



Kansas Nonemployer Businesses

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Nonemployers are businesses that have no paid employees and are subject to federal income tax. The majority of all business establishments in the United States are nonemployers, yet these firms average less than 4 percent of all sales and receipts nationally.¹ Most nonemployers are self-employed individuals operating as sole proprietorships. However, nonemployers also include corporations and partnerships.

The Nonemployer Statistics data series originates from statistical information obtained through business income tax records that the Internal Revenue Service provides to the Census Bureau. The data are processed through various automated and analytical reviews to eliminate employers from the tabulation, correct and complete data items, remove anomalies, and validate geography coding and industry classification.²

A full listing of Kansas nonemployer businesses begins on page nine.

Number of Establishments

Nonemployer Statistics count each distinct business income tax return as an establishment. Although each establishment may have more than one physical location, it is counted as one firm in this data set.

In the state of Kansas, the highest annual average number of nonemployer businesses is in the other direct selling establishments industry. This industry consists of entities primarily engaged in retailing merchandise, for example, party plan merchandising, truck or wagon sales, and portable stalls. Other direct selling and child and day care services, the top two industries by annual average number of establishments, both have a very low value of receipts per establishment.³ This indicates that many of these businesses may not be the primary source of income for their proprietor’s household.

Kansas Nonemployer Businesses
(2004-2010)*

Highest Number of Establishments	Annual Averages			Establishment Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
Other direct selling establishments	9,871	\$143,945,429	\$14,696	-4.1%	-2,455
Child day care services	9,759	\$145,628,000	\$14,938	-0.3%	-193
All other personal services	8,913	\$161,539,286	\$18,166	-1.2%	-649
Hair, nail, and skin care services	6,327	\$140,936,286	\$22,239	3.8%	1,406
Oil and gas extraction	5,507	\$464,159,857	\$83,901	1.3%	400
All other professional, scientific, and technical services	5,071	\$161,749,429	\$31,868	-1.2%	-389
Offices of real estate agents and brokers	5,048	\$183,881,714	\$36,345	-1.8%	-571
Independent artists, writers, and performers	4,216	\$50,437,143	\$11,933	2.9%	676
Janitorial services	4,150	\$51,607,000	\$12,428	4.0%	917
Insurance agencies and brokerages	3,267	\$168,297,000	\$51,506	0.1%	22

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

¹ [U.S. Census Bureau - Nonemployer Statistics](#)

² [U.S. Census Bureau - Nonemployer Statistics](#)

³ The value of receipts per establishment is the value of gross receipts divided by the number of establishments for each year for which data is available. Then, the annual average of those years is used to represent the receipts per establishment in that industry.

There are also a high number of establishments in the oil and gas extraction, insurance agencies and brokerages, and offices of real estate agents and brokers. These industries have a high number of establishments as well as a reasonably high value of receipts per establishment.

Growth in the number of nonemployer establishments can be volatile, depending on the industry. Between 2005 and 2007, hair, nail and skin care services added the most establishments, at 1,406. The lowest growth rate in hair, nail and skin care services was in 2008, at 0.1 percent, and then grew to 6.7 percent by 2010. The second highest growth in the number of establishments was in landscaping services, increasing by 1,130 establishments in six years. The growth rate swung from a low of 1.1 percent in 2006, to a high of 25.3 percent in 2007.

Kansas Nonemployer Businesses
(2004-2010)*

	Annual Averages			Establishment Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
Hair, nail, and skin care services	6,327	\$140,936,286	\$22,239	3.8%	1,406
Landscaping services	2,536	\$45,694,143	\$18,007	8.1%	1,130
Janitorial services	4,150	\$51,607,000	\$12,428	4.0%	917
Spectator sports	1,484	\$16,419,857	\$11,251	10.6%	771
Independent artists, writers, and performers	4,216	\$50,437,143	\$11,933	2.9%	676
Photographic services	988	\$17,947,571	\$18,425	7.7%	449
Oil and gas extraction	5,507	\$464,159,857	\$83,901	1.3%	400
Other personal care services	1,148	\$17,988,571	\$15,548	5.7%	380
Home health care services	996	\$13,679,714	\$13,726	5.2%	299
Other services to buildings and dwellings	689	\$17,207,571	\$25,047	6.9%	251

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

Unlike the volatility in the number of establishments in the growth industries, the industries that are declining in the number of establishments have generally been steadily declining over the past seven years. Other direct sell establishments, with the largest loss of 2,455 establishments, had modest growth of 0.3 percent in 2005 and declined by at least 1.6 percent in all subsequent years. Likewise, the other personal services industry showed modest growth in 2005 and 2010, 1.4 percent and 1.8 percent, respectively, and moderate declines in all other years.

