

WASHINGTON STATE DEPARTMENT OF REVENUE

QUARTERLY BUSINESS REVIEW

Calendar Year 2011

**A Compilation of Statistics on
Gross Income, Taxable Retail Sales and Accrued Tax Liability
as Reported by Washington State Excise Taxpayers
for January - December 2011**

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OVERVIEW OF BUSINESS ACTIVITY

Calendar Year 2011 (January - December 2011)

State gross business income increased \$31.4 billion, or 5.4 percent, in calendar year 2011 compared to calendar year 2010. Most major industries experienced increases in gross business income during calendar year 2011, although Retail Trade was down three of the four quarters of the calendar year when compared to 2010.

Increases in Manufacturing, Wholesale, Construction and Services reflect the slowly strengthening economy in Washington. Manufacturing was up 14.9 percent, and Construction was up 2.2 percent in calendar year 2011 compared to calendar year 2010. Wholesale Trade was \$127 billion, up 7.1 percent compared to calendar year 2010. Business and Personal Services were up 3.5 percent, and Information increased 4.6 percent year over year. Industry specific increases include New and Used Auto Dealers, up 10.6 percent or \$1.4 billion over last year. Petroleum Products Manufacturing was up 40.7 percent, Grocery and Convenience Stores was up 5.9 percent, and Restaurants and Food Service was up 10.5 percent compared to calendar year 2010.

Not all industries experienced increases. Finance, Insurance and Real Estate was down 0.7 percent. Although Construction as a whole was up, Nonresidential Building Construction was down 0.9 percent compared to calendar year 2010.

Most areas saw gains in Taxable Retail Sales year over year. King and Snohomish Counties were both up at 4.2 percent and 0.1 percent, respectively. Spokane County also increased 2.2 percent over calendar year 2010. Clark County was up 4.0 percent, Whatcom County was up 4.1 percent, Kitsap County was up 0.3 percent and Yakima County increased 2.0 percent over calendar year 2010. The city of Seattle was up 6.6 percent, and Bellevue was up 2.7 percent. Vancouver saw a 5.7 percent increase over 2010, Redmond was up 2.2 percent, Bellingham was up 5.3 percent, and Kennewick was up 5.4 percent.

Taxable Retail Sales were down in some areas. Pierce County experienced a decline of 1.0 percent, while Thurston dropped 1.2 percent. Cowlitz County was down 9.5 percent and Chelan County was down 0.8 percent. This trend carried through to the incorporated areas as well. Tacoma was down 0.6 percent, Spokane was down 1.2 percent, and Everett experienced a decline of 0.2 percent. Olympia had a decline of 2.4 percent as compared to 2010, and Puyallup was down 4.4 percent.

TABLE 1: WASHINGTON GROSS BUSINESS INCOME
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 Calendar Year 2011

INDUSTRY	NAICS	CURRENT UNITS	Calendar Year 2010	Calendar Year 2011	PERCENT CHANGE
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>4,017</u>	<u>\$3,000,873,169</u>	<u>\$3,812,023,792</u>	<u>27.0%</u>
CROP & ANIMAL PRODUCTION	111,112	1,405	705,932,697	838,860,279	18.8%
FORESTRY & LOGGING	113	1,124	1,538,843,271	1,984,440,499	29.0%
FISHING & HUNTING	114	300	261,517,256	372,290,268	42.4%
AG & FORESTRY SUPPORT ACTIVITIES	115	1,188	494,579,945	616,432,746	24.6%
<u>MINING</u>	<u>21</u>	<u>209</u>	<u>541,496,964</u>	<u>577,991,147</u>	<u>6.7%</u>
SAND & GRAVEL, QUARRYING	2123	138	311,416,555	329,930,945	5.9%
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	71	230,080,409	248,060,202	7.8%
<u>UTILITIES</u>	<u>22</u>	<u>774</u>	<u>11,673,579,361</u>	<u>12,218,931,631</u>	<u>4.7%</u>
ELECTRIC POWER GENERATION & TRANS.	2211	100	8,550,360,990	8,983,771,395	5.1%
NATURAL GAS DISTRIBUTION	2212	7	384,503,882	353,207,486	-8.1%
WATER & SEWER	2213	667	2,738,714,489	2,881,952,750	5.2%
<u>CONSTRUCTION</u>	<u>23</u>	<u>44,706</u>	<u>33,378,030,430</u>	<u>34,108,002,598</u>	<u>2.2%</u>
RESIDENTIAL BUILDING & REMODELING	2361	14,305	5,054,759,340	5,149,304,484	1.9%
NONRESIDENTIAL BUILDING	2362	1,237	8,003,408,417	7,934,290,927	-0.9%
HEAVY CONSTRUCTION & HIGHWAYS	237	1,451	5,011,468,593	5,286,511,428	5.5%
SPECIAL TRADE CONTRACTORS	238	27,713	15,308,394,080	15,737,895,759	2.8%
PLUMBING & HEATING	23822	3,201	2,995,735,317	3,124,347,634	4.3%
PAINTING	23832	3,242	564,559,747	578,380,795	2.4%
ELECTRICAL	23821	3,288	3,359,831,389	3,365,199,642	0.2%
MASONRY/DRYWALL	23814, 23831	1,799	983,113,769	893,077,758	-9.2%
ROOFING	23816	979	716,062,662	744,010,029	3.9%
OTHER CONTRACTORS	238 not listed above	15,204	6,689,091,196	7,032,879,901	5.1%
<u>MANUFACTURING</u>	<u>31-33</u>	<u>13,267</u>	<u>123,174,842,267</u>	<u>141,576,718,163</u>	<u>14.9%</u>
FOOD PRODUCTS	311	1,181	9,487,441,925	10,659,085,735	12.3%
MILLING OF GRAINS	3112	27	545,236,406	683,545,174	25.4%
FRUITS & VEGETABLES	3114	88	1,397,923,949	1,438,289,279	2.9%
DAIRY PRODUCTS	3115	28	100,416,057	124,057,670	23.5%
MEAT PRODUCTS	3116	116	1,884,890,405	2,149,565,613	14.0%
SEAFOOD PRODUCTS	3117	59	2,142,748,606	2,446,429,457	14.2%
BAKERY PRODUCTS	3118	547	1,491,711,324	1,586,827,374	6.4%
OTHER FOOD ITEMS	3111, 3113, 3119	316	1,924,515,178	2,230,371,168	15.9%
BEVERAGES	312	702	2,257,982,536	2,468,721,853	9.3%
TEXTILES	313,314	645	895,089,218	801,099,690	-10.5%
APPAREL	315	304	228,263,257	255,343,342	11.9%
LEATHER & ALLIED PRODUCTS	316	93	46,683,784	49,409,106	5.8%
LUMBER & WOOD PRODUCTS	321	715	6,704,815,374	7,134,711,657	6.4%
SAWMILLS	3211	111	2,377,291,145	2,565,790,210	7.9%
PLYWOOD & TRUSSES	3212	64	904,575,137	985,642,035	9.0%
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	540	3,422,949,092	3,583,279,412	4.7%
PAPER PRODUCTS	322	126	6,719,287,553	6,842,601,171	1.8%
PULP & PAPER MILLS	3221	35	4,402,028,498	4,535,235,435	3.0%
OTHER PAPER PRODUCTS	3222	91	2,317,259,055	2,307,365,736	-0.4%
COMMERCIAL PRINTING	323	992	1,115,851,904	1,115,006,485	-0.1%
PETROLEUM & COAL PRODUCTS	324	36	21,082,602,631	29,671,240,038	40.7%
PETROLEUM REFINING	32411	18	20,504,150,050	29,230,053,903	42.6%
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	18	578,452,581	441,186,135	-23.7%
CHEMICALS	325	383	3,866,350,636	4,331,590,505	12.0%
CHEMICALS	3251	49	918,137,418	1,037,245,212	13.0%
PESTICIDES & FERTILIZERS	3253	49	292,148,204	534,988,158	83.1%
PHARMACEUTICALS	3254	56	783,438,241	845,330,900	7.9%
OTHER SYNTHETIC ITEMS	3252, 3255, 3256, 3259	229	1,872,626,773	1,914,026,235	2.2%
PLASTICS & RUBBER PRODUCTS	326	279	2,266,691,475	2,245,770,626	-0.9%
NONMETALLIC MINERALS	327	474	2,747,126,355	2,891,500,657	5.3%
PRIMARY METALS	331	165	4,053,478,329	3,471,193,484	-14.4%
IRON & STEEL MILLS	3311, 3312	72	974,988,383	1,231,121,580	26.3%

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ALUMINUM SMELTING	3313	21	2,132,320,093	1,190,770,606	-44.2%
OTHER NONFERROUS METALS	3314	19	163,958,948	169,078,915	3.1%
FOUNDRIES	3315	53	782,210,905	880,222,383	12.5%
FABRICATED METAL PRODUCTS	332	1,482	4,149,516,149	4,799,932,845	15.7%
MACHINERY	333	843	4,392,062,941	5,437,673,499	23.8%
FARM & CONSTRUCTION IMPLEMENTS	3331	94	360,923,695	493,139,406	36.6%
INDUSTRIAL MACHINERY	3332	161	902,559,358	1,030,023,663	14.1%
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	588	3,128,579,888	3,914,510,430	25.1%
COMPUTERS & ELECTRONICS	334	646	8,823,815,339	9,709,749,352	10.0%
COMPUTER HARDWARE	3341	51	440,802,578	617,981,272	40.2%
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	71	374,755,689	378,274,727	0.9%
AUDIO & VIDEO EQUIPMENT	3343	33	169,955,997	191,240,941	12.5%
SEMICONDUCTORS	3344	101	2,444,661,810	2,712,764,769	11.0%
INSTRUMENTS	3345	260	5,055,312,209	5,472,113,846	8.2%
SOFTWARE REPRODUCTION	334611	111	321,756,505	318,933,506	-0.9%
OTHER MAGNETIC & OPTICAL MEDIA	334612, 334613	19	16,570,551	18,440,291	11.3%
ELECTRICAL EQUIPMENT & APPLIANCES	335	213	1,901,277,692	1,986,134,542	4.5%
LIGHTING EQUIPMENT	3351	60	302,545,825	311,200,519	2.9%
HOUSEHOLD APPLIANCES	3352	26	417,939,632	307,777,921	-26.4%
OTHER ELECTRIC EQUIPMENT	3353, 3359	127	1,180,792,235	1,367,156,102	15.8%
TRANSPORTATION EQUIPMENT	336	678	37,982,157,044	42,569,996,020	12.1%
MOTOR VEHICLES & PARTS	3361, 3362, 3363	157	877,311,626	1,703,530,844	94.2%
AIRCRAFT, AEROSPACE & PARTS	3364	156	35,638,654,845	39,278,805,021	10.2%
SHIPS & BOATS	3366	303	1,358,735,264	1,403,180,085	3.3%
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	62	107,455,309	184,480,070	71.7%
FURNITURE & RELATED PRODUCTS	337	978	1,346,948,670	1,269,586,679	-5.7%
OTHER MANUFACTURING	339	2,332	3,107,399,455	3,866,370,877	24.4%
WHOLESALE TRADE	42	20,780	118,654,466,882	127,024,472,166	7.1%
DURABLE GOODS	423	10,653	56,724,476,910	58,109,139,337	2.4%
MOTOR VEHICLES & PARTS	4231	800	5,898,087,885	6,485,681,896	10.0%
FURNITURE & HOME FURNISHINGS	4232	623	1,252,203,533	1,254,435,345	0.2%
LUMBER & CONSTRUCTION MATERIALS	4233	882	4,885,528,596	4,902,849,618	0.4%
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	1,869	10,652,724,199	11,500,257,626	8.0%
ELECTRICAL EQUIPMENT	4236	1,350	7,630,709,781	8,653,086,434	13.4%
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	624	2,758,578,847	2,819,095,640	2.2%
MACHINERY & EQUIPMENT	4238	2,169	10,349,053,719	11,444,933,689	10.6%
OTHER DURABLE GOODS	4235, 4239	2,336	13,297,590,350	11,048,799,089	-16.9%
NONDURABLE GOODS:	424	9,626	60,327,900,844	67,497,162,119	11.9%
PAPER & PAPER PRODUCTS	4241	390	1,863,992,727	2,169,034,797	16.4%
DRUGS & SUNDRIES	4242	427	6,736,480,624	7,033,165,353	4.4%
APPAREL	4243	659	2,945,314,010	3,334,194,985	13.2%
FOOD PRODUCTS	4244	2,534	24,930,613,151	27,593,999,705	10.7%
FARM PRODUCTS	4245	144	810,465,121	1,236,143,484	52.5%
CHEMICALS & PLASTICS	4246	488	2,801,766,399	3,154,491,706	12.6%
PETROLEUM PRODUCTS	4247	169	8,288,325,841	10,179,634,546	22.8%
OTHER NONDURABLE GOODS	4248, 4249	4,815	11,950,942,971	12,796,497,543	7.1%
ELECTRONIC MARKETS, AGENTS, BROKERS	425	501	1,602,089,128	1,418,170,710	-11.5%
RETAIL TRADE	44-45	57,263	115,723,136,869	112,406,073,053	-2.9%
MOTOR VEHICLES & PARTS	441	3,502	16,382,421,006	18,117,707,290	10.6%
NEW & USED AUTO DEALERS	4411	1,492	12,464,618,110	13,910,990,295	11.6%
RV, BOAT, MOTORCYCLE DEALERS	4412	732	1,402,804,009	1,444,057,486	2.9%
AUTOMOTIVE PARTS & TIRES	4413	1,278	2,514,998,887	2,762,659,509	9.8%
FURNITURE & HOME FURNISHINGS	442	1,827	2,473,389,585	2,548,944,606	3.1%
ELECTRONICS & APPLIANCES	443	2,580	5,040,863,331	5,460,722,625	8.3%
HOUSEHOLD APPLIANCES	443111	256	408,201,547	391,672,731	-4.0%
RADIO, TV & OTHER ELECTRONICS	443112	647	1,654,425,588	1,761,727,084	6.5%
COMPUTERS & SOFTWARE	44312	1,643	2,923,253,304	3,245,270,368	11.0%

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 Calendar Year 2011

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CAMERAS & PHOTO SUPPLY	44313	34	54,982,892	62,052,442	12.9%
BLDG. MATERIALS, GARDEN SUPPLIES	444	2,815	6,250,513,636	6,345,240,292	1.5%
BUILDING MATERIALS	4441	1,639	5,444,816,279	5,481,357,369	0.7%
LAWN & GARDEN SUPPLIES	4442	1,176	805,697,357	863,882,923	7.2%
FOOD & BEVERAGES (OFF-PREMISES)	445	4,261	13,659,891,733	14,539,203,695	6.4%
GROCERY & CONVENIENCE STORES	4451	2,266	12,642,002,554	13,385,858,873	5.9%
OTHER FOOD STORES/SPECIALTY FOODS	4452	1,401	867,500,487	983,255,702	13.3%
BEER, WINE AND LIQUOR STORES	4453	594	150,388,692	170,089,120	13.1%
DRUG STORES & PERSONAL CARE STORES	446	2,045	5,417,566,008	5,742,801,788	6.0%
GAS STATIONS (INCL. CONVENIENCE STORES)	447	1,639	10,256,384,075	12,396,239,889	20.9%
APPAREL & ACCESSORIES	448	3,656	5,130,444,494	5,054,203,307	-1.5%
CLOTHING STORES	4481	2,414	3,874,290,469	4,053,361,687	4.6%
SHOE STORES	4482	173	380,373,723	398,800,688	4.8%
JEWELRY & LUGGAGE STORES	4483	1,069	875,780,302	602,040,932	-31.3%
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	3,669	2,887,051,476	3,097,835,159	7.3%
SPORTING GOODS	45111	1,491	1,558,350,034	1,731,932,917	11.1%
HOBBY & TOY STORES	45112	456	378,760,200	424,149,364	12.0%
SEWING SUPPLIES	45113	289	159,789,260	158,962,004	-0.5%
MUSICAL INSTRUMENTS	45114	226	147,234,000	148,808,461	1.1%
BOOK, PERIODICAL & MUSIC STORES	45121	915	472,504,241	442,304,666	-6.4%
TAPES & CDs	45122	292	170,413,741	191,677,747	12.5%
DEPARTMENT STORES	4521	22	3,494,946,431	3,544,321,008	1.4%
GENERAL MERCHANDISE STORES	4529	316	16,410,107,353	17,609,065,483	7.3%
E-COMMERCE & MAIL ORDER	4541	2,835	17,212,294,988	6,200,080,222	-64.0%
MISCELLANEOUS RETAILERS	453, 4542, 4543	28,096	11,107,262,753	11,749,707,689	5.8%
<u>TRANSPORTATION</u>	<u>48-492</u>	<u>9,897</u>	<u>10,424,434,762</u>	<u>10,998,428,335</u>	<u>5.5%</u>
AIR TRANSPORTATION	481	88	118,545,949	98,739,441	-16.7%
RAILROADS	482	14	140,174,337	155,067,708	10.6%
WATER TRANSPORTATION	483	74	415,539,584	400,031,372	-3.7%
TRUCK TRANSPORTATION	484	4,930	4,961,081,196	5,083,194,192	2.5%
TRANSIT & GROUND PASSENGER TRANSPORT	485	1,542	658,583,525	716,101,596	8.7%
OTHER TRANSPORTATION SERVICES	486, 487, 488, 491, 492	3,249	4,130,510,171	4,545,294,026	10.0%
<u>WAREHOUSING & STORAGE</u>	<u>493</u>	<u>325</u>	<u>642,425,082</u>	<u>718,241,809</u>	<u>11.8%</u>
<u>INFORMATION</u>	<u>51</u>	<u>5,779</u>	<u>16,553,387,959</u>	<u>17,307,677,859</u>	<u>4.6%</u>
PUBLISHING (EXCEPT INTERNET)	511	1,376	2,976,933,168	3,305,654,114	11.0%
NEWSPAPERS	51111	150	646,682,524	587,753,188	-9.1%
BOOKS & PERIODICALS	51112, 51113	668	495,921,895	479,321,134	-3.3%
SOFTWARE	5112	336	1,670,676,269	2,063,076,284	23.5%
OTHER PUBLISHERS	51114, 51119	222	163,652,480	175,503,508	7.2%
MOTION PICTURE PRODUCTION	512	1,539	696,946,623	755,166,008	8.4%
RADIO & TV BROADCASTING, CABLE TV	515	181	1,105,655,589	1,157,959,808	4.7%
TELEPHONE & TELECOMMUNICATIONS	517	836	9,455,621,606	9,582,270,991	1.3%
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	1,414	1,630,414,244	1,895,681,258	16.3%
OTHER INFORMATION SERVICES	519	433	687,816,729	610,945,680	-11.2%
<u>FINANCE, INSURANCE, REAL ESTATE</u>	<u>52-53</u>	<u>17,874</u>	<u>31,992,523,665</u>	<u>31,768,358,440</u>	<u>-0.7%</u>
BANKS & CREDIT UNIONS	522	1,961	12,207,011,940	12,963,938,814	6.2%
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	2,239	5,745,516,679	5,329,886,791	-7.2%
INSURANCE AGENTS & BROKERS	524	4,355	6,142,176,222	5,971,970,598	-2.8%
REAL ESTATE AGENTS & BROKERS	531	6,615	3,444,791,821	3,370,642,098	-2.2%
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	2,561	4,275,187,203	3,875,584,798	-9.3%
LESSORS OF NONFINANCIAL INTANGIBLES	533	143	177,839,800	256,335,341	44.1%
<u>BUSINESS, PERSONAL AND OTHER SERVICES</u>	<u>54-92</u>	<u>169,082</u>	<u>119,156,556,089</u>	<u>123,351,996,120</u>	<u>3.5%</u>
LEGAL SERVICES	5411	6,445	4,249,648,081	4,300,922,762	1.2%
ACCOUNTING SERVICES	5412	5,674	2,441,937,335	2,886,150,526	18.2%
ARCHITECTURAL/ENGINEERING/DESIGN SVCS	5413, 5414	10,627	9,514,898,801	8,873,502,542	-6.7%

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COMPUTER SYSTEM DESIGN SERVICES	5415	7,490	9,786,469,572	9,405,559,116	-3.9%
CONSULTING SERVICES	5416	12,963	7,377,185,176	7,804,666,561	5.8%
ADVERTISING & PUBLIC RELATIONS	5418	1,619	1,374,457,922	1,420,757,124	3.4%
OTHER PROFESSIONAL SERVICES	5417, 5419	9,419	6,179,459,154	6,211,561,628	0.5%
<u>MANAGEMENT SERVICES</u>	<u>55</u>	<u>514</u>	<u>317,924,807</u>	<u>352,909,452</u>	<u>11.0%</u>
ADMINISTRATIVE & SUPPORT SERVICES	561	25,993	12,653,787,436	13,260,870,467	4.8%
EMPLOYMENT SERVICES	5613	1,275	1,867,824,313	2,156,603,016	15.5%
TRAVEL SERVICES	5615	724	717,099,299	599,334,498	-16.4%
INVESTIGATION & SECURITY SERVICES	5616	1,050	831,196,920	894,589,083	7.6%
BUILDING SERVICES & JANITORIAL	5617	7,311	6,914,552,270	7,240,334,057	4.7%
OTHER	5611, 5612, 5614, 5619	15,633	2,323,114,634	2,370,009,813	2.0%
WASTE TREATMENT/ COLLECTION	562	640	3,042,682,983	3,219,767,639	5.8%
<u>SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)</u>	<u>61</u>	<u>6,347</u>	<u>1,966,993,574</u>	<u>2,081,588,750</u>	<u>5.8%</u>
<u>HEALTH SERVICES</u>	<u>62</u>	<u>22,169</u>	<u>33,141,434,139</u>	<u>34,966,347,408</u>	<u>5.5%</u>
PHYSICIANS	6211	3,920	7,296,489,153	7,603,628,111	4.2%
DENTISTS	6212	3,447	3,042,573,171	3,082,689,719	1.3%
OTHER PRACTITIONERS	6213	8,640	2,508,013,580	2,639,806,103	5.3%
HOSPITALS	622	98	11,682,230,722	12,602,898,235	7.9%
NURSING & RETIREMENT HOMES	623	735	1,986,795,987	2,016,416,725	1.5%
SOCIAL SERVICES & DAY CARE	624	3,678	995,716,832	1,057,529,497	6.2%
OTHER HEALTH FACILITIES & SERVICES	6214, 6215, 6216, 6219	1,651	5,624,074,951	5,989,777,912	6.5%
<u>ARTS, ENTERTAINMENT, & RECREATION</u>	<u>71</u>	<u>8,130</u>	<u>2,701,404,560</u>	<u>2,762,061,540</u>	<u>2.2%</u>
PERFORMING ARTS, SPECTATOR SPORTS	711	4,555	1,151,305,033	1,151,391,549	0.0%
MUSEUMS, HISTORICAL SITES, ETC.	712	158	64,051,615	65,385,522	2.1%
AMUSEMENT, GAMBLING, RECREATION	713	3,417	1,486,047,912	1,545,284,469	4.0%
ACCOMMODATIONS	721	2,899	2,348,104,954	2,535,590,947	8.0%
RESTAURANTS, FOOD SERVICES	7221, 7222, 7223	14,201	11,228,218,248	12,403,163,797	10.5%
DRINKING PLACES	7224	1,456	828,585,871	858,245,222	3.6%
AUTO REPAIR & SERVICES	8111	6,920	2,340,955,136	2,478,728,482	5.9%
OTHER REPAIR SERVICES	8112, 8113, 8114	6,693	1,331,296,457	1,481,175,502	11.3%
PERSONAL SERVICES	812	16,718	2,964,760,448	3,012,094,269	1.6%
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	11,621	1,000,860,016	1,074,226,021	7.3%
LAUNDRY & DRY CLEANING	8123	954	369,440,930	382,164,540	3.4%
OTHER PERSONAL SERVICES	8122, 8129	4,143	1,594,459,502	1,555,703,708	-2.4%
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	1,855	566,809,172	587,324,284	3.6%
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>310</u>	<u>229,950,766</u>	<u>306,568,323</u>	<u>33.3%</u>
TOTAL ALL INDUSTRIES		344,024	\$582,376,076,863	\$613,755,332,427	5.4%

**TABLE 2: SUMMARY OF EXCISE TAX RETURNS
AMOUNTS REPORTED BY TAX TYPE AND LINE CODE
Calendar Year 2011 (\$000's)**

STATE BUSINESS AND OCCUPATION TAX							
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
1	Extracting, Extracting for Hire	16	\$410,231	\$13,251	\$396,980	0.004840	\$1,921
2	Processing Meat-Whlse, Mfg. Wheat into Flour Raw Seafood, Soybean, and Canola Proc.	30	5,390,093	291,321	5,098,771	0.001380	7,036
3	Travel Agent Commissions; International Charter Freight, Brokers and Stevedoring	28	3,959,074	446,489	3,512,585	0.002750	9,660
4	Insurance Agents/Brokers	14	2,076,152	120,161	1,955,991	0.004840	9,467
5	Splitting or Processing Dried Peas; Presc. Drug Warehousing; Manufacturing Dairy Products	21	3,997,226	281,985	3,715,241	0.001380	5,127
6	Processing for Hire/Printing and Publishing	10	2,115,659	228,011	1,887,648	0.004840	9,136
7	Manufacturing	7	26,897,588	877,733	26,019,855	0.004840	125,936
8	Royalties; Child Care	80	1,788,903	314,955	1,473,949	0.004840	7,134
9	Wholesaling	3	190,585,487	65,114,888	125,470,598	0.004840	607,278
10	Warehousing, Radio and TV Broadcasting; Public Road Construction/Gov't Contracting	11	6,324,741	815,566	5,509,174	0.004840	26,664
11	Public or Nonprofit Hospitals	55	9,253,204	1,927,452	7,325,751	0.015000	109,886
12	For Profit Hospitals, Scientific R&D	135	2,297,107	1,385,231	911,876	0.015000	13,678
13	Cleanup of Radioactive Waste for U.S. Gov't Environmental Remedial Action	83	4,144,587	1,653	4,142,934	0.004710	19,513
14	Service & Other Activities	4	101,519,359	22,901,860	78,617,499	0.018000	1,415,115
15	Gambling Contests of Chance (\$50,000 per year or greater)	192	483,307	175,888	307,419	0.019300	5,933
16	Retailing of Interstate Transportation Equip.	19	1,628,341	467,428	1,160,913	0.004840	5,619
17	Retailing	2	175,831,299	29,132,865	146,698,433	0.004710	690,950
18	Non-Mfg Aerospace Product Development	188	277,594	645	276,949	0.009000	2,493
19	FAR Part 145 Repair Stations	189	227,553	3,899	223,654	0.002904	649
20	Mfg. of Aluminum/Solar Energy/FAR	190	D	D	D	0.002904	D
21	Wholesaling of Aluminum/Solar Energy	191	0	0	0	0.002904	0
22	Mfg. of Commercial Airplanes or Components	195	1,956,073	10,825	1,945,248	0.002904	5,649
23	Whlse of Commercial Airplanes or Components	196	11,426,512	2,800,706	8,625,806	0.002904	25,049
24	Retailing of Commercial Airplanes or Components	197	26,432,452	1,589,709	24,842,743	0.002904	72,143
25	Parimutuel Wagering	193	D	D	D	0.001300	D
26	Processing for Hire Timber Products	300	748,329	9	748,320	0.003424	2,562
27	Extracting Timber, Extracting for Hire Timber	301	423,633	20,311	403,322	0.003424	1,381
28	Manufacturing of Timber or Wood Products	302	4,265,784	378,293	3,887,491	0.003424	13,311
29	Wholesaling of Timber or Wood Products	303	7,835,266	4,617,312	3,217,954	0.003424	11,018
30	Sale of Standing Timber	304	15,647	0	15,647	0.003424	54
31	Manufacturing of Semi-Conductors	607	D	D	D	0.002750	D
TOTAL B&O TAXES			592,311,200	133,918,447	458,392,753		3,204,363

STATE SALES TAX AND USE TAX

NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
32	Retail Sales Tax	1	\$177,554,273	\$73,813,448	\$103,740,825	0.065000	\$6,743,154
33	Use Tax	5	4,856,377	0	4,856,377	0.065000	315,664
TOTAL STATE SALES/USE TAX			182,410,649	73,813,448	108,597,202		7,058,818

STATE PUBLIC UTILITY TAX

NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
34	Water Distribution	60	\$1,012,188	\$65,358	\$946,830	0.050290	\$47,616
35	Sewer Collection	61	544,735	253,851	290,884	0.038520	11,205
36	Power	49	7,513,452	1,394,587	6,118,866	0.038730	236,984
37	Gas Dist., Telegraph	26	1,697,416	11,732	1,685,684	0.038520	64,933
38	Motor Transportation, Railroad, Railroad Car	8	5,080,098	3,698,462	1,381,636	0.019260	26,610
39	Urban Transportation/Vessels Under 65 Feet	12	761,155	249,642	511,513	0.006420	3,284
40	Other Public Service	13	675,121	470,591	204,531	0.019260	3,939
TOTAL PUBLIC UTILITY TAXES			17,284,166	6,144,222	11,139,944		394,571

OTHER TAXES

NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
41	Motor Vehicle Sales/Leases	120	\$7,869,322	\$0	\$7,869,322	0.003000	23,608
42	Litter Tax	36	60,670,841	0	60,670,841	0.000150	9,101
43	Tobacco Products	20	31,884	0	31,884	0.950000	30,290
44	Cigar Tax (\$0.67 or more)	194	Cigars	0	1,409	\$.65 /Cigar	916
45	Little Cigar Tax	198	26,461	0	26,461	\$.15 /Cigar	4,002
46	Moist Snuff (1.2 oz. or less)	162	18,582	0	18,582	\$ 2.52 /Unit	46,939
47	Moist Snuff (more than 1.2 oz.)	163	174	0	174	\$ 2.10 /Unit	366
48	Spirit Sales to Licensees	251	Devices	0	0	0.000000	0
49	Spirit Sales to Consumers	252	Gallons	0	204	0.205000	42
50	Spirits Liter Sales to Licensees	253	Liters	0	0	\$ 2.4408/Liter	0
51	Spirits Liter Sales to Consumers	254	Liters	0	5	\$ 3.7708/Liter	20
52	Refuse Collection	64	1,356,112	0	940,712	0.036000	33,866
53	Petroleum Products Tax	57	0	0	0	0.000000	0
54	Hazardous Substance	65	30,394,753	1,163,634	29,231,119	0.007000	204,618
55	IMR	79	137,066	0	137,066	0.060000	8,224
56	Solid Fuel Burning Device Fee	59	Devices	0	7	\$ 30.00 /Device	222
57	Syrup Tax	54	Gallons	0	9,357	\$ 1.00 /Gal	9,357
58	Tire Fee	73	Tires	0	4,014	\$.90 /Tire	3,612
59	State/Local Enhanced 911, TRS, WTAP	793	Switched Lines	0	0	\$1.08-1.28/Line	47,274
60	Wireless State/Local Enhanced 911 Tax	794	Radio Lines	0	0	\$0.75-0.95/Line	74,674
61	VOIP State/Local Enhanced 911 Tax	795	VOIP Lines	0	0	\$0.25-0.95/Line	5,716

TOTAL OTHER TAXES

502,846

TOTAL STATE TAXES \$11,160,598**

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, 2010 to Calendar Year, 2011
(Dollars in Thousands)

County	Calendar Year, 2010	Calendar Year, 2011	Percent Change
Adams	\$201,174	\$248,452	23.5%
Asotin	\$249,687	\$253,104	1.4%
Benton	\$2,731,891	\$2,959,959	8.3%
Chelan	\$1,319,347	\$1,308,164	-0.8%
Clallam	\$916,739	\$909,513	-0.8%
Clark	\$4,036,328	\$4,197,333	4.0%
Columbia	\$38,207	\$55,920	46.4%
Cowlitz	\$1,331,068	\$1,204,680	-9.5%
Douglas	\$488,304	\$528,078	8.1%
Ferry	\$52,168	\$55,300	6.0%
Franklin	\$964,585	\$1,007,226	4.4%
Garfield	\$24,095	\$89,619	271.9%
Grant	\$1,215,315	\$1,491,166	22.7%
Grays Harbor	\$816,076	\$902,674	10.6%
Island	\$705,368	\$694,351	-1.6%
Jefferson	\$331,542	\$342,467	3.3%
King	\$38,789,856	\$40,403,609	4.2%
Kitsap	\$3,032,890	\$3,043,382	0.3%
Kittitas	\$618,901	\$646,913	4.5%
Klickitat	\$211,678	\$210,399	-0.6%
Lewis	\$952,837	\$970,459	1.8%
Lincoln	\$89,902	\$115,421	28.4%
Mason	\$492,544	\$500,778	1.7%
Okanogan	\$478,217	\$481,136	0.6%
Pacific	\$195,303	\$197,515	1.1%
Pend Oreille	\$96,405	\$103,690	7.6%
Pierce	\$10,624,266	\$10,520,819	-1.0%
San Juan	\$345,012	\$336,707	-2.4%
Skagit	\$1,963,038	\$2,072,305	5.6%
Skamania	\$80,453	\$107,805	34.0%
Snohomish	\$9,735,984	\$9,742,664	0.1%
Spokane	\$6,755,693	\$6,901,541	2.2%
Stevens	\$339,242	\$342,488	1.0%
Thurston	\$3,800,794	\$3,754,016	-1.2%
Wahkiakum	\$21,293	\$31,323	47.1%
Walla Walla	\$654,130	\$686,261	4.9%
Whatcom	\$2,906,187	\$3,026,148	4.1%
Whitman	\$445,977	\$589,648	32.2%
Yakima	\$2,722,622	\$2,777,584	2.0%
Total	\$100,775,116	\$103,810,615	3.0%

