIC MARKETS, AGENTS, BROKERS	425	468	515,209,185	393,662,797	-23.6%
RETAIL TRADE	44-45	52,132	33,661,084,521	30,113,730,987	-10.5%
MOTOR VEHICLES & PARTS	441	3,195	4,251,542,372	4,684,479,874	10.2%
NEW & USED AUTO DEALERS	4411	1,362	3,265,542,985	3,599,071,186	10.2%
RV, BOAT, MOTORCYCLE DEALERS	4412	665	285,655,326	319,413,990	11.8%
AUTOMOTIVE PARTS & TIRES	4413	1,168	700,344,061	765,994,698	9.4%
FURNITURE & HOME FURNISHINGS	442	1,665	666,995,597	692,895,013	3.9%
ELECTRONICS & APPLIANCES	443	2,331	1,492,127,003	1,600,517,028	7.3%
HOUSEHOLD APPLIANCES	443111	236	109,703,983	105,220,162	-4.1%
RADIO, TV & OTHER ELECTRONICS	443112	576	483,082,187	534,204,202	10.6%
COMPUTERS & SOFTWARE	44312	1,489	882,678,898	942,461,239	6.8%

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CAMERAS & PHOTO SUPPLY	44313	30	16,661,935	18,631,425	11.8%
BLDG. MATERIALS, GARDEN SUPPLIES	444	2,572	1,467,865,140	1,512,879,453	3.1%
BUILDING MATERIALS	4441	1,508	1,267,204,214	1,303,106,296	2.8%
LAWN & GARDEN SUPPLIES	4442	1,064	200,660,926	209,773,157	4.5%
FOOD & BEVERAGES (OFF-PREMISES)	445	3,867	3,551,182,806	3,740,411,820	5.3%
GROCERY & CONVENIENCE STORES	4451	2,060	3,250,993,724	3,406,722,228	4.8%
OTHER FOOD STORES/SPECIALTY FOODS	4452	1,271	252,470,117	281,643,365	11.6%
BEER, WINE AND LIQUOR STORES	4453	536	47,718,965	52,046,227	9.1%
DRUG STORES & PERSONAL CARE STORES	446	1,911	1,412,597,266	1,539,879,394	9.0%
GAS STATIONS (INCL. CONVENIENCE STORES)	447	1,557	2,601,367,973	3,020,276,346	16.1%
APPAREL & ACCESSORIES	448	3,262	1,648,268,462	1,633,184,323	-0.9%
CLOTHING STORES	4481	2,130	1,239,981,676	1,323,903,720	6.8%
SHOE STORES	4482	163	98,757,182	104,405,588	5.7%
JEWELRY & LUGGAGE STORES	4483	969	309,529,604	204,875,015	-33.8%
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	3,375	872,855,300	912,026,034	4.5%
SPORTING GOODS	45111	1,363	433,064,242	479,484,887	10.7%
HOBBY & TOY STORES	45112	414	152,318,882	163,879,073	7.6%
SEWING SUPPLIES	45113	268	52,671,917	51,493,889	-2.2%
MUSICAL INSTRUMENTS	45114	210	41,408,534	42,436,068	2.5%
BOOK, PERIODICAL & MUSIC STORES	45121	852	135,328,191	113,878,411	-15.9%
TAPES & CDs	45122	268	58,063,534	60,853,706	4.8%
DEPARTMENT STORES	4521	21	1,113,511,727	1,147,078,998	3.0%
GENERAL MERCHANDISE STORES	4529	296	4,734,013,234	5,052,506,070	6.7%
E-COMMERCE & MAIL ORDER	4541	2,637	6,501,945,766	1,143,371,902	-82.4%
MISCELLANEOUS RETAILERS	453, 4542, 4543	25,443	3,346,811,875	3,434,224,732	2.6%
<u>TRANSPORTATION</u>	<u>48-492</u>	<u>9,236</u>	<u>3,333,913,719</u>	<u>3,337,281,915</u>	<u>0.1%</u>
AIR TRANSPORTATION	481	79	34,525,810	26,761,031	-22.5%
RAILROADS	482	12	42,305,011	48,767,309	15.3%
WATER TRANSPORTATION	483	68	119,528,537	89,780,151	-24.9%
TRUCK TRANSPORTATION	484	4,556	1,675,334,405	1,565,655,403	-6.6%
TRANSIT & GROUND PASSENGER TRANSPORT	485	1,499	224,491,811	242,484,840	8.0%
OTHER TRANSPORTATION SERVICES	486, 487, 488, 491, 492	3,022	1,237,728,145	1,363,833,181	10.2%
<u>WAREHOUSING & STORAGE</u>	<u>493</u>	<u>312</u>	<u>180,166,479</u>	<u>196,005,987</u>	<u>8.8%</u>
<u>INFORMATION</u>	<u>51</u>	<u>5,353</u>	<u>4,517,939,601</u>	<u>4,666,556,310</u>	<u>3.3%</u>
PUBLISHING (EXCEPT INTERNET)	511	1,304	887,754,655	937,032,829	5.6%
NEWSPAPERS	51111	148	192,875,965	155,327,969	-19.5%
BOOKS & PERIODICALS	51112, 51113	644	139,466,224	133,081,714	-4.6%
SOFTWARE	5112	300	517,100,894	563,226,088	8.9%
OTHER PUBLISHERS	51114, 51119	212	38,311,572	85,397,058	122.9%
MOTION PICTURE PRODUCTION	512	1,431	208,404,829	235,692,555	13.1%
RADIO & TV BROADCASTING, CABLE TV	515	168	333,863,390	328,308,788	-1.7%
TELEPHONE & TELECOMMUNICATIONS	517	768	2,385,957,592	2,563,298,011	7.4%