Kansas Nonemployer Businesses
(2004-2010)*

	Annual Averages			Establishment Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
Largest Decline in Number of Establishments					
Other direct selling establishments	9,871	\$143,945,429	\$14,696	-4.1%	-2,455
All other personal services	8,913	\$161,539,286	\$18,166	-1.2%	-649
Offices of real estate agents and brokers	5,048	\$183,881,714	\$36,345	-1.8%	-571
All other professional, scientific, and technical services	5,071	\$161,749,429	\$31,868	-1.2%	-389
Cosmetics, beauty supplies, and perfume stores	893	\$10,178,000	\$11,549	-4.2%	-243
Gift, novelty, and souvenir stores	541	\$12,027,857	\$22,299	-7.1%	-243
All other miscellaneous store retailers	1,316	\$56,518,571	\$42,932	-2.7%	-218
Child day care services	9,759	\$145,628,000	\$14,938	-0.3%	-193
Used merchandise stores	679	\$16,322,857	\$24,199	-4.1%	-186
Other insurance related activities	1,331	\$48,706,429	\$36,727	-2.2%	-179

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

Value of Receipts

The value of gross receipts in the nonemployer data set includes revenue from sales, commissions, and income from trades and businesses, as reported on annual business income tax returns. Business income consists of all payments received for services rendered.⁴

In the state of Kansas the highest annual average value of receipts is in the oil and gas extraction industry, 156 percent higher than the next highest revenue producing industry. This is due to both the high number of nonemployer establishments in the industry and the high value of receipts per establishment. The value of receipts in the oil and gas extraction industry has grown at an annual average rate of 4.5 percent over the past six years, although the value of receipts was \$31 million lower in 2010 than it was in 2004. This can be attributed to a 57.6 percent decline in the value of receipts in 2009.

Kansas Nonemployer Businesses
(2004-2010)*

	Annual Averages			Receipts Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
Highest Value of Receipts					
Oil and gas extraction	5,507	\$464,159,857	\$83,901	4.5%	-\$31,330,000
General freight trucking, long-distance	2,619	\$297,477,000	\$113,579	3.2%	\$37,371,000
Other activities related to real estate	3,104	\$206,464,000	\$66,463	2.9%	\$25,156,000
Offices of real estate agents and brokers	5,048	\$183,881,714	\$36,345	-3.7%	-\$41,809,000
Used car dealers	915	\$170,810,000	\$186,804	-1.0%	-\$12,414,000
Insurance agencies and brokerages	3,267	\$168,297,000	\$51,506	1.9%	\$17,335,000
All other professional, scientific, and technical services	5,071	\$161,749,429	\$31,868	-2.3%	-\$25,888,000
All other personal services	8,913	\$161,539,286	\$18,166	2.0%	\$18,124,000
Child day care services	9,759	\$145,628,000	\$14,938	3.5%	\$29,731,000
Other direct selling establishments	9,871	\$143,945,429	\$14,696	-1.2%	-\$10,622,000

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

⁴ [U.S. Census Bureau](http://www.census.gov)

The industry with the second highest annual average value of receipts of nonemployers is long-distance general freight trucking. This is due to the moderately high number of establishments and the high value of receipts per establishment. This is also one of the industries, along with local general freight trucking, that has experienced the most significant growth in receipts since 2004. In both of these trucking industries the growth in receipts can be attributed to an increase in the revenues, not an increase in the overall number of proprietors.

The increase in the value of receipts per establishment in the hair, nail and skin care services industry can be fully attributed to a growth in the number of establishments. The level of receipts per individual establishment has remained generally flat in this industry between 2004 and 2010.