TABLE 3: TAXABLE RETAIL SALES FOR ADAMS AND ASOTIN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	ADAMS*	UNITS	ASOTIN*
RETAIL TRADE	44-45	1,525	\$77,283,614	1,484	\$153,104,585
MOTOR VEHICLES & PARTS	441	83	12,541,506	71	11,998,452
NEW & USED AUTO DEALERS	4411	18	3,118,506	14	3,650,666
RV, BOAT, MOTORCYCLE DEALERS	4412	15	39,420	22	3,999,590
AUTOMOTIVE PARTS & TIRE	4413	50	9,383,580	35	4,348,196
FURNITURE & HOME FURNISHING	442	51	964,845	48	1,739,557
ELECTRONICS & APPLIANCES	443	114	3,070,092	115	1,885,746
APPLIANCES, TV & OTHER ELECTRONICS	44311	42	1,809,492	40	832,980
COMPUTERS & SOFTWARE	44312	70	1,259,996	72	1,051,121
CAMERA & PHOTO SUPPLIES	44313	D	D	3	1,645
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	110	8,010,563	77	7,352,015
BUILDING MATERIALS	4441	78	6,031,292	54	6,631,369
LAWN & GARDEN SUPPLIES & EQUIP.	4442	32	1,979,271	23	720,646
FOOD & BEVERAGE STORES	445	26	3,696,853	28	8,647,517
GROCERY & CONVENIENCE STORES	4451	10	3,598,552	6	7,826,980
OTHER FOOD & BEVERAGE STORES	4452, 4453	16	98,301	22	820,537
DRUG/HEALTH STORES	446	83	547,875	87	3,204,199
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	22	10,248,754	5	214,502
APPAREL & ACCESSORIES	448	98	535,143	115	1,008,643
CLOTHING & SHOE STORES	4481, 4482	88	501,755	99	487,947
JEWELRY & LUGGAGE STORES	4483	10	33,388	16	520,696
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	131	3,763,738	141	3,771,646
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	79	824,836	92	3,221,692
BOOK/PERIODICAL/MUSIC STORE	4512	52	2,938,901	49	549,954
GENERAL MERCHANDISE STORES	452	16	21,098,901	19	104,002,960
DEPARTMENT STORES	4521	4	377,763	4	447,838
GENERAL MERCHANDISE STORES	4529	12	20,721,138	15	103,555,122
E-COMMERCE & MAIL ORDER	4541	187	1,896,019	202	2,477,754
MISCELLANEOUS RETAILERS	453, 4542, 4543	604	10,909,326	576	6,801,594
AGRICULTURE, FORESTRY, FISHING	11	21	849,984	11	37,340
MINING	21	4	164,399	3	38,170
UTILITIES	22	6	490,557	3	13,075
CONSTRUCTION	23	638	64,360,079	370	22,449,118
CONSTRUCTION OF BUILDINGS	236	116	27,808,073	92	9,899,029
HEAVY CONSTRUCTION & HIGHWAYS	237	48	10,481,830	19	1,939,367
SPECIAL TRADE CONTRACTORS	238	474	26,070,176	259	10,610,721
MANUFACTURING	31-33	308	10,478,578	274	3,784,652
WHOLESALE TRADE	42	969	45,515,744	898	15,601,919
DURABLE GOODS	423	670	37,769,168	630	10,300,735
NONDURABLE GOODS	424	287	7,688,392	257	5,259,691
ELECTRONIC MARKETS, AGENTS & BROKERS	425	12	58,183	11	41,492
TRANSPORTATION & WAREHOUSING	48-49	26	596,085	22	991,721
INFORMATION	51	218	9,916,885	201	9,210,315
FINANCE, INSURANCE	52	45	971,132	47	692,270
REAL ESTATE, RENTAL/LEASING	53	132	4,239,712	101	8,038,819
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	217	3,841,595	212	1,807,437
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	264	2,647,558	236	4,777,432
ARTS, ENTERTAINMENT & RECREATION	71	29	685,609	28	1,983,913
ACCOMMODATIONS & FOOD SERVICES	72	74	18,734,488	63	25,514,450
ACCOMMODATIONS	721	10	2,946,778	12	5,393,541
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	64	15,787,710	51	20,120,909
OTHER SERVICES	81	208	7,558,850	150	5,031,665
REPAIR & MAINTENANCE	811	153	6,156,298	98	3,255,880
PERSONAL SERVICE	812	36	1,141,055	41	1,184,635
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	19	261,497	11	591,150
PUBLIC ADMINISTRATION, OTHER	92.00	10	117,358	5	27,392
TOTAL ALL INDUSTRIES		4,694	\$248,452,227	4,108	\$253,104,273

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR BENTON AND CHELAN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	BENTON*	UNITS	CHELAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,603</u>	<u>\$1,496,094,607</u>	<u>3,470</u>	<u>\$569,041,721</u>
MOTOR VEHICLES & PARTS	441	251	301,417,732	192	139,911,691
NEW & USED AUTO DEALERS	4411	73	233,446,688	45	102,880,282
RV, BOAT, MOTORCYCLE DEALERS	4412	58	24,501,421	48	13,323,437
AUTOMOTIVE PARTS & TIRE	4413	120	43,469,623	99	23,707,973
FURNITURE & HOME FURNISHING	442	181	51,847,742	135	11,501,073
ELECTRONICS & APPLIANCES	443	369	68,913,588	284	17,345,881
APPLIANCES, TV & OTHER ELECTRONICS	44311	117	44,024,806	88	4,594,641
COMPUTERS & SOFTWARE	44312	243	24,848,793	191	12,677,630
CAMERA & PHOTO SUPPLIES	44313	9	39,988	5	73,610
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	241	135,633,190	205	74,295,299
BUILDING MATERIALS	4441	180	124,633,711	156	70,525,212
LAWN & GARDEN SUPPLIES & EQUIP.	4442	61	10,999,478	49	3,770,087
FOOD & BEVERAGE STORES	445	164	80,754,857	119	47,508,858
GROCERY & CONVENIENCE STORES	4451	40	73,598,905	32	44,043,243
OTHER FOOD & BEVERAGE STORES	4452, 4453	124	7,155,952	87	3,465,615
DRUG/HEALTH STORES	446	247	41,731,955	183	11,833,042
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	42	54,988,266	36	19,419,232
APPAREL & ACCESSORIES	448	307	117,491,902	230	20,558,348
CLOTHING & SHOE STORES	4481, 4482	246	101,948,400	184	18,145,755
JEWELRY & LUGGAGE STORES	4483	61	15,543,502	46	2,412,594
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	347	69,598,038	288	24,826,384
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	233	55,807,363	191	19,337,547
BOOK/PERIODICAL/MUSIC STORE	4512	114	13,790,675	97	5,488,837
GENERAL MERCHANDISE STORES	452	34	413,551,520	29	118,816,927
DEPARTMENT STORES	4521	9	138,510,416	5	34,410,798
GENERAL MERCHANDISE STORES	4529	25	275,041,105	24	84,406,129
E-COMMERCE & MAIL ORDER	4541	496	27,206,218	343	10,616,455
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,924	132,959,600	1,426	72,408,530
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>51</u>	<u>3,162,673</u>	<u>54</u>	<u>2,287,971</u>
<u>MINING</u>	<u>21</u>	<u>9</u>	<u>1,211,086</u>	<u>9</u>	<u>642,962</u>
<u>UTILITIES</u>	<u>22</u>	<u>19</u>	<u>3,446,844</u>	<u>17</u>	<u>2,848,672</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,060</u>	<u>413,593,877</u>	<u>1,498</u>	<u>191,126,425</u>
CONSTRUCTION OF BUILDINGS	236	550	206,492,116	437	92,154,664
HEAVY CONSTRUCTION & HIGHWAYS	237	104	20,158,600	81	26,512,243
SPECIAL TRADE CONTRACTORS	238	1,406	186,943,161	980	72,459,518
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,114</u>	<u>57,783,454</u>	<u>853</u>	<u>37,486,770</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,520</u>	<u>218,268,348</u>	<u>2,086</u>	<u>124,487,618</u>
DURABLE GOODS	423	1,732	170,848,456	1,432	92,079,979
NONDURABLE GOODS	424	759	46,646,115	630	32,035,550
ELECTRONIC MARKETS, AGENTS & BROKERS	425	29	773,777	24	372,089
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>80</u>	<u>3,214,814</u>	<u>56</u>	<u>4,504,382</u>
<u>INFORMATION</u>	<u>51</u>	<u>521</u>	<u>115,560,001</u>	<u>438</u>	<u>46,860,212</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>130</u>	<u>17,614,219</u>	<u>106</u>	<u>8,306,720</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>425</u>	<u>64,019,434</u>	<u>334</u>	<u>29,975,008</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>892</u>	<u>59,113,835</u>	<u>652</u>	<u>26,367,449</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,031</u>	<u>84,990,704</u>	<u>786</u>	<u>26,662,907</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>166</u>	<u>26,965,040</u>	<u>148</u>	<u>13,496,106</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>436</u>	<u>306,881,206</u>	<u>501</u>	<u>185,278,379</u>
ACCOMMODATIONS	721	45	44,921,488	214	76,546,927
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	391	261,959,719	287	108,731,452
<u>OTHER SERVICES</u>	<u>81</u>	<u>801</u>	<u>87,984,500</u>	<u>591</u>	<u>38,553,367</u>
REPAIR & MAINTENANCE	811	494	68,869,706	379	29,820,098
PERSONAL SERVICE	812	247	16,670,942	146	6,205,180
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	60	2,443,852	66	2,528,088
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>16</u>	<u>54,649</u>	<u>15</u>	<u>237,740</u>
TOTAL ALL INDUSTRIES		14,874	\$2,959,959,291	11,614	\$1,308,164,409

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR CLALLAM AND CLARK COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	CLALLAM*	UNITS	CLARK*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,413</u>	<u>\$458,722,613</u>	<u>6,259</u>	<u>\$1,948,905,692</u>
MOTOR VEHICLES & PARTS	441	167	76,429,802	288	328,243,638
NEW & USED AUTO DEALERS	4411	40	55,535,937	72	245,184,768
RV, BOAT, MOTORCYCLE DEALERS	4412	40	2,145,100	63	13,584,562
AUTOMOTIVE PARTS & TIRE	4413	87	18,748,765	153	69,474,308
FURNITURE & HOME FURNISHING	442	125	13,619,691	217	60,704,000
ELECTRONICS & APPLIANCES	443	243	17,253,546	511	70,558,448
APPLIANCES, TV & OTHER ELECTRONICS	44311	76	10,159,228	139	28,302,750
COMPUTERS & SOFTWARE	44312	161	7,055,498	366	41,995,054
CAMERA & PHOTO SUPPLIES	44313	6	38,820	6	260,644
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	211	61,899,515	344	194,656,946
BUILDING MATERIALS	4441	143	53,976,657	238	171,616,436
LAWN & GARDEN SUPPLIES & EQUIP.	4442	68	7,922,858	106	23,040,511
FOOD & BEVERAGE STORES	445	114	46,505,552	263	171,114,946
GROCERY & CONVENIENCE STORES	4451	32	44,806,242	89	160,236,583
OTHER FOOD & BEVERAGE STORES	4452, 4453	82	1,699,311	174	10,878,363
DRUG/HEALTH STORES	446	162	14,979,020	281	60,226,137
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	26	30,814,593	109	76,715,504
APPAREL & ACCESSORIES	448	220	8,023,052	374	110,235,335
CLOTHING & SHOE STORES	4481, 4482	170	6,937,439	289	98,778,303
JEWELRY & LUGGAGE STORES	4483	50	1,085,613	85	11,457,031
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	290	13,464,289	446	66,255,064
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	180	10,926,435	298	47,578,011
BOOK/PERIODICAL/MUSIC STORE	4512	110	2,537,854	148	18,677,053
GENERAL MERCHANDISE STORES	452	32	122,487,596	48	546,385,324
DEPARTMENT STORES	4521	5	9,580,846	8	140,992,346
GENERAL MERCHANDISE STORES	4529	27	112,906,749	40	405,392,979
E-COMMERCE & MAIL ORDER	4541	363	9,834,536	638	48,161,529
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,460	43,411,421	2,740	215,648,819
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>69</u>	<u>2,941,731</u>	<u>119</u>	<u>20,481,763</u>
<u>MINING</u>	<u>21</u>	<u>10</u>	<u>921,764</u>	<u>16</u>	<u>1,821,898</u>
<u>UTILITIES</u>	<u>22</u>	<u>14</u>	<u>157,685</u>	<u>18</u>	<u>6,059,496</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,223</u>	<u>133,636,960</u>	<u>3,653</u>	<u>629,132,919</u>
CONSTRUCTION OF BUILDINGS	236	364	78,349,093	1,018	289,360,772
HEAVY CONSTRUCTION & HIGHWAYS	237	57	4,502,969	123	66,844,517
SPECIAL TRADE CONTRACTORS	238	802	50,784,899	2,512	272,927,631
<u>MANUFACTURING</u>	<u>31-33</u>	<u>786</u>	<u>15,750,340</u>	<u>1,481</u>	<u>60,055,801</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,823</u>	<u>59,213,310</u>	<u>3,112</u>	<u>266,437,347</u>
DURABLE GOODS	423	1,260	44,535,721	2,117	213,863,032
NONDURABLE GOODS	424	543	14,449,707	954	51,814,796
ELECTRONIC MARKETS, AGENTS & BROKERS	425	20	227,882	41	759,519
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>73</u>	<u>3,057,795</u>	<u>157</u>	<u>16,584,180</u>
<u>INFORMATION</u>	<u>51</u>	<u>381</u>	<u>41,000,588</u>	<u>672</u>	<u>273,591,827</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>101</u>	<u>3,458,829</u>	<u>166</u>	<u>29,911,908</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>243</u>	<u>11,417,974</u>	<u>530</u>	<u>86,764,481</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>556</u>	<u>13,187,728</u>	<u>1,323</u>	<u>64,413,320</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>752</u>	<u>16,854,568</u>	<u>1,744</u>	<u>117,635,817</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>140</u>	<u>8,234,709</u>	<u>291</u>	<u>46,357,702</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>378</u>	<u>104,014,886</u>	<u>768</u>	<u>483,582,764</u>
ACCOMMODATIONS	721	142	27,271,379	52	52,542,562
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	236	76,743,506	716	431,040,202
<u>OTHER SERVICES</u>	<u>81</u>	<u>629</u>	<u>36,796,098</u>	<u>1,478</u>	<u>144,676,416</u>
REPAIR & MAINTENANCE	811	417	31,553,984	924	113,863,233
PERSONAL SERVICE	812	158	4,132,285	465	28,677,902
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	54	1,109,830	89	2,135,281
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>145,758</u>	<u>22</u>	<u>919,446</u>
TOTAL ALL INDUSTRIES		10,602	\$909,513,336	21,809	\$4,197,332,776

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR COLUMBIA AND COWLITZ COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	COLUMBIA*	UNITS	COWLITZ*
RETAIL TRADE	44-45	813	\$21,833,578	3,353	\$610,112,787
MOTOR VEHICLES & PARTS	441	35	953,667	182	156,934,331
NEW & USED AUTO DEALERS	4411	5	465,569	44	121,236,878
RV, BOAT, MOTORCYCLE DEALERS	4412	9	42,608	33	8,099,908
AUTOMOTIVE PARTS & TIRE	4413	21	445,489	105	27,597,545
FURNITURE & HOME FURNISHING	442	21	285,981	119	13,825,741
ELECTRONICS & APPLIANCES	443	56	446,914	265	13,767,274
APPLIANCES, TV & OTHER ELECTRONICS	44311	22	77,635	85	5,795,824
COMPUTERS & SOFTWARE	44312	33	368,186	175	7,931,998
CAMERA & PHOTO SUPPLIES	44313	D	D	5	39,453
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	40	3,027,978	238	66,213,465
BUILDING MATERIALS	4441	28	2,364,036	174	58,683,488
LAWN & GARDEN SUPPLIES & EQUIP.	4442	12	663,942	64	7,529,977
FOOD & BEVERAGE STORES	445	14	2,611,636	105	50,254,305
GROCERY & CONVENIENCE STORES	4451	4	2,559,784	35	48,571,225
OTHER FOOD & BEVERAGE STORES	4452, 4453	10	51,853	70	1,683,080
DRUG/HEALTH STORES	446	39	212,691	181	16,981,940
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	4	713,453	52	52,059,144
APPAREL & ACCESSORIES	448	68	97,278	186	11,661,164
CLOTHING & SHOE STORES	4481, 4482	63	95,442	149	6,657,478
JEWELRY & LUGGAGE STORES	4483	5	1,836	37	5,003,685
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	92	559,308	269	14,157,874
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	55	391,214	183	12,115,808
BOOK/PERIODICAL/MUSIC STORE	4512	37	168,093	86	2,042,066
GENERAL MERCHANDISE STORES	452	8	226,194	34	148,590,295
DEPARTMENT STORES	4521	4	165,829	8	49,838,531
GENERAL MERCHANDISE STORES	4529	4	60,365	26	98,751,764
E-COMMERCE & MAIL ORDER	4541	140	544,047	357	9,392,071
MISCELLANEOUS RETAILERS	453, 4542, 4543	296	12,154,432	1,365	56,275,182
AGRICULTURE, FORESTRY, FISHING	11	14	137,911	63	2,105,813
MINING	21	3	53,670	13	2,030,533
UTILITIES	22	3	153,421	16	308,799
CONSTRUCTION	23	221	9,042,236	1,806	176,317,986
CONSTRUCTION OF BUILDINGS	236	44	2,600,180	411	65,799,949
HEAVY CONSTRUCTION & HIGHWAYS	237	23	1,374,143	100	46,066,406
SPECIAL TRADE CONTRACTORS	238	154	5,067,913	1,295	64,451,632
MANUFACTURING	31-33	122	1,591,100	782	22,951,312
WHOLESALE TRADE	42	462	11,313,656	2,026	86,205,336
DURABLE GOODS	423	318	6,720,986	1,428	68,283,840
NONDURABLE GOODS	424	137	4,578,587	575	17,715,656
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	14,083	23	205,841
TRANSPORTATION & WAREHOUSING	48-49	8	117,521	76	3,645,113
INFORMATION	51	132	2,124,894	414	61,173,093
FINANCE, INSURANCE	52	28	776,576	90	4,618,783
REAL ESTATE, RENTAL/LEASING	53	66	1,850,659	313	25,679,489
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	126	585,672	580	16,965,536
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	138	777,210	778	21,017,406
ARTS, ENTERTAINMENT & RECREATION	71	17	297,064	91	8,078,084
ACCOMMODATIONS & FOOD SERVICES	72	39	3,057,303	301	125,828,807
ACCOMMODATIONS	721	11	1,014,135	48	13,201,685
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	28	2,043,168	253	112,627,122
OTHER SERVICES	81	57	2,141,086	621	36,778,264
REPAIR & MAINTENANCE	811	30	1,711,034	426	28,633,133
PERSONAL SERVICE	812	21	251,449	158	6,460,056
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	6	178,603	37	1,685,075
PUBLIC ADMINISTRATION, OTHER	92.00	5	66,074	15	863,234
TOTAL ALL INDUSTRIES		2,254	\$55,919,631	11,338	\$1,204,680,377

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR DOUGLAS AND FERRY COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	DOUGLAS*	UNITS	FERRY*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,899</u>	<u>\$273,308,455</u>	<u>1,003</u>	<u>\$19,360,081</u>
MOTOR VEHICLES & PARTS	441	100	45,126,603	48	3,730,529
NEW & USED AUTO DEALERS	4411	17	33,442,507	5	392,645
RV, BOAT, MOTORCYCLE DEALERS	4412	28	2,959,343	13	156,653
AUTOMOTIVE PARTS & TIRE	4413	55	8,724,753	30	3,181,230
FURNITURE & HOME FURNISHING	442	62	9,791,926	34	306,381
ELECTRONICS & APPLIANCES	443	147	29,642,981	63	605,985
APPLIANCES, TV & OTHER ELECTRONICS	44311	52	2,216,513	33	287,859
COMPUTERS & SOFTWARE	44312	91	27,415,839	30	318,126
CAMERA & PHOTO SUPPLIES	44313	4	10,628	0	0
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	124	12,005,841	76	2,825,678
BUILDING MATERIALS	4441	94	6,107,297	56	2,022,989
LAWN & GARDEN SUPPLIES & EQUIP.	4442	30	5,898,544	20	802,689
FOOD & BEVERAGE STORES	445	50	16,084,347	19	2,651,635
GROCERY & CONVENIENCE STORES	4451	11	14,900,804	7	2,644,205
OTHER FOOD & BEVERAGE STORES	4452, 4453	39	1,183,544	12	7,430
DRUG/HEALTH STORES	446	98	4,241,302	64	355,944
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	13	7,307,091	9	3,431,623
APPAREL & ACCESSORIES	448	142	9,372,665	78	261,434
CLOTHING & SHOE STORES	4481, 4482	126	6,867,277	71	258,706
JEWELRY & LUGGAGE STORES	4483	16	2,505,388	7	2,729
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	158	4,910,904	89	447,585
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	106	4,573,749	58	356,068
BOOK/PERIODICAL/MUSIC STORE	4512	52	337,155	31	91,516
GENERAL MERCHANDISE STORES	452	28	112,687,174	10	244,762
DEPARTMENT STORES	4521	6	28,759,073	4	157,151
GENERAL MERCHANDISE STORES	4529	22	83,928,101	6	87,610
E-COMMERCE & MAIL ORDER	4541	252	4,282,227	158	1,001,008
MISCELLANEOUS RETAILERS	453, 4542, 4543	725	17,855,394	355	3,497,518
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>30</u>	<u>624,918</u>	<u>16</u>	<u>232,542</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>28,549</u>	<u>6</u>	<u>2,671,079</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>444,951</u>	<u>D</u>	<u>D</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>793</u>	<u>78,589,645</u>	<u>191</u>	<u>10,145,172</u>
CONSTRUCTION OF BUILDINGS	236	211	43,155,524	42	3,360,936
HEAVY CONSTRUCTION & HIGHWAYS	237	54	14,689,273	21	620,365
SPECIAL TRADE CONTRACTORS	238	528	20,744,848	128	6,163,871
<u>MANUFACTURING</u>	<u>31-33</u>	<u>377</u>	<u>7,464,661</u>	<u>150</u>	<u>2,151,192</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,099</u>	<u>56,047,468</u>	<u>525</u>	<u>8,635,556</u>
DURABLE GOODS	423	753	47,337,182	382	6,303,360
NONDURABLE GOODS	424	333	8,606,927	133	2,290,277
ELECTRONIC MARKETS, AGENTS & BROKERS	425	13	103,359	10	41,918
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>33</u>	<u>1,998,991</u>	<u>7</u>	<u>31,347</u>
<u>INFORMATION</u>	<u>51</u>	<u>269</u>	<u>26,425,742</u>	<u>149</u>	<u>3,261,636</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>58</u>	<u>1,641,798</u>	<u>22</u>	<u>75,710</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>158</u>	<u>7,889,101</u>	<u>58</u>	<u>1,235,574</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>276</u>	<u>19,103,614</u>	<u>109</u>	<u>368,029</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>399</u>	<u>5,866,507</u>	<u>135</u>	<u>718,676</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>36</u>	<u>6,956,507</u>	<u>15</u>	<u>325,730</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>94</u>	<u>31,724,654</u>	<u>36</u>	<u>4,183,377</u>
ACCOMMODATIONS	721	11	2,143,431	15	1,740,146
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	83	29,581,223	21	2,443,231
<u>OTHER SERVICES</u>	<u>81</u>	<u>250</u>	<u>9,896,327</u>	<u>84</u>	<u>1,847,549</u>
REPAIR & MAINTENANCE	811	168	7,304,675	56	1,632,659
PERSONAL SERVICE	812	59	2,470,225	18	154,969
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	23	121,427	10	59,922
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>9</u>	<u>66,380</u>	<u>4</u>	<u>12,581</u>
TOTAL ALL INDUSTRIES		5,795	\$528,078,268	2,512	\$55,300,075

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR FRANKLIN AND GARFIELD COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	FRANKLIN*	UNITS	GARFIELD*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,748</u>	<u>\$411,848,671</u>	<u>569</u>	<u>\$12,245,922</u>
MOTOR VEHICLES & PARTS	441	180	152,072,450	24	585,957
NEW & USED AUTO DEALERS	4411	40	91,034,548	3	146,137
RV, BOAT, MOTORCYCLE DEALERS	4412	32	33,230,158	6	18,307
AUTOMOTIVE PARTS & TIRE	4413	108	27,807,743	15	421,512
FURNITURE & HOME FURNISHING	442	95	8,117,174	15	78,746
ELECTRONICS & APPLIANCES	443	214	9,702,290	41	161,723
APPLIANCES, TV & OTHER ELECTRONICS	44311	67	4,119,521	14	61,612
COMPUTERS & SOFTWARE	44312	144	5,531,225	26	98,175
CAMERA & PHOTO SUPPLIES	44313	3	51,544	D	D
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	164	46,568,006	37	4,944,693
BUILDING MATERIALS	4441	116	43,226,893	27	2,360,025
LAWN & GARDEN SUPPLIES & EQUIP.	4442	48	3,341,113	10	2,584,668
FOOD & BEVERAGE STORES	445	87	26,725,935	9	1,280,915
GROCERY & CONVENIENCE STORES	4451	30	25,273,878	3	1,279,929
OTHER FOOD & BEVERAGE STORES	4452, 4453	57	1,452,056	6	986
DRUG/HEALTH STORES	446	132	13,591,374	26	374,494
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	27	25,161,626	3	312,129
APPAREL & ACCESSORIES	448	208	5,818,952	52	42,127
CLOTHING & SHOE STORES	4481, 4482	182	5,434,991	48	37,337
JEWELRY & LUGGAGE STORES	4483	26	383,961	4	4,790
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	211	6,332,926	52	98,502
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	144	2,459,884	33	77,937
BOOK/PERIODICAL/MUSIC STORE	4512	67	3,873,042	19	20,566
GENERAL MERCHANDISE STORES	452	27	63,130,197	7	84,116
DEPARTMENT STORES	4521	4	1,754,804	3	68,964
GENERAL MERCHANDISE STORES	4529	23	61,375,393	4	15,152
E-COMMERCE & MAIL ORDER	4541	298	6,130,665	97	303,161
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,105	48,497,077	206	3,979,358
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>41</u>	<u>5,691,879</u>	<u>4</u>	<u>25,079</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>1,431,125</u>	<u>4</u>	<u>292,750</u>
<u>UTILITIES</u>	<u>22</u>	<u>7</u>	<u>323,317</u>	<u>D</u>	<u>D</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,278</u>	<u>140,879,175</u>	<u>167</u>	<u>24,690,078</u>
CONSTRUCTION OF BUILDINGS	236	286	53,781,438	30	6,069,832
HEAVY CONSTRUCTION & HIGHWAYS	237	90	11,994,800	16	734,315
SPECIAL TRADE CONTRACTORS	238	902	75,102,938	121	17,885,930
<u>MANUFACTURING</u>	<u>31-33</u>	<u>590</u>	<u>23,923,694</u>	<u>99</u>	<u>1,551,570</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,719</u>	<u>151,245,997</u>	<u>336</u>	<u>42,993,287</u>
DURABLE GOODS	423	1,200	121,819,752	249	41,674,981
NONDURABLE GOODS	424	499	28,946,822	83	1,310,186
ELECTRONIC MARKETS, AGENTS & BROKERS	425	20	479,423	4	8,120
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>52</u>	<u>5,561,728</u>	<u>5</u>	<u>114,945</u>
<u>INFORMATION</u>	<u>51</u>	<u>362</u>	<u>40,758,649</u>	<u>94</u>	<u>1,300,849</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>96</u>	<u>6,212,742</u>	<u>17</u>	<u>77,674</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>255</u>	<u>38,254,985</u>	<u>55</u>	<u>4,002,505</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>452</u>	<u>13,528,866</u>	<u>67</u>	<u>194,938</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>584</u>	<u>16,358,718</u>	<u>73</u>	<u>997,089</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>53</u>	<u>3,858,834</u>	<u>7</u>	<u>6,669</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>179</u>	<u>75,209,381</u>	<u>13</u>	<u>496,303</u>
ACCOMMODATIONS	721	20	15,177,959	3	84,876
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	159	60,031,422	10	411,428
<u>OTHER SERVICES</u>	<u>81</u>	<u>440</u>	<u>70,429,696</u>	<u>39</u>	<u>557,590</u>
REPAIR & MAINTENANCE	811	326	63,858,301	23	473,457
PERSONAL SERVICE	812	88	6,272,334	14	83,458
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	26	299,062	D	D
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>12</u>	<u>1,708,881</u>	<u>7</u>	<u>27,464</u>
TOTAL ALL INDUSTRIES		8,873	\$1,007,226,337	1,557	\$89,618,646

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	GRANT*	UNITS	GRAYS HARBOR*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,128</u>	<u>\$535,141,135</u>	<u>3,142</u>	<u>\$367,471,183</u>
MOTOR VEHICLES & PARTS	441	206	99,926,824	163	73,582,517
NEW & USED AUTO DEALERS	4411	49	62,188,531	44	52,316,301
RV, BOAT, MOTORCYCLE DEALERS	4412	50	9,159,434	39	1,409,404
AUTOMOTIVE PARTS & TIRE	4413	107	28,578,859	80	19,856,813
FURNITURE & HOME FURNISHING	442	114	9,469,245	113	7,662,649
ELECTRONICS & APPLIANCES	443	253	48,928,687	222	8,913,033
APPLIANCES, TV & OTHER ELECTRONICS	44311	85	8,800,403	75	4,329,444
COMPUTERS & SOFTWARE	44312	163	40,105,879	143	4,547,640
CAMERA & PHOTO SUPPLIES	44313	5	22,405	4	35,948
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	208	78,257,169	204	52,736,796
BUILDING MATERIALS	4441	150	58,430,723	147	47,744,320
LAWN & GARDEN SUPPLIES & EQUIP.	4442	58	19,826,446	57	4,992,476
FOOD & BEVERAGE STORES	445	99	37,824,143	109	42,305,580
GROCERY & CONVENIENCE STORES	4451	37	36,836,220	51	40,331,422
OTHER FOOD & BEVERAGE STORES	4452, 4453	62	987,923	58	1,974,158
DRUG/HEALTH STORES	446	169	9,178,334	150	10,125,918
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	49	36,222,084	41	40,876,370
APPAREL & ACCESSORIES	448	195	10,663,318	201	7,635,242
CLOTHING & SHOE STORES	4481, 4482	166	8,838,245	159	5,659,228
JEWELRY & LUGGAGE STORES	4483	29	1,825,073	42	1,976,014
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	235	12,824,707	231	6,494,735
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	150	8,778,306	145	4,878,723
BOOK/PERIODICAL/MUSIC STORE	4512	85	4,046,400	86	1,616,012
GENERAL MERCHANDISE STORES	452	30	91,779,320	30	73,112,390
DEPARTMENT STORES	4521	5	2,810,271	5	17,715,162
GENERAL MERCHANDISE STORES	4529	25	88,969,049	25	55,397,228
E-COMMERCE & MAIL ORDER	4541	318	8,549,468	346	7,025,012
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,252	91,517,837	1,332	37,000,942
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>50</u>	<u>5,040,427</u>	<u>60</u>	<u>3,030,983</u>
<u>MINING</u>	<u>21</u>	<u>8</u>	<u>384,146</u>	<u>11</u>	<u>4,444,120</u>
<u>UTILITIES</u>	<u>22</u>	<u>17</u>	<u>4,790,255</u>	<u>14</u>	<u>59,199</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,446</u>	<u>307,709,184</u>	<u>1,342</u>	<u>217,184,976</u>
CONSTRUCTION OF BUILDINGS	236	321	191,078,489	350	61,699,555
HEAVY CONSTRUCTION & HIGHWAYS	237	98	32,255,102	77	81,723,709
SPECIAL TRADE CONTRACTORS	238	1,027	84,375,594	915	73,761,711
<u>MANUFACTURING</u>	<u>31-33</u>	<u>729</u>	<u>32,155,102</u>	<u>682</u>	<u>27,077,202</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,900</u>	<u>297,280,700</u>	<u>1,731</u>	<u>58,751,791</u>
DURABLE GOODS	423	1,340	245,826,971	1,206	44,457,542
NONDURABLE GOODS	424	539	51,191,746	508	14,158,402
ELECTRONIC MARKETS, AGENTS & BROKERS	425	21	261,982	17	135,847
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>61</u>	<u>4,047,324</u>	<u>57</u>	<u>5,288,147</u>
<u>INFORMATION</u>	<u>51</u>	<u>408</u>	<u>51,014,998</u>	<u>370</u>	<u>39,752,453</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>99</u>	<u>6,455,577</u>	<u>96</u>	<u>3,945,569</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>296</u>	<u>30,715,246</u>	<u>271</u>	<u>18,397,451</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>523</u>	<u>25,384,496</u>	<u>480</u>	<u>11,524,900</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>645</u>	<u>26,362,213</u>	<u>589</u>	<u>12,042,493</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>88</u>	<u>9,022,093</u>	<u>120</u>	<u>5,528,456</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>313</u>	<u>111,364,223</u>	<u>381</u>	<u>106,882,138</u>
ACCOMMODATIONS	721	68	24,394,131	135	35,078,708
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	245	86,970,092	246	71,803,431
<u>OTHER SERVICES</u>	<u>81</u>	<u>555</u>	<u>44,092,421</u>	<u>482</u>	<u>21,161,552</u>
REPAIR & MAINTENANCE	811	386	37,063,404	314	15,630,776
PERSONAL SERVICE	812	117	5,664,664	120	4,016,463
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	52	1,364,352	48	1,514,312
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>14</u>	<u>205,972</u>	<u>16</u>	<u>130,574</u>
TOTAL ALL INDUSTRIES		10,280	\$1,491,165,512	9,845	\$902,673,770

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR ISLAND AND JEFFERSON COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	ISLAND*	UNITS	JEFFERSON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,652</u>	<u>\$290,685,847</u>	<u>2,487</u>	<u>\$123,782,651</u>
MOTOR VEHICLES & PARTS	441	153	27,724,676	117	10,676,792
NEW & USED AUTO DEALERS	4411	29	10,230,899	22	983,977
RV, BOAT, MOTORCYCLE DEALERS	4412	44	4,470,970	45	4,742,068
AUTOMOTIVE PARTS & TIRE	4413	80	13,022,808	50	4,950,747
FURNITURE & HOME FURNISHING	442	175	13,150,811	109	4,621,556
ELECTRONICS & APPLIANCES	443	241	15,305,878	155	4,901,983
APPLIANCES, TV & OTHER ELECTRONICS	44311	83	8,238,685	62	2,104,055
COMPUTERS & SOFTWARE	44312	153	6,647,559	89	2,784,574
CAMERA & PHOTO SUPPLIES	44313	5	419,633	4	13,354
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	239	53,332,107	187	20,241,905
BUILDING MATERIALS	4441	178	49,534,453	130	18,013,607
LAWN & GARDEN SUPPLIES & EQUIP.	4442	61	3,797,654	57	2,228,298
FOOD & BEVERAGE STORES	445	107	30,458,993	64	14,106,385
GROCERY & CONVENIENCE STORES	4451	16	27,384,167	9	13,339,088
OTHER FOOD & BEVERAGE STORES	4452, 4453	91	3,074,826	55	767,297
DRUG/HEALTH STORES	446	160	9,706,470	120	4,231,956
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	20	15,271,262	13	10,727,169
APPAREL & ACCESSORIES	448	243	7,158,086	186	5,209,438
CLOTHING & SHOE STORES	4481, 4482	194	5,464,857	149	4,621,939
JEWELRY & LUGGAGE STORES	4483	49	1,693,230	37	587,499
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	286	6,131,777	205	4,723,499
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	182	4,761,110	130	3,606,748
BOOK/PERIODICAL/MUSIC STORE	4512	104	1,370,667	75	1,116,751
GENERAL MERCHANDISE STORES	452	29	51,569,711	22	11,964,964
DEPARTMENT STORES	4521	5	2,588,664	4	1,279,102
GENERAL MERCHANDISE STORES	4529	24	48,981,047	18	10,685,862
E-COMMERCE & MAIL ORDER	4541	394	13,471,359	287	5,524,002
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,605	47,404,717	1,022	26,853,002
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>67</u>	<u>819,286</u>	<u>47</u>	<u>820,299</u>
<u>MINING</u>	<u>21</u>	<u>10</u>	<u>655,647</u>	<u>7</u>	<u>710,771</u>
<u>UTILITIES</u>	<u>22</u>	<u>20</u>	<u>1,833,375</u>	<u>8</u>	<u>112,829</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,191</u>	<u>128,300,768</u>	<u>1,076</u>	<u>63,576,488</u>
CONSTRUCTION OF BUILDINGS	236	611	66,423,752	310	31,215,523
HEAVY CONSTRUCTION & HIGHWAYS	237	85	11,921,871	63	9,148,103
SPECIAL TRADE CONTRACTORS	238	1,495	49,955,145	703	23,212,862
<u>MANUFACTURING</u>	<u>31-33</u>	<u>806</u>	<u>16,128,969</u>	<u>600</u>	<u>27,679,239</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,672</u>	<u>52,755,949</u>	<u>1,299</u>	<u>21,445,016</u>
DURABLE GOODS	423	1,119	20,469,132	887	14,243,406
NONDURABLE GOODS	424	533	31,881,220	400	7,169,565
ELECTRONIC MARKETS, AGENTS & BROKERS	425	20	405,597	12	32,045
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>57</u>	<u>1,471,784</u>	<u>40</u>	<u>1,093,222</u>
<u>INFORMATION</u>	<u>51</u>	<u>384</u>	<u>41,982,125</u>	<u>312</u>	<u>17,617,382</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>89</u>	<u>3,490,307</u>	<u>73</u>	<u>1,585,876</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>274</u>	<u>9,678,503</u>	<u>167</u>	<u>4,462,370</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>608</u>	<u>11,633,740</u>	<u>373</u>	<u>4,730,053</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>883</u>	<u>24,599,251</u>	<u>514</u>	<u>7,986,635</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>173</u>	<u>11,343,544</u>	<u>104</u>	<u>5,718,280</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>319</u>	<u>76,903,161</u>	<u>207</u>	<u>46,607,337</u>
ACCOMMODATIONS	721	129	13,477,489	73	11,980,102
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	190	63,425,672	134	34,627,236
<u>OTHER SERVICES</u>	<u>81</u>	<u>574</u>	<u>21,828,557</u>	<u>341</u>	<u>14,392,097</u>
REPAIR & MAINTENANCE	811	375	15,776,794	231	12,438,666
PERSONAL SERVICE	812	155	4,406,823	81	1,388,894
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	44	1,644,939	29	564,536
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>8</u>	<u>239,963</u>	<u>13</u>	<u>146,721</u>
TOTAL ALL INDUSTRIES		11,787	\$694,350,774	7,668	\$342,467,266