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	1,284	515,130,046	444,076,080	-13.8%
OTHER INFORMATION SERVICES	519	398	186,829,089	158,148,047	-15.4%
<u>FINANCE, INSURANCE, REAL ESTATE</u>	<u>52-53</u>	<u>16,643</u>	<u>8,965,742,159</u>	<u>9,109,795,418</u>	<u>1.6%</u>
BANKS & CREDIT UNIONS	522	1,780	3,240,728,323	3,507,598,066	8.2%
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	2,100	1,835,184,937	1,357,763,319	-26.0%
INSURANCE AGENTS & BROKERS	524	4,119	1,777,763,511	2,123,178,233	19.4%
REAL ESTATE AGENTS & BROKERS	531	6,194	993,614,161	982,826,018	-1.1%
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	2,316	1,065,953,285	1,063,958,534	-0.2%
LESSORS OF NONFINANCIAL INTANGIBLES	533	134	52,497,942	74,471,248	41.9%
<u>BUSINESS, PERSONAL AND OTHER SERVICES</u>	<u>54-92</u>	<u>158,029</u>	<u>36,044,458,830</u>	<u>33,878,826,546</u>	<u>-6.0%</u>
LEGAL SERVICES	5411	6,040	1,273,213,358	1,260,908,733	-1.0%
ACCOUNTING SERVICES	5412	5,467	968,250,516	814,747,479	-15.9%
ARCHITECTURAL/ENGINEERING/DESIGN SVCS	5413, 5414	9,888	2,658,260,979	2,326,102,998	-12.5%

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COMPUTER SYSTEM DESIGN SERVICES	5415	6,859	3,472,333,339	2,722,946,672	-21.6%
CONSULTING SERVICES	5416	11,937	2,541,550,767	2,493,410,114	-1.9%
ADVERTISING & PUBLIC RELATIONS	5418	1,512	413,088,249	423,112,892	2.4%
OTHER PROFESSIONAL SERVICES	5417, 5419	8,905	1,923,332,762	1,852,450,362	-3.7%
MANAGEMENT SERVICES	55	478	99,633,040	118,532,228	19.0%
ADMINISTRATIVE & SUPPORT SERVICES	561	24,262	3,843,373,154	3,883,854,954	1.1%
EMPLOYMENT SERVICES	5613	1,130	549,584,130	615,742,827	12.0%
TRAVEL SERVICES	5615	681	132,130,776	159,180,829	20.5%
INVESTIGATION & SECURITY SERVICES	5616	978	232,048,343	243,514,297	4.9%
BUILDING SERVICES & JANITORIAL	5617	6,912	2,219,216,952	2,131,549,015	-4.0%
OTHER	5611, 5612, 5614, 5619	14,561	710,392,953	733,867,986	3.3%
WASTE TREATMENT/ COLLECTION	562	598	784,821,794	776,255,743	-1.1%
SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)	61	6,060	653,839,418	690,895,711	5.7%
HEALTH SERVICES	62	21,305	10,814,183,408	9,327,878,322	-13.7%
PHYSICIANS	6211	3,723	1,902,829,473	1,986,571,840	4.4%
DENTISTS	6212	3,330	734,854,764	744,528,557	1.3%
OTHER PRACTITIONERS	6213	8,327	761,993,095	803,773,898	5.5%
HOSPITALS	622	93	3,107,020,223	3,200,010,777	3.0%
NURSING & RETIREMENT HOMES	623	704	522,900,499	537,684,592	2.8%
SOCIAL SERVICES & DAY CARE	624	3,556	399,859,047	422,681,377	5.7%
OTHER HEALTH FACILITIES & SERVICES	6214, 6215, 6216, 6219	1,572	3,384,726,307	1,632,627,281	-51.8%
ARTS, ENTERTAINMENT, & RECREATION	71	7,606	738,221,631	772,736,267	4.7%
PERFORMING ARTS, SPECTATOR SPORTS	711	4,280	349,321,618	366,531,474	4.9%
MUSEUMS, HISTORICAL SITES, ETC.	712	151	13,823,259	13,955,941	1.0%
AMUSEMENT, GAMBLING, RECREATION	713	3,175	375,076,754	392,248,852	4.6%
ACCOMMODATIONS	721	2,659	532,199,794	566,768,075	6.5%
RESTAURANTS, FOOD SERVICES	7221, 7222, 7223	12,563	2,862,111,145	3,224,598,145	12.7%
DRINKING PLACES	7224	1,330	205,964,808	213,018,576	3.4%
AUTO REPAIR & SERVICES	8111	6,323	617,226,489	629,469,100	2.0%
OTHER REPAIR SERVICES	8112, 8113, 8114	6,235	405,693,374	469,405,258	15.7%
PERSONAL SERVICES	812	15,902	967,760,162	988,088,410	2.1%
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	11,071	397,576,150	426,463,340	7.3%
LAUNDRY & DRY CLEANING	8123	891	96,384,204	98,408,466	2.1%
OTHER PERSONAL SERVICES	8122, 8129	3,940	473,799,808	463,216,604	-2.2%
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	1,781	210,257,868	220,436,622	4.8%
PUBLIC ADMINISTRATION, OTHER	92,00	319	59,142,775	103,209,885	74.5%
TOTAL ALL INDUSTRIES		317,217	\$166,664,641,564	\$167,941,056,996	0.8%