Kansas Nonemployer Businesses
(2004-2010)*

Highest Growth in Value of Receipts	Annual Averages			Receipts Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
General freight trucking, local	1,326	\$114,934,571	\$86,788	7.5%	\$43,178,000
Hair, nail, and skin care services	6,327	\$140,936,286	\$22,239	5.1%	\$41,100,000
General freight trucking, long-distance	2,619	\$297,477,000	\$113,579	3.2%	\$37,371,000
Child day care services	9,759	\$145,628,000	\$14,938	3.5%	\$29,731,000
Other activities related to real estate	3,104	\$206,464,000	\$66,463	2.9%	\$25,156,000
Landscaping services	2,536	\$45,694,143	\$18,007	9.1%	\$21,188,000
Real estate property managers	930	\$41,460,857	\$44,333	8.8%	\$20,080,000
All other personal services	8,913	\$161,539,286	\$18,166	2.0%	\$18,124,000
Insurance agencies and brokerages	3,267	\$168,297,000	\$51,506	1.9%	\$17,335,000
Offices of physicians	1,415	\$93,744,571	\$66,265	2.5%	\$13,656,000

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

The industry with the most significant decline in the value of receipts between 2004 and 2010 was the offices of real estate agents and brokers. This can be attributed to a significant decline in the number of establishments and in the revenue produced by each establishment.

The decline in the value of receipts for nonemployers in the full-service restaurant industry can be fully attributed to a decline in the revenue per establishment. The number of establishments in this industry has remained relatively flat over the last six years, with only six fewer establishments in 2010 than there were in 2004.

Kansas Nonemployer Businesses
(2004-2010)*

Largest Decline in Value of Receipts	Annual Averages			Receipts Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
Offices of real estate agents and brokers	5,048	\$183,881,714	\$36,345	-3.7%	-\$41,809,000
Oil and gas extraction	5,507	\$464,159,857	\$83,901	4.5%	-\$31,330,000
Full-service restaurants	316	\$23,342,714	\$72,796	-5.7%	-\$27,321,000
All other professional, scientific, and technical services	5,071	\$161,749,429	\$31,868	-2.3%	-\$25,888,000
Land subdivision	187	\$36,345,000	\$191,745	-8.7%	-\$23,642,000
Support activities for crop production (2007-2010)	1,409	\$64,624,250	\$46,413	-4.9%	-\$12,695,000
Used car dealers	915	\$170,810,000	\$186,804	-1.0%	-\$12,414,000
All other miscellaneous store retailers	1,316	\$56,518,571	\$42,932	-3.2%	-\$12,213,000
Limited-service eating places	277	\$21,056,714	\$77,713	-4.6%	-\$11,036,000
Other direct selling establishments	9,871	\$143,945,429	\$14,696	-1.2%	-\$10,622,000

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

Value of Receipts per Establishment

The value of receipts per establishment is the value of gross receipts divided by the number of establishments for each year for which data is available. Then, the annual average of those years is used to represent the receipts per establishment in that industry. With the exception of long-distance general freight trucking, many of the industries which produce a high value of receipts per establishment, have very few establishments in the state.

The industry, in Kansas, with the highest value of receipts per nonemployer establishment is land subdivision. This industry includes establishments primarily engaged in subdividing real property into lots, for subsequent sale to builders. It may include excavation work for the installation of roads and utility lines. Although this industry currently has the highest annual average receipts per establishment, it has also experienced one of the most significant declines in receipts per establishments since 2004.

Kansas Nonemployer Businesses
(2004-2010)*

Highest Value of Receipts/Estab.	Annual Averages			Receipts /Estab. Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
Land subdivision	187	\$36,345,000	\$191,745	-5.0%	-\$65,290
Used car dealers	915	\$170,810,000	\$186,804	-1.1%	-\$14,724
Beer, wine, and liquor stores	159	\$28,890,000	\$181,369	-0.3%	-\$5,817
Fuel dealers	41	\$5,655,714	\$140,152	11.1%	\$92,263
General freight trucking, long-distance	2,619	\$297,477,000	\$113,579	3.7%	\$19,103
Securities brokerage	226	\$25,432,000	\$111,992	5.3%	\$21,113
Motorcycle, boat, and other motor vehicle dealers	277	\$30,705,286	\$111,032	-5.1%	-\$40,998
Offices of optometrists	81	\$9,025,714	\$110,718	0.9%	\$4,599
Optical goods stores	17	\$1,872,714	\$110,416	-0.6%	-\$30,405
Commodity contracts dealing	12	\$1,400,000	\$109,200	5.1%	-\$29,770

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

Nonemployers in the fuel dealers industry have the fourth highest annual average receipts per establishment and have experienced the highest growth in receipts per establishment since 2004. Proprietors in this industry primarily engage in retailing heating oil, liquefied petroleum gas, and other fuels. The growth in the average revenue per establishment is due to significant increases in 2008, 2009 and 2010, when receipts per establishment grew by 21.1 percent, 22.1 percent and 45.4 percent, respectively.