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR KING AND KITSAP COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	KING*	UNITS	KITSAP*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>19,992</u>	<u>\$16,705,943,169</u>	<u>5,872</u>	<u>1,635,527,429</u>
MOTOR VEHICLES & PARTS	441	938	3,315,969,025	268	343,368,061
NEW & USED AUTO DEALERS	4411	369	2,757,440,657	69	264,443,476
RV, BOAT, MOTORCYCLE DEALERS	4412	217	219,989,669	77	28,516,461
AUTOMOTIVE PARTS & TIRE	4413	352	338,538,699	122	50,408,124
FURNITURE & HOME FURNISHING	442	818	816,322,446	270	46,114,465
ELECTRONICS & APPLIANCES	443	1,263	1,561,084,388	427	72,894,783
APPLIANCES, TV & OTHER ELECTRONICS	44311	386	586,030,735	141	45,966,801
COMPUTERS & SOFTWARE	44312	860	937,447,519	279	26,830,015
CAMERA & PHOTO SUPPLIES	44313	17	37,606,134	7	97,967
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	956	1,173,176,402	364	195,913,624
BUILDING MATERIALS	4441	653	1,094,658,698	243	172,031,370
LAWN & GARDEN SUPPLIES & EQUIP.	4442	303	78,517,704	121	23,882,253
FOOD & BEVERAGE STORES	445	1,353	1,092,784,138	250	124,143,301
GROCERY & CONVENIENCE STORES	4451	739	986,253,426	72	120,879,287
OTHER FOOD & BEVERAGE STORES	4452, 4453	614	106,530,712	178	3,264,014
DRUG/HEALTH STORES	446	798	591,837,375	262	45,424,259
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	368	334,660,109	67	55,106,666
APPAREL & ACCESSORIES	448	1,554	1,710,501,585	381	84,097,120
CLOTHING & SHOE STORES	4481, 4482	1,110	1,535,881,108	297	70,875,538
JEWELRY & LUGGAGE STORES	4483	444	174,620,476	84	13,221,581
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	1,305	811,751,195	433	73,178,321
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	807	620,446,823	282	54,301,007
BOOK/PERIODICAL/MUSIC STORE	4512	498	191,304,372	151	18,877,314
GENERAL MERCHANDISE STORES	452	123	2,778,956,165	46	398,070,476
DEPARTMENT STORES	4521	11	1,033,919,584	7	109,704,500
GENERAL MERCHANDISE STORES	4529	112	1,745,036,581	39	288,365,977
E-COMMERCE & MAIL ORDER	4541	1,290	512,182,400	565	40,049,149
MISCELLANEOUS RETAILERS	453, 4542, 4543	9,226	2,006,717,941	2,539	157,167,204
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>304</u>	<u>31,219,961</u>	<u>105</u>	<u>3,032,568</u>
<u>MINING</u>	<u>21</u>	<u>36</u>	<u>15,973,682</u>	<u>14</u>	<u>1,717,469</u>
<u>UTILITIES</u>	<u>22</u>	<u>54</u>	<u>14,693,346</u>	<u>18</u>	<u>858,236</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>16,536</u>	<u>6,387,815,924</u>	<u>3,754</u>	<u>395,831,994</u>
CONSTRUCTION OF BUILDINGS	236	6,094	3,719,497,824	1,132	211,612,069
HEAVY CONSTRUCTION & HIGHWAYS	237	437	635,829,710	131	34,043,872
SPECIAL TRADE CONTRACTORS	238	10,005	2,032,488,391	2,491	150,176,053
<u>MANUFACTURING</u>	<u>31-33</u>	<u>4,358</u>	<u>907,349,458</u>	<u>1,430</u>	<u>45,767,849</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>6,241</u>	<u>3,169,377,763</u>	<u>2,712</u>	<u>160,623,663</u>
DURABLE GOODS	423	3,987	2,671,117,731	1,809	111,798,736
NONDURABLE GOODS	424	2,165	484,532,828	875	48,374,213
ELECTRONIC MARKETS, AGENTS & BROKERS	425	89	13,727,204	28	450,714
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>646</u>	<u>214,525,498</u>	<u>98</u>	<u>6,488,362</u>
<u>INFORMATION</u>	<u>51</u>	<u>1,611</u>	<u>1,947,372,902</u>	<u>597</u>	<u>154,923,096</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>340</u>	<u>296,741,728</u>	<u>143</u>	<u>17,309,129</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>1,642</u>	<u>1,165,961,243</u>	<u>454</u>	<u>54,647,074</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>6,254</u>	<u>1,149,564,858</u>	<u>1,234</u>	<u>36,633,337</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>7,793</u>	<u>1,206,271,356</u>	<u>1,663</u>	<u>84,239,404</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>1,899</u>	<u>489,828,510</u>	<u>263</u>	<u>27,239,771</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>5,992</u>	<u>5,304,050,297</u>	<u>668</u>	<u>309,517,489</u>
ACCOMMODATIONS	721	454	1,250,642,158	78	25,437,487
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	5,538	4,053,408,139	590	284,080,002
<u>OTHER SERVICES</u>	<u>81</u>	<u>6,570</u>	<u>1,384,462,511</u>	<u>1,213</u>	<u>105,531,195</u>
REPAIR & MAINTENANCE	811	3,639	832,144,101	804	81,753,973
PERSONAL SERVICE	812	2,545	524,094,191	325	21,448,454
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	386	28,224,220	84	2,328,768
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>43</u>	<u>12,363,440</u>	<u>21</u>	<u>3,492,365</u>
TOTAL ALL INDUSTRIES		80,328	\$40,403,608,699	20,260	3,043,381,557

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR KITTITAS AND KLICKITAT COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	KITTITAS*	UNITS	KLICKITAT*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,607</u>	<u>\$233,404,202</u>	<u>1,592</u>	<u>\$54,206,670</u>
MOTOR VEHICLES & PARTS	441	131	46,512,538	82	7,696,079
NEW & USED AUTO DEALERS	4411	31	24,434,575	15	2,044,912
RV, BOAT, MOTORCYCLE DEALERS	4412	36	9,679,520	17	31,360
AUTOMOTIVE PARTS & TIRE	4413	64	12,398,443	50	5,619,807
FURNITURE & HOME FURNISHING	442	119	8,426,208	45	583,817
ELECTRONICS & APPLIANCES	443	196	7,473,405	119	1,722,285
APPLIANCES, TV & OTHER ELECTRONICS	44311	65	3,875,798	35	580,636
COMPUTERS & SOFTWARE	44312	125	3,566,065	80	1,139,579
CAMERA & PHOTO SUPPLIES	44313	6	31,542	4	2,070
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	186	27,544,574	106	6,392,632
BUILDING MATERIALS	4441	147	17,178,308	82	4,316,113
LAWN & GARDEN SUPPLIES & EQUIP.	4442	39	10,366,266	24	2,076,519
FOOD & BEVERAGE STORES	445	70	26,697,214	38	7,366,749
GROCERY & CONVENIENCE STORES	4451	16	21,703,184	11	7,194,131
OTHER FOOD & BEVERAGE STORES	4452, 4453	54	4,994,030	27	172,618
DRUG/HEALTH STORES	446	119	3,352,884	90	2,216,083
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	35	20,541,094	16	11,120,324
APPAREL & ACCESSORIES	448	166	5,104,769	105	463,213
CLOTHING & SHOE STORES	4481, 4482	136	3,834,718	92	410,608
JEWELRY & LUGGAGE STORES	4483	30	1,270,051	13	52,606
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	214	5,862,499	136	1,085,108
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	134	4,955,241	84	819,211
BOOK/PERIODICAL/MUSIC STORE	4512	80	907,257	52	265,897
GENERAL MERCHANDISE STORES	452	28	44,268,618	13	797,020
DEPARTMENT STORES	4521	4	746,845	4	315,371
GENERAL MERCHANDISE STORES	4529	24	43,521,773	9	481,648
E-COMMERCE & MAIL ORDER	4541	291	5,688,860	218	2,547,681
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,052	31,931,539	624	12,215,678
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>60</u>	<u>3,004,666</u>	<u>50</u>	<u>1,974,291</u>
<u>MINING</u>	<u>21</u>	<u>10</u>	<u>1,285,739</u>	<u>7</u>	<u>172,013</u>
<u>UTILITIES</u>	<u>22</u>	<u>13</u>	<u>330,164</u>	<u>10</u>	<u>778,605</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,294</u>	<u>153,849,816</u>	<u>684</u>	<u>70,854,781</u>
CONSTRUCTION OF BUILDINGS	236	328	79,348,560	163	28,809,679
HEAVY CONSTRUCTION & HIGHWAYS	237	70	35,847,890	46	8,419,939
SPECIAL TRADE CONTRACTORS	238	896	38,653,366	475	33,625,163
<u>MANUFACTURING</u>	<u>31-33</u>	<u>584</u>	<u>15,160,634</u>	<u>344</u>	<u>7,819,964</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,473</u>	<u>44,733,877</u>	<u>1,069</u>	<u>24,726,379</u>
DURABLE GOODS	423	1,019	29,597,191	768	19,398,710
NONDURABLE GOODS	424	439	15,007,212	294	5,271,297
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	129,474	7	56,372
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>50</u>	<u>3,667,376</u>	<u>34</u>	<u>2,717,988</u>
<u>INFORMATION</u>	<u>51</u>	<u>331</u>	<u>25,271,338</u>	<u>230</u>	<u>11,060,681</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>84</u>	<u>4,662,668</u>	<u>49</u>	<u>1,301,584</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>256</u>	<u>11,320,746</u>	<u>153</u>	<u>5,871,506</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>406</u>	<u>6,612,007</u>	<u>240</u>	<u>5,388,724</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>519</u>	<u>22,262,378</u>	<u>294</u>	<u>2,759,996</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>102</u>	<u>17,254,748</u>	<u>45</u>	<u>2,191,081</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>222</u>	<u>86,618,684</u>	<u>95</u>	<u>12,502,201</u>
ACCOMMODATIONS	721	55	22,801,807	26	2,481,503
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	167	63,816,877	69	10,020,698
<u>OTHER SERVICES</u>	<u>81</u>	<u>363</u>	<u>17,374,202</u>	<u>188</u>	<u>5,973,952</u>
REPAIR & MAINTENANCE	811	247	14,202,250	130	4,299,915
PERSONAL SERVICE	812	86	2,524,725	40	1,282,960
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	30	647,227	18	391,076
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>9</u>	<u>99,761</u>	<u>12</u>	<u>98,226</u>
TOTAL ALL INDUSTRIES		8,383	\$646,913,007	5,096	\$210,398,642

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR LEWIS AND LINCOLN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	LEWIS*	UNITS	LINCOLN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,491</u>	<u>\$472,044,579</u>	<u>1,338</u>	<u>\$29,879,584</u>
MOTOR VEHICLES & PARTS	441	196	98,205,584	75	5,891,311
NEW & USED AUTO DEALERS	4411	56	62,435,457	14	2,399,004
RV, BOAT, MOTORCYCLE DEALERS	4412	41	13,300,680	20	697,145
AUTOMOTIVE PARTS & TIRE	4413	99	22,469,447	41	2,795,163
FURNITURE & HOME FURNISHING	442	140	10,890,624	58	969,900
ELECTRONICS & APPLIANCES	443	256	11,214,829	91	1,705,086
APPLIANCES, TV & OTHER ELECTRONICS	44311	91	5,096,595	32	1,150,804
COMPUTERS & SOFTWARE	44312	156	6,009,493	57	551,750
CAMERA & PHOTO SUPPLIES	44313	9	108,741	D	D
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	235	58,575,539	94	6,890,624
BUILDING MATERIALS	4441	172	45,649,592	73	3,628,817
LAWN & GARDEN SUPPLIES & EQUIP.	4442	63	12,925,947	21	3,261,808
FOOD & BEVERAGE STORES	445	106	40,501,913	22	4,468,502
GROCERY & CONVENIENCE STORES	4451	49	39,550,233	8	4,384,616
OTHER FOOD & BEVERAGE STORES	4452, 4453	57	951,680	14	83,886
DRUG/HEALTH STORES	446	175	14,825,250	86	1,599,931
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	62	36,659,453	15	1,844,890
APPAREL & ACCESSORIES	448	213	32,810,241	86	401,329
CLOTHING & SHOE STORES	4481, 4482	169	26,067,904	78	367,857
JEWELRY & LUGGAGE STORES	4483	44	6,742,337	8	33,472
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	271	16,149,873	119	704,064
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	186	15,403,951	68	613,956
BOOK/PERIODICAL/MUSIC STORE	4512	85	745,923	51	90,108
GENERAL MERCHANDISE STORES	452	35	92,652,531	12	565,935
DEPARTMENT STORES	4521	5	15,406,759	4	397,300
GENERAL MERCHANDISE STORES	4529	30	77,245,772	8	168,635
E-COMMERCE & MAIL ORDER	4541	353	7,785,880	179	1,187,651
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,449	51,772,863	501	3,650,361
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>76</u>	<u>2,661,559</u>	<u>23</u>	<u>455,526</u>
<u>MINING</u>	<u>21</u>	<u>24</u>	<u>2,914,377</u>	<u>5</u>	<u>246,390</u>
<u>UTILITIES</u>	<u>22</u>	<u>18</u>	<u>4,090,469</u>	<u>7</u>	<u>300,910</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,631</u>	<u>130,753,533</u>	<u>499</u>	<u>32,638,025</u>
CONSTRUCTION OF BUILDINGS	236	380	53,745,244	111	16,241,507
HEAVY CONSTRUCTION & HIGHWAYS	237	90	35,522,162	34	5,409,073
SPECIAL TRADE CONTRACTORS	238	1,161	41,486,127	354	10,987,446
<u>MANUFACTURING</u>	<u>31-33</u>	<u>755</u>	<u>26,939,247</u>	<u>238</u>	<u>2,256,817</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,927</u>	<u>92,272,515</u>	<u>722</u>	<u>19,478,269</u>
DURABLE GOODS	423	1,360	72,981,018	493	10,172,582
NONDURABLE GOODS	424	547	18,828,474	223	9,271,893
ELECTRONIC MARKETS, AGENTS & BROKERS	425	20	463,022	6	33,795
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>78</u>	<u>3,945,954</u>	<u>15</u>	<u>447,993</u>
<u>INFORMATION</u>	<u>51</u>	<u>398</u>	<u>47,309,686</u>	<u>170</u>	<u>5,735,535</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>97</u>	<u>2,522,279</u>	<u>37</u>	<u>659,177</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>265</u>	<u>16,778,510</u>	<u>104</u>	<u>1,720,383</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>499</u>	<u>13,940,264</u>	<u>172</u>	<u>1,460,291</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>667</u>	<u>16,836,851</u>	<u>236</u>	<u>1,589,659</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>114</u>	<u>13,440,862</u>	<u>33</u>	<u>619,407</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>333</u>	<u>91,763,979</u>	<u>62</u>	<u>5,162,131</u>
ACCOMMODATIONS	721	67	10,117,974	20	1,073,230
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	266	81,646,005	42	4,088,901
<u>OTHER SERVICES</u>	<u>81</u>	<u>611</u>	<u>32,162,508</u>	<u>155</u>	<u>12,712,331</u>
REPAIR & MAINTENANCE	811	432	26,795,048	109	12,219,597
PERSONAL SERVICE	812	138	4,798,074	34	490,599
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	41	569,385	12	2,135
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>81,434</u>	<u>10</u>	<u>58,250</u>
TOTAL ALL INDUSTRIES		10,995	\$970,458,607	3,826	\$115,420,678

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR MASON AND OKANOGAN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	MASON*	UNITS	OKANOGAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,708</u>	<u>\$212,533,910</u>	<u>2,460</u>	<u>\$227,276,760</u>
MOTOR VEHICLES & PARTS	441	155	31,377,553	157	39,699,879
NEW & USED AUTO DEALERS	4411	36	15,515,718	36	25,141,538
RV, BOAT, MOTORCYCLE DEALERS	4412	34	1,609,633	40	1,481,215
AUTOMOTIVE PARTS & TIRE	4413	85	14,252,202	81	13,077,127
FURNITURE & HOME FURNISHING	442	126	5,114,170	89	3,447,022
ELECTRONICS & APPLIANCES	443	201	6,586,718	164	5,883,953
APPLIANCES, TV & OTHER ELECTRONICS	44311	79	3,517,290	62	2,681,828
COMPUTERS & SOFTWARE	44312	119	3,063,362	98	3,184,912
CAMERA & PHOTO SUPPLIES	44313	3	6,066	4	17,213
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	214	28,000,629	170	40,309,461
BUILDING MATERIALS	4441	162	22,705,720	122	36,570,525
LAWN & GARDEN SUPPLIES & EQUIP.	4442	52	5,294,910	48	3,738,936
FOOD & BEVERAGE STORES	445	77	19,280,992	68	23,695,058
GROCERY & CONVENIENCE STORES	4451	23	18,584,630	25	22,620,933
OTHER FOOD & BEVERAGE STORES	4452, 4453	54	696,363	43	1,074,124
DRUG/HEALTH STORES	446	126	3,921,582	138	5,224,752
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	26	18,060,999	36	14,893,644
APPAREL & ACCESSORIES	448	171	1,980,758	172	5,825,032
CLOTHING & SHOE STORES	4481, 4482	142	1,481,262	140	5,628,344
JEWELRY & LUGGAGE STORES	4483	29	499,496	32	196,689
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	216	3,077,224	215	5,806,636
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	132	2,040,964	138	5,127,677
BOOK/PERIODICAL/MUSIC STORE	4512	84	1,036,260	77	678,959
GENERAL MERCHANDISE STORES	452	28	65,357,543	28	59,663,655
DEPARTMENT STORES	4521	4	1,668,620	5	4,864,224
GENERAL MERCHANDISE STORES	4529	24	63,688,923	23	54,799,431
E-COMMERCE & MAIL ORDER	4541	291	5,603,322	290	5,053,444
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,077	24,172,418	933	17,774,224
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>67</u>	<u>1,156,404</u>	<u>57</u>	<u>1,883,173</u>
<u>MINING</u>	<u>21</u>	<u>11</u>	<u>594,296</u>	<u>7</u>	<u>2,032,308</u>
<u>UTILITIES</u>	<u>22</u>	<u>8</u>	<u>149,407</u>	<u>14</u>	<u>1,646,724</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,738</u>	<u>122,493,631</u>	<u>802</u>	<u>68,856,661</u>
CONSTRUCTION OF BUILDINGS	236	462	65,692,044	228	37,156,616
HEAVY CONSTRUCTION & HIGHWAYS	237	79	10,224,363	57	7,065,130
SPECIAL TRADE CONTRACTORS	238	1,197	46,577,223	517	24,634,915
<u>MANUFACTURING</u>	<u>31-33</u>	<u>637</u>	<u>9,106,487</u>	<u>531</u>	<u>11,400,761</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,425</u>	<u>27,346,798</u>	<u>1,350</u>	<u>46,373,300</u>
DURABLE GOODS	423	992	20,956,866	949	29,960,091
NONDURABLE GOODS	424	418	6,270,767	384	16,281,590
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	119,165	17	131,619
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>41</u>	<u>2,057,612</u>	<u>47</u>	<u>2,409,689</u>
<u>INFORMATION</u>	<u>51</u>	<u>323</u>	<u>28,960,341</u>	<u>293</u>	<u>21,596,396</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>64</u>	<u>2,763,023</u>	<u>65</u>	<u>2,408,811</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>216</u>	<u>7,359,946</u>	<u>176</u>	<u>7,882,706</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>423</u>	<u>4,768,094</u>	<u>346</u>	<u>6,864,870</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>642</u>	<u>13,425,874</u>	<u>453</u>	<u>7,407,035</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>76</u>	<u>4,580,744</u>	<u>80</u>	<u>4,778,562</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>190</u>	<u>48,274,143</u>	<u>237</u>	<u>50,752,391</u>
ACCOMMODATIONS	721	43	11,298,725	86	19,271,026
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	147	36,975,418	151	31,481,365
<u>OTHER SERVICES</u>	<u>81</u>	<u>420</u>	<u>15,015,619</u>	<u>363</u>	<u>17,431,258</u>
REPAIR & MAINTENANCE	811	304	12,603,107	251	14,613,795
PERSONAL SERVICE	812	85	1,943,831	76	2,001,944
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	31	468,681	36	815,519
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>9</u>	<u>191,953</u>	<u>10</u>	<u>134,599</u>
TOTAL ALL INDUSTRIES		8,998	\$500,778,280	7,291	\$481,136,002

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	PACIFIC*	UNITS	PEND OREILLE*
RETAIL TRADE	44-45	1,736	\$65,340,108	1,324	\$27,188,819
MOTOR VEHICLES & PARTS	441	78	5,841,911	70	3,724,555
NEW & USED AUTO DEALERS	4411	10	748,217	11	1,836,991
RV, BOAT, MOTORCYCLE DEALERS	4412	18	2,069,281	15	228,516
AUTOMOTIVE PARTS & TIRE	4413	50	3,024,413	44	1,659,048
FURNITURE & HOME FURNISHING	442	61	1,622,251	51	584,937
ELECTRONICS & APPLIANCES	443	111	2,036,196	95	1,943,756
APPLIANCES, TV & OTHER ELECTRONICS	44311	40	776,902	38	1,012,920
COMPUTERS & SOFTWARE	44312	68	1,257,119	56	930,396
CAMERA & PHOTO SUPPLIES	44313	3	2,175	D	D
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	113	13,441,263	94	2,617,190
BUILDING MATERIALS	4441	83	12,591,722	67	2,468,682
LAWN & GARDEN SUPPLIES & EQUIP.	4442	30	849,541	27	148,507
FOOD & BEVERAGE STORES	445	48	11,298,930	27	7,753,240
GROCERY & CONVENIENCE STORES	4451	23	10,711,752	5	7,468,018
OTHER FOOD & BEVERAGE STORES	4452, 4453	25	587,178	22	285,222
DRUG/HEALTH STORES	446	88	1,853,571	67	430,574
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	13	8,889,906	12	2,197,984
APPAREL & ACCESSORIES	448	125	919,826	92	263,453
CLOTHING & SHOE STORES	4481, 4482	105	803,525	84	256,965
JEWELRY & LUGGAGE STORES	4483	20	116,301	8	6,488
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	150	1,734,005	119	583,150
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	91	1,171,767	71	512,053
BOOK/PERIODICAL/MUSIC STORE	4512	59	562,238	48	71,097
GENERAL MERCHANDISE STORES	452	15	4,549,715	12	577,064
DEPARTMENT STORES	4521	4	440,124	4	343,203
GENERAL MERCHANDISE STORES	4529	11	4,109,592	8	233,862
E-COMMERCE & MAIL ORDER	4541	218	2,214,976	188	1,219,603
MISCELLANEOUS RETAILERS	453, 4542, 4543	716	10,937,559	497	5,293,313
AGRICULTURE, FORESTRY, FISHING	11	21	1,680,851	23	843,630
MINING	21	9	1,701,005	8	818,441
UTILITIES	22	6	33,634	8	799,680
CONSTRUCTION	23	644	42,634,433	480	25,386,296
CONSTRUCTION OF BUILDINGS	236	163	17,946,409	112	9,408,355
HEAVY CONSTRUCTION & HIGHWAYS	237	34	3,438,998	39	3,914,777
SPECIAL TRADE CONTRACTORS	238	447	21,249,026	329	12,063,165
MANUFACTURING	31-33	346	4,894,278	259	3,186,663
WHOLESALE TRADE	42	915	12,885,843	756	22,168,721
DURABLE GOODS	423	632	9,701,327	556	18,896,325
NONDURABLE GOODS	424	275	3,063,885	192	3,238,327
ELECTRONIC MARKETS, AGENTS & BROKERS	425	8	120,631	8	34,069
TRANSPORTATION & WAREHOUSING	48-49	26	1,793,960	17	58,274
INFORMATION	51	228	11,744,379	174	6,844,780
FINANCE, INSURANCE	52	53	1,476,745	33	668,826
REAL ESTATE, RENTAL/LEASING	53	134	3,280,104	101	2,225,085
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	209	1,903,999	163	1,448,302
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	318	4,664,360	233	1,976,177
ARTS, ENTERTAINMENT & RECREATION	71	54	2,527,114	22	153,423
ACCOMMODATIONS & FOOD SERVICES	72	201	34,176,706	58	7,300,348
ACCOMMODATIONS	721	100	14,021,269	22	1,389,931
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	101	20,155,437	36	5,910,417
OTHER SERVICES	81	190	6,741,358	137	2,604,729
REPAIR & MAINTENANCE	811	120	4,976,294	84	2,111,219
PERSONAL SERVICE	812	43	659,104	31	348,049
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	27	1,105,960	22	145,462
PUBLIC ADMINISTRATION, OTHER	92.00	6	35,924	6	17,357
TOTAL ALL INDUSTRIES		5,096	\$197,514,801	3,802	\$103,689,552

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	PIERCE*	UNITS	SAN JUAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>10,846</u>	<u>\$5,494,604,735</u>	<u>2,071</u>	<u>\$95,051,215</u>
MOTOR VEHICLES & PARTS	441	656	1,548,037,393	91	9,594,842
NEW & USED AUTO DEALERS	4411	238	1,263,031,921	16	1,015,021
RV, BOAT, MOTORCYCLE DEALERS	4412	136	112,315,864	40	6,955,067
AUTOMOTIVE PARTS & TIRE	4413	282	172,689,607	35	1,624,753
FURNITURE & HOME FURNISHING	442	420	170,087,010	81	3,229,478
ELECTRONICS & APPLIANCES	443	741	284,202,574	147	4,289,550
APPLIANCES, TV & OTHER ELECTRONICS	44311	241	159,998,881	60	2,284,068
COMPUTERS & SOFTWARE	44312	489	123,877,842	83	1,995,244
CAMERA & PHOTO SUPPLIES	44313	11	325,850	4	10,238
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	595	464,559,275	139	18,387,357
BUILDING MATERIALS	4441	409	424,609,778	101	17,480,458
LAWN & GARDEN SUPPLIES & EQUIP.	4442	186	39,949,498	38	906,899
FOOD & BEVERAGE STORES	445	490	339,911,919	80	16,488,310
GROCERY & CONVENIENCE STORES	4451	250	324,206,596	16	14,784,829
OTHER FOOD & BEVERAGE STORES	4452, 4453	240	15,705,323	64	1,703,481
DRUG/HEALTH STORES	446	430	163,841,127	101	2,738,698
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	191	190,463,780	9	7,428,327
APPAREL & ACCESSORIES	448	688	318,486,921	168	3,495,850
CLOTHING & SHOE STORES	4481, 4482	520	273,461,828	136	3,195,587
JEWELRY & LUGGAGE STORES	4483	168	45,025,092	32	300,263
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	762	223,833,983	170	2,344,357
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	492	180,573,059	95	1,404,660
BOOK/PERIODICAL/MUSIC STORE	4512	270	43,260,924	75	939,697
GENERAL MERCHANDISE STORES	452	74	1,149,878,550	14	1,046,345
DEPARTMENT STORES	4521	10	383,068,084	5	454,317
GENERAL MERCHANDISE STORES	4529	64	766,810,466	9	592,028
E-COMMERCE & MAIL ORDER	4541	773	101,364,004	274	5,167,103
MISCELLANEOUS RETAILERS	453, 4542, 4543	5,026	539,938,199	797	20,840,999
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>178</u>	<u>6,755,973</u>	<u>40</u>	<u>2,803,571</u>
<u>MINING</u>	<u>21</u>	<u>26</u>	<u>3,067,037</u>	<u>7</u>	<u>140,586</u>
<u>UTILITIES</u>	<u>22</u>	<u>48</u>	<u>7,518,543</u>	<u>8</u>	<u>931,894</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>7,874</u>	<u>1,406,341,824</u>	<u>812</u>	<u>104,831,932</u>
CONSTRUCTION OF BUILDINGS	236	2,325	705,084,066	288	68,541,951
HEAVY CONSTRUCTION & HIGHWAYS	237	277	166,370,467	39	5,305,968
SPECIAL TRADE CONTRACTORS	238	5,272	534,887,291	485	30,984,014
<u>MANUFACTURING</u>	<u>31-33</u>	<u>2,256</u>	<u>199,425,220</u>	<u>491</u>	<u>6,409,850</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>4,133</u>	<u>602,965,574</u>	<u>1,047</u>	<u>14,932,211</u>
DURABLE GOODS	423	2,762	491,717,989	697	7,697,559
NONDURABLE GOODS	424	1,318	104,600,636	339	7,217,721
ELECTRONIC MARKETS, AGENTS & BROKERS	425	53	6,646,948	11	16,931
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>266</u>	<u>41,001,401</u>	<u>63</u>	<u>4,530,007</u>
<u>INFORMATION</u>	<u>51</u>	<u>876</u>	<u>505,097,615</u>	<u>255</u>	<u>11,592,017</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>223</u>	<u>76,247,517</u>	<u>54</u>	<u>502,433</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>841</u>	<u>246,031,931</u>	<u>169</u>	<u>7,953,723</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>2,370</u>	<u>133,772,208</u>	<u>332</u>	<u>4,043,003</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>3,251</u>	<u>235,749,782</u>	<u>421</u>	<u>12,218,441</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>591</u>	<u>112,714,135</u>	<u>80</u>	<u>5,807,689</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>1,844</u>	<u>1,069,393,235</u>	<u>227</u>	<u>56,205,474</u>
ACCOMMODATIONS	721	157	99,486,828	139	33,838,505
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	1,687	969,906,407	88	22,366,969
<u>OTHER SERVICES</u>	<u>81</u>	<u>3,011</u>	<u>377,048,977</u>	<u>227</u>	<u>8,738,596</u>
REPAIR & MAINTENANCE	811	1,911	296,993,767	147	7,213,556
PERSONAL SERVICE	812	922	73,944,714	60	1,302,814
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	178	6,110,496	20	222,226
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>27</u>	<u>3,064,138</u>	<u>8</u>	<u>14,339</u>
TOTAL ALL INDUSTRIES		38,666	\$10,520,818,906	6,312	\$336,706,982

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SKAGIT AND SKAMANIA COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	SKAGIT*	UNITS	SKAMANIA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,656</u>	<u>\$1,109,980,058</u>	<u>1,107</u>	<u>\$16,384,049</u>
MOTOR VEHICLES & PARTS	441	272	337,349,489	53	1,163,002
NEW & USED AUTO DEALERS	4411	60	245,477,219	9	439,313
RV, BOAT, MOTORCYCLE DEALERS	4412	83	56,005,495	9	7,120
AUTOMOTIVE PARTS & TIRE	4413	129	35,866,775	35	716,570
FURNITURE & HOME FURNISHING	442	196	25,641,869	34	329,052
ELECTRONICS & APPLIANCES	443	340	44,292,934	75	855,836
APPLIANCES, TV & OTHER ELECTRONICS	44311	110	31,056,753	30	346,533
COMPUTERS & SOFTWARE	44312	225	12,932,701	43	508,901
CAMERA & PHOTO SUPPLIES	44313	5	303,480	D	D
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	283	87,045,600	73	2,112,055
BUILDING MATERIALS	4441	200	79,028,699	61	1,890,919
LAWN & GARDEN SUPPLIES & EQUIP.	4442	83	8,016,901	12	221,136
FOOD & BEVERAGE STORES	445	165	66,029,236	22	2,957,671
GROCERY & CONVENIENCE STORES	4451	51	60,671,608	6	2,948,932
OTHER FOOD & BEVERAGE STORES	4452, 4453	114	5,357,628	16	8,739
DRUG/HEALTH STORES	446	225	26,617,753	53	329,073
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	61	42,908,407	11	3,016,476
APPAREL & ACCESSORIES	448	308	74,073,774	83	172,642
CLOTHING & SHOE STORES	4481, 4482	244	61,156,705	73	165,061
JEWELRY & LUGGAGE STORES	4483	64	12,917,069	10	7,581
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	352	43,388,734	102	701,741
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	230	41,042,656	60	278,907
BOOK/PERIODICAL/MUSIC STORE	4512	122	2,346,078	42	422,834
GENERAL MERCHANDISE STORES	452	33	249,025,506	9	248,396
DEPARTMENT STORES	4521	8	68,671,963	4	146,987
GENERAL MERCHANDISE STORES	4529	25	180,353,543	5	101,409
E-COMMERCE & MAIL ORDER	4541	429	15,791,654	169	1,020,791
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,992	97,815,101	423	3,477,314
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>78</u>	<u>1,611,544</u>	<u>15</u>	<u>135,569</u>
<u>MINING</u>	<u>21</u>	<u>12</u>	<u>464,368</u>	<u>3</u>	<u>22,984</u>
<u>UTILITIES</u>	<u>22</u>	<u>15</u>	<u>576,239</u>	<u>4</u>	<u>8,995</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,524</u>	<u>278,982,931</u>	<u>516</u>	<u>45,329,683</u>
CONSTRUCTION OF BUILDINGS	236	660	131,943,691	113	7,115,787
HEAVY CONSTRUCTION & HIGHWAYS	237	120	50,146,218	35	32,841,373
SPECIAL TRADE CONTRACTORS	238	1,744	96,893,023	368	5,372,523
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,179</u>	<u>44,912,547</u>	<u>174</u>	<u>823,641</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,440</u>	<u>173,041,333</u>	<u>587</u>	<u>5,552,007</u>
DURABLE GOODS	423	1,681	104,988,514	407	4,270,958
NONDURABLE GOODS	424	729	66,851,295	174	1,257,474
ELECTRONIC MARKETS, AGENTS & BROKERS	425	30	1,201,524	6	23,575
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>134</u>	<u>19,697,973</u>	<u>20</u>	<u>585,049</u>
<u>INFORMATION</u>	<u>51</u>	<u>493</u>	<u>71,812,353</u>	<u>160</u>	<u>5,388,873</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>126</u>	<u>8,855,076</u>	<u>27</u>	<u>335,696</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>378</u>	<u>37,345,185</u>	<u>90</u>	<u>1,446,208</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>845</u>	<u>21,127,291</u>	<u>144</u>	<u>652,925</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,170</u>	<u>37,630,207</u>	<u>178</u>	<u>817,199</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>202</u>	<u>17,976,542</u>	<u>15</u>	<u>411,355</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>473</u>	<u>188,500,040</u>	<u>49</u>	<u>28,435,582</u>
ACCOMMODATIONS	721	83	25,913,694	17	24,340,988
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	390	162,586,346	32	4,094,595
<u>OTHER SERVICES</u>	<u>81</u>	<u>887</u>	<u>59,397,277</u>	<u>99</u>	<u>1,400,656</u>
REPAIR & MAINTENANCE	811	625	46,445,997	65	824,359
PERSONAL SERVICE	812	200	11,137,892	27	340,667
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	62	1,813,388	7	235,630
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>17</u>	<u>394,000</u>	<u>5</u>	<u>74,853</u>
TOTAL ALL INDUSTRIES		15,629	\$2,072,304,966	3,193	\$107,805,325

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SNOHOMISH AND SPOKANE COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	SNOHOMISH*	UNITS	SPOKANE*
RETAIL TRADE	44-45	10,116	\$5,221,708,931	7,714	\$3,437,270,506
MOTOR VEHICLES & PARTS	441	558	1,175,880,476	466	742,805,141
NEW & USED AUTO DEALERS	4411	204	921,129,802	175	531,934,517
RV, BOAT, MOTORCYCLE DEALERS	4412	122	78,702,149	90	85,813,156
AUTOMOTIVE PARTS & TIRE	4413	232	176,048,525	201	125,057,467
FURNITURE & HOME FURNISHING	442	447	162,896,598	258	108,632,735
ELECTRONICS & APPLIANCES	443	724	272,407,376	599	217,078,430
APPLIANCES, TV & OTHER ELECTRONICS	44311	219	152,519,632	169	129,956,847
COMPUTERS & SOFTWARE	44312	494	117,809,998	421	86,803,161
CAMERA & PHOTO SUPPLIES	44313	11	2,077,746	9	318,421
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	588	407,547,001	384	339,979,050
BUILDING MATERIALS	4441	410	362,748,520	268	308,312,358
LAWN & GARDEN SUPPLIES & EQUIP.	4442	178	44,798,481	116	31,666,692
FOOD & BEVERAGE STORES	445	494	341,354,817	307	235,204,549
GROCERY & CONVENIENCE STORES	4451	219	325,700,622	105	226,338,707
OTHER FOOD & BEVERAGE STORES	4452, 4453	275	15,654,195	202	8,865,842
DRUG/HEALTH STORES	446	415	177,643,160	362	100,785,871
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	173	131,357,631	109	79,268,935
APPAREL & ACCESSORIES	448	624	578,740,529	476	252,138,472
CLOTHING & SHOE STORES	4481, 4482	476	490,165,224	361	222,820,693
JEWELRY & LUGGAGE STORES	4483	148	88,575,305	115	29,317,779
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	687	219,050,158	563	178,006,918
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	469	187,842,872	372	136,525,783
BOOK/PERIODICAL/MUSIC STORE	4512	218	31,207,286	191	41,481,135
GENERAL MERCHANDISE STORES	452	68	1,138,788,976	52	775,859,995
DEPARTMENT STORES	4521	10	329,955,211	9	230,796,628
GENERAL MERCHANDISE STORES	4529	58	808,833,765	43	545,063,368
E-COMMERCE & MAIL ORDER	4541	804	105,981,534	657	61,306,757
MISCELLANEOUS RETAILERS	453, 4542, 4543	4,534	510,060,675	3,481	346,203,654
AGRICULTURE, FORESTRY, FISHING	11	186	3,371,152	112	2,828,043
MINING	21	26	6,974,020	13	894,045
UTILITIES	22	35	5,814,715	18	4,303,317
CONSTRUCTION	23	8,425	1,177,119,120	3,540	850,587,123
CONSTRUCTION OF BUILDINGS	236	2,610	595,677,233	1,059	444,066,645
HEAVY CONSTRUCTION & HIGHWAYS	237	268	111,692,020	138	93,963,468
SPECIAL TRADE CONTRACTORS	238	5,547	469,749,867	2,343	312,557,010
MANUFACTURING	31-33	2,364	190,151,006	1,711	148,572,457
WHOLESALE TRADE	42	4,041	659,620,624	3,411	538,114,526
DURABLE GOODS	423	2,723	509,821,842	2,305	425,994,421
NONDURABLE GOODS	424	1,262	148,114,978	1,061	110,437,470
ELECTRONIC MARKETS, AGENTS & BROKERS	425	56	1,683,804	45	1,682,635
TRANSPORTATION & WAREHOUSING	48-49	291	28,133,407	168	19,717,489
INFORMATION	51	836	471,483,606	716	350,159,527
FINANCE, INSURANCE	52	214	54,475,887	186	55,633,694
REAL ESTATE, RENTAL/LEASING	53	798	162,138,905	568	147,269,533
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	2,425	141,461,389	1,567	141,068,916
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	3,394	230,818,073	1,900	184,961,784
ARTS, ENTERTAINMENT & RECREATION	71	593	81,128,968	355	42,261,814
ACCOMMODATIONS & FOOD SERVICES	72	1,834	1,008,332,853	1,099	766,787,426
ACCOMMODATIONS	721	114	92,654,224	106	149,040,652
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	1,720	915,678,629	993	617,746,774
OTHER SERVICES	81	2,795	296,697,126	1,837	203,539,863
REPAIR & MAINTENANCE	811	1,755	234,783,122	1,117	144,626,009
PERSONAL SERVICE	812	883	56,569,206	597	51,446,338
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	157	5,344,798	123	7,467,516
PUBLIC ADMINISTRATION, OTHER	92.00	27	3,233,929	23	7,570,917
TOTAL ALL INDUSTRIES		38,400	\$9,742,663,710	24,938	\$6,901,540,979

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR STEVENS AND THURSTON COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	STEVENS*	UNITS	THURSTON*
RETAIL TRADE	44-45	2,302	\$183,215,330	6,023	\$1,921,135,005
MOTOR VEHICLES & PARTS	441	131	33,164,251	264	358,111,948
NEW & USED AUTO DEALERS	4411	26	19,205,336	64	264,577,204
RV, BOAT, MOTORCYCLE DEALERS	4412	28	2,567,142	74	39,224,688
AUTOMOTIVE PARTS & TIRE	4413	77	11,391,772	126	54,310,055
FURNITURE & HOME FURNISHING	442	76	4,386,793	263	65,963,235
ELECTRONICS & APPLIANCES	443	168	6,499,823	503	111,895,634
APPLIANCES, TV & OTHER ELECTRONICS	44311	67	4,469,461	148	67,654,427
COMPUTERS & SOFTWARE	44312	98	2,019,167	344	43,093,607
CAMERA & PHOTO SUPPLIES	44313	3	11,195	11	1,147,601
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	157	20,984,320	380	205,691,774
BUILDING MATERIALS	4441	115	17,087,736	261	181,465,500
LAWN & GARDEN SUPPLIES & EQUIP.	4442	42	3,896,584	119	24,226,274
FOOD & BEVERAGE STORES	445	47	14,270,609	217	133,842,674
GROCERY & CONVENIENCE STORES	4451	14	14,054,334	69	124,991,757
OTHER FOOD & BEVERAGE STORES	4452, 4453	33	216,275	148	8,850,917
DRUG/HEALTH STORES	446	127	2,248,052	297	45,377,258
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	31	12,884,221	89	58,606,304
APPAREL & ACCESSORIES	448	131	1,718,207	370	90,569,964
CLOTHING & SHOE STORES	4481, 4482	113	1,540,350	282	76,545,453
JEWELRY & LUGGAGE STORES	4483	18	177,857	88	14,024,511
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	197	5,683,682	456	139,236,762
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	118	4,934,963	301	121,641,467
BOOK/PERIODICAL/MUSIC STORE	4512	79	748,719	155	17,595,295
GENERAL MERCHANDISE STORES	452	23	45,324,407	44	477,068,649
DEPARTMENT STORES	4521	4	934,596	10	154,830,014
GENERAL MERCHANDISE STORES	4529	19	44,389,811	34	322,238,635
E-COMMERCE & MAIL ORDER	4541	274	4,182,393	582	37,071,767
MISCELLANEOUS RETAILERS	453, 4542, 4543	940	31,868,573	2,558	197,699,035
AGRICULTURE, FORESTRY, FISHING	11	51	1,683,402	131	2,262,348
MINING	21	11	296,454	19	3,391,110
UTILITIES	22	9	180,940	26	1,717,396
CONSTRUCTION	23	937	43,523,662	4,028	530,795,997
CONSTRUCTION OF BUILDINGS	236	248	19,608,185	1,083	271,603,512
HEAVY CONSTRUCTION & HIGHWAYS	237	57	7,214,048	153	69,845,047
SPECIAL TRADE CONTRACTORS	238	632	16,701,429	2,792	189,347,439
MANUFACTURING	31-33	458	7,887,573	1,416	67,438,497
WHOLESALE TRADE	42	1,192	21,139,744	2,873	245,141,825
DURABLE GOODS	423	837	16,447,914	1,950	210,391,866
NONDURABLE GOODS	424	345	4,542,605	890	34,059,036
ELECTRONIC MARKETS, AGENTS & BROKERS	425	10	149,225	33	690,923
TRANSPORTATION & WAREHOUSING	48-49	39	704,514	113	5,655,816
INFORMATION	51	291	21,677,450	637	206,186,466
FINANCE, INSURANCE	52	61	2,735,521	151	20,770,054
REAL ESTATE, RENTAL/LEASING	53	161	4,217,437	467	56,688,970
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	306	4,208,487	1,305	84,261,744
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	416	5,291,464	1,778	110,243,476
ARTS, ENTERTAINMENT & RECREATION	71	56	5,940,418	270	31,176,760
ACCOMMODATIONS & FOOD SERVICES	72	144	26,040,912	661	339,571,249
ACCOMMODATIONS	721	35	4,469,792	49	28,474,385
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	109	21,571,120	612	311,096,865
OTHER SERVICES	81	309	13,699,194	1,347	115,383,838
REPAIR & MAINTENANCE	811	206	11,582,117	879	92,190,006
PERSONAL SERVICE	812	77	1,672,956	379	20,919,400
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	26	444,121	89	2,274,432
PUBLIC ADMINISTRATION, OTHER	92.00	9	45,803	30	12,195,317
TOTAL ALL INDUSTRIES		6,752	\$342,488,305	21,275	\$3,754,015,869

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	WAHAKIYAKUM*	UNITS	WALLA WALLA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>701</u>	<u>\$7,691,630</u>	<u>2,720</u>	<u>\$281,032,469</u>
MOTOR VEHICLES & PARTS	441	21	884,168	131	46,615,300
NEW & USED AUTO DEALERS	4411	3	173,317	25	28,320,857
RV, BOAT, MOTORCYCLE DEALERS	4412	6	4,083	30	5,793,087
AUTOMOTIVE PARTS & TIRE	4413	12	706,768	76	12,501,356
FURNITURE & HOME FURNISHING	442	24	209,680	88	5,476,002
ELECTRONICS & APPLIANCES	443	48	267,058	230	10,246,040
APPLIANCES, TV & OTHER ELECTRONICS	44311	23	155,362	66	3,129,915
COMPUTERS & SOFTWARE	44312	25	111,696	158	7,072,473
CAMERA & PHOTO SUPPLIES	44313	0	0	6	43,651
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	50	1,016,664	149	36,086,509
BUILDING MATERIALS	4441	39	930,666	104	29,913,451
LAWN & GARDEN SUPPLIES & EQUIP.	4442	11	85,998	45	6,173,058
FOOD & BEVERAGE STORES	445	13	694,652	107	30,975,946
GROCERY & CONVENIENCE STORES	4451	D	D	22	25,814,538
OTHER FOOD & BEVERAGE STORES	4452, 4453	11	8,323	85	5,161,408
DRUG/HEALTH STORES	446	37	279,970	148	7,714,454
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	6	2,145,297	22	10,857,276
APPAREL & ACCESSORIES	448	65	96,108	184	7,831,023
CLOTHING & SHOE STORES	4481, 4482	56	87,634	154	5,847,685
JEWELRY & LUGGAGE STORES	4483	9	8,474	30	1,983,338
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	72	179,384	231	16,433,562
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	45	106,144	148	7,095,554
BOOK/PERIODICAL/MUSIC STORE	4512	27	73,240	83	9,338,008
GENERAL MERCHANDISE STORES	452	8	162,530	28	68,147,025
DEPARTMENT STORES	4521	4	104,928	6	18,131,863
GENERAL MERCHANDISE STORES	4529	4	57,602	22	50,015,162
E-COMMERCE & MAIL ORDER	4541	120	416,428	313	8,043,866
MISCELLANEOUS RETAILERS	453, 4542, 4543	237	1,339,692	1,089	32,605,467
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>15</u>	<u>210,003</u>	<u>47</u>	<u>3,082,428</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>165,352</u>	<u>4</u>	<u>28,140</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>21,356</u>	<u>9</u>	<u>294,102</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>197</u>	<u>13,863,784</u>	<u>954</u>	<u>124,895,097</u>
CONSTRUCTION OF BUILDINGS	236	35	10,207,545	241	66,919,416
HEAVY CONSTRUCTION & HIGHWAYS	237	13	711,758	61	13,642,859
SPECIAL TRADE CONTRACTORS	238	149	2,944,481	652	44,332,822
<u>MANUFACTURING</u>	<u>31-33</u>	<u>101</u>	<u>716,581</u>	<u>648</u>	<u>20,650,162</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>347</u>	<u>2,330,420</u>	<u>1,719</u>	<u>69,985,673</u>
DURABLE GOODS	423	252	2,036,346	1,176	47,008,316
NONDURABLE GOODS	424	91	288,869	524	22,790,336
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	5,205	19	187,021
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>8</u>	<u>177,655</u>	<u>40</u>	<u>1,967,328</u>
<u>INFORMATION</u>	<u>51</u>	<u>131</u>	<u>2,243,956</u>	<u>371</u>	<u>34,640,609</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>21</u>	<u>146,255</u>	<u>86</u>	<u>3,209,055</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>56</u>	<u>516,556</u>	<u>228</u>	<u>11,703,528</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>69</u>	<u>149,365</u>	<u>472</u>	<u>11,245,057</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>105</u>	<u>412,084</u>	<u>564</u>	<u>14,586,698</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>7</u>	<u>60,577</u>	<u>85</u>	<u>5,638,231</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>22</u>	<u>1,778,389</u>	<u>208</u>	<u>79,866,297</u>
ACCOMMODATIONS	721	9	307,935	58	19,107,261
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	13	1,470,453	150	60,759,036
<u>OTHER SERVICES</u>	<u>81</u>	<u>71</u>	<u>822,711</u>	<u>382</u>	<u>23,268,630</u>
REPAIR & MAINTENANCE	811	51	688,401	241	18,487,069
PERSONAL SERVICE	812	16	120,286	106	4,275,616
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	4	14,024	35	505,945
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>5</u>	<u>16,027</u>	<u>8</u>	<u>167,248</u>
TOTAL ALL INDUSTRIES		1,864	\$31,322,701	8,545	\$686,260,753

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR WHATCOM AND WHITMAN COUNTIES
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	WHATCOM*	UNITS	WHITMAN*
RETAIL TRADE	44-45	5,649	\$1,510,001,098	2,506	\$272,060,431
MOTOR VEHICLES & PARTS	441	293	233,777,332	109	43,110,950
NEW & USED AUTO DEALERS	4411	68	166,050,005	25	32,427,384
RV, BOAT, MOTORCYCLE DEALERS	4412	87	23,062,640	24	761,214
AUTOMOTIVE PARTS & TIRE	4413	138	44,664,687	60	9,922,352
FURNITURE & HOME FURNISHING	442	214	44,518,389	97	4,739,997
ELECTRONICS & APPLIANCES	443	437	67,620,024	218	10,103,117
APPLIANCES, TV & OTHER ELECTRONICS	44311	143	43,060,323	76	4,539,967
COMPUTERS & SOFTWARE	44312	284	24,436,905	136	5,540,463
CAMERA & PHOTO SUPPLIES	44313	10	122,796	6	22,687
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	321	164,018,675	149	11,559,376
BUILDING MATERIALS	4441	216	142,652,910	109	9,741,103
LAWN & GARDEN SUPPLIES & EQUIP.	4442	105	21,365,766	40	1,818,273
FOOD & BEVERAGE STORES	445	215	114,359,505	75	17,120,494
GROCERY & CONVENIENCE STORES	4451	53	110,732,709	15	16,903,450
OTHER FOOD & BEVERAGE STORES	4452, 4453	162	3,626,796	60	217,045
DRUG/HEALTH STORES	446	255	53,021,258	134	3,757,429
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	88	43,589,683	20	5,488,673
APPAREL & ACCESSORIES	448	389	113,727,203	180	3,623,856
CLOTHING & SHOE STORES	4481, 4482	315	104,470,317	149	2,525,445
JEWELRY & LUGGAGE STORES	4483	74	9,256,886	31	1,098,411
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	453	69,024,059	199	16,490,337
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	293	56,130,331	125	3,224,736
BOOK/PERIODICAL/MUSIC STORE	4512	160	12,893,728	74	13,265,600
GENERAL MERCHANDISE STORES	452	50	406,268,526	21	48,101,700
DEPARTMENT STORES	4521	8	123,492,144	4	688,579
GENERAL MERCHANDISE STORES	4529	42	282,776,383	17	47,413,121
E-COMMERCE & MAIL ORDER	4541	582	53,315,904	301	8,464,774
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,352	146,760,540	1,003	99,499,726
AGRICULTURE, FORESTRY, FISHING	11	107	2,413,137	28	620,003
MINING	21	12	4,621,485	6	522,943
UTILITIES	22	15	3,949,817	7	21,425
CONSTRUCTION	23	2,684	446,427,030	843	88,168,964
CONSTRUCTION OF BUILDINGS	236	859	241,754,613	213	41,609,023
HEAVY CONSTRUCTION & HIGHWAYS	237	116	39,886,911	49	8,906,850
SPECIAL TRADE CONTRACTORS	238	1,709	164,785,506	581	37,653,092
MANUFACTURING	31-33	1,414	59,000,036	535	13,833,776
WHOLESALE TRADE	42	2,996	204,752,161	1,508	80,451,838
DURABLE GOODS	423	2,015	149,142,313	1,045	65,583,790
NONDURABLE GOODS	424	944	54,757,878	447	14,753,409
ELECTRONIC MARKETS, AGENTS & BROKERS	425	37	851,970	16	114,639
TRANSPORTATION & WAREHOUSING	48-49	134	16,564,408	29	2,650,649
INFORMATION	51	607	125,240,334	326	21,771,675
FINANCE, INSURANCE	52	140	11,646,094	74	1,901,572
REAL ESTATE, RENTAL/LEASING	53	473	58,297,387	168	8,167,424
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,178	46,090,675	406	11,149,676
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,405	79,281,796	444	15,753,651
ARTS, ENTERTAINMENT & RECREATION	71	269	35,142,421	63	3,350,359
ACCOMMODATIONS & FOOD SERVICES	72	662	326,408,150	147	55,329,142
ACCOMMODATIONS	721	127	38,635,950	19	8,866,013
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	535	287,772,199	128	46,463,129
OTHER SERVICES	81	1,158	95,213,933	296	13,549,996
REPAIR & MAINTENANCE	811	742	74,777,156	175	10,453,609
PERSONAL SERVICE	812	333	18,530,611	92	2,805,626
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	83	1,906,166	29	290,761
PUBLIC ADMINISTRATION, OTHER	92.00	15	1,097,835	11	344,721
TOTAL ALL INDUSTRIES		18,918	\$3,026,147,797	7,397	\$589,648,246

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR YAKIMA COUNTY
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	YAKIMA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,796</u>	<u>\$1,364,938,758</u>
MOTOR VEHICLES & PARTS	441	356	307,964,218
NEW & USED AUTO DEALERS	4411	129	229,733,827
RV, BOAT, MOTORCYCLE DEALERS	4412	65	22,090,273
AUTOMOTIVE PARTS & TIRE	4413	162	56,140,118
FURNITURE & HOME FURNISHING	442	175	31,946,515
ELECTRONICS & APPLIANCES	443	408	51,212,041
APPLIANCES, TV & OTHER ELECTRONICS	44311	134	30,662,689
COMPUTERS & SOFTWARE	44312	269	20,453,192
CAMERA & PHOTO SUPPLIES	44313	5	96,160
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	273	147,792,912
BUILDING MATERIALS	4441	193	124,972,400
LAWN & GARDEN SUPPLIES & EQUIP.	4442	80	22,820,512
FOOD & BEVERAGE STORES	445	255	105,139,203
GROCERY & CONVENIENCE STORES	4451	129	100,276,511
OTHER FOOD & BEVERAGE STORES	4452, 4453	126	4,862,691
DRUG/HEALTH STORES	446	229	30,994,635
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	75	45,547,060
APPAREL & ACCESSORIES	448	317	64,960,221
CLOTHING & SHOE STORES	4481, 4482	257	56,687,946
JEWELRY & LUGGAGE STORES	4483	60	8,272,275
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	369	38,389,787
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	241	31,342,127
BOOK/PERIODICAL/MUSIC STORE	4512	128	7,047,660
GENERAL MERCHANDISE STORES	452	45	378,304,486
DEPARTMENT STORES	4521	9	102,804,057
GENERAL MERCHANDISE STORES	4529	36	275,500,429
E-COMMERCE & MAIL ORDER	4541	455	20,824,452
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,839	141,863,228
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>90</u>	<u>2,762,255</u>
<u>MINING</u>	<u>21</u>	<u>14</u>	<u>4,313,795</u>
<u>UTILITIES</u>	<u>22</u>	<u>22</u>	<u>1,018,204</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,782</u>	<u>324,626,349</u>
CONSTRUCTION OF BUILDINGS	236	492	179,664,419
HEAVY CONSTRUCTION & HIGHWAYS	237	100	16,919,757
SPECIAL TRADE CONTRACTORS	238	1,190	128,042,172
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,059</u>	<u>72,641,135</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,554</u>	<u>297,729,308</u>
DURABLE GOODS	423	1,731	208,653,144
NONDURABLE GOODS	424	790	88,434,723
ELECTRONIC MARKETS, AGENTS & BROKERS	425	33	641,441
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>103</u>	<u>5,051,699</u>
<u>INFORMATION</u>	<u>51</u>	<u>539</u>	<u>144,062,767</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>144</u>	<u>18,874,344</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>418</u>	<u>83,201,552</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>813</u>	<u>39,819,950</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,010</u>	<u>54,188,659</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>148</u>	<u>16,856,328</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>602</u>	<u>262,114,260</u>
ACCOMMODATIONS	721	74	41,420,416
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	528	220,693,844
<u>OTHER SERVICES</u>	<u>81</u>	<u>1,042</u>	<u>84,711,503</u>
REPAIR & MAINTENANCE	811	705	63,953,522
PERSONAL SERVICE	812	270	16,271,824
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	67	4,486,157
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>19</u>	<u>672,968</u>
TOTAL ALL INDUSTRIES		15,155	\$2,777,583,834

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

Table 4-A
City Taxable Retail Sales Comparing
Calendar Year, 2010 to Calendar Year, 2011
(Dollars in Thousands)

City	Calendar Year, 2010	Calendar Year, 2011	Percent Change
Aberdeen	\$395,262	\$474,332	20.0%
Auburn	\$1,281,321	\$1,321,852	3.2%
Bellevue	\$4,692,920	\$4,817,554	2.7%
Bellingham	\$1,923,766	\$2,026,285	5.3%
Bremerton	\$656,650	\$686,384	4.5%
Camas	\$174,950	\$195,397	11.7%
Centralia	\$254,355	\$261,856	2.9%
Chehalis	\$341,235	\$336,375	-1.4%
Colville	\$170,965	\$170,412	-0.3%
Des Moines	\$216,100	\$185,172	-14.3%
Edmonds	\$498,941	\$527,042	5.6%
Ellensburg	\$340,697	\$358,989	5.4%
Everett	\$2,307,526	\$2,301,803	-0.2%
Federal Way	\$1,195,495	\$1,216,636	1.8%
Fife	\$534,976	\$504,755	-5.6%
Issaquah	\$1,158,266	\$1,128,019	-2.6%
Kelso	\$209,568	\$209,082	-0.2%
Kennewick	\$1,478,874	\$1,558,341	5.4%
Kent	\$1,549,393	\$1,608,647	3.8%
Kirkland	\$1,455,673	\$1,519,683	4.4%
Lacey	\$924,304	\$908,731	-1.7%
Longview	\$683,164	\$669,424	-2.0%
Lynnwood	\$1,778,027	\$1,832,525	3.1%
Marysville	\$721,629	\$694,906	-3.7%
Mercer Island	\$282,026	\$290,386	3.0%
Moses Lake	\$528,889	\$549,684	3.9%
Mount Vernon	\$533,519	\$525,328	-1.5%
Mountlake Terrace	\$156,255	\$152,977	-2.1%
Oak Harbor	\$306,115	\$292,769	-4.4%
Olympia	\$1,742,559	\$1,700,991	-2.4%
Omak	\$157,328	\$162,370	3.2%
Pasco	\$825,267	\$839,174	1.7%
Port Angeles	\$312,633	\$304,488	-2.6%
Port Townsend	\$187,312	\$190,838	1.9%
Pullman	\$320,527	\$364,556	13.7%
Puyallup	\$1,614,968	\$1,543,570	-4.4%
Redmond	\$2,034,489	\$2,079,310	2.2%
Renton	\$1,914,204	\$1,936,916	1.2%
Richland	\$873,190	\$954,851	9.4%
Sea Tac	\$878,959	\$901,469	2.6%
Seattle	\$14,783,169	\$15,751,586	6.6%
Shelton	\$212,466	\$205,904	-3.1%
Spokane	\$3,674,780	\$3,630,931	-1.2%
Sunnyside	\$233,040	\$252,115	8.2%
Tacoma	\$3,849,214	\$3,826,546	-0.6%
Tukwila	\$1,634,524	\$1,711,714	4.7%
Vancouver	\$2,276,978	\$2,406,546	5.7%
Walla Walla	\$445,667	\$464,624	4.3%
Wenatchee	\$768,936	\$717,803	-6.7%
Yakima	\$1,430,579	\$1,405,582	-1.7%

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF ABERDEEN AND AUBURN
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)
 CALENDAR YEAR, 2011

INDUSTRY	NAICS	UNITS	ABERDEEN*	UNITS	AUBURN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,572</u>	<u>\$233,117,448</u>	<u>3,198</u>	<u>\$740,415,828</u>
MOTOR VEHICLES & PARTS	441	98	58,139,971	170	300,558,463
NEW & USED AUTO DEALERS	4411	29	42,394,109	53	267,570,079
RV, BOAT, MOTORCYCLE DEALERS	4412	20	324,084	24	12,348,098
AUTOMOTIVE PARTS & TIRE	4413	49	15,421,777	93	20,640,285
FURNITURE & HOME FURNISHING	442	49	3,218,862	172	25,242,440
ELECTRONICS & APPLIANCES	443	142	4,603,757	307	13,968,237
APPLIANCES, TV & OTHER ELECTRONICS	44311	45	2,030,426	99	4,557,475
COMPUTERS & SOFTWARE	44312	93	2,554,842	203	9,346,306
CAMERA & PHOTO SUPPLIES	44313	4	18,489	5	64,456
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	88	32,262,735	237	44,786,507
BUILDING MATERIALS	4441	70	30,977,377	191	34,982,409
LAWN & GARDEN SUPPLIES & EQUIP.	4442	18	1,285,358	46	9,804,098
FOOD & BEVERAGE STORES	445	38	22,002,722	84	29,872,361
GROCERY & CONVENIENCE STORES	4451	16	20,744,999	25	28,811,830
OTHER FOOD & BEVERAGE STORES	4452, 4453	22	1,257,723	59	1,060,531
DRUG/HEALTH STORES	446	91	6,428,619	164	14,564,739
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	11	9,588,408	26	26,776,461
APPAREL & ACCESSORIES	448	121	5,582,399	213	87,354,178
CLOTHING & SHOE STORES	4481, 4482	102	3,659,458	182	82,982,796
JEWELRY & LUGGAGE STORES	4483	19	1,922,941	31	4,371,382
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	125	3,617,376	220	14,371,188
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	77	2,421,204	143	13,109,189
BOOK/PERIODICAL/MUSIC STORE	4512	48	1,196,172	77	1,261,999
GENERAL MERCHANDISE STORES	452	20	70,119,073	28	105,321,662
DEPARTMENT STORES	4521	5	16,069,898	5	10,108,430
GENERAL MERCHANDISE STORES	4529	15	54,049,175	23	95,213,233
E-COMMERCE & MAIL ORDER	4541	210	2,167,699	320	15,286,601
MISCELLANEOUS RETAILERS	453, 4542, 4543	579	15,385,827	1,257	62,312,991
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>7</u>	<u>95,442</u>	<u>36</u>	<u>277,567</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>9</u>	<u>163,548</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>31,709</u>	<u>9</u>	<u>1,716,177</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>544</u>	<u>139,863,071</u>	<u>2,741</u>	<u>131,639,528</u>
CONSTRUCTION OF BUILDINGS	236	126	25,215,029	643	63,792,245
HEAVY CONSTRUCTION & HIGHWAYS	237	30	71,033,183	102	9,286,842
SPECIAL TRADE CONTRACTORS	238	388	43,614,859	1,996	58,560,441
<u>MANUFACTURING</u>	<u>31-33</u>	<u>315</u>	<u>6,207,857</u>	<u>853</u>	<u>22,534,081</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,066</u>	<u>21,354,121</u>	<u>1,951</u>	<u>135,693,913</u>
DURABLE GOODS	423	769	18,091,259	1,373	119,015,609
NONDURABLE GOODS	424	287	3,209,310	550	16,087,540
ELECTRONIC MARKETS, AGENTS & BROKERS	425	10	53,552	28	590,764
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>14</u>	<u>366,720</u>	<u>63</u>	<u>2,639,880</u>
<u>INFORMATION</u>	<u>51</u>	<u>248</u>	<u>11,544,246</u>	<u>419</u>	<u>41,869,139</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>61</u>	<u>2,126,594</u>	<u>104</u>	<u>8,543,379</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>164</u>	<u>9,142,368</u>	<u>313</u>	<u>35,123,824</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>241</u>	<u>5,038,412</u>	<u>622</u>	<u>18,038,538</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>343</u>	<u>4,006,391</u>	<u>1,077</u>	<u>37,424,752</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>31</u>	<u>538,241</u>	<u>80</u>	<u>9,544,277</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>82</u>	<u>31,981,216</u>	<u>225</u>	<u>93,212,238</u>
ACCOMMODATIONS	721	10	3,293,732	11	6,654,550
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	72	28,687,483	214	86,557,688
<u>OTHER SERVICES</u>	<u>81</u>	<u>215</u>	<u>8,649,755</u>	<u>726</u>	<u>42,960,111</u>
REPAIR & MAINTENANCE	811	129	5,904,697	558	36,250,596
PERSONAL SERVICE	812	61	2,101,210	135	6,033,895
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	25	643,847	33	675,619
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>8</u>	<u>87,463</u>	<u>9</u>	<u>55,190</u>
TOTAL ALL INDUSTRIES		4,917	\$474,331,692	12,435	\$1,321,851,970

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	BELLEVUE*	UNITS	BELLINGHAM*
RETAIL TRADE	44-45	5,419	\$2,350,840,683	3,983	\$1,178,998,241
MOTOR VEHICLES & PARTS	441	183	765,886,562	179	187,708,449
NEW & USED AUTO DEALERS	4411	61	711,627,785	41	144,393,183
RV, BOAT, MOTORCYCLE DEALERS	4412	35	24,168,781	53	18,134,824
AUTOMOTIVE PARTS & TIRE	4413	87	30,089,996	85	25,180,441
FURNITURE & HOME FURNISHING	442	318	85,870,145	166	30,882,055
ELECTRONICS & APPLIANCES	443	538	239,570,369	352	54,910,472
APPLIANCES, TV & OTHER ELECTRONICS	44311	140	87,953,696	113	37,422,467
COMPUTERS & SOFTWARE	44312	387	145,454,824	231	17,437,627
CAMERA & PHOTO SUPPLIES	44313	11	6,161,849	8	50,377
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	329	98,511,068	213	116,444,742
BUILDING MATERIALS	4441	256	94,310,402	156	109,794,585
LAWN & GARDEN SUPPLIES & EQUIP.	4442	73	4,200,666	57	6,650,157
FOOD & BEVERAGE STORES	445	195	80,516,441	128	71,487,850
GROCERY & CONVENIENCE STORES	4451	43	71,589,148	30	69,317,936
OTHER FOOD & BEVERAGE STORES	4452, 4453	152	8,927,293	98	2,169,913
DRUG/HEALTH STORES	446	270	56,770,221	215	37,047,762
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	34	17,753,073	39	15,749,049
APPAREL & ACCESSORIES	448	384	447,318,069	301	105,045,209
CLOTHING & SHOE STORES	4481, 4482	300	402,547,185	248	96,593,878
JEWELRY & LUGGAGE STORES	4483	84	44,770,883	53	8,451,331
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	348	117,140,673	331	60,257,837
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	227	103,173,304	208	48,782,532
BOOK/PERIODICAL/MUSIC STORE	4512	121	13,967,369	123	11,475,305
GENERAL MERCHANDISE STORES	452	35	198,156,442	42	380,415,039
DEPARTMENT STORES	4521	8	127,946,177	8	120,216,405
GENERAL MERCHANDISE STORES	4529	27	70,210,265	34	260,198,634
E-COMMERCE & MAIL ORDER	4541	489	47,259,901	411	24,459,967
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,296	196,087,720	1,606	94,589,811
AGRICULTURE, FORESTRY, FISHING	11	48	774,524	35	600,779
MINING	21	10	220,925	8	1,200,781
UTILITIES	22	8	1,397,358	7	184,458
CONSTRUCTION	23	5,877	569,419,491	1,903	221,352,863
CONSTRUCTION OF BUILDINGS	236	1,776	328,226,671	593	142,479,552
HEAVY CONSTRUCTION & HIGHWAYS	237	159	78,067,884	63	8,069,071
SPECIAL TRADE CONTRACTORS	238	3,942	163,124,936	1,247	70,804,240
MANUFACTURING	31-33	1,351	73,466,600	995	29,863,457
WHOLESALE TRADE	42	2,574	300,724,948	2,233	101,159,866
DURABLE GOODS	423	1,720	266,349,102	1,529	81,933,070
NONDURABLE GOODS	424	822	33,615,512	680	18,792,921
ELECTRONIC MARKETS, AGENTS & BROKERS	425	32	760,334	24	433,875
TRANSPORTATION & WAREHOUSING	48-49	99	4,777,282	80	4,562,087
INFORMATION	51	703	222,690,769	486	59,213,765
FINANCE, INSURANCE	52	159	37,540,294	110	7,791,056
REAL ESTATE, RENTAL/LEASING	53	513	92,404,166	332	33,698,795
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,609	229,198,172	855	34,163,134
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	2,356	130,352,110	1,071	54,108,196
ARTS, ENTERTAINMENT & RECREATION	71	279	100,088,105	174	14,544,114
ACCOMMODATIONS & FOOD SERVICES	72	528	550,301,114	399	227,025,060
ACCOMMODATIONS	721	34	171,488,688	32	23,098,163
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	494	378,812,425	367	203,926,898
OTHER SERVICES	81	1,158	149,539,248	743	57,466,756
REPAIR & MAINTENANCE	811	758	90,623,241	464	46,599,691
PERSONAL SERVICE	812	330	55,843,859	220	10,328,878
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	70	3,072,149	59	538,186
PUBLIC ADMINISTRATION, OTHER	92.00	17	3,775,835	9	351,451
TOTAL ALL INDUSTRIES		22,718	\$4,817,553,639	13,423	\$2,026,284,858