Commodity contract brokerage has experienced the second highest level change in the value of receipts per establishment, of the Kansas industries for which data is available, although this increase was only 42 percent of that experienced by fuel dealers. The increase in the annual average receipts per establishment in this industry is due to significant growth in 2009 and 2010, when receipts per establishment grew by 31.5 percent and 31.4 percent, respectively. Receipts per establishment declined in two of the four years, 2005 through 2008.

Kansas Nonemployer Businesses (2004-2010)*

Highest Growth in Value of Receipts/Estab.	Annual Averages			Receipts /Estab. Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
Fuel dealers	41	\$5,655,714	\$140,152	11.1%	\$92,263
Commodity contracts brokerage	55	\$5,081,857	\$93,576	7.5%	\$38,698
Recyclable material merchant wholesalers	81	\$5,853,571	\$70,503	16.9%	\$34,562
Camera and photographic supplies stores	14	\$1,293,286	\$97,379	22.2%	\$34,542
Flower, nursery stock, and florists' supplies merchant	36	\$923,143	\$25,638	21.1%	\$31,686
General freight trucking, local	1,326	\$114,934,571	\$86,788	7.1%	\$30,558
Animal food manufacturing	19	\$1,827,143	\$100,362	11.7%	\$25,822
Recreational vehicle dealers	37	\$2,304,000	\$62,586	12.7%	\$25,452
Toy and hobby goods and supplies merchant	74	\$2,489,286	\$35,118	15.6%	\$24,977
Securities brokerage	226	\$25,432,000	\$111,992	5.3%	\$21,113

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

The most significant decline in receipts per establishment in Kansas has been in the general rental centers industry. This industry primarily rents consumer, commercial and industrial equipment. The type of equipment rented can cover a broad range, from builders' tools to banquet supplies. Receipts per establishment in this industry have been volatile over the past six years. The lowest growth was in 2006 when receipts per establishment fell by 86.3 percent. The highest was in 2008 when there was an increase of 113.5 percent. Although the average annual growth rate was 9.6 percent, receipts per establishment were \$85,219 lower in 2010 than in 2004.

Kansas Nonemployer Businesses
(2004-2010)*

Largest Decline in Value of Receipts/Estab.	Annual Averages			Receipts /Estab. Growth	
	Estab.	Receipts	Receipts /Estab.	Annual Ave. Growth Rate	Level Change
General rental centers	25	\$1,554,571	\$72,423	9.6%	-\$85,219
Full-service restaurants	316	\$23,342,714	\$72,796	-7.8%	-\$79,005
Home centers	22	\$1,249,143	\$56,734	-15.3%	-\$71,688
Land subdivision	187	\$36,345,000	\$191,745	-5.0%	-\$65,290
Pharmaceutical and medicine manufacturing	12	\$762,286	\$78,574	22.2%	-\$62,825
Pharmacies and drug stores	51	\$2,280,571	\$49,205	-14.5%	-\$57,033
Limited-service eating places	277	\$21,056,714	\$77,713	-9.4%	-\$53,635
Hardware stores	45	\$4,202,000	\$93,357	-7.6%	-\$51,985
Motorcycle, boat, and other motor vehicle dealers	277	\$30,705,286	\$111,032	-5.1%	-\$40,998
Business service centers	116	\$4,011,714	\$35,610	-3.5%	-\$30,635

Source: U.S. Census Bureau, *Years are 2004-2010 unless otherwise noted.