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	BREMERTON*	UNITS	CAMAS*
RETAIL TRADE	44-45	2,697	\$350,342,606	1,618	\$51,065,085
MOTOR VEHICLES & PARTS	441	145	212,803,735	62	8,330,511
NEW & USED AUTO DEALERS	4411	38	191,783,608	14	2,995,128
RV, BOAT, MOTORCYCLE DEALERS	4412	34	8,354,317	12	42,349
AUTOMOTIVE PARTS & TIRE	4413	73	12,665,810	36	5,293,034
FURNITURE & HOME FURNISHING	442	105	9,551,017	58	2,519,883
ELECTRONICS & APPLIANCES	443	232	12,424,959	142	3,852,191
APPLIANCES, TV & OTHER ELECTRONICS	44311	74	4,621,078	49	2,005,110
COMPUTERS & SOFTWARE	44312	152	7,756,077	91	1,843,816
CAMERA & PHOTO SUPPLIES	44313	6	47,804	D	D
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	156	7,711,092	107	8,816,624
BUILDING MATERIALS	4441	118	6,376,458	87	7,018,926
LAWN & GARDEN SUPPLIES & EQUIP.	4442	38	1,334,635	20	1,797,698
FOOD & BEVERAGE STORES	445	86	26,506,204	50	6,443,294
GROCERY & CONVENIENCE STORES	4451	29	26,299,048	7	6,358,591
OTHER FOOD & BEVERAGE STORES	4452, 4453	57	207,156	43	84,703
DRUG/HEALTH STORES	446	152	14,357,824	74	2,447,328
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	25	10,191,240	7	2,232,533
APPAREL & ACCESSORIES	448	175	3,352,938	129	2,015,342
CLOTHING & SHOE STORES	4481, 4482	146	2,171,629	110	1,543,725
JEWELRY & LUGGAGE STORES	4483	29	1,181,310	19	471,616
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	221	8,725,949	120	1,530,094
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	139	4,302,725	77	1,244,788
BOOK/PERIODICAL/MUSIC STORE	4512	82	4,423,224	43	285,306
GENERAL MERCHANDISE STORES	452	26	6,008,292	12	2,062,788
DEPARTMENT STORES	4521	4	2,224,755	4	570,137
GENERAL MERCHANDISE STORES	4529	22	3,783,538	8	1,492,650
E-COMMERCE & MAIL ORDER	4541	299	7,434,349	241	3,380,130
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,075	31,275,006	616	7,434,367
AGRICULTURE, FORESTRY, FISHING	11	15	361,412	9	1,277,004
MINING	21	6	311,830	4	26,803
UTILITIES	22	7	68,131	5	90,427
CONSTRUCTION	23	1,386	81,135,309	1,179	78,281,271
CONSTRUCTION OF BUILDINGS	236	352	47,836,905	221	44,877,738
HEAVY CONSTRUCTION & HIGHWAYS	237	56	8,516,671	35	11,934,657
SPECIAL TRADE CONTRACTORS	238	978	24,781,734	923	21,468,876
MANUFACTURING	31-33	569	14,145,064	352	3,919,090
WHOLESALE TRADE	42	1,514	57,884,332	917	13,561,908
DURABLE GOODS	423	1,063	38,361,445	621	10,847,923
NONDURABLE GOODS	424	433	19,335,202	288	2,651,649
ELECTRONIC MARKETS, AGENTS & BROKERS	425	18	187,685	8	62,336
TRANSPORTATION & WAREHOUSING	48-49	34	1,219,325	33	1,080,968
INFORMATION	51	367	26,364,885	261	11,739,544
FINANCE, INSURANCE	52	91	3,398,626	56	1,650,041
REAL ESTATE, RENTAL/LEASING	53	244	23,127,469	132	3,300,798
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	468	8,416,449	278	2,989,600
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	685	16,522,082	473	5,869,860
ARTS, ENTERTAINMENT & RECREATION	71	83	1,057,851	33	4,178,809
ACCOMMODATIONS & FOOD SERVICES	72	193	74,142,855	55	13,389,446
ACCOMMODATIONS	721	16	10,284,846	3	860,935
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	177	63,858,009	52	12,528,511
OTHER SERVICES	81	433	24,919,383	204	2,973,830
REPAIR & MAINTENANCE	811	298	18,220,051	135	1,210,962
PERSONAL SERVICE	812	104	6,446,094	60	1,504,103
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	31	253,238	9	258,766
PUBLIC ADMINISTRATION, OTHER	92.00	10	2,966,800	5	2,407
TOTAL ALL INDUSTRIES		8,802	\$686,384,409	5,614	\$195,396,890

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	CENTRALIA*	UNITS	CHEHALIS*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,688</u>	<u>\$128,971,214</u>	<u>1,625</u>	<u>\$240,439,253</u>
MOTOR VEHICLES & PARTS	441	86	28,383,965	73	52,662,112
NEW & USED AUTO DEALERS	4411	22	14,530,378	20	39,423,089
RV, BOAT, MOTORCYCLE DEALERS	4412	14	3,600,560	10	4,941,946
AUTOMOTIVE PARTS & TIRE	4413	50	10,253,026	43	8,297,076
FURNITURE & HOME FURNISHING	442	64	3,387,287	70	4,478,563
ELECTRONICS & APPLIANCES	443	150	3,476,859	123	5,390,029
APPLIANCES, TV & OTHER ELECTRONICS	44311	46	1,649,018	45	2,224,580
COMPUTERS & SOFTWARE	44312	98	1,736,869	74	3,152,275
CAMERA & PHOTO SUPPLIES	44313	6	90,972	4	13,175
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	94	10,079,064	107	32,598,360
BUILDING MATERIALS	4441	74	8,311,376	86	29,255,798
LAWN & GARDEN SUPPLIES & EQUIP.	4442	20	1,767,688	21	3,342,562
FOOD & BEVERAGE STORES	445	34	15,786,127	28	9,976,591
GROCERY & CONVENIENCE STORES	4451	18	15,675,698	6	9,919,804
OTHER FOOD & BEVERAGE STORES	4452, 4453	16	110,429	22	56,786
DRUG/HEALTH STORES	446	96	8,037,942	84	5,917,953
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	17	5,763,530	10	7,504,937
APPAREL & ACCESSORIES	448	122	26,340,753	122	5,589,330
CLOTHING & SHOE STORES	4481, 4482	105	20,335,871	102	4,881,239
JEWELRY & LUGGAGE STORES	4483	17	6,004,882	20	708,090
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	124	9,362,677	119	5,227,300
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	83	9,195,790	76	4,837,584
BOOK/PERIODICAL/MUSIC STORE	4512	41	166,887	43	389,716
GENERAL MERCHANDISE STORES	452	16	902,144	23	89,808,302
DEPARTMENT STORES	4521	4	427,977	5	13,915,158
GENERAL MERCHANDISE STORES	4529	12	474,167	18	75,893,144
E-COMMERCE & MAIL ORDER	4541	193	2,619,305	188	2,177,296
MISCELLANEOUS RETAILERS	453, 4542, 4543	692	14,831,562	678	19,108,480
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>8</u>	<u>466,829</u>	<u>15</u>	<u>64,642</u>
<u>MINING</u>	<u>21</u>	<u>7</u>	<u>505,437</u>	<u>6</u>	<u>54,293</u>
<u>UTILITIES</u>	<u>22</u>	<u>5</u>	<u>50,768</u>	<u>5</u>	<u>226,468</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>743</u>	<u>23,117,611</u>	<u>614</u>	<u>12,922,041</u>
CONSTRUCTION OF BUILDINGS	236	170	11,381,477	131	5,072,609
HEAVY CONSTRUCTION & HIGHWAYS	237	28	1,401,494	29	1,566,753
SPECIAL TRADE CONTRACTORS	238	545	10,334,640	454	6,282,678
<u>MANUFACTURING</u>	<u>31-33</u>	<u>331</u>	<u>5,104,466</u>	<u>318</u>	<u>7,282,846</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,053</u>	<u>22,354,428</u>	<u>951</u>	<u>17,885,069</u>
DURABLE GOODS	423	745	15,980,119	679	14,425,753
NONDURABLE GOODS	424	297	6,193,430	262	3,393,082
ELECTRONIC MARKETS, AGENTS & BROKERS	425	11	180,878	10	66,234
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>17</u>	<u>39,558</u>	<u>24</u>	<u>1,765,422</u>
<u>INFORMATION</u>	<u>51</u>	<u>255</u>	<u>11,469,995</u>	<u>238</u>	<u>7,569,729</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>65</u>	<u>861,674</u>	<u>55</u>	<u>1,007,750</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>144</u>	<u>5,332,727</u>	<u>145</u>	<u>5,078,839</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>243</u>	<u>4,362,036</u>	<u>243</u>	<u>5,079,937</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>389</u>	<u>3,869,834</u>	<u>348</u>	<u>2,015,127</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>37</u>	<u>2,406,644</u>	<u>41</u>	<u>2,985,975</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>105</u>	<u>42,256,934</u>	<u>104</u>	<u>25,429,916</u>
ACCOMMODATIONS	721	10	2,779,677	5	4,123,931
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	95	39,477,257	99	21,305,985
<u>OTHER SERVICES</u>	<u>81</u>	<u>270</u>	<u>10,658,631</u>	<u>213</u>	<u>6,535,191</u>
REPAIR & MAINTENANCE	811	179	8,557,160	146	4,693,156
PERSONAL SERVICE	812	74	1,833,319	49	1,693,426
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	17	268,152	18	148,608
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>6</u>	<u>27,673</u>	<u>5</u>	<u>32,649</u>
TOTAL ALL INDUSTRIES		5,366	\$261,856,461	4,950	\$336,375,147

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	COLVILLE*	UNITS	DES MOINES*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,238</u>	<u>\$116,624,272</u>	<u>1,694</u>	<u>\$58,204,359</u>
MOTOR VEHICLES & PARTS	441	53	24,192,310	66	3,635,269
NEW & USED AUTO DEALERS	4411	10	15,517,829	15	2,737,222
RV, BOAT, MOTORCYCLE DEALERS	4412	9	1,887,018	19	746,950
AUTOMOTIVE PARTS & TIRE	4413	34	6,787,462	32	151,097
FURNITURE & HOME FURNISHING	442	39	1,549,385	98	1,859,460
ELECTRONICS & APPLIANCES	443	107	3,358,788	132	1,502,059
APPLIANCES, TV & OTHER ELECTRONICS	44311	38	2,445,139	55	682,842
COMPUTERS & SOFTWARE	44312	67	906,597	73	817,270
CAMERA & PHOTO SUPPLIES	44313	D	D	4	1,947
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	75	8,504,855	110	2,801,837
BUILDING MATERIALS	4441	62	7,109,240	97	2,773,269
LAWN & GARDEN SUPPLIES & EQUIP.	4442	13	1,395,615	13	28,569
FOOD & BEVERAGE STORES	445	9	6,544,095	38	15,107,002
GROCERY & CONVENIENCE STORES	4451	4	6,512,775	5	14,694,469
OTHER FOOD & BEVERAGE STORES	4452, 4453	5	31,320	33	412,532
DRUG/HEALTH STORES	446	75	822,914	81	8,424,976
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	7	3,233,542	12	4,548,210
APPAREL & ACCESSORIES	448	85	1,126,386	127	1,355,116
CLOTHING & SHOE STORES	4481, 4482	76	1,003,323	106	1,073,194
JEWELRY & LUGGAGE STORES	4483	9	123,062	21	281,922
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	122	4,476,633	136	1,353,055
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	77	3,862,634	82	778,227
BOOK/PERIODICAL/MUSIC STORE	4512	45	613,999	54	574,828
GENERAL MERCHANDISE STORES	452	15	44,194,265	19	3,556,801
DEPARTMENT STORES	4521	4	307,187	3	500,652
GENERAL MERCHANDISE STORES	4529	11	43,887,077	16	3,056,149
E-COMMERCE & MAIL ORDER	4541	162	1,581,860	205	2,504,509
MISCELLANEOUS RETAILERS	453, 4542, 4543	489	17,039,239	670	11,556,066
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>11</u>	<u>437,219</u>	<u>16</u>	<u>2,184,522</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>7</u>	<u>79,040</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>111,327</u>	<u>6</u>	<u>38,115</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>286</u>	<u>7,599,849</u>	<u>1,469</u>	<u>38,830,405</u>
CONSTRUCTION OF BUILDINGS	236	68	2,291,680	351	25,820,956
HEAVY CONSTRUCTION & HIGHWAYS	237	18	1,311,938	39	2,271,727
SPECIAL TRADE CONTRACTORS	238	200	3,996,232	1,079	10,737,721
<u>MANUFACTURING</u>	<u>31-33</u>	<u>218</u>	<u>2,526,845</u>	<u>336</u>	<u>3,002,951</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>752</u>	<u>9,448,963</u>	<u>798</u>	<u>8,652,469</u>
DURABLE GOODS	423	542	7,807,283	537	5,880,067
NONDURABLE GOODS	424	200	1,552,540	250	2,750,514
ELECTRONIC MARKETS, AGENTS & BROKERS	425	10	89,140	11	21,888
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>17</u>	<u>267,653</u>	<u>26</u>	<u>1,144,780</u>
<u>INFORMATION</u>	<u>51</u>	<u>199</u>	<u>4,373,637</u>	<u>259</u>	<u>13,266,972</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>45</u>	<u>2,209,021</u>	<u>50</u>	<u>1,755,058</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>95</u>	<u>1,961,195</u>	<u>138</u>	<u>4,205,136</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>158</u>	<u>2,166,567</u>	<u>286</u>	<u>2,593,782</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>217</u>	<u>2,230,038</u>	<u>625</u>	<u>9,788,524</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>22</u>	<u>676,807</u>	<u>32</u>	<u>1,032,157</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>40</u>	<u>12,671,751</u>	<u>84</u>	<u>35,292,488</u>
ACCOMMODATIONS	721	4	2,205,873	8	1,651,025
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	36	10,465,878	76	33,641,464
<u>OTHER SERVICES</u>	<u>81</u>	<u>144</u>	<u>7,083,273</u>	<u>280</u>	<u>5,087,989</u>
REPAIR & MAINTENANCE	811	85	5,760,589	209	4,036,949
PERSONAL SERVICE	812	45	1,054,706	58	1,046,693
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	14	267,979	13	4,347
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>4</u>	<u>22,995</u>	<u>7</u>	<u>13,394</u>
TOTAL ALL INDUSTRIES		3,450	\$170,411,926	6,113	\$185,172,143

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	EDMONDS*	UNITS	ELLENSBURG*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,058</u>	<u>\$256,549,574</u>	<u>1,880</u>	<u>\$165,007,642</u>
MOTOR VEHICLES & PARTS	441	106	121,861,304	84	40,532,363
NEW & USED AUTO DEALERS	4411	31	117,448,303	19	21,381,706
RV, BOAT, MOTORCYCLE DEALERS	4412	26	1,769,798	16	8,391,673
AUTOMOTIVE PARTS & TIRE	4413	49	2,643,204	49	10,758,984
FURNITURE & HOME FURNISHING	442	187	10,346,150	74	5,267,558
ELECTRONICS & APPLIANCES	443	227	6,872,420	149	5,557,753
APPLIANCES, TV & OTHER ELECTRONICS	44311	83	1,846,430	46	2,837,228
COMPUTERS & SOFTWARE	44312	137	5,005,978	97	2,692,573
CAMERA & PHOTO SUPPLIES	44313	7	20,012	6	27,953
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	206	4,663,640	112	15,398,726
BUILDING MATERIALS	4441	162	4,337,500	87	6,090,433
LAWN & GARDEN SUPPLIES & EQUIP.	4442	44	326,140	25	9,308,293
FOOD & BEVERAGE STORES	445	106	25,407,935	38	15,799,200
GROCERY & CONVENIENCE STORES	4451	16	22,869,678	9	14,653,836
OTHER FOOD & BEVERAGE STORES	4452, 4453	90	2,538,256	29	1,145,365
DRUG/HEALTH STORES	446	171	11,795,728	96	2,993,359
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	11	3,628,744	19	12,182,018
APPAREL & ACCESSORIES	448	219	23,002,862	139	4,239,727
CLOTHING & SHOE STORES	4481, 4482	178	21,476,185	120	3,182,428
JEWELRY & LUGGAGE STORES	4483	41	1,526,677	19	1,057,299
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	200	2,858,553	165	3,967,652
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	122	1,874,823	106	3,132,181
BOOK/PERIODICAL/MUSIC STORE	4512	78	983,730	59	835,470
GENERAL MERCHANDISE STORES	452	24	10,769,751	21	41,363,323
DEPARTMENT STORES	4521	4	563,703	4	465,978
GENERAL MERCHANDISE STORES	4529	20	10,206,048	17	40,897,345
E-COMMERCE & MAIL ORDER	4541	343	7,974,741	223	2,993,084
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,258	27,367,745	760	14,712,878
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>27</u>	<u>187,219</u>	<u>23</u>	<u>209,083</u>
<u>MINING</u>	<u>21</u>	<u>7</u>	<u>96,070</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>7</u>	<u>320,231</u>	<u>9</u>	<u>288,373</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,850</u>	<u>73,928,469</u>	<u>581</u>	<u>45,805,101</u>
CONSTRUCTION OF BUILDINGS	236	761	37,309,046	135	30,089,895
HEAVY CONSTRUCTION & HIGHWAYS	237	80	4,902,412	27	2,478,928
SPECIAL TRADE CONTRACTORS	238	2,009	31,717,012	419	13,236,278
<u>MANUFACTURING</u>	<u>31-33</u>	<u>688</u>	<u>6,550,502</u>	<u>371</u>	<u>4,387,753</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,410</u>	<u>25,909,932</u>	<u>1,091</u>	<u>27,352,459</u>
DURABLE GOODS	423	954	21,488,598	748	18,944,120
NONDURABLE GOODS	424	442	4,366,089	329	8,309,709
ELECTRONIC MARKETS, AGENTS & BROKERS	425	14	55,245	14	98,630
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>37</u>	<u>1,091,227</u>	<u>26</u>	<u>1,070,435</u>
<u>INFORMATION</u>	<u>51</u>	<u>338</u>	<u>23,955,950</u>	<u>242</u>	<u>13,262,830</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>83</u>	<u>3,770,489</u>	<u>65</u>	<u>3,482,268</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>237</u>	<u>8,504,123</u>	<u>167</u>	<u>5,959,587</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>603</u>	<u>10,023,064</u>	<u>272</u>	<u>4,846,249</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,155</u>	<u>17,402,864</u>	<u>351</u>	<u>16,848,755</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>142</u>	<u>7,072,849</u>	<u>65</u>	<u>2,120,257</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>207</u>	<u>71,435,756</u>	<u>111</u>	<u>55,790,793</u>
ACCOMMODATIONS	721	12	3,775,417	14	9,121,166
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	195	67,660,338	97	46,669,627
<u>OTHER SERVICES</u>	<u>81</u>	<u>519</u>	<u>20,235,058</u>	<u>226</u>	<u>12,178,581</u>
REPAIR & MAINTENANCE	811	357	16,804,677	146	10,094,547
PERSONAL SERVICE	812	125	3,366,913	59	1,750,022
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	37	63,468	21	334,012
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>12</u>	<u>8,229</u>	<u>8</u>	<u>62,178</u>
TOTAL ALL INDUSTRIES		11,380	\$527,041,604	5,490	\$358,989,289

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	EVERETT*	UNITS	FEDERAL WAY*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,528</u>	<u>\$1,110,972,681</u>	<u>3,069</u>	<u>\$650,976,396</u>
MOTOR VEHICLES & PARTS	441	233	311,815,885	117	46,243,197
NEW & USED AUTO DEALERS	4411	66	260,248,224	27	25,193,688
RV, BOAT, MOTORCYCLE DEALERS	4412	51	14,268,594	20	102,190
AUTOMOTIVE PARTS & TIRE	4413	116	37,299,067	70	20,947,320
FURNITURE & HOME FURNISHING	442	229	29,809,409	180	13,937,946
ELECTRONICS & APPLIANCES	443	439	70,843,940	296	49,939,883
APPLIANCES, TV & OTHER ELECTRONICS	44311	126	44,339,019	102	38,683,204
COMPUTERS & SOFTWARE	44312	305	26,136,732	189	11,239,151
CAMERA & PHOTO SUPPLIES	44313	8	368,189	5	17,527
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	294	59,047,739	198	61,966,861
BUILDING MATERIALS	4441	229	57,085,767	166	59,099,259
LAWN & GARDEN SUPPLIES & EQUIP.	4442	65	1,961,972	32	2,867,602
FOOD & BEVERAGE STORES	445	175	69,913,437	91	47,554,246
GROCERY & CONVENIENCE STORES	4451	76	67,155,745	30	43,155,930
OTHER FOOD & BEVERAGE STORES	4452, 4453	99	2,757,692	61	4,398,315
DRUG/HEALTH STORES	446	214	38,009,162	190	22,298,608
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	54	30,101,652	26	15,391,826
APPAREL & ACCESSORIES	448	256	43,419,897	214	33,214,976
CLOTHING & SHOE STORES	4481, 4482	214	36,000,697	168	28,954,135
JEWELRY & LUGGAGE STORES	4483	42	7,419,199	46	4,260,840
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	286	42,339,164	225	32,783,649
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	180	35,725,945	143	24,575,014
BOOK/PERIODICAL/MUSIC STORE	4512	106	6,613,220	82	8,208,635
GENERAL MERCHANDISE STORES	452	36	285,756,523	32	257,281,004
DEPARTMENT STORES	4521	8	72,723,514	7	71,824,395
GENERAL MERCHANDISE STORES	4529	28	213,033,009	25	185,456,609
E-COMMERCE & MAIL ORDER	4541	427	16,695,761	340	10,949,256
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,885	113,220,111	1,160	59,414,946
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>37</u>	<u>141,517</u>	<u>34</u>	<u>242,536</u>
<u>MINING</u>	<u>21</u>	<u>11</u>	<u>938,475</u>	<u>10</u>	<u>1,459,131</u>
<u>UTILITIES</u>	<u>22</u>	<u>12</u>	<u>372,663</u>	<u>6</u>	<u>81,701</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>3,804</u>	<u>248,632,002</u>	<u>2,849</u>	<u>137,195,376</u>
CONSTRUCTION OF BUILDINGS	236	950	149,716,293	694	54,074,753
HEAVY CONSTRUCTION & HIGHWAYS	237	120	16,648,440	79	43,274,927
SPECIAL TRADE CONTRACTORS	238	2,734	82,267,269	2,076	39,845,696
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,157</u>	<u>75,304,491</u>	<u>700</u>	<u>14,231,967</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,487</u>	<u>227,327,396</u>	<u>1,633</u>	<u>48,151,546</u>
DURABLE GOODS	423	1,758	188,544,051	1,116	39,702,564
NONDURABLE GOODS	424	695	38,302,849	500	8,122,554
ELECTRONIC MARKETS, AGENTS & BROKERS	425	34	480,496	17	326,428
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>103</u>	<u>10,861,318</u>	<u>53</u>	<u>1,219,591</u>
<u>INFORMATION</u>	<u>51</u>	<u>564</u>	<u>119,458,034</u>	<u>392</u>	<u>59,926,413</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>139</u>	<u>16,644,034</u>	<u>99</u>	<u>6,207,429</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>436</u>	<u>59,588,471</u>	<u>292</u>	<u>29,025,024</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>985</u>	<u>42,411,065</u>	<u>626</u>	<u>24,019,994</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,621</u>	<u>64,737,204</u>	<u>1,179</u>	<u>23,066,935</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>162</u>	<u>19,278,431</u>	<u>88</u>	<u>15,679,991</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>490</u>	<u>234,678,949</u>	<u>306</u>	<u>168,078,486</u>
ACCOMMODATIONS	721	23	16,444,170	19	16,966,704
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	467	218,234,779	287	151,111,782
<u>OTHER SERVICES</u>	<u>81</u>	<u>975</u>	<u>69,597,194</u>	<u>731</u>	<u>35,327,965</u>
REPAIR & MAINTENANCE	811	700	54,566,348	498	25,846,689
PERSONAL SERVICE	812	214	13,655,220	191	7,692,475
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	61	1,375,626	42	1,788,801
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>17</u>	<u>858,917</u>	<u>10</u>	<u>1,714,277</u>
TOTAL ALL INDUSTRIES		17,528	\$2,301,802,843	12,078	\$1,216,635,929

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	FIFE*	UNITS	ISSAQUAH*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,436</u>	<u>\$328,630,860</u>	<u>3,041</u>	<u>\$564,758,062</u>
MOTOR VEHICLES & PARTS	441	76	259,266,592	104	82,282,754
NEW & USED AUTO DEALERS	4411	22	230,915,360	23	63,806,929
RV, BOAT, MOTORCYCLE DEALERS	4412	10	19,560,730	27	11,539,736
AUTOMOTIVE PARTS & TIRE	4413	44	8,790,502	54	6,936,089
FURNITURE & HOME FURNISHING	442	79	6,790,611	180	24,951,545
ELECTRONICS & APPLIANCES	443	158	2,077,563	259	18,611,373
APPLIANCES, TV & OTHER ELECTRONICS	44311	47	695,700	83	7,096,669
COMPUTERS & SOFTWARE	44312	107	1,343,830	171	11,487,691
CAMERA & PHOTO SUPPLIES	44313	4	38,033	5	27,014
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	110	5,567,327	193	67,783,916
BUILDING MATERIALS	4441	96	5,097,690	151	67,123,214
LAWN & GARDEN SUPPLIES & EQUIP.	4442	14	469,637	42	660,702
FOOD & BEVERAGE STORES	445	27	380,364	107	23,020,454
GROCERY & CONVENIENCE STORES	4451	5	351,920	6	18,845,506
OTHER FOOD & BEVERAGE STORES	4452, 4453	22	28,443	101	4,174,948
DRUG/HEALTH STORES	446	56	2,123,882	170	15,132,458
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	3,994,679	11	7,808,388
APPAREL & ACCESSORIES	448	104	342,108	209	12,915,090
CLOTHING & SHOE STORES	4481, 4482	91	325,039	172	11,067,107
JEWELRY & LUGGAGE STORES	4483	13	17,069	37	1,847,983
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	88	14,920,141	222	43,096,899
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	54	14,905,025	135	35,139,063
BOOK/PERIODICAL/MUSIC STORE	4512	34	15,117	87	7,957,836
GENERAL MERCHANDISE STORES	452	12	19,978,072	21	213,625,390
DEPARTMENT STORES	4521	D	D	6	53,128,643
GENERAL MERCHANDISE STORES	4529	11	19,939,781	15	160,496,748
E-COMMERCE & MAIL ORDER	4541	166	1,511,052	317	9,380,614
MISCELLANEOUS RETAILERS	453, 4542, 4543	546	11,678,468	1,248	46,149,182
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>11</u>	<u>16,504</u>	<u>34</u>	<u>2,312,817</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>54,714</u>	<u>9</u>	<u>98,901</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>92,364</u>	<u>7</u>	<u>467,209</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>923</u>	<u>38,224,976</u>	<u>3,166</u>	<u>222,203,041</u>
CONSTRUCTION OF BUILDINGS	236	160	22,052,861	831	162,732,809
HEAVY CONSTRUCTION & HIGHWAYS	237	46	5,722,558	82	7,187,413
SPECIAL TRADE CONTRACTORS	238	717	10,449,556	2,253	52,282,819
<u>MANUFACTURING</u>	<u>31-33</u>	<u>361</u>	<u>7,336,167</u>	<u>736</u>	<u>22,729,257</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,009</u>	<u>45,377,657</u>	<u>1,582</u>	<u>64,679,033</u>
DURABLE GOODS	423	730	37,036,533	1,059	55,265,234
NONDURABLE GOODS	424	265	7,753,578	502	9,245,654
ELECTRONIC MARKETS, AGENTS & BROKERS	425	14	587,545	21	168,145
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>31</u>	<u>1,206,026</u>	<u>52</u>	<u>1,108,956</u>
<u>INFORMATION</u>	<u>51</u>	<u>203</u>	<u>10,045,589</u>	<u>399</u>	<u>36,156,015</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>48</u>	<u>1,659,404</u>	<u>83</u>	<u>6,743,726</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>164</u>	<u>14,459,495</u>	<u>276</u>	<u>19,474,334</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>270</u>	<u>2,163,656</u>	<u>665</u>	<u>22,231,996</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>466</u>	<u>6,422,339</u>	<u>1,180</u>	<u>24,556,149</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>18</u>	<u>889,541</u>	<u>111</u>	<u>11,223,649</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>78</u>	<u>28,595,948</u>	<u>224</u>	<u>96,668,112</u>
ACCOMMODATIONS	721	19	6,365,595	6	11,582,636
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	59	22,230,352	218	85,085,476
<u>OTHER SERVICES</u>	<u>81</u>	<u>289</u>	<u>19,574,808</u>	<u>573</u>	<u>32,529,843</u>
REPAIR & MAINTENANCE	811	242	17,849,055	396	26,808,338
PERSONAL SERVICE	812	32	1,710,333	139	5,323,928
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	15	15,420	38	397,576
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>6</u>	<u>5,271</u>	<u>8</u>	<u>77,908</u>
TOTAL ALL INDUSTRIES		5,320	\$504,755,317	12,146	\$1,128,019,006

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	KELSO*	UNITS	KENNEWICK*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,281</u>	<u>\$112,116,410</u>	<u>2,954</u>	<u>\$962,585,280</u>
MOTOR VEHICLES & PARTS	441	54	23,595,710	179	\$201,872,327
NEW & USED AUTO DEALERS	4411	17	16,417,669	49	\$163,433,691
RV, BOAT, MOTORCYCLE DEALERS	4412	7	3,940,804	42	\$17,564,732
AUTOMOTIVE PARTS & TIRE	4413	30	3,237,236	88	\$20,873,904
FURNITURE & HOME FURNISHING	442	45	2,413,764	118	\$30,847,811
ELECTRONICS & APPLIANCES	443	102	3,728,944	247	\$49,385,315
APPLIANCES, TV & OTHER ELECTRONICS	44311	37	2,086,213	77	\$38,134,770
COMPUTERS & SOFTWARE	44312	63	1,642,316	163	\$11,240,151
CAMERA & PHOTO SUPPLIES	44313	D	D	7	\$10,394
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	83	4,152,115	153	\$66,120,810
BUILDING MATERIALS	4441	66	3,985,467	114	\$61,718,814
LAWN & GARDEN SUPPLIES & EQUIP.	4442	17	166,648	39	\$4,401,996
FOOD & BEVERAGE STORES	445	24	9,166,504	89	\$31,462,198
GROCERY & CONVENIENCE STORES	4451	7	9,159,883	22	\$31,068,495
OTHER FOOD & BEVERAGE STORES	4452, 4453	17	6,622	67	\$393,703
DRUG/HEALTH STORES	446	70	3,279,837	170	\$23,012,928
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	10	7,890,542	19	\$25,053,909
APPAREL & ACCESSORIES	448	92	4,045,064	229	\$96,385,126
CLOTHING & SHOE STORES	4481, 4482	84	2,988,407	191	\$82,971,992
JEWELRY & LUGGAGE STORES	4483	8	1,056,656	38	\$13,413,134
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	109	4,595,436	211	\$53,939,007
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	75	3,970,065	137	\$46,310,741
BOOK/PERIODICAL/MUSIC STORE	4512	34	625,371	74	\$7,628,266
GENERAL MERCHANDISE STORES	452	17	37,394,545	26	\$302,567,485
DEPARTMENT STORES	4521	6	37,286,210	9	\$110,329,168
GENERAL MERCHANDISE STORES	4529	11	108,334	17	\$192,238,317
E-COMMERCE & MAIL ORDER	4541	185	1,693,969	339	\$12,539,314
MISCELLANEOUS RETAILERS	453, 4542, 4543	490	10,159,981	1,174	\$69,399,051
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>11</u>	<u>391,510</u>	<u>17</u>	<u>\$248,387</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>162,656</u>	<u>4</u>	<u>\$492,267</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>24,917</u>	<u>6</u>	<u>\$147,448</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>545</u>	<u>21,852,425</u>	<u>1,347</u>	<u>\$128,613,298</u>
CONSTRUCTION OF BUILDINGS	236	104	4,880,280	349	\$67,862,659
HEAVY CONSTRUCTION & HIGHWAYS	237	29	9,855,110	57	\$4,183,587
SPECIAL TRADE CONTRACTORS	238	412	7,117,035	941	\$56,567,051
<u>MANUFACTURING</u>	<u>31-33</u>	<u>247</u>	<u>3,495,048</u>	<u>663</u>	<u>\$19,235,813</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>804</u>	<u>13,310,858</u>	<u>1,647</u>	<u>\$77,979,271</u>
DURABLE GOODS	423	556	10,472,175	1,153	\$64,035,785
NONDURABLE GOODS	424	240	2,778,774	478	\$13,763,427
ELECTRONIC MARKETS, AGENTS & BROKERS	425	8	59,909	16	\$180,059
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>19</u>	<u>778,171</u>	<u>42</u>	<u>\$1,245,164</u>
<u>INFORMATION</u>	<u>51</u>	<u>185</u>	<u>7,449,694</u>	<u>381</u>	<u>\$51,695,119</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>45</u>	<u>618,340</u>	<u>101</u>	<u>\$13,139,337</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>130</u>	<u>4,956,753</u>	<u>268</u>	<u>\$19,641,122</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>174</u>	<u>3,663,680</u>	<u>518</u>	<u>\$19,308,392</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>286</u>	<u>2,127,595</u>	<u>711</u>	<u>\$25,609,286</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>18</u>	<u>944,954</u>	<u>86</u>	<u>\$14,174,524</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>60</u>	<u>30,301,914</u>	<u>243</u>	<u>\$177,111,566</u>
ACCOMMODATIONS	721	7	7,602,463	22	\$23,093,319
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	53	22,699,452	221	\$154,018,247
<u>OTHER SERVICES</u>	<u>81</u>	<u>169</u>	<u>6,766,501</u>	<u>490</u>	<u>\$47,093,366</u>
REPAIR & MAINTENANCE	811	118	4,970,354	301	\$38,919,648
PERSONAL SERVICE	812	43	759,310	157	\$7,188,457
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	8	1,036,838	32	\$985,260
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>5</u>	<u>120,733</u>	<u>12</u>	<u>\$21,571</u>
TOTAL ALL INDUSTRIES		3,987	\$209,082,158	9,490	\$1,558,341,211

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	KENT*	UNITS	KIRKLAND*
RETAIL TRADE	44-45	4,073	\$660,129,301	3,747	\$790,288,270
MOTOR VEHICLES & PARTS	441	196	94,335,911	132	365,695,140
NEW & USED AUTO DEALERS	4411	49	66,479,220	39	343,745,233
RV, BOAT, MOTORCYCLE DEALERS	4412	29	3,453,003	24	686,487
AUTOMOTIVE PARTS & TIRE	4413	118	24,403,687	69	21,263,420
FURNITURE & HOME FURNISHING	442	214	39,926,907	235	30,049,688
ELECTRONICS & APPLIANCES	443	373	41,406,244	361	25,238,780
APPLIANCES, TV & OTHER ELECTRONICS	44311	110	10,019,180	106	7,492,004
COMPUTERS & SOFTWARE	44312	257	31,262,355	249	17,670,097
CAMERA & PHOTO SUPPLIES	44313	6	124,709	6	76,679
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	274	82,789,627	261	15,926,693
BUILDING MATERIALS	4441	228	79,236,176	201	15,060,427
LAWN & GARDEN SUPPLIES & EQUIP.	4442	46	3,553,451	60	866,266
FOOD & BEVERAGE STORES	445	143	59,187,084	145	42,357,404
GROCERY & CONVENIENCE STORES	4451	57	54,835,125	23	38,577,016
OTHER FOOD & BEVERAGE STORES	4452, 4453	86	4,351,959	122	3,780,389
DRUG/HEALTH STORES	446	190	25,245,005	203	25,740,775
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	38	29,827,855	27	11,378,407
APPAREL & ACCESSORIES	448	246	24,229,776	247	16,042,957
CLOTHING & SHOE STORES	4481, 4482	200	20,760,996	197	13,329,027
JEWELRY & LUGGAGE STORES	4483	46	3,468,781	50	2,713,930
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	278	16,660,950	258	22,579,852
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	189	14,180,744	162	18,535,401
BOOK/PERIODICAL/MUSIC STORE	4512	89	2,480,206	96	4,044,451
GENERAL MERCHANDISE STORES	452	40	112,600,629	26	152,671,203
DEPARTMENT STORES	4521	7	46,680,202	5	11,802,945
GENERAL MERCHANDISE STORES	4529	33	65,920,426	21	140,868,258
E-COMMERCE & MAIL ORDER	4541	389	14,527,868	401	19,575,892
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,692	119,391,445	1,451	63,031,480
AGRICULTURE, FORESTRY, FISHING	11	45	410,075	38	277,439
MINING	21	11	617,757	8	278,400
UTILITIES	22	16	3,086,036	6	573,480
CONSTRUCTION	23	3,598	175,616,168	4,305	205,159,493
CONSTRUCTION OF BUILDINGS	236	887	61,688,777	1,209	117,554,266
HEAVY CONSTRUCTION & HIGHWAYS	237	124	24,929,023	107	11,652,242
SPECIAL TRADE CONTRACTORS	238	2,587	88,998,369	2,989	75,952,986
MANUFACTURING	31-33	1,110	58,396,406	951	20,069,139
WHOLESALE TRADE	42	2,403	212,742,292	1,939	81,395,432
DURABLE GOODS	423	1,639	172,467,671	1,290	70,168,494
NONDURABLE GOODS	424	728	39,479,841	627	11,070,661
ELECTRONIC MARKETS, AGENTS & BROKERS	425	36	794,779	22	156,277
TRANSPORTATION & WAREHOUSING	48-49	91	4,410,863	56	2,546,789
INFORMATION	51	518	95,230,432	527	63,908,732
FINANCE, INSURANCE	52	132	16,401,290	107	14,966,794
REAL ESTATE, RENTAL/LEASING	53	412	71,520,239	343	34,269,215
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	853	31,997,878	1,009	28,416,413
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,418	34,963,923	1,676	40,533,330
ARTS, ENTERTAINMENT & RECREATION	71	103	19,098,840	155	14,334,759
ACCOMMODATIONS & FOOD SERVICES	72	416	156,281,837	301	169,908,232
ACCOMMODATIONS	721	22	16,138,164	13	33,655,746
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	394	140,143,673	288	136,252,487
OTHER SERVICES	81	951	67,569,619	814	52,659,996
REPAIR & MAINTENANCE	811	705	54,270,980	570	40,959,085
PERSONAL SERVICE	812	209	13,107,159	207	11,264,913
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	37	191,480	37	435,997
PUBLIC ADMINISTRATION, OTHER	92.00	12	174,174	9	96,618
TOTAL ALL INDUSTRIES		16,162	\$1,608,647,130	15,991	\$1,519,682,530

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	LACEY*	UNITS	LONGVIEW*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,454</u>	<u>\$554,688,173</u>	<u>2,184</u>	<u>\$388,839,804</u>
MOTOR VEHICLES & PARTS	441	96	36,901,980	109	122,880,040
NEW & USED AUTO DEALERS	4411	25	6,526,059	26	99,857,270
RV, BOAT, MOTORCYCLE DEALERS	4412	16	10,548,384	19	3,910,496
AUTOMOTIVE PARTS & TIRE	4413	55	19,827,537	64	19,112,275
FURNITURE & HOME FURNISHING	442	130	16,458,450	80	8,809,389
ELECTRONICS & APPLIANCES	443	214	31,883,980	182	8,263,462
APPLIANCES, TV & OTHER ELECTRONICS	44311	71	23,266,714	48	3,144,142
COMPUTERS & SOFTWARE	44312	138	8,610,283	130	5,086,773
CAMERA & PHOTO SUPPLIES	44313	5	6,982	4	32,546
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	142	52,775,353	138	50,928,043
BUILDING MATERIALS	4441	114	52,333,337	102	46,275,763
LAWN & GARDEN SUPPLIES & EQUIP.	4442	28	442,016	36	4,652,280
FOOD & BEVERAGE STORES	445	61	32,533,432	54	26,961,681
GROCERY & CONVENIENCE STORES	4451	15	30,369,396	12	26,081,741
OTHER FOOD & BEVERAGE STORES	4452, 4453	46	2,164,036	42	879,940
DRUG/HEALTH STORES	446	126	10,096,135	133	9,686,094
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	18	7,110,794	27	22,004,507
APPAREL & ACCESSORIES	448	174	20,071,083	147	6,890,558
CLOTHING & SHOE STORES	4481, 4482	143	17,441,895	122	3,006,044
JEWELRY & LUGGAGE STORES	4483	31	2,629,188	25	3,884,514
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	196	77,412,027	171	7,069,872
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	125	75,749,634	116	5,934,272
BOOK/PERIODICAL/MUSIC STORE	4512	71	1,662,392	55	1,135,601
GENERAL MERCHANDISE STORES	452	26	212,733,366	25	92,632,591
DEPARTMENT STORES	4521	6	52,556,880	6	11,694,461
GENERAL MERCHANDISE STORES	4529	20	160,176,486	19	80,938,130
E-COMMERCE & MAIL ORDER	4541	291	5,292,670	258	4,182,992
MISCELLANEOUS RETAILERS	453, 4542, 4543	980	51,418,903	860	28,530,574
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>19</u>	<u>86,494</u>	<u>15</u>	<u>356,551</u>
<u>MINING</u>	<u>21</u>	<u>7</u>	<u>144,709</u>	<u>5</u>	<u>729,460</u>
<u>UTILITIES</u>	<u>22</u>	<u>6</u>	<u>294,958</u>	<u>9</u>	<u>168,385</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,775</u>	<u>90,487,942</u>	<u>965</u>	<u>61,824,860</u>
CONSTRUCTION OF BUILDINGS	236	407	43,187,931	218	25,882,917
HEAVY CONSTRUCTION & HIGHWAYS	237	55	6,194,370	47	10,649,041
SPECIAL TRADE CONTRACTORS	238	1,313	41,105,642	700	25,292,902
<u>MANUFACTURING</u>	<u>31-33</u>	<u>518</u>	<u>10,785,479</u>	<u>485</u>	<u>11,183,956</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,282</u>	<u>30,718,903</u>	<u>1,415</u>	<u>48,241,783</u>
DURABLE GOODS	423	890	24,639,328	1,025	41,955,099
NONDURABLE GOODS	424	379	5,957,789	373	6,223,642
ELECTRONIC MARKETS, AGENTS & BROKERS	425	13	121,785	17	63,042
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>29</u>	<u>359,523</u>	<u>35</u>	<u>1,054,773</u>
<u>INFORMATION</u>	<u>51</u>	<u>311</u>	<u>33,272,349</u>	<u>302</u>	<u>27,738,360</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>85</u>	<u>2,987,442</u>	<u>70</u>	<u>3,310,898</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>211</u>	<u>11,801,504</u>	<u>216</u>	<u>12,924,373</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>466</u>	<u>11,634,502</u>	<u>355</u>	<u>9,684,028</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>791</u>	<u>24,382,385</u>	<u>515</u>	<u>13,805,150</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>73</u>	<u>9,683,607</u>	<u>47</u>	<u>4,913,261</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>175</u>	<u>98,097,384</u>	<u>135</u>	<u>63,052,760</u>
ACCOMMODATIONS	721	9	8,351,348	7	1,259,810
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	166	89,746,036	128	61,792,950
<u>OTHER SERVICES</u>	<u>81</u>	<u>422</u>	<u>27,095,141</u>	<u>377</u>	<u>20,891,201</u>
REPAIR & MAINTENANCE	811	297	21,520,973	243	16,538,636
PERSONAL SERVICE	812	100	4,854,709	110	3,868,536
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	25	719,459	24	484,029
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>10</u>	<u>2,210,165</u>	<u>8</u>	<u>704,143</u>
TOTAL ALL INDUSTRIES		8,634	\$908,730,659	7,138	\$669,423,746

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	LYNNWOOD*	UNITS	MARYSVILLE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,262</u>	<u>\$1,274,425,232</u>	<u>2,630</u>	<u>\$420,067,380</u>
MOTOR VEHICLES & PARTS	441	155	301,879,173	131	53,379,271
NEW & USED AUTO DEALERS	4411	47	256,653,020	24	21,362,933
RV, BOAT, MOTORCYCLE DEALERS	4412	19	18,866,711	23	15,848,221
AUTOMOTIVE PARTS & TIRE	4413	89	26,359,442	84	16,168,116
FURNITURE & HOME FURNISHING	442	180	58,915,553	138	10,751,243
ELECTRONICS & APPLIANCES	443	317	98,238,073	202	29,966,891
APPLIANCES, TV & OTHER ELECTRONICS	44311	102	54,435,321	71	26,525,347
COMPUTERS & SOFTWARE	44312	209	42,245,751	126	3,420,175
CAMERA & PHOTO SUPPLIES	44313	6	1,557,001	5	21,368
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	206	46,358,776	175	15,150,702
BUILDING MATERIALS	4441	173	40,448,528	133	13,793,903
LAWN & GARDEN SUPPLIES & EQUIP.	4442	33	5,910,249	42	1,356,799
FOOD & BEVERAGE STORES	445	95	30,608,412	62	40,507,919
GROCERY & CONVENIENCE STORES	4451	36	26,464,552	20	39,474,468
OTHER FOOD & BEVERAGE STORES	4452, 4453	59	4,143,861	42	1,033,451
DRUG/HEALTH STORES	446	165	39,938,786	133	10,743,858
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	24	12,197,170	22	10,805,260
APPAREL & ACCESSORIES	448	236	247,760,558	175	41,932,862
CLOTHING & SHOE STORES	4481, 4482	194	219,199,452	152	34,227,672
JEWELRY & LUGGAGE STORES	4483	42	28,561,106	23	7,705,190
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	227	97,772,294	191	8,972,418
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	147	85,277,474	121	7,515,072
BOOK/PERIODICAL/MUSIC STORE	4512	80	12,494,819	70	1,457,346
GENERAL MERCHANDISE STORES	452	31	242,138,709	24	146,178,615
DEPARTMENT STORES	4521	9	164,982,393	7	45,170,902
GENERAL MERCHANDISE STORES	4529	22	77,156,316	17	101,007,713
E-COMMERCE & MAIL ORDER	4541	324	14,962,194	293	7,768,645
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,302	83,655,533	1,084	43,909,697
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>24</u>	<u>73,012</u>	<u>23</u>	<u>323,585</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>29,556</u>	<u>3</u>	<u>35,422</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>1,754,611</u>	<u>7</u>	<u>1,030,231</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>3,012</u>	<u>112,530,986</u>	<u>2,047</u>	<u>51,979,246</u>
CONSTRUCTION OF BUILDINGS	236	732	58,436,628	476	20,506,339
HEAVY CONSTRUCTION & HIGHWAYS	237	84	8,274,723	68	2,409,542
SPECIAL TRADE CONTRACTORS	238	2,196	45,819,634	1,503	29,063,366
<u>MANUFACTURING</u>	<u>31-33</u>	<u>708</u>	<u>18,011,738</u>	<u>551</u>	<u>11,814,681</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,700</u>	<u>63,873,626</u>	<u>1,390</u>	<u>36,184,446</u>
DURABLE GOODS	423	1,169	54,462,969	986	25,404,171
NONDURABLE GOODS	424	511	9,098,585	391	10,678,119
ELECTRONIC MARKETS, AGENTS & BROKERS	425	20	312,072	13	102,155
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>51</u>	<u>2,476,036</u>	<u>40</u>	<u>952,210</u>
<u>INFORMATION</u>	<u>51</u>	<u>391</u>	<u>42,131,921</u>	<u>335</u>	<u>27,963,709</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>109</u>	<u>13,695,445</u>	<u>78</u>	<u>2,806,703</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>300</u>	<u>21,042,292</u>	<u>250</u>	<u>9,718,238</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>654</u>	<u>15,238,414</u>	<u>444</u>	<u>6,856,796</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,292</u>	<u>28,374,123</u>	<u>861</u>	<u>12,788,846</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>96</u>	<u>10,409,276</u>	<u>67</u>	<u>2,823,995</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>319</u>	<u>173,033,441</u>	<u>172</u>	<u>81,223,662</u>
ACCOMMODATIONS	721	16	27,285,658	6	3,729,074
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	303	145,747,783	166	77,494,587
<u>OTHER SERVICES</u>	<u>81</u>	<u>673</u>	<u>55,307,681</u>	<u>491</u>	<u>28,330,811</u>
REPAIR & MAINTENANCE	811	492	44,254,015	352	23,911,268
PERSONAL SERVICE	812	156	10,705,880	115	4,396,791
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	25	347,786	24	22,752
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>8</u>	<u>117,586</u>	<u>9</u>	<u>6,304</u>
TOTAL ALL INDUSTRIES		12,615	\$1,832,524,976	9,398	\$694,906,267

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	MERCER ISLAND*	UNITS	MOSES LAKE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,111</u>	<u>\$77,619,392</u>	<u>1,945</u>	<u>\$275,183,129</u>
MOTOR VEHICLES & PARTS	441	47	628,183	121	61,436,176
NEW & USED AUTO DEALERS	4411	8	585,770	30	44,028,356
RV, BOAT, MOTORCYCLE DEALERS	4412	12	12,188	28	5,245,200
AUTOMOTIVE PARTS & TIRE	4413	27	30,225	63	12,162,621
FURNITURE & HOME FURNISHING	442	150	8,296,573	68	5,506,249
ELECTRONICS & APPLIANCES	443	193	7,416,775	157	9,511,683
APPLIANCES, TV & OTHER ELECTRONICS	44311	65	1,805,837	52	4,984,113
COMPUTERS & SOFTWARE	44312	125	5,599,185	100	4,509,063
CAMERA & PHOTO SUPPLIES	44313	3	11,754	5	18,507
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	174	5,033,712	107	43,978,112
BUILDING MATERIALS	4441	134	4,085,435	88	43,128,227
LAWN & GARDEN SUPPLIES & EQUIP.	4442	40	948,277	19	849,885
FOOD & BEVERAGE STORES	445	77	4,515,783	40	12,543,973
GROCERY & CONVENIENCE STORES	4451	D	D	12	12,181,754
OTHER FOOD & BEVERAGE STORES	4452, 4453	75	1,188,447	28	362,219
DRUG/HEALTH STORES	446	97	8,169,668	131	6,900,041
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	7	1,893,148	26	16,527,722
APPAREL & ACCESSORIES	448	164	4,737,567	136	7,506,178
CLOTHING & SHOE STORES	4481, 4482	145	4,617,989	114	6,535,892
JEWELRY & LUGGAGE STORES	4483	19	119,578	22	970,285
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	161	3,661,949	156	10,308,630
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	94	1,957,679	101	6,728,586
BOOK/PERIODICAL/MUSIC STORE	4512	67	1,704,269	55	3,580,044
GENERAL MERCHANDISE STORES	452	15	12,717,242	18	59,251,347
DEPARTMENT STORES	4521	4	795,708	5	2,038,095
GENERAL MERCHANDISE STORES	4529	11	11,921,534	13	57,213,253
E-COMMERCE & MAIL ORDER	4541	278	7,635,526	211	3,709,797
MISCELLANEOUS RETAILERS	453, 4542, 4543	748	12,913,266	774	38,003,221
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>30</u>	<u>267,720</u>	<u>13</u>	<u>69,968</u>
<u>MINING</u>	<u>21</u>	<u>10</u>	<u>66,414</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>1,264,190</u>	<u>5</u>	<u>1,849,812</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,647</u>	<u>114,192,611</u>	<u>665</u>	<u>59,121,868</u>
CONSTRUCTION OF BUILDINGS	236	721	72,387,638	142	32,398,374
HEAVY CONSTRUCTION & HIGHWAYS	237	65	12,370,055	38	9,006,798
SPECIAL TRADE CONTRACTORS	238	1,861	29,434,918	485	17,716,696
<u>MANUFACTURING</u>	<u>31-33</u>	<u>518</u>	<u>4,445,497</u>	<u>434</u>	<u>9,329,837</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>981</u>	<u>11,168,279</u>	<u>1,263</u>	<u>66,795,872</u>
DURABLE GOODS	423	614	9,427,477	904	54,762,027
NONDURABLE GOODS	424	355	1,708,973	345	11,881,449
ELECTRONIC MARKETS, AGENTS & BROKERS	425	12	31,829	14	152,397
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>31</u>	<u>346,852</u>	<u>22</u>	<u>855,324</u>
<u>INFORMATION</u>	<u>51</u>	<u>285</u>	<u>16,139,958</u>	<u>301</u>	<u>17,735,102</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>62</u>	<u>3,646,135</u>	<u>76</u>	<u>3,776,158</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>187</u>	<u>5,754,490</u>	<u>180</u>	<u>9,556,469</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>461</u>	<u>7,429,784</u>	<u>308</u>	<u>7,385,940</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>991</u>	<u>17,853,816</u>	<u>383</u>	<u>10,855,780</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>57</u>	<u>3,553,934</u>	<u>28</u>	<u>1,209,957</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>92</u>	<u>19,883,966</u>	<u>122</u>	<u>64,504,225</u>
ACCOMMODATIONS	721	4	21,719	22	13,210,450
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	88	19,862,247	100	51,293,775
<u>OTHER SERVICES</u>	<u>81</u>	<u>346</u>	<u>6,740,546</u>	<u>291</u>	<u>21,171,686</u>
REPAIR & MAINTENANCE	811	252	2,721,962	198	17,261,172
PERSONAL SERVICE	812	78	3,949,612	72	3,516,338
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	16	68,972	21	394,176
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>4</u>	<u>12,379</u>	<u>9</u>	<u>86,241</u>
TOTAL ALL INDUSTRIES		8,817	\$290,385,962	6,047	\$549,684,323

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	MOUNT VERNON*	UNITS	MOUNTLAKE TERRACE*
RETAIL TRADE	44-45	2,384	\$287,406,410	1,529	\$47,477,598
MOTOR VEHICLES & PARTS	441	114	80,703,870	46	245,097
NEW & USED AUTO DEALERS	4411	26	56,610,072	9	156,392
RV, BOAT, MOTORCYCLE DEALERS	4412	22	13,865,319	10	31,934
AUTOMOTIVE PARTS & TIRE	4413	66	10,228,479	27	56,771
FURNITURE & HOME FURNISHING	442	111	7,551,172	76	1,380,777
ELECTRONICS & APPLIANCES	443	225	11,719,060	143	6,303,435
APPLIANCES, TV & OTHER ELECTRONICS	44311	74	6,751,967	50	1,077,202
COMPUTERS & SOFTWARE	44312	146	4,691,328	90	5,223,922
CAMERA & PHOTO SUPPLIES	44313	5	275,764	3	2,311
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	160	31,738,802	114	3,458,489
BUILDING MATERIALS	4441	120	30,256,034	98	3,353,184
LAWN & GARDEN SUPPLIES & EQUIP.	4442	40	1,482,768	16	105,305
FOOD & BEVERAGE STORES	445	66	25,587,701	37	12,391,907
GROCERY & CONVENIENCE STORES	4451	17	25,016,985	13	12,330,091
OTHER FOOD & BEVERAGE STORES	4452, 4453	49	570,716	24	61,817
DRUG/HEALTH STORES	446	126	5,572,909	76	2,373,927
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	19	8,688,409	7	1,333,629
APPAREL & ACCESSORIES	448	154	2,649,202	118	570,620
CLOTHING & SHOE STORES	4481, 4482	127	1,956,233	105	483,021
JEWELRY & LUGGAGE STORES	4483	27	692,969	13	87,599
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	176	4,966,121	116	1,300,739
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	114	4,510,418	72	1,005,293
BOOK/PERIODICAL/MUSIC STORE	4512	62	455,703	44	295,446
GENERAL MERCHANDISE STORES	452	17	66,369,754	12	5,009,389
DEPARTMENT STORES	4521	4	1,186,391	D	D
GENERAL MERCHANDISE STORES	4529	13	65,183,363	10	4,869,462
E-COMMERCE & MAIL ORDER	4541	250	4,488,250	208	2,243,369
MISCELLANEOUS RETAILERS	453, 4542, 4543	966	37,371,160	576	10,866,219
AGRICULTURE, FORESTRY, FISHING	11	18	143,016	12	12,177
MINING	21	5	45,187	4	18,916
UTILITIES	22	5	51,671	4	14,798
CONSTRUCTION	23	1,232	47,583,817	1,173	21,895,652
CONSTRUCTION OF BUILDINGS	236	282	17,782,873	244	9,759,215
HEAVY CONSTRUCTION & HIGHWAYS	237	43	4,029,920	37	3,084,314
SPECIAL TRADE CONTRACTORS	238	907	25,771,024	892	9,052,124
MANUFACTURING	31-33	537	8,739,607	307	3,654,221
WHOLESALE TRADE	42	1,393	47,036,503	791	19,255,708
DURABLE GOODS	423	989	34,446,326	544	15,239,373
NONDURABLE GOODS	424	385	12,361,198	240	4,001,783
ELECTRONIC MARKETS, AGENTS & BROKERS	425	19	228,980	7	14,553
TRANSPORTATION & WAREHOUSING	48-49	37	3,155,770	30	143,531
INFORMATION	51	329	20,403,076	246	18,941,304
FINANCE, INSURANCE	52	70	3,568,499	55	1,232,320
REAL ESTATE, RENTAL/LEASING	53	216	12,539,764	164	3,461,307
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	434	8,655,969	280	7,916,664
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	642	13,324,626	573	4,063,562
ARTS, ENTERTAINMENT & RECREATION	71	66	6,264,203	33	4,316,113
ACCOMMODATIONS & FOOD SERVICES	72	147	49,125,160	79	16,147,655
ACCOMMODATIONS	721	11	5,523,644	D	D
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	136	43,601,517	78	15,154,370
OTHER SERVICES	81	369	17,129,794	222	4,421,933
REPAIR & MAINTENANCE	811	255	13,104,923	152	2,486,479
PERSONAL SERVICE	812	88	3,598,180	58	1,696,772
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	26	426,691	12	238,682
PUBLIC ADMINISTRATION, OTHER	92.00	8	154,588	3	3,172
TOTAL ALL INDUSTRIES		7,892	\$525,327,663	5,505	\$152,976,629

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	OAK HARBOR*	UNITS	OLYMPIA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,922</u>	<u>\$160,635,680</u>	<u>4,029</u>	<u>\$868,654,156</u>
MOTOR VEHICLES & PARTS	441	92	19,134,010	150	271,478,593
NEW & USED AUTO DEALERS	4411	22	9,284,553	36	245,106,709
RV, BOAT, MOTORCYCLE DEALERS	4412	20	881,335	40	11,554,526
AUTOMOTIVE PARTS & TIRE	4413	50	8,968,122	74	14,817,358
FURNITURE & HOME FURNISHING	442	88	4,868,085	196	33,549,589
ELECTRONICS & APPLIANCES	443	152	8,942,096	368	60,604,858
APPLIANCES, TV & OTHER ELECTRONICS	44311	54	4,731,167	109	36,105,992
COMPUTERS & SOFTWARE	44312	93	3,803,066	249	23,425,848
CAMERA & PHOTO SUPPLIES	44313	5	407,863	10	1,073,018
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	97	27,598,787	226	77,577,382
BUILDING MATERIALS	4441	80	27,145,221	171	69,510,436
LAWN & GARDEN SUPPLIES & EQUIP.	4442	17	453,567	55	8,066,946
FOOD & BEVERAGE STORES	445	41	14,090,475	123	56,715,141
GROCERY & CONVENIENCE STORES	4451	6	12,303,249	30	53,943,847
OTHER FOOD & BEVERAGE STORES	4452, 4453	35	1,787,226	93	2,771,294
DRUG/HEALTH STORES	446	100	5,273,381	225	24,981,988
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	8	6,196,274	37	15,492,849
APPAREL & ACCESSORIES	448	147	4,263,738	275	64,494,892
CLOTHING & SHOE STORES	4481, 4482	125	2,885,451	212	54,713,933
JEWELRY & LUGGAGE STORES	4483	22	1,378,287	63	9,780,959
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	154	3,427,488	310	54,782,175
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	100	2,742,773	193	40,502,827
BOOK/PERIODICAL/MUSIC STORE	4512	54	684,716	117	14,279,348
GENERAL MERCHANDISE STORES	452	20	45,027,753	30	103,599,669
DEPARTMENT STORES	4521	3	593,899	8	96,389,266
GENERAL MERCHANDISE STORES	4529	17	44,433,854	22	7,210,403
E-COMMERCE & MAIL ORDER	4541	246	5,210,579	410	18,756,713
MISCELLANEOUS RETAILERS	453, 4542, 4543	777	16,603,014	1,679	86,620,307
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>10</u>	<u>41,714</u>	<u>48</u>	<u>378,686</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>14,836</u>	<u>10</u>	<u>232,384</u>
<u>UTILITIES</u>	<u>22</u>	<u>5</u>	<u>372,574</u>	<u>13</u>	<u>126,234</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>739</u>	<u>26,283,046</u>	<u>2,478</u>	<u>224,137,117</u>
CONSTRUCTION OF BUILDINGS	236	156	10,018,531	636	138,589,191
HEAVY CONSTRUCTION & HIGHWAYS	237	27	3,858,580	73	18,800,001
SPECIAL TRADE CONTRACTORS	238	556	12,405,934	1,769	66,747,925
<u>MANUFACTURING</u>	<u>31-33</u>	<u>345</u>	<u>5,607,757</u>	<u>932</u>	<u>28,376,070</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>963</u>	<u>14,909,421</u>	<u>2,070</u>	<u>140,438,764</u>
DURABLE GOODS	423	668	7,974,306	1,423	123,162,373
NONDURABLE GOODS	424	284	6,655,032	623	16,880,559
ELECTRONIC MARKETS, AGENTS & BROKERS	425	11	280,083	24	395,832
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>18</u>	<u>300,757</u>	<u>56</u>	<u>1,475,383</u>
<u>INFORMATION</u>	<u>51</u>	<u>264</u>	<u>13,508,571</u>	<u>516</u>	<u>84,284,473</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>60</u>	<u>2,185,851</u>	<u>112</u>	<u>15,076,205</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>148</u>	<u>4,385,469</u>	<u>339</u>	<u>29,599,658</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>279</u>	<u>4,498,401</u>	<u>813</u>	<u>55,956,811</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>383</u>	<u>5,728,794</u>	<u>1,202</u>	<u>38,494,803</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>37</u>	<u>3,410,306</u>	<u>144</u>	<u>9,270,156</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>90</u>	<u>42,382,028</u>	<u>310</u>	<u>147,275,747</u>
ACCOMMODATIONS	721	11	4,580,897	21	14,180,212
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	79	37,801,131	289	133,095,535
<u>OTHER SERVICES</u>	<u>81</u>	<u>265</u>	<u>8,469,905</u>	<u>767</u>	<u>49,257,080</u>
REPAIR & MAINTENANCE	811	165	5,518,093	506	39,942,428
PERSONAL SERVICE	812	82	2,402,345	204	8,622,753
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	18	549,467	57	691,899
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>4</u>	<u>33,904</u>	<u>21</u>	<u>7,956,992</u>
TOTAL ALL INDUSTRIES		5,536	\$292,769,015	13,860	\$1,700,990,717

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	OMAK*	UNITS	PASCO*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>939</u>	<u>\$106,511,967</u>	<u>2,395</u>	<u>\$371,617,355</u>
MOTOR VEHICLES & PARTS	441	48	21,740,689	156	148,260,574
NEW & USED AUTO DEALERS	4411	13	16,957,335	35	89,220,801
RV, BOAT, MOTORCYCLE DEALERS	4412	6	187,265	26	33,017,767
AUTOMOTIVE PARTS & TIRE	4413	29	4,596,089	95	26,022,005
FURNITURE & HOME FURNISHING	442	26	1,248,460	87	7,274,026
ELECTRONICS & APPLIANCES	443	75	2,333,899	192	8,320,009
APPLIANCES, TV & OTHER ELECTRONICS	44311	27	1,752,646	59	3,688,444
COMPUTERS & SOFTWARE	44312	46	576,557	130	4,582,253
CAMERA & PHOTO SUPPLIES	44313	D	D	3	49,312
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	47	17,690,326	126	41,754,898
BUILDING MATERIALS	4441	35	16,375,880	95	40,607,308
LAWN & GARDEN SUPPLIES & EQUIP.	4442	12	1,314,446	31	1,147,590
FOOD & BEVERAGE STORES	445	11	4,250,264	70	24,185,986
GROCERY & CONVENIENCE STORES	4451	D	D	24	22,795,101
OTHER FOOD & BEVERAGE STORES	4452, 4453	9	197,971	46	1,390,885
DRUG/HEALTH STORES	446	65	2,066,552	115	13,351,991
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	6	1,893,029	23	20,444,890
APPAREL & ACCESSORIES	448	76	698,908	191	4,930,884
CLOTHING & SHOE STORES	4481, 4482	65	629,808	167	4,569,492
JEWELRY & LUGGAGE STORES	4483	11	69,100	24	361,392
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	79	1,214,679	175	5,950,712
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	49	983,180	121	2,119,248
BOOK/PERIODICAL/MUSIC STORE	4512	30	231,499	54	3,831,464
GENERAL MERCHANDISE STORES	452	15	49,256,507	21	61,468,975
DEPARTMENT STORES	4521	4	130,702	4	1,429,838
GENERAL MERCHANDISE STORES	4529	11	49,125,805	17	60,039,137
E-COMMERCE & MAIL ORDER	4541	134	979,261	265	5,178,978
MISCELLANEOUS RETAILERS	453, 4542, 4543	357	3,139,394	974	30,495,432
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>8</u>	<u>16,687</u>	<u>18</u>	<u>1,996,371</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>4</u>	<u>795,917</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>2,883</u>	<u>5</u>	<u>39,934</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>217</u>	<u>13,706,654</u>	<u>1,080</u>	<u>97,556,813</u>
CONSTRUCTION OF BUILDINGS	236	53	8,407,789	231	29,071,560
HEAVY CONSTRUCTION & HIGHWAYS	237	16	1,709,030	64	9,192,365
SPECIAL TRADE CONTRACTORS	238	148	3,589,834	785	59,292,889
<u>MANUFACTURING</u>	<u>31-33</u>	<u>151</u>	<u>592,864</u>	<u>487</u>	<u>14,048,564</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>561</u>	<u>5,806,202</u>	<u>1,500</u>	<u>108,626,794</u>
DURABLE GOODS	423	405	4,022,167	1,062	87,133,619
NONDURABLE GOODS	424	152	1,766,309	418	21,044,288
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	17,726	20	448,887
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>15</u>	<u>541,274</u>	<u>44</u>	<u>5,287,144</u>
<u>INFORMATION</u>	<u>51</u>	<u>167</u>	<u>5,003,046</u>	<u>321</u>	<u>32,139,832</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>36</u>	<u>388,354</u>	<u>86</u>	<u>5,447,383</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>90</u>	<u>2,639,057</u>	<u>230</u>	<u>31,201,344</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>129</u>	<u>1,914,345</u>	<u>386</u>	<u>11,120,708</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>172</u>	<u>1,359,454</u>	<u>520</u>	<u>14,472,910</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>16</u>	<u>841,929</u>	<u>43</u>	<u>3,278,338</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>54</u>	<u>19,149,527</u>	<u>158</u>	<u>73,190,138</u>
ACCOMMODATIONS	721	8	4,485,189	15	14,676,729
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	46	14,664,338	143	58,513,409
<u>OTHER SERVICES</u>	<u>81</u>	<u>99</u>	<u>3,890,051</u>	<u>371</u>	<u>66,657,086</u>
REPAIR & MAINTENANCE	811	59	3,123,431	272	60,394,045
PERSONAL SERVICE	812	31	761,796	78	5,965,498
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	9	4,824	21	297,543
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>5</u>	<u>5,466</u>	<u>12</u>	<u>1,697,525</u>
TOTAL ALL INDUSTRIES		2,663	\$162,370,461	7,660	\$839,174,158

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	PORT ANGELES*	UNITS	PORT TOWNSEND*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,056</u>	<u>\$136,471,543</u>	<u>1,723</u>	<u>\$72,151,361</u>
MOTOR VEHICLES & PARTS	441	108	33,068,298	71	8,471,600
NEW & USED AUTO DEALERS	4411	24	25,856,585	8	616,529
RV, BOAT, MOTORCYCLE DEALERS	4412	28	1,966,768	28	3,298,427
AUTOMOTIVE PARTS & TIRE	4413	56	5,244,945	35	4,556,644
FURNITURE & HOME FURNISHING	442	76	5,008,002	72	1,896,736
ELECTRONICS & APPLIANCES	443	174	8,161,048	122	2,979,284
APPLIANCES, TV & OTHER ELECTRONICS	44311	50	4,522,192	50	1,041,413
COMPUTERS & SOFTWARE	44312	119	3,622,502	69	1,927,169
CAMERA & PHOTO SUPPLIES	44313	5	16,355	3	10,702
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	109	8,781,152	109	7,176,492
BUILDING MATERIALS	4441	88	8,548,274	81	6,227,801
LAWN & GARDEN SUPPLIES & EQUIP.	4442	21	232,878	28	948,691
FOOD & BEVERAGE STORES	445	50	19,168,947	33	12,132,701
GROCERY & CONVENIENCE STORES	4451	11	18,085,747	4	11,547,054
OTHER FOOD & BEVERAGE STORES	4452, 4453	39	1,083,200	29	585,647
DRUG/HEALTH STORES	446	105	8,328,375	90	3,965,746
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	13	11,536,062	7	3,589,146
APPAREL & ACCESSORIES	448	141	3,786,490	145	4,611,342
CLOTHING & SHOE STORES	4481, 4482	118	3,401,708	121	4,059,333
JEWELRY & LUGGAGE STORES	4483	23	384,782	24	552,010
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	171	8,325,480	147	3,395,319
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	106	6,318,655	90	2,558,031
BOOK/PERIODICAL/MUSIC STORE	4512	65	2,006,826	57	837,287
GENERAL MERCHANDISE STORES	452	20	11,060,133	13	3,964,442
DEPARTMENT STORES	4521	4	527,408	4	607,470
GENERAL MERCHANDISE STORES	4529	16	10,532,725	9	3,356,972
E-COMMERCE & MAIL ORDER	4541	249	3,896,260	214	2,889,748
MISCELLANEOUS RETAILERS	453, 4542, 4543	840	15,351,296	700	17,078,805
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>30</u>	<u>1,903,282</u>	<u>16</u>	<u>75,014</u>
<u>MINING</u>	<u>21</u>	<u>3</u>	<u>3,464</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>5</u>	<u>90,358</u>	<u>3</u>	<u>46,812</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>648</u>	<u>30,106,793</u>	<u>493</u>	<u>23,054,915</u>
CONSTRUCTION OF BUILDINGS	236	161	15,090,320	134	11,099,714
HEAVY CONSTRUCTION & HIGHWAYS	237	25	1,417,674	24	4,150,396
SPECIAL TRADE CONTRACTORS	238	462	13,598,800	335	7,804,805
<u>MANUFACTURING</u>	<u>31-33</u>	<u>446</u>	<u>8,545,666</u>	<u>355</u>	<u>23,751,250</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,234</u>	<u>28,369,859</u>	<u>931</u>	<u>13,072,008</u>
DURABLE GOODS	423	879	22,789,030	648	8,285,046
NONDURABLE GOODS	424	341	5,439,597	274	4,768,855
ELECTRONIC MARKETS, AGENTS & BROKERS	425	14	141,232	9	18,106
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>30</u>	<u>1,257,637</u>	<u>21</u>	<u>688,369</u>
<u>INFORMATION</u>	<u>51</u>	<u>289</u>	<u>13,926,811</u>	<u>259</u>	<u>7,307,024</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>71</u>	<u>2,338,212</u>	<u>54</u>	<u>1,114,736</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>145</u>	<u>5,370,353</u>	<u>110</u>	<u>2,174,328</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>315</u>	<u>6,329,427</u>	<u>245</u>	<u>2,367,829</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>455</u>	<u>6,884,244</u>	<u>320</u>	<u>3,533,624</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>54</u>	<u>3,981,674</u>	<u>76</u>	<u>3,901,825</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>137</u>	<u>45,945,123</u>	<u>113</u>	<u>28,431,617</u>
ACCOMMODATIONS	721	25	11,653,340	33	5,870,592
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	112	34,291,783	80	22,561,025
<u>OTHER SERVICES</u>	<u>81</u>	<u>314</u>	<u>12,880,505</u>	<u>206</u>	<u>9,063,578</u>
REPAIR & MAINTENANCE	811	210	10,209,771	131	7,769,665
PERSONAL SERVICE	812	78	2,059,914	56	1,122,092
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	26	610,820	19	171,821
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>7</u>	<u>83,489</u>	<u>9</u>	<u>98,554</u>
TOTAL ALL INDUSTRIES		6,239	\$304,488,440	4,935	\$190,838,030

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	PULLMAN*	UNITS	PUYALLUP*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,842</u>	<u>\$158,742,194</u>	<u>4,131</u>	<u>\$997,658,192</u>
MOTOR VEHICLES & PARTS	441	72	30,820,028	182	376,997,730
NEW & USED AUTO DEALERS	4411	15	24,091,076	48	360,380,443
RV, BOAT, MOTORCYCLE DEALERS	4412	10	604,068	26	124,409
AUTOMOTIVE PARTS & TIRE	4413	47	6,124,883	108	16,492,878
FURNITURE & HOME FURNISHING	442	71	3,667,048	178	22,336,989
ELECTRONICS & APPLIANCES	443	164	7,573,480	294	48,779,080
APPLIANCES, TV & OTHER ELECTRONICS	44311	59	3,472,177	97	38,781,032
COMPUTERS & SOFTWARE	44312	99	4,082,070	191	9,923,203
CAMERA & PHOTO SUPPLIES	44313	6	19,234	6	74,845
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	95	6,668,444	212	64,954,200
BUILDING MATERIALS	4441	73	6,364,001	167	63,925,640
LAWN & GARDEN SUPPLIES & EQUIP.	4442	22	304,443	45	1,028,561
FOOD & BEVERAGE STORES	445	48	11,647,159	77	18,529,906
GROCERY & CONVENIENCE STORES	4451	4	11,586,065	13	17,869,690
OTHER FOOD & BEVERAGE STORES	4452, 4453	44	61,094	64	660,215
DRUG/HEALTH STORES	446	103	2,824,462	179	12,601,243
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	9	3,085,305	26	11,367,972
APPAREL & ACCESSORIES	448	157	2,979,207	263	54,364,885
CLOTHING & SHOE STORES	4481, 4482	132	2,089,570	213	47,891,943
JEWELRY & LUGGAGE STORES	4483	25	889,637	50	6,472,942
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	150	15,347,309	333	39,142,221
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	96	2,147,846	235	33,440,181
BOOK/PERIODICAL/MUSIC STORE	4512	54	13,199,463	98	5,702,039
GENERAL MERCHANDISE STORES	452	16	47,357,335	35	266,072,643
DEPARTMENT STORES	4521	4	344,036	8	91,680,132
GENERAL MERCHANDISE STORES	4529	12	47,013,299	27	174,392,511
E-COMMERCE & MAIL ORDER	4541	234	6,646,502	372	12,365,357
MISCELLANEOUS RETAILERS	453, 4542, 4543	723	20,125,915	1,980	70,145,968
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>8</u>	<u>332,790</u>	<u>37</u>	<u>555,456</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>6</u>	<u>101,559</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>7,286</u>	<u>11</u>	<u>612,566</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>491</u>	<u>53,474,659</u>	<u>2,767</u>	<u>158,937,675</u>
CONSTRUCTION OF BUILDINGS	236	117	32,473,561	671	95,511,929
HEAVY CONSTRUCTION & HIGHWAYS	237	25	1,267,393	79	9,090,637
SPECIAL TRADE CONTRACTORS	238	349	19,733,705	2,017	54,335,108
<u>MANUFACTURING</u>	<u>31-33</u>	<u>378</u>	<u>9,011,259</u>	<u>798</u>	<u>22,583,140</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,170</u>	<u>37,701,847</u>	<u>1,822</u>	<u>64,474,140</u>
DURABLE GOODS	423	818	31,279,767	1,265	51,849,567
NONDURABLE GOODS	424	339	6,357,516	536	12,309,668
ELECTRONIC MARKETS, AGENTS & BROKERS	425	13	64,564	21	314,905
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>18</u>	<u>1,730,362</u>	<u>56</u>	<u>1,796,036</u>
<u>INFORMATION</u>	<u>51</u>	<u>250</u>	<u>12,959,979</u>	<u>439</u>	<u>36,267,254</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>57</u>	<u>1,474,057</u>	<u>118</u>	<u>14,579,643</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>122</u>	<u>5,241,439</u>	<u>327</u>	<u>23,182,593</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>303</u>	<u>9,615,561</u>	<u>672</u>	<u>12,680,903</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>308</u>	<u>13,383,066</u>	<u>1,203</u>	<u>30,378,166</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>28</u>	<u>2,927,962</u>	<u>118</u>	<u>8,595,539</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>109</u>	<u>49,064,960</u>	<u>251</u>	<u>134,423,990</u>
ACCOMMODATIONS	721	10	7,646,416	12	8,038,248
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	99	41,418,544	239	126,385,742
<u>OTHER SERVICES</u>	<u>81</u>	<u>168</u>	<u>8,589,270</u>	<u>739</u>	<u>36,652,005</u>
REPAIR & MAINTENANCE	811	96	6,404,204	527	27,285,089
PERSONAL SERVICE	812	56	1,968,137	171	8,421,429
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	16	216,930	41	945,487
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>5</u>	<u>289,480</u>	<u>12</u>	<u>78,708</u>
TOTAL ALL INDUSTRIES		<u>5,262</u>	<u>\$364,556,086</u>	<u>13,509</u>	<u>\$1,543,570,403</u>

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	REDMOND*	UNITS	RENTON*
RETAIL TRADE	44-45	3,610	\$807,499,755	3,813	\$1,101,174,036
MOTOR VEHICLES & PARTS	441	111	23,683,738	165	360,447,232
NEW & USED AUTO DEALERS	4411	29	6,947,716	41	303,789,688
RV, BOAT, MOTORCYCLE DEALERS	4412	17	3,120,858	33	26,190,650
AUTOMOTIVE PARTS & TIRE	4413	65	13,615,164	91	30,466,894
FURNITURE & HOME FURNISHING	442	228	38,963,745	208	141,244,909
ELECTRONICS & APPLIANCES	443	400	239,077,716	359	117,589,668
APPLIANCES, TV & OTHER ELECTRONICS	44311	112	138,520,976	108	8,099,319
COMPUTERS & SOFTWARE	44312	284	100,540,048	245	109,434,773
CAMERA & PHOTO SUPPLIES	44313	4	16,691	6	55,576
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	269	50,293,364	258	59,354,652
BUILDING MATERIALS	4441	202	49,234,281	209	56,739,235
LAWN & GARDEN SUPPLIES & EQUIP.	4442	67	1,059,083	49	2,615,417
FOOD & BEVERAGE STORES	445	122	39,579,405	136	42,112,622
GROCERY & CONVENIENCE STORES	4451	18	34,041,109	42	38,389,617
OTHER FOOD & BEVERAGE STORES	4452, 4453	104	5,538,296	94	3,723,005
DRUG/HEALTH STORES	446	167	20,794,363	201	31,434,445
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	4,982,100	35	17,150,484
APPAREL & ACCESSORIES	448	228	45,688,000	228	15,418,906
CLOTHING & SHOE STORES	4481, 4482	188	43,501,593	190	9,062,262
JEWELRY & LUGGAGE STORES	4483	40	2,186,407	38	6,356,644
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	258	42,780,320	262	19,649,484
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	156	37,211,864	164	17,934,739
BOOK/PERIODICAL/MUSIC STORE	4512	102	5,568,455	98	1,714,745
GENERAL MERCHANDISE STORES	452	26	160,290,345	31	199,111,016
DEPARTMENT STORES	4521	8	117,160,004	9	59,220,070
GENERAL MERCHANDISE STORES	4529	18	43,130,340	22	139,890,946
E-COMMERCE & MAIL ORDER	4541	390	45,249,931	400	16,883,261
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,397	96,116,729	1,530	80,777,357
AGRICULTURE, FORESTRY, FISHING	11	33	179,588	34	221,034
MINING	21	9	701,473	12	502,752
UTILITIES	22	8	284,064	7	2,901,323
CONSTRUCTION	23	3,850	258,001,222	3,882	180,830,659
CONSTRUCTION OF BUILDINGS	236	1,004	124,675,936	981	88,144,565
HEAVY CONSTRUCTION & HIGHWAYS	237	111	16,350,084	119	13,669,901
SPECIAL TRADE CONTRACTORS	238	2,735	116,975,201	2,782	79,016,194
MANUFACTURING	31-33	1,018	28,511,382	967	59,473,747
WHOLESALE TRADE	42	2,007	304,579,083	2,139	122,499,845
DURABLE GOODS	423	1,370	288,321,187	1,504	101,820,515
NONDURABLE GOODS	424	617	15,524,304	608	20,176,422
ELECTRONIC MARKETS, AGENTS & BROKERS	425	20	733,592	27	502,908
TRANSPORTATION & WAREHOUSING	48-49	61	2,370,091	69	2,769,880
INFORMATION	51	469	114,423,693	500	82,670,232
FINANCE, INSURANCE	52	96	13,000,515	111	18,184,854
REAL ESTATE, RENTAL/LEASING	53	337	47,155,675	356	48,692,234
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	991	117,534,824	871	38,085,493
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,545	68,900,796	1,450	42,773,717
ARTS, ENTERTAINMENT & RECREATION	71	141	9,913,342	106	11,087,441
ACCOMMODATIONS & FOOD SERVICES	72	282	227,731,762	335	179,563,923
ACCOMMODATIONS	721	9	34,084,611	18	22,278,798
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	273	193,647,152	317	157,285,124
OTHER SERVICES	81	712	78,267,797	841	45,215,231
REPAIR & MAINTENANCE	811	505	36,970,743	607	34,539,078
PERSONAL SERVICE	812	171	40,775,652	192	9,860,159
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	36	521,402	42	815,994
PUBLIC ADMINISTRATION, OTHER	92.00	11	254,994	10	269,885
TOTAL ALL INDUSTRIES		15,180	\$2,079,310,056	15,503	\$1,936,916,286

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	RICHLAND*	UNITS	SEA TAC*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>\$2,703</u>	<u>409,351,275</u>	<u>\$1,432</u>	<u>\$100,474,708</u>
MOTOR VEHICLES & PARTS	441	110	56,176,442	59	11,730,718
NEW & USED AUTO DEALERS	4411	23	36,544,791	15	2,044,442
RV, BOAT, MOTORCYCLE DEALERS	4412	30	3,159,328	10	786,262
AUTOMOTIVE PARTS & TIRE	4413	57	16,472,322	34	8,900,014
FURNITURE & HOME FURNISHING	442	117	16,812,041	73	1,225,420
ELECTRONICS & APPLIANCES	443	230	14,984,515	136	11,324,999
APPLIANCES, TV & OTHER ELECTRONICS	44311	73	4,259,898	54	3,650,773
COMPUTERS & SOFTWARE	44312	152	10,711,086	80	7,673,901
CAMERA & PHOTO SUPPLIES	44313	5	13,531	D	D
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	139	59,067,897	113	3,650,021
BUILDING MATERIALS	4441	112	54,303,751	93	3,513,470
LAWN & GARDEN SUPPLIES & EQUIP.	4442	27	4,764,146	20	136,552
FOOD & BEVERAGE STORES	445	75	30,802,509	40	16,811,598
GROCERY & CONVENIENCE STORES	4451	9	30,489,825	17	14,968,147
OTHER FOOD & BEVERAGE STORES	4452, 4453	66	312,684	23	1,843,450
DRUG/HEALTH STORES	446	158	17,205,417	59	276,713
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	18	17,472,698	15	3,125,595
APPAREL & ACCESSORIES	448	175	19,933,248	102	927,779
CLOTHING & SHOE STORES	4481, 4482	140	18,016,816	88	887,867
JEWELRY & LUGGAGE STORES	4483	35	1,916,432	14	39,912
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	210	14,248,990	107	832,446
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	136	8,234,583	60	294,707
BOOK/PERIODICAL/MUSIC STORE	4512	74	6,014,407	47	537,739
GENERAL MERCHANDISE STORES	452	23	109,183,689	11	588,427
DEPARTMENT STORES	4521	7	27,307,336	3	267,033
GENERAL MERCHANDISE STORES	4529	16	81,876,353	8	321,394
E-COMMERCE & MAIL ORDER	4541	330	9,935,284	152	1,753,284
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,118	43,528,545	565	48,227,708
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>21</u>	<u>1,289,171</u>	<u>15</u>	<u>44,948</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>134,083</u>	<u>5</u>	<u>119,767</u>
<u>UTILITIES</u>	<u>22</u>	<u>11</u>	<u>2,417,476</u>	<u>3</u>	<u>17,347</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,230</u>	<u>165,408,998</u>	<u>1,182</u>	<u>152,394,664</u>
CONSTRUCTION OF BUILDINGS	236	306	86,230,467	251	116,080,193
HEAVY CONSTRUCTION & HIGHWAYS	237	57	6,765,812	54	16,991,386
SPECIAL TRADE CONTRACTORS	238	867	72,412,720	877	19,323,085
<u>MANUFACTURING</u>	<u>31-33</u>	<u>600</u>	<u>19,984,139</u>	<u>335</u>	<u>4,806,200</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,636</u>	<u>85,689,232</u>	<u>785</u>	<u>24,175,987</u>
DURABLE GOODS	423	1,137	70,693,264	551	14,884,706
NONDURABLE GOODS	424	479	14,459,636	214	8,361,797
ELECTRONIC MARKETS, AGENTS & BROKERS	425	20	536,332	20	929,484
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>41</u>	<u>1,195,715</u>	<u>47</u>	<u>71,384,661</u>
<u>INFORMATION</u>	<u>51</u>	<u>353</u>	<u>38,220,983</u>	<u>203</u>	<u>16,625,227</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>77</u>	<u>2,717,545</u>	<u>48</u>	<u>723,546</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>246</u>	<u>30,296,995</u>	<u>176</u>	<u>215,332,816</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>502</u>	<u>27,217,814</u>	<u>257</u>	<u>8,519,926</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>621</u>	<u>21,870,459</u>	<u>496</u>	<u>6,763,039</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>78</u>	<u>10,741,439</u>	<u>24</u>	<u>926,050</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>168</u>	<u>108,156,591</u>	<u>134</u>	<u>263,345,207</u>
ACCOMMODATIONS	721	15	20,078,631	36	144,872,717
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	153	88,077,959	98	118,472,490
<u>OTHER SERVICES</u>	<u>81</u>	<u>328</u>	<u>30,141,587</u>	<u>265</u>	<u>35,687,616</u>
REPAIR & MAINTENANCE	811	196	20,909,557	201	5,859,740
PERSONAL SERVICE	812	104	8,182,936	54	29,802,860
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	28	1,049,094	10	25,017
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>8</u>	<u>17,430</u>	<u>6</u>	<u>127,482</u>
TOTAL ALL INDUSTRIES		\$8,628	954,850,932	\$5,413	\$901,469,191

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	SEATTLE*	UNITS	SHELTON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>\$12,097</u>	<u>5,372,447,289</u>	<u>\$1,609</u>	<u>\$111,304,757</u>
MOTOR VEHICLES & PARTS	441	435	802,053,009	83	9,415,854
NEW & USED AUTO DEALERS	4411	126	622,605,546	13	708,907
RV, BOAT, MOTORCYCLE DEALERS	4412	134	107,656,099	18	1,429,511
AUTOMOTIVE PARTS & TIRE	4413	175	71,791,364	52	7,277,436
FURNITURE & HOME FURNISHING	442	568	269,130,609	69	2,349,732
ELECTRONICS & APPLIANCES	443	873	465,599,207	140	4,093,395
APPLIANCES, TV & OTHER ELECTRONICS	44311	249	125,507,997	54	2,055,843
COMPUTERS & SOFTWARE	44312	609	319,212,873	83	2,034,514
CAMERA & PHOTO SUPPLIES	44313	15	20,878,337	3	3,038
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	596	340,112,685	96	9,454,253
BUILDING MATERIALS	4441	443	321,969,977	80	9,155,529
LAWN & GARDEN SUPPLIES & EQUIP.	4442	153	18,142,709	16	298,724
FOOD & BEVERAGE STORES	445	766	432,378,086	29	7,534,024
GROCERY & CONVENIENCE STORES	4451	382	381,404,200	9	7,474,426
OTHER FOOD & BEVERAGE STORES	4452, 4453	384	50,973,886	20	59,598
DRUG/HEALTH STORES	446	510	250,148,577	93	979,043
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	135	92,148,553	11	5,285,103
APPAREL & ACCESSORIES	448	964	653,673,386	119	923,624
CLOTHING & SHOE STORES	4481, 4482	703	589,162,942	101	527,474
JEWELRY & LUGGAGE STORES	4483	261	64,510,444	18	396,151
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	790	348,709,425	134	1,203,653
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	447	236,700,208	72	364,068
BOOK/PERIODICAL/MUSIC STORE	4512	343	112,009,217	62	839,585
GENERAL MERCHANDISE STORES	452	61	664,349,899	18	58,415,216
DEPARTMENT STORES	4521	9	288,680,136	4	773,402
GENERAL MERCHANDISE STORES	4529	52	375,669,763	14	57,641,814
E-COMMERCE & MAIL ORDER	4541	885	214,691,591	192	2,021,740
MISCELLANEOUS RETAILERS	453, 4542, 4543	5,514	839,452,263	625	9,629,121
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>119</u>	<u>2,669,861</u>	<u>21</u>	<u>232,618</u>
<u>MINING</u>	<u>21</u>	<u>20</u>	<u>3,336,257</u>	<u>3</u>	<u>2,541</u>
<u>UTILITIES</u>	<u>22</u>	<u>16</u>	<u>548,723</u>	<u>4</u>	<u>120,234</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>10,980</u>	<u>2,805,455,979</u>	<u>652</u>	<u>26,142,451</u>
CONSTRUCTION OF BUILDINGS	236	3,906	1,843,100,535	135	18,338,609
HEAVY CONSTRUCTION & HIGHWAYS	237	256	156,187,337	22	165,996
SPECIAL TRADE CONTRACTORS	238	6,818	806,168,107	495	7,637,846
<u>MANUFACTURING</u>	<u>31-33</u>	<u>2,932</u>	<u>447,824,129</u>	<u>342</u>	<u>3,921,892</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>4,538</u>	<u>1,285,540,257</u>	<u>962</u>	<u>14,879,663</u>
DURABLE GOODS	423	2,963	1,050,865,847	691	11,800,851
NONDURABLE GOODS	424	1,513	227,460,082	263	2,999,709
ELECTRONIC MARKETS, AGENTS & BROKERS	425	62	7,214,328	8	79,102
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>354</u>	<u>95,152,343</u>	<u>12</u>	<u>48,004</u>
<u>INFORMATION</u>	<u>51</u>	<u>1,179</u>	<u>764,195,730</u>	<u>238</u>	<u>7,208,867</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>232</u>	<u>131,418,860</u>	<u>51</u>	<u>2,214,190</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>990</u>	<u>411,340,271</u>	<u>136</u>	<u>3,785,865</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>3,851</u>	<u>460,615,537</u>	<u>239</u>	<u>2,764,214</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>4,551</u>	<u>525,828,947</u>	<u>365</u>	<u>4,953,455</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>1,041</u>	<u>160,580,755</u>	<u>32</u>	<u>925,039</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>3,102</u>	<u>2,658,995,681</u>	<u>80</u>	<u>21,355,280</u>
ACCOMMODATIONS	721	213	700,105,094	5	948,795
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	2,889	1,958,890,587	75	20,406,485
<u>OTHER SERVICES</u>	<u>81</u>	<u>3,150</u>	<u>621,683,624</u>	<u>206</u>	<u>6,019,275</u>
REPAIR & MAINTENANCE	811	1,832	335,804,498	140	4,258,249
PERSONAL SERVICE	812	1,108	269,800,857	51	1,404,659
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	210	16,078,270	15	356,367
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>26</u>	<u>3,931,750</u>	<u>7</u>	<u>25,900</u>
TOTAL ALL INDUSTRIES		\$49,184	15,751,585,856	\$4,959	\$205,904,244

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	SPOKANE*	UNITS	SUNNYSIDE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>\$5,431</u>	<u>1,770,109,208</u>	<u>\$1,196</u>	<u>\$125,020,356</u>
MOTOR VEHICLES & PARTS	441	273	274,396,333	58	23,635,661
NEW & USED AUTO DEALERS	4411	93	212,444,183	15	13,410,038
RV, BOAT, MOTORCYCLE DEALERS	4412	51	9,701,519	7	9,981
AUTOMOTIVE PARTS & TIRE	4413	129	52,250,631	36	10,215,642
FURNITURE & HOME FURNISHING	442	191	65,034,328	42	1,310,654
ELECTRONICS & APPLIANCES	443	492	133,066,980	97	4,241,819
APPLIANCES, TV & OTHER ELECTRONICS	44311	136	69,634,827	38	2,960,209
COMPUTERS & SOFTWARE	44312	348	63,179,221	57	1,266,188
CAMERA & PHOTO SUPPLIES	44313	8	252,933	D	D
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	259	186,186,454	76	8,948,345
BUILDING MATERIALS	4441	192	167,932,340	56	7,730,625
LAWN & GARDEN SUPPLIES & EQUIP.	4442	67	18,254,114	20	1,217,720
FOOD & BEVERAGE STORES	445	207	131,590,044	46	10,795,852
GROCERY & CONVENIENCE STORES	4451	71	125,970,561	25	10,699,215
OTHER FOOD & BEVERAGE STORES	4452, 4453	136	5,619,482	21	96,636
DRUG/HEALTH STORES	446	275	66,076,116	70	2,196,054
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	55	31,643,737	12	4,465,952
APPAREL & ACCESSORIES	448	348	143,225,981	98	3,366,409
CLOTHING & SHOE STORES	4481, 4482	276	121,327,419	88	3,279,986
JEWELRY & LUGGAGE STORES	4483	72	21,898,562	10	86,424
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	381	110,999,239	97	1,803,323
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	237	81,143,006	61	1,531,676
BOOK/PERIODICAL/MUSIC STORE	4512	144	29,856,232	36	271,647
GENERAL MERCHANDISE STORES	452	39	405,990,456	16	52,570,867
DEPARTMENT STORES	4521	8	137,583,096	4	5,599,320
GENERAL MERCHANDISE STORES	4529	31	268,407,359	12	46,971,548
E-COMMERCE & MAIL ORDER	4541	501	26,839,334	140	1,213,047
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,410	195,060,207	444	10,472,372
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>48</u>	<u>497,319</u>	<u>11</u>	<u>39,840</u>
<u>MINING</u>	<u>21</u>	<u>10</u>	<u>181,018</u>	<u>3</u>	<u>513,493</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>874,661</u>	<u>9</u>	<u>156,833</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,572</u>	<u>361,235,751</u>	<u>443</u>	<u>38,328,468</u>
CONSTRUCTION OF BUILDINGS	236	750	178,316,517	94	30,503,486
HEAVY CONSTRUCTION & HIGHWAYS	237	90	19,437,887	24	860,509
SPECIAL TRADE CONTRACTORS	238	1,732	163,481,347	325	6,964,473
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,222</u>	<u>77,338,576</u>	<u>200</u>	<u>3,109,383</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,718</u>	<u>312,034,253</u>	<u>773</u>	<u>31,040,838</u>
DURABLE GOODS	423	1,851	249,148,556	537	19,349,189
NONDURABLE GOODS	424	830	61,855,286	226	11,651,581
ELECTRONIC MARKETS, AGENTS & BROKERS	425	37	1,030,411	10	40,068
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>93</u>	<u>4,825,239</u>	<u>22</u>	<u>307,674</u>
<u>INFORMATION</u>	<u>51</u>	<u>598</u>	<u>183,235,949</u>	<u>205</u>	<u>9,205,103</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>154</u>	<u>34,872,054</u>	<u>55</u>	<u>900,088</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>423</u>	<u>72,196,935</u>	<u>116</u>	<u>3,675,833</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>1,122</u>	<u>103,535,274</u>	<u>166</u>	<u>5,778,380</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,397</u>	<u>110,110,196</u>	<u>240</u>	<u>2,535,645</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>221</u>	<u>17,532,361</u>	<u>17</u>	<u>1,047,050</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>667</u>	<u>462,937,571</u>	<u>78</u>	<u>23,526,145</u>
ACCOMMODATIONS	721	45	96,292,502	6	2,369,677
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	622	366,645,069	72	21,156,468
<u>OTHER SERVICES</u>	<u>81</u>	<u>1,103</u>	<u>113,357,335</u>	<u>163</u>	<u>6,875,821</u>
REPAIR & MAINTENANCE	811	628	70,991,483	101	5,020,190
PERSONAL SERVICE	812	391	36,754,997	50	1,579,912
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	84	5,610,855	12	275,719
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>13</u>	<u>6,056,946</u>	<u>5</u>	<u>53,653</u>
TOTAL ALL INDUSTRIES		<u>\$17,802</u>	<u>3,630,930,645</u>	<u>\$3,702</u>	<u>\$252,114,601</u>

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	TACOMA*	UNITS	TUKWILA*
RETAIL TRADE	44-45	\$5,932	1,987,053,121	\$2,130	\$1,000,331,073
MOTOR VEHICLES & PARTS	441	301	536,026,746	71	68,430,699
NEW & USED AUTO DEALERS	4411	98	453,348,800	23	52,129,945
RV, BOAT, MOTORCYCLE DEALERS	4412	59	35,374,773	7	5,463,304
AUTOMOTIVE PARTS & TIRE	4413	144	47,303,172	41	10,837,450
FURNITURE & HOME FURNISHING	442	268	49,613,937	131	43,156,158
ELECTRONICS & APPLIANCES	443	514	155,890,421	283	161,740,636
APPLIANCES, TV & OTHER ELECTRONICS	44311	157	87,198,738	88	72,319,834
COMPUTERS & SOFTWARE	44312	346	68,554,132	190	86,873,718
CAMERA & PHOTO SUPPLIES	44313	11	137,552	5	2,547,085
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	343	166,050,540	149	57,229,662
BUILDING MATERIALS	4441	272	160,199,391	128	56,453,526
LAWN & GARDEN SUPPLIES & EQUIP.	4442	71	5,851,149	21	776,137
FOOD & BEVERAGE STORES	445	256	114,752,665	69	14,535,200
GROCERY & CONVENIENCE STORES	4451	127	111,178,087	22	12,133,676
OTHER FOOD & BEVERAGE STORES	4452, 4453	129	3,574,578	47	2,401,524
DRUG/HEALTH STORES	446	290	60,968,254	106	24,256,113
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	65	58,950,331	20	8,058,003
APPAREL & ACCESSORIES	448	399	188,650,018	176	239,290,010
CLOTHING & SHOE STORES	4481, 4482	307	160,481,324	154	218,919,013
JEWELRY & LUGGAGE STORES	4483	92	28,168,694	22	20,370,996
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	421	109,740,639	130	75,852,657
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	262	91,284,833	85	64,788,516
BOOK/PERIODICAL/MUSIC STORE	4512	159	18,455,806	45	11,064,141
GENERAL MERCHANDISE STORES	452	45	324,264,524	20	232,514,367
DEPARTMENT STORES	4521	8	153,011,423	7	151,896,577
GENERAL MERCHANDISE STORES	4529	37	171,253,102	13	80,617,790
E-COMMERCE & MAIL ORDER	4541	500	36,328,219	194	8,600,904
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,530	185,816,827	781	66,666,662
AGRICULTURE, FORESTRY, FISHING	11	64	2,473,683	11	44,246
MINING	21	10	368,734	8	89,857
UTILITIES	22	17	2,008,672	5	36,780
CONSTRUCTION	23	4,692	471,191,066	1,608	154,202,992
CONSTRUCTION OF BUILDINGS	236	1,264	237,883,028	355	95,948,354
HEAVY CONSTRUCTION & HIGHWAYS	237	166	66,436,501	75	8,565,724
SPECIAL TRADE CONTRACTORS	238	3,262	166,871,538	1,178	49,688,914
MANUFACTURING	31-33	1,458	89,305,977	550	21,270,829
WHOLESALE TRADE	42	2,909	250,731,501	1,414	131,967,938
DURABLE GOODS	423	1,989	200,927,992	1,016	119,952,109
NONDURABLE GOODS	424	884	44,872,288	381	11,759,038
ELECTRONIC MARKETS, AGENTS & BROKERS	425	36	4,931,221	17	256,792
TRANSPORTATION & WAREHOUSING	48-49	134	25,638,698	46	4,145,313
INFORMATION	51	626	150,694,663	310	50,053,525
FINANCE, INSURANCE	52	163	31,640,543	71	3,971,832
REAL ESTATE, RENTAL/LEASING	53	520	109,375,820	264	50,756,544
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	54	1,331	64,329,564	459	23,564,034
MANAGEMENT, EDUCATION & HEALTH SERVICES	55-62	1,910	85,409,036	673	26,751,462
ARTS, ENTERTAINMENT & RECREATION	71	247	26,539,999	40	13,874,463
ACCOMMODATIONS & FOOD SERVICES	72	735	405,967,052	214	212,148,007
ACCOMMODATIONS	721	36	50,564,555	25	54,544,824
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	699	355,402,496	189	157,603,183
OTHER SERVICES	81	1,382	122,815,495	392	18,392,860
REPAIR & MAINTENANCE	811	951	91,688,229	309	10,574,291
PERSONAL SERVICE	812	344	28,576,419	69	7,793,655
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	87	2,550,847	14	24,915
PUBLIC ADMINISTRATION, OTHER	92.00	19	1,001,023	8	112,183
TOTAL ALL INDUSTRIES		\$22,150	3,826,546,247	\$8,203	\$1,711,713,937

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	VANCOUVER*	UNITS	WALLA WALLA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>\$4,485</u>	<u>1,082,853,703</u>	<u>\$2,074</u>	<u>\$181,668,565</u>
MOTOR VEHICLES & PARTS	441	186	178,843,232	94	41,094,454
NEW & USED AUTO DEALERS	4411	36	142,071,535	19	26,204,156
RV, BOAT, MOTORCYCLE DEALERS	4412	37	6,109,552	22	5,246,235
AUTOMOTIVE PARTS & TIRE	4413	113	30,662,145	53	9,644,062
FURNITURE & HOME FURNISHING	442	170	32,623,500	61	2,940,769
ELECTRONICS & APPLIANCES	443	435	47,886,940	183	7,701,020
APPLIANCES, TV & OTHER ELECTRONICS	44311	114	19,457,528	49	2,411,176
COMPUTERS & SOFTWARE	44312	315	28,184,979	129	5,248,887
CAMERA & PHOTO SUPPLIES	44313	6	244,434	5	40,957
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	223	68,652,482	116	10,672,777
BUILDING MATERIALS	4441	175	64,801,192	88	9,154,275
LAWN & GARDEN SUPPLIES & EQUIP.	4442	48	3,851,289	28	1,518,502
FOOD & BEVERAGE STORES	445	172	79,909,883	70	26,421,325
GROCERY & CONVENIENCE STORES	4451	52	73,354,786	14	23,552,335
OTHER FOOD & BEVERAGE STORES	4452, 4453	120	6,555,097	56	2,868,990
DRUG/HEALTH STORES	446	227	37,637,438	123	6,977,431
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	64	37,634,772	14	5,668,388
APPAREL & ACCESSORIES	448	266	85,819,312	156	6,146,049
CLOTHING & SHOE STORES	4481, 4482	214	78,260,450	136	4,491,844
JEWELRY & LUGGAGE STORES	4483	52	7,558,862	20	1,654,205
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	329	47,565,951	183	14,618,095
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	207	32,819,997	115	6,415,572
BOOK/PERIODICAL/MUSIC STORE	4512	122	14,745,954	68	8,202,523
GENERAL MERCHANDISE STORES	452	40	311,472,847	24	32,071,318
DEPARTMENT STORES	4521	8	110,952,558	6	17,619,769
GENERAL MERCHANDISE STORES	4529	32	200,520,288	18	14,451,549
E-COMMERCE & MAIL ORDER	4541	486	26,899,351	238	3,388,686
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,887	127,907,995	812	23,968,254
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>43</u>	<u>6,234,189</u>	<u>28</u>	<u>989,043</u>
<u>MINING</u>	<u>21</u>	<u>11</u>	<u>678,405</u>	<u>3</u>	<u>20,075</u>
<u>UTILITIES</u>	<u>22</u>	<u>11</u>	<u>4,451,630</u>	<u>5</u>	<u>247,598</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,873</u>	<u>344,314,788</u>	<u>624</u>	<u>78,902,190</u>
CONSTRUCTION OF BUILDINGS	236	737	175,113,933	162	48,624,977
HEAVY CONSTRUCTION & HIGHWAYS	237	95	31,581,664	34	2,158,898
SPECIAL TRADE CONTRACTORS	238	2,041	137,619,191	428	28,118,314
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,070</u>	<u>32,186,537</u>	<u>448</u>	<u>8,464,754</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,537</u>	<u>178,861,595</u>	<u>1,355</u>	<u>45,614,458</u>
DURABLE GOODS	423	1,761	148,369,978	944	31,754,016
NONDURABLE GOODS	424	743	30,036,650	397	13,721,336
ELECTRONIC MARKETS, AGENTS & BROKERS	425	33	454,968	14	139,106
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>103</u>	<u>10,790,298</u>	<u>21</u>	<u>593,266</u>
<u>INFORMATION</u>	<u>51</u>	<u>574</u>	<u>140,886,259</u>	<u>320</u>	<u>21,574,531</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>141</u>	<u>22,810,914</u>	<u>79</u>	<u>2,935,452</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>416</u>	<u>52,935,723</u>	<u>174</u>	<u>7,298,140</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>946</u>	<u>41,428,047</u>	<u>349</u>	<u>8,377,539</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>1,368</u>	<u>71,011,445</u>	<u>431</u>	<u>10,056,931</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>180</u>	<u>22,540,283</u>	<u>60</u>	<u>4,113,545</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>475</u>	<u>316,632,387</u>	<u>165</u>	<u>74,185,315</u>
ACCOMMODATIONS	721	26	45,761,559	43	18,158,877
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	449	270,870,828	122	56,026,438
<u>OTHER SERVICES</u>	<u>81</u>	<u>937</u>	<u>77,289,500</u>	<u>303</u>	<u>19,512,441</u>
REPAIR & MAINTENANCE	811	584	58,179,765	187	15,527,911
PERSONAL SERVICE	812	292	17,778,997	90	3,503,975
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	61	1,330,739	26	480,555
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>640,700</u>	<u>5</u>	<u>69,913</u>
TOTAL ALL INDUSTRIES		\$16,181	2,406,546,405	\$6,444	\$464,623,757

*Taxable Retail Sales Based upon Local 0.5 - 1.0% 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, 2011

INDUSTRY	NAICS	UNITS	WENATCHEE*	UNITS	YAKIMA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>\$2,441</u>	<u>365,646,128</u>	<u>\$3,252</u>	<u>\$727,204,740</u>
MOTOR VEHICLES & PARTS	441	136	82,388,083	215	182,252,835
NEW & USED AUTO DEALERS	4411	30	62,082,904	72	135,978,339
RV, BOAT, MOTORCYCLE DEALERS	4412	29	3,108,014	42	17,782,762
AUTOMOTIVE PARTS & TIRE	4413	77	17,197,164	101	28,491,734
FURNITURE & HOME FURNISHING	442	96	6,829,481	130	20,097,830
ELECTRONICS & APPLIANCES	443	222	10,190,944	313	35,648,762
APPLIANCES, TV & OTHER ELECTRONICS	44311	67	3,341,396	95	24,097,608
COMPUTERS & SOFTWARE	44312	150	6,786,324	214	11,481,204
CAMERA & PHOTO SUPPLIES	44313	5	63,224	4	69,950
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	121	55,762,989	163	79,079,003
BUILDING MATERIALS	4441	96	53,053,427	126	66,718,519
LAWN & GARDEN SUPPLIES & EQUIP.	4442	25	2,709,562	37	12,360,484
FOOD & BEVERAGE STORES	445	52	20,960,927	124	56,556,026
GROCERY & CONVENIENCE STORES	4451	13	20,379,379	54	55,266,722
OTHER FOOD & BEVERAGE STORES	4452, 4453	39	581,548	70	1,289,305
DRUG/HEALTH STORES	446	142	9,951,915	175	19,660,688
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	5,153,260	36	21,312,531
APPAREL & ACCESSORIES	448	168	13,928,690	221	14,849,039
CLOTHING & SHOE STORES	4481, 4482	139	12,487,225	183	11,336,557
JEWELRY & LUGGAGE STORES	4483	29	1,441,465	38	3,512,481
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	202	17,341,456	253	23,752,853
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	129	12,308,558	169	20,662,831
BOOK/PERIODICAL/MUSIC STORE	4512	73	5,032,898	84	3,090,022
GENERAL MERCHANDISE STORES	452	23	93,942,601	27	197,350,822
DEPARTMENT STORES	4521	5	33,553,589	7	39,070,175
GENERAL MERCHANDISE STORES	4529	18	60,389,012	20	158,280,647
E-COMMERCE & MAIL ORDER	4541	273	6,660,222	336	10,822,165
MISCELLANEOUS RETAILERS	453, 4542, 4543	992	42,535,561	1,259	65,822,187
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>16</u>	<u>517,367</u>	<u>26</u>	<u>478,930</u>
<u>MINING</u>	<u>21</u>	<u>3</u>	<u>98,998</u>	<u>5</u>	<u>208,691</u>
<u>UTILITIES</u>	<u>22</u>	<u>9</u>	<u>241,546</u>	<u>6</u>	<u>139,837</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>829</u>	<u>73,616,432</u>	<u>1,136</u>	<u>118,340,697</u>
CONSTRUCTION OF BUILDINGS	236	195	35,858,161	296	58,316,467
HEAVY CONSTRUCTION & HIGHWAYS	237	42	8,201,378	54	4,691,777
SPECIAL TRADE CONTRACTORS	238	592	29,556,892	786	55,332,453
<u>MANUFACTURING</u>	<u>31-33</u>	<u>543</u>	<u>13,935,425</u>	<u>698</u>	<u>26,919,582</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,566</u>	<u>74,326,643</u>	<u>1,905</u>	<u>118,539,584</u>
DURABLE GOODS	423	1,102	57,987,728	1,326	91,484,182
NONDURABLE GOODS	424	447	16,103,690	553	26,672,567
ELECTRONIC MARKETS, AGENTS & BROKERS	425	17	235,225	26	382,835
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>26</u>	<u>356,499</u>	<u>57</u>	<u>2,444,241</u>
<u>INFORMATION</u>	<u>51</u>	<u>350</u>	<u>25,369,446</u>	<u>427</u>	<u>67,957,349</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>85</u>	<u>6,680,979</u>	<u>119</u>	<u>11,260,881</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>203</u>	<u>15,080,851</u>	<u>302</u>	<u>48,195,972</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>408</u>	<u>16,345,379</u>	<u>555</u>	<u>20,301,762</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>547</u>	<u>15,658,879</u>	<u>731</u>	<u>28,004,008</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>64</u>	<u>2,775,034</u>	<u>86</u>	<u>10,668,973</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>180</u>	<u>82,196,549</u>	<u>305</u>	<u>173,998,773</u>
ACCOMMODATIONS	721	21	19,414,021	34	29,326,820
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	159	62,782,528	271	144,671,953
<u>OTHER SERVICES</u>	<u>81</u>	<u>383</u>	<u>24,852,091</u>	<u>623</u>	<u>50,622,120</u>
REPAIR & MAINTENANCE	811	246	20,767,128	406	39,930,729
PERSONAL SERVICE	812	98	3,675,061	176	9,420,301
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	39	409,902	41	1,271,090
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>8</u>	<u>104,333</u>	<u>15</u>	<u>296,079</u>
TOTAL ALL INDUSTRIES		\$7,661	717,802,578	\$10,248	\$1,405,582,221

*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 5: BUSINESS & OCCUPATION TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE BY INDUSTRY (NAICS)
Calendar Year 2011

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>\$3,670,429,917</u>	<u>\$2,324,023,495</u>	<u>\$13,173,042</u>
CROP & ANIMAL PRODUCTION	111,112	835,155,183	466,587,839	2,934,939
FORESTRY & LOGGING	113	1,850,797,328	1,365,354,412	5,563,406
FISHING & HUNTING	114	372,275,325	95,646,787	524,462
AG & FORESTRY SUPPORT ACTIVITIES	115	612,202,081	396,434,457	4,150,235
<u>MINING</u>	<u>21</u>	<u>571,389,192</u>	<u>485,318,635</u>	<u>2,497,499</u>
SAND & GRAVEL, QUARRYING	2123	323,335,262	254,243,689	1,318,628
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	248,053,930	231,074,946	1,178,871
<u>UTILITIES</u>	<u>22</u>	<u>1,650,900,075</u>	<u>1,484,124,585</u>	<u>25,010,306</u>
ELECTRIC POWER GENERATION & TRANS.	2211	311,476,260	294,889,322	4,553,594
NATURAL GAS DISTRIBUTION	2212	13,136,513	11,776,640	177,874
WATER & SEWER	2213	1,326,287,302	1,177,458,623	20,278,838
<u>CONSTRUCTION</u>	<u>23</u>	<u>33,898,496,786</u>	<u>29,959,439,275</u>	<u>149,690,308</u>
RESIDENTIAL BUILDING & REMODELING	2361	5,146,775,297	4,820,856,438	23,801,975
NONRESIDENTIAL BUILDING	2362	7,933,554,804	6,812,970,817	32,590,184
HEAVY CONSTRUCTION & HIGHWAYS	237	5,121,649,707	4,241,202,124	22,274,755
SPECIAL TRADE CONTRACTORS	238	15,696,516,978	14,084,409,896	71,023,394
PLUMBING & HEATING	23822	3,124,028,689	2,789,550,411	13,816,286
PAINTING	23832	578,150,121	527,878,109	2,585,341
ELECTRICAL	23821	3,364,458,828	3,040,693,016	16,029,966
MASONRY/DRYWALL	23814, 23831	893,063,083	812,134,466	3,933,935
ROOFING	23816	743,959,743	713,885,407	3,415,000
OTHER CONTRACTORS	238 not listed above	6,992,856,514	6,200,268,487	31,242,866
<u>MANUFACTURING</u>	<u>31-33</u>	<u>141,138,031,707</u>	<u>105,900,437,181</u>	<u>441,254,148</u>
FOOD PRODUCTS	311	10,657,176,664	5,665,307,734	20,234,927
MILLING OF GRAINS	3112	683,466,039	414,350,548	1,858,318
FRUITS & VEGETABLES	3114	1,438,127,113	401,068,745	1,878,882
DAIRY PRODUCTS	3115	124,017,186	74,120,315	369,515
MEAT PRODUCTS	3116	2,149,362,735	2,063,512,388	3,252,545
SEAFOOD PRODUCTS	3117	2,446,277,640	419,018,266	1,926,206
BAKERY PRODUCTS	3118	1,586,827,956	875,896,250	4,231,459
OTHER FOOD ITEMS	3111, 3113, 3119	2,229,097,995	1,417,341,222	6,718,002
BEVERAGES	312	2,467,874,596	1,721,874,007	8,420,402
TEXTILES	313,314	800,599,178	425,793,753	2,103,183
APPAREL	315	255,227,384	144,688,926	710,053
LEATHER & ALLIED PRODUCTS	316	49,409,106	28,480,653	139,372
LUMBER & WOOD PRODUCTS	321	7,054,781,552	4,245,841,069	18,117,057
SAWMILLS	3211	2,544,497,940	1,510,191,687	5,522,850
PLYWOOD & TRUSSES	3212	985,472,952	560,923,723	2,259,388
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	3,524,810,660	2,174,725,659	10,334,819
PAPER PRODUCTS	322	6,839,732,470	4,000,562,865	15,449,776
PULP & PAPER MILLS	3221	4,535,183,878	2,437,388,019	8,643,158
OTHER PAPER PRODUCTS	3222	2,304,548,592	1,563,174,846	6,806,618
COMMERCIAL PRINTING	323	932,510,305	806,224,810	4,085,108
PETROLEUM & COAL PRODUCTS	324	29,669,431,737	27,615,082,699	133,631,385
PETROLEUM REFINING	32411	29,228,260,538	27,360,579,717	132,399,816
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	441,171,199	254,502,982	1,231,569
CHEMICALS	325	4,306,323,919	2,879,348,990	13,728,988
CHEMICALS	3251	1,037,245,212	677,629,320	3,272,993
PESTICIDES & FERTILIZERS	3253	534,594,786	414,149,900	2,082,704
PHARMACEUTICALS	3254	821,577,598	537,132,501	2,669,878
OTHER SYNTHETIC ITEMS	3252, 3255, 3256, 3259	1,912,906,323	1,250,437,269	5,703,413
PLASTICS & RUBBER PRODUCTS	326	2,243,134,573	1,379,776,689	6,634,842
NONMETALLIC MINERALS	327	2,890,478,764	2,291,330,022	9,760,164
PRIMARY METALS	331	3,471,193,484	2,459,073,601	10,299,712

TABLE 5: BUSINESS & OCCUPATION TAX:
 GROSS INCOME, TAXABLE INCOME & TAX DUE
 STATEWIDE BY INDUSTRY (NAICS)
 Calendar Year 2011

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
IRON & STEEL MILLS	3311, 3312	1,231,121,580	717,636,088	3,393,898
ALUMINUM SMELTING	3313	1,190,770,606	1,109,012,008	3,846,670
OTHER NONFERROUS METALS	3314	169,078,915	143,131,412	691,179
FOUNDRIES	3315	880,222,383	489,294,093	2,367,965
FABRICATED METAL PRODUCTS	332	4,798,634,099	3,362,695,154	15,519,855
MACHINERY	333	5,433,121,889	3,211,574,766	15,600,586
FARM & CONSTRUCTION IMPLEMENTS	3331	492,914,902	312,498,195	1,511,213
INDUSTRIAL MACHINERY	3332	1,029,722,700	493,824,616	2,444,197
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	3,910,484,287	2,405,251,955	11,645,176
COMPUTERS & ELECTRONICS	334	9,716,136,095	5,265,706,068	25,806,614
COMPUTER HARDWARE	3341	619,163,735	254,621,711	1,327,855
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	378,272,977	188,287,593	920,293
AUDIO & VIDEO EQUIPMENT	3343	191,240,941	102,412,229	540,718
SEMICONDUCTORS	3344	2,712,717,300	1,371,015,336	5,599,866
INSTRUMENTS	3345	5,477,324,072	3,117,356,875	15,623,067
SOFTWARE REPRODUCTION	334611	318,929,706	217,519,022	1,700,424
OTHER MAGNETIC & OPTICAL MEDIA	334612, 334613	18,487,364	14,493,302	94,391
ELECTRICAL EQUIPMENT & APPLIANCES	335	1,986,096,334	1,010,513,444	4,772,422
LIGHTING EQUIPMENT	3351	311,230,993	63,657,949	308,502
HOUSEHOLD APPLIANCES	3352	307,777,921	141,187,461	693,945
OTHER ELECTRIC EQUIPMENT	3353, 3359	1,367,087,420	805,668,034	3,769,975
TRANSPORTATION EQUIPMENT	336	42,436,411,418	36,693,400,786	122,850,379
MOTOR VEHICLES & PARTS	3361, 3362, 3363	1,703,429,784	1,048,185,653	5,101,224
AIRCRAFT, AEROSPACE & PARTS	3364	39,145,425,863	34,540,212,380	112,283,258
SHIPS & BOATS	3366	1,403,075,701	951,565,236	4,712,268
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	184,480,070	153,437,517	753,629
FURNITURE & RELATED PRODUCTS	337	1,268,621,114	704,768,808	3,412,405
OTHER MANUFACTURING	339	3,861,137,026	1,988,392,337	9,976,918
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>126,332,538,124</u>	<u>88,135,667,093</u>	<u>420,989,398</u>
DURABLE GOODS	423	57,930,225,349	40,447,871,344	205,386,515
MOTOR VEHICLES & PARTS	4231	6,485,588,248	5,848,416,252	28,667,335
FURNITURE & HOME FURNISHINGS	4232	1,251,799,748	916,280,361	4,552,494
LUMBER & CONSTRUCTION MATERIALS	4233	4,896,203,369	3,181,041,846	15,082,584
PROFESSIONAL & COMMERCIAL EQUIP.	4234	11,492,587,919	9,159,999,795	48,115,299
ELECTRICAL EQUIPMENT	4236	8,521,147,159	6,492,743,480	35,807,198
HARDWARE, PLUMBING, HEATING EQUIP.	4237	2,818,473,842	2,370,977,657	11,391,503
MACHINERY & EQUIPMENT	4238	11,428,802,984	7,876,483,519	37,648,209
OTHER DURABLE GOODS	4235, 4239	11,035,622,080	4,601,928,434	24,121,893
NONDURABLE GOODS:	424	66,984,378,502	46,967,687,496	210,610,812
PAPER & PAPER PRODUCTS	4241	2,162,588,059	1,714,789,201	8,196,446
DRUGS & SUNDRIES	4242	6,666,283,815	6,197,889,649	18,134,390
APPAREL	4243	3,332,344,532	1,219,042,674	6,089,354
FOOD PRODUCTS	4244	27,573,921,794	16,470,381,276	73,797,725
FARM PRODUCTS	4245	1,235,051,513	523,889,838	2,775,421
CHEMICALS & PLASTICS	4246	3,137,314,700	2,617,517,429	12,727,592
PETROLEUM PRODUCTS	4247	10,171,512,147	8,975,658,913	43,754,981
OTHER NONDURABLE GOODS	4248, 4249	12,705,361,942	9,248,518,516	45,134,903
ELECTRONIC MARKETS, AGENTS, BROKERS	425	1,417,934,273	720,108,253	4,992,071
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>112,179,175,761</u>	<u>95,091,204,357</u>	<u>475,489,505</u>
MOTOR VEHICLES & PARTS	441	18,116,513,694	16,311,350,193	82,224,197
NEW & USED AUTO DEALERS	4411	13,910,005,009	12,712,672,366	64,313,393
RV, BOAT, MOTORCYCLE DEALERS	4412	1,443,870,973	1,191,084,664	6,055,732
AUTOMOTIVE PARTS & TIRES	4413	2,762,637,712	2,407,593,163	11,855,072
FURNITURE & HOME FURNISHINGS	442	2,548,385,606	2,258,216,330	10,918,465
ELECTRONICS & APPLIANCES	443	5,458,412,297	4,666,022,559	27,082,734
HOUSEHOLD APPLIANCES	443111	391,672,731	359,267,731	1,753,267

TABLE 5: BUSINESS & OCCUPATION TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE BY INDUSTRY (NAICS)
Calendar Year 2011

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
RADIO, TV & OTHER ELECTRONICS	443112	1,761,395,602	1,623,893,152	9,221,634
COMPUTERS & SOFTWARE	44312	3,244,398,150	2,634,633,344	15,876,832
CAMERAS & PHOTO SUPPLY	44313	60,945,814	48,228,332	231,001
BLDG. MATERIALS, GARDEN SUPPLIES	444	6,330,581,466	5,967,420,400	28,571,635
BUILDING MATERIALS	4441	5,473,656,116	5,236,861,209	25,048,512
LAWN & GARDEN SUPPLIES	4442	856,925,350	730,559,191	3,523,123
FOOD & BEVERAGES (OFF-PREMISES)	445	14,537,790,359	13,847,014,509	66,826,007
GROCERY & CONVENIENCE STORES	4451	13,385,358,378	12,879,421,150	62,171,978
OTHER FOOD STORES/SPECIALTY FOODS	4452	982,388,932	822,172,904	3,818,539
BEER, WINE AND LIQUOR STORES	4453	170,043,049	145,420,455	835,490
DRUG STORES & PERSONAL CARE STORES	446	5,742,341,912	5,125,577,102	25,124,647
GAS STATIONS (INCL. CONVENIENCE STORES)	447	12,340,679,663	10,086,763,088	48,792,390
APPAREL & ACCESSORIES	448	5,053,738,239	4,058,153,364	19,599,066
CLOTHING STORES	4481	4,052,896,465	3,165,959,771	15,294,046
SHOE STORES	4482	398,789,112	391,123,216	1,849,910
JEWELRY & LUGGAGE STORES	4483	602,052,662	501,070,377	2,455,110
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	3,081,619,760	2,554,331,370	12,657,651
SPORTING GOODS	45111	1,731,596,136	1,360,940,942	6,724,679
HOBBY & TOY STORES	45112	424,379,563	348,436,327	1,679,303
SEWING SUPPLIES	45113	158,958,625	153,548,988	734,447
MUSICAL INSTRUMENTS	45114	148,555,951	133,999,062	704,418
BOOK, PERIODICAL & MUSIC STORES	45121	429,928,498	390,288,395	1,972,364
TAPES & CDs	45122	188,200,987	167,117,656	842,440
DEPARTMENT STORES	4521	3,544,321,008	3,371,036,081	16,356,528
GENERAL MERCHANDISE STORES	4529	17,607,982,288	15,783,483,046	75,283,598
E-COMMERCE & MAIL ORDER	4541	6,200,254,584	1,970,053,059	11,908,922
MISCELLANEOUS RETAILERS	453, 4542, 4543	11,616,554,885	9,091,783,256	50,143,665
<u>TRANSPORTATION</u>	<u>48-492</u>	<u>4,894,807,705</u>	<u>3,605,576,919</u>	<u>26,099,631</u>
AIR TRANSPORTATION	481	58,273,987	44,231,537	602,188
RAILROADS	482	36,774,891	35,570,337	387,498
WATER TRANSPORTATION	483	314,415,326	96,414,404	384,961
TRUCK TRANSPORTATION	484	776,116,496	555,719,400	5,521,697
TRANSIT & GROUND PASSENGER TRANSPORT	485	143,219,724	123,792,448	1,765,429
OTHER TRANSPORTATION SERVICES	486, 487, 488, 491, 492	3,566,007,281	2,749,848,793	17,437,858
<u>WAREHOUSING & STORAGE</u>	<u>493</u>	<u>685,171,828</u>	<u>614,468,107</u>	<u>3,791,008</u>
<u>INFORMATION</u>	<u>51</u>	<u>17,156,881,276</u>	<u>14,416,629,151</u>	<u>137,168,264</u>
PUBLISHING (EXCEPT INTERNET)	511	3,234,948,958	2,264,803,101	16,312,101
NEWSPAPERS	51111	572,747,802	567,397,750	2,335,130
BOOKS & PERIODICALS	51112, 51113	470,914,597	374,934,809	2,297,749
SOFTWARE	5112	2,025,279,909	1,194,426,633	10,274,005
OTHER PUBLISHERS	51114, 51119	166,006,650	128,043,909	1,405,217
MOTION PICTURE PRODUCTION	512	755,688,257	672,806,233	8,274,981
RADIO & TV BROADCASTING, CABLE TV	515	1,156,869,463	762,271,143	9,855,733
TELEPHONE & TELECOMMUNICATIONS	517	9,528,574,628	9,104,804,857	80,980,997
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	1,870,330,792	1,212,049,548	17,495,176
OTHER INFORMATION SERVICES	519	610,469,178	399,894,269	4,249,276
<u>FINANCE, INSURANCE, REAL ESTATE</u>	<u>52-53</u>	<u>31,716,428,642</u>	<u>23,049,301,040</u>	<u>307,599,891</u>
BANKS & CREDIT UNIONS	522	12,963,491,394	9,856,641,189	166,454,461
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	5,299,903,008	3,458,503,975	43,100,623
INSURANCE AGENTS & BROKERS	524	5,971,847,208	2,987,802,563	28,276,828
REAL ESTATE AGENTS & BROKERS	531	3,364,178,448	3,087,912,429	49,287,806
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	3,860,705,600	3,441,360,503	19,194,201
LESSORS OF NONFINANCIAL INTANGIBLES	533	256,302,984	217,080,381	1,285,972

TABLE 5: BUSINESS & OCCUPATION TAX:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE BY INDUSTRY (NAICS)
Calendar Year 2011

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>120,642,983,738</u>	<u>95,467,529,542</u>	<u>1,207,687,436</u>
LEGAL SERVICES	5411	4,300,642,431	4,051,246,906	71,402,570
ACCOUNTING SERVICES	5412	2,885,670,648	2,702,191,248	47,994,641
ARCHITECTURAL/ENGINEERING/DESIGN SVCS	5413, 5414	8,878,712,411	7,573,016,553	89,763,527
COMPUTER SYSTEM DESIGN SERVICES	5415	9,347,010,164	5,459,641,678	72,279,789
CONSULTING SERVICES	5416	7,745,786,784	5,534,818,670	86,042,529
ADVERTISING & PUBLIC RELATIONS	5418	1,420,482,673	1,117,662,844	17,927,530
OTHER PROFESSIONAL SERVICES	5417, 5419	6,105,111,180	3,759,656,117	44,992,096
<u>MANAGEMENT SERVICES</u>	<u>55</u>	<u>321,049,979</u>	<u>261,822,205</u>	<u>3,614,575</u>
ADMINISTRATIVE & SUPPORT SERVICES	561	13,122,920,814	10,896,784,310	123,842,794
EMPLOYMENT SERVICES	5613	2,152,597,795	1,956,927,430	29,303,580
TRAVEL SERVICES	5615	592,460,125	554,618,381	3,133,138
INVESTIGATION & SECURITY SERVICES	5616	858,427,960	737,292,273	9,955,416
BUILDING SERVICES & JANITORIAL	5617	7,157,116,117	5,391,241,598	59,434,690
OTHER	5611, 5612, 5614, 5619	2,362,318,817	2,256,704,628	22,015,970
WASTE TREATMENT/ COLLECTION	562	3,182,631,389	2,941,896,229	32,333,457
<u>SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)</u>	<u>61</u>	<u>1,997,078,618</u>	<u>1,004,311,011</u>	<u>15,314,026</u>
<u>HEALTH SERVICES</u>	<u>62</u>	<u>34,978,675,933</u>	<u>27,994,653,450</u>	<u>450,190,684</u>
PHYSICIANS	6211	7,603,898,472	6,238,046,122	110,160,821
DENTISTS	6212	3,082,268,823	3,055,988,004	54,862,651
OTHER PRACTITIONERS	6213	2,640,386,193	2,335,872,405	38,979,952
HOSPITALS	622	12,602,898,235	9,233,243,627	139,230,183
NURSING & RETIREMENT HOMES	623	2,016,260,932	1,848,037,798	24,326,474
OTHER HEALTH FACILITIES & SERVICES	6214, 6215, 6216, 6219	1,053,372,009	628,990,759	8,589,395
SOCIAL SERVICES & DAY CARE	624	5,979,591,269	4,654,474,735	74,041,208
<u>ARTS, ENTERTAINMENT, & RECREATION</u>	<u>71</u>	<u>2,754,024,436</u>	<u>2,166,156,939</u>	<u>23,291,089</u>
PERFORMING ARTS, SPECTATOR SPORTS	711	1,151,333,586	780,643,125	11,040,498
MUSEUMS, HISTORICAL SITES, ETC.	712	65,055,004	17,538,583	155,847
AMUSEMENT, GAMBLING, RECREATION	713	1,537,635,846	1,367,975,231	12,094,744
ACCOMMODATIONS	721	2,534,701,636	2,433,290,092	12,938,274
RESTAURANTS, FOOD SERVICES	7221, 7222, 7223	12,398,873,130	9,888,732,416	50,791,237
DRINKING PLACES	7224	858,235,276	774,966,688	4,827,822
AUTO REPAIR & SERVICES	8111	2,472,965,489	2,350,787,608	11,684,208
OTHER REPAIR SERVICES	8112, 8113, 8114	1,479,018,451	1,267,448,115	6,898,928
PERSONAL SERVICES	812	3,002,795,306	2,744,471,666	33,777,490
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	1,073,273,988	1,052,883,361	16,363,621
LAUNDRY & DRY CLEANING	8123	382,165,786	371,974,161	2,467,654
OTHER PERSONAL SERVICES	8122, 8129	1,547,355,532	1,319,614,144	14,946,215
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	586,133,234	304,476,005	3,994,818
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>270,463,756</u>	<u>239,498,792</u>	<u>3,785,352</u>
TOTAL ALL INDUSTRIES		594,545,249,326	460,541,681,921	3,210,574,761

TABLE 6: STATE RETAIL SALES TAX*:
GROSS INCOME, TAXABLE INCOME & TAX DUE
STATEWIDE AMOUNTS BY INDUSTRY (NAICS)
Calendar Year 2011

INDUSTRY	NAICS	SALES SUBJECT TO RETAIL SALES TAX		ACCRUED STATE
		GROSS	TAXABLE	RETAIL SALES TAX*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>\$92,305,020,536</u>	<u>\$47,957,782,837</u>	<u>\$3,117,256,823</u>
MOTOR VEHICLES & PARTS	441	13,118,323,773	10,178,203,882	661,583,401
NEW & USED AUTO DEALERS	4411	10,317,437,805	7,875,977,949	511,938,674
RV, BOAT, MOTORCYCLE DEALERS	4412	1,143,666,053	832,762,720	54,129,595
AUTOMOTIVE PARTS & TIRE	4413	1,657,219,915	1,469,463,213	95,515,132
FURNITURE & HOME FURNISHINGS	442	1,940,973,093	1,726,691,181	112,234,960
ELECTRONICS & APPLIANCES	443	3,790,947,699	3,075,746,484	199,923,544
APPLIANCES, TV & OTHER ELECTRONICS	44311	1,511,250,376	1,405,796,718	91,376,787
COMPUTERS & SOFTWARE	44312	2,228,257,456	1,626,592,308	105,728,525
CAMERA & PHOTO SUPPLIES	44313	51,439,867	43,357,458	2,818,232
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	4,589,497,550	4,279,840,039	278,189,663
BUILDING MATERIALS	4441	4,034,442,361	3,832,881,660	249,137,349
LAWN & GARDEN SUPPLIES & EQUIPMENT	4442	555,055,189	446,958,379	29,052,314
FOOD & BEVERAGE STORES	445	13,518,905,204	3,359,715,836	218,381,661
GROCERY & CONVENIENCE STORES	4451	12,920,248,569	3,134,680,266	203,754,294
OTHER FOOD & BEVERAGE STORES	4452, 4453	598,656,635	225,035,570	14,627,367
DRUG/HEALTH STORES	446	5,131,572,581	1,488,135,351	96,728,808
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	10,416,297,578	1,521,841,372	98,919,737
APPAREL & ACCESSORIES	448	4,653,766,617	3,669,406,371	238,511,475
CLOTHING & SHOE STORES	4481, 4482	4,096,933,527	3,216,652,528	209,082,466
JEWELRY & LUGGAGE STORES	4483	556,833,090	452,753,843	29,429,009
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	2,439,483,809	2,111,043,179	137,217,873
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	1,937,443,967	1,657,096,695	107,711,327
BOOK/PERIODICAL/MUSIC STORE	4512	502,039,842	453,946,484	29,506,546
GENERAL MERCHANDISE STORES	452	20,160,289,291	10,063,442,426	654,123,750
DEPARTMENT STORES	4521	3,503,281,020	3,011,342,255	195,737,248
GENERAL MERCHANDISE STORES	4529	16,657,008,271	7,052,100,171	458,386,502
E-COMMERCE & MAIL ORDER	4541	4,892,732,795	1,164,186,710	75,672,128
MISCELLANEOUS RETAILERS	453, 4542, 4543	7,652,230,546	5,319,530,006	345,769,823
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>209,936,240</u>	<u>127,245,646</u>	<u>8,270,996</u>
<u>MINING</u>	<u>21</u>	<u>80,774,375</u>	<u>69,727,759</u>	<u>4,532,310</u>
<u>UTILITIES</u>	<u>22</u>	<u>88,404,267</u>	<u>70,763,544</u>	<u>4,599,629</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>19,705,645,473</u>	<u>15,444,635,185</u>	<u>1,003,902,625</u>
CONSTRUCTION OF BUILDINGS	236	10,372,640,092	8,240,608,456	535,640,000
HEAVY CONSTRUCTION & HIGHWAYS	237	2,841,619,997	1,730,684,246	112,494,517
SPECIAL TRADE CONTRACTORS	238	6,491,385,384	5,473,342,483	355,768,108
<u>MANUFACTURING</u>	<u>31-33</u>	<u>9,152,042,397</u>	<u>2,207,039,318</u>	<u>143,457,773</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>16,356,556,567</u>	<u>8,048,113,998</u>	<u>523,127,539</u>
DURABLE GOODS	423	12,063,970,724	6,424,730,624	417,607,633
NONDURABLE GOODS	424	4,245,882,471	1,590,297,078	103,369,303
ELECTRONIC MARKETS, AGENTS & BROKERS	425	46,703,372	33,086,296	2,150,603
<u>TRANSPORTATION & WAREHOUSING</u>	<u>48-49</u>	<u>845,234,141</u>	<u>436,886,257</u>	<u>28,397,649</u>
<u>INFORMATION</u>	<u>51</u>	<u>6,907,873,042</u>	<u>4,996,819,820</u>	<u>324,793,391</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>1,046,474,899</u>	<u>675,354,987</u>	<u>43,898,106</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>2,924,476,750</u>	<u>2,444,329,625</u>	<u>158,881,524</u>
<u>PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES</u>	<u>54</u>	<u>5,743,645,139</u>	<u>2,133,470,080</u>	<u>138,675,860</u>
<u>MANAGEMENT, EDUCATION & HEALTH SERVICES</u>	<u>55-62</u>	<u>4,776,599,809</u>	<u>2,702,820,796</u>	<u>175,683,778</u>
<u>ARTS, ENTERTAINMENT & RECREATION</u>	<u>71</u>	<u>1,142,587,787</u>	<u>1,070,076,638</u>	<u>69,555,030</u>
<u>ACCOMMODATIONS & FOOD SERVICES</u>	<u>72</u>	<u>12,376,292,700</u>	<u>11,865,683,805</u>	<u>771,269,770</u>
ACCOMMODATIONS	721	2,377,084,052	2,253,070,413	146,449,613
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	9,999,208,648	9,612,613,392	624,820,157
<u>OTHER SERVICES</u>	<u>81</u>	<u>3,962,605,091</u>	<u>3,439,747,163</u>	<u>223,584,016</u>
REPAIR & MAINTENANCE	811	2,853,925,778	2,448,379,799	159,144,928
PERSONAL SERVICE	812	1,016,205,324	908,902,732	59,078,836
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	92,473,989	82,464,632	5,360,252
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>52,008,680</u>	<u>50,213,818</u>	<u>3,263,904</u>
TOTAL ALL INDUSTRIES		\$177,554,272,681	\$103,740,825,097	\$6,743,158,120

*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 2011

TYPE OF UTILITY	STATE TAX RATE	OPERATING INCOME SUBJECT TO TAX		ACCRUED STATE TAX
		GROSS	TAXABLE	
<u>WATER DISTRIBUTION</u>	<u>5.029%</u>	<u>\$1,012,187,901</u>	<u>\$946,829,928</u>	<u>\$47,578,262</u>
WATER SUPPLY		912,667,621	850,714,710	42,759,367
MISCELLANEOUS		99,520,280	96,115,218	4,818,895
<u>SEWER COLLECTION</u>	<u>3.852%</u>	<u>544,734,562</u>	<u>290,883,884</u>	<u>11,202,093</u>
SEWERAGE SYSTEMS		301,280,544	105,212,692	4,052,380
MISCELLANEOUS		243,454,018	185,671,192	7,149,713
<u>POWER</u>	<u>3.873%</u>	<u>7,513,452,276</u>	<u>6,118,865,558</u>	<u>236,979,660</u>
<u>GAS DISTRIBUTION/TELEGRAPH</u>	<u>3.852%</u>	<u>1,697,415,968</u>	<u>1,685,684,358</u>	<u>64,931,545</u>
<u>MOTOR TRANSPORTATION</u>	<u>1.926%</u>	<u>5,080,098,451</u>	<u>1,381,636,272</u>	<u>26,445,603</u>
LOCAL/SUBURBAN TRANSIT		480,290,802	208,622,732	3,993,983
TRUCKING		3,966,987,342	813,990,806	15,585,209
RAILROADS		118,292,817	103,275,891	1,988,189
MISCELLANEOUS		514,527,490	255,746,843	4,878,222
<u>LOG HAULING OVER PUBLIC HIGHWAY:</u>	<u>1.3696%</u>	<u>202,943,038</u>	<u>119,135,198</u>	<u>1,622,364</u>
<u>URBAN TRANSPORTATION</u>	<u>0.642%</u>	<u>761,155,293</u>	<u>511,513,065</u>	<u>3,235,177</u>
LOCAL/SUBURBAN TRANSIT		318,615,899	149,033,242	926,629
TRUCKING		205,432,926	157,183,318	1,001,378
MISCELLANEOUS		237,106,468	205,296,505	1,307,170
<u>OTHER PUBLIC SERVICE</u>	<u>1.926%</u>	<u>675,121,473</u>	<u>204,530,753</u>	<u>3,911,281</u>
WATER TRANSPORT		213,237,299	100,345,287	1,931,707
MISCELLANEOUS		461,884,174	104,185,466	1,979,574
TOTAL		\$17,487,108,962	\$11,259,079,016	\$395,905,985

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 NAICS grouping equal the annual figure?

If a particular 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 NAICS grouping. This can cause the annual number for that 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 NAICS codes?

North American Industry Classification System (NAICS) codes identify a firm's primary business activity. For example 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 NAICS code. 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/aboutus/statisticsandreports/tid/statisticsreports.aspx>

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/aboutus/statisticsandreports/qbr_changes.aspx

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:

B&O Tax Classification	Rate
Retailing	.00471
Extracting/Extracting for hire	.00484
Manufacturing	.00484
Wholesaling	.00484
Service and Other Activities	.018

For more information about the B&O tax visit the Department's web site at <http://dor.wa.gov/content/findtaxesandrates/BAndOTax/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/findtaxesandrates/SalesAndUseTaxRates/LocalSales_Use.aspx#TaxRateInfo

or for a specific area, try the Department's Address Lookup system available at <http://dor.wa.gov/content/findtaxesandrates/salesandusetaxrates/lookupataxrate/>

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 six different rates, depending on the specific utility activity:

Utility Activity	Tax Rate
Distribution of water	.05029
Generation/distribution of electrical power	.03873
Telegraph companies, distribution of natural gas, and collection of sewerage	.03852
Urban transportation and watercraft vessels under 65 feet in length	.00642
Log hauling over public highways	.013696
Railroads, railroad car companies, motor transportation and all other public service businesses	.01926

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?
Contact the Department of Revenue at 360-534-1550.**