Kansas Nonemployer Businesses

(2004-2010)*

	Annual Averages			Average Annual Growth Rates			Level Changes		
	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.
Agriculture, Forestry, Fishing and Hunting									
Fishing (2007-2010)	72	\$733,750	\$10,100	0.2%	-6.0%	-7.0%	-2	-\$181,000	-\$2,328
Hunting and trapping (2007-2010)	270	\$8,051,500	\$29,881	-0.9%	1.3%	2.2%	-8	\$281,000	\$1,885
Support activities for crop production (2007-2010)	1,409	\$64,624,250	\$46,413	5.9%	-4.9%	-9.9%	242	-\$12,695,000	-\$16,858
Support activities for animal production (2007-2010)	783	\$33,182,250	\$42,438	-1.4%	2.1%	4.0%	-37	\$1,246,000	\$3,517
Support activities for forestry (2007-2010)	83	\$2,455,750	\$29,713	4.2%	2.5%	-1.2%	9	\$173,000	-\$1,171
Mining, Quarrying, and Oil and Gas Extraction									
Oil and gas extraction	5,507	\$464,159,857	\$83,901	1.3%	4.5%	2.3%	400	-\$31,330,000	-\$10,613
Support activities for mining	297	\$20,673,429	\$69,175	7.3%	10.2%	2.8%	112	\$8,251,000	\$4,608
Construction									
Land subdivision	187	\$36,345,000	\$191,745	-4.6%	-8.7%	-5.0%	-58	-\$23,642,000	-\$65,290
Highway, street, and bridge construction	58	\$2,203,000	\$37,585	-1.0%	-1.1%	-0.4%	-7	-\$494,000	-\$5,554
Other heavy and civil engineering construction	236	\$16,133,571	\$68,886	-5.7%	-2.8%	3.4%	-91	-\$2,778,000	\$12,594
Electrical contractors and other wiring installation contractors	872	\$31,375,429	\$35,963	0.1%	0.0%	-0.2%	-2	-\$1,182,000	-\$1,273
Plumbing, heating, and air-conditioning contractors	1,043	\$53,892,857	\$51,665	0.0%	1.1%	1.2%	-3	\$2,712,000	\$2,783
Other building equipment contractors	117	\$5,198,143	\$44,264	7.0%	9.7%	2.8%	46	\$2,600,000	\$4,672
Manufacturing									
Animal food manufacturing	19	\$1,827,143	\$100,362	5.5%	8.7%	11.7%	3	\$833,000	\$25,822
Animal slaughtering and processing	27	\$995,571	\$37,396	5.8%	5.4%	0.9%	8	-\$63,000	-\$12,052
Pharmaceutical and medicine manufacturing	12	\$762,286	\$78,574	19.7%	4.3%	22.2%	2	-\$550,000	-\$62,825
Medical equipment and supplies manufacturing	37	\$1,839,143	\$49,335	6.2%	17.9%	11.4%	8	\$634,000	\$9,950
Wholesale Trade									
Sporting and recreational goods and supplies merchant wholesalers	116	\$8,359,000	\$72,271	2.0%	-1.5%	-3.6%	12	-\$1,607,000	-\$22,652
Toy and hobby goods and supplies merchant wholesalers	74	\$2,489,286	\$35,118	-9.3%	4.0%	15.6%	-45	\$379,000	\$24,977
Recyclable material merchant wholesalers	81	\$5,853,571	\$70,503	9.9%	27.3%	16.9%	40	\$5,836,000	\$34,562
Jewelry, watch, precious stone, and precious metal merchant	149	\$8,319,429	\$55,721	8.7%	9.5%	0.7%	71	\$4,279,000	\$1,656
Other miscellaneous durable goods merchant wholesalers	459	\$26,301,000	\$57,310	-3.6%	-1.2%	2.5%	-106	-\$2,690,000	\$7,048
Farm supplies merchant wholesalers	66	\$3,693,429	\$56,970	-3.0%	2.2%	6.2%	-14	\$73,000	\$11,732
Book, periodical, and newspaper merchant wholesalers	131	\$3,318,857	\$25,614	2.4%	-2.2%	-2.1%	11	-\$593,000	-\$6,800
Flower, nursery stock, and florists' supplies merchant wholesalers	36	\$923,143	\$25,638	1.1%	23.2%	21.1%	1	\$1,160,000	\$31,686

Average Annual

	Annual Averages			Growth Rates			Level Changes		
	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.
Wholesale Trade									
Other miscellaneous nondurable goods merchant wholesalers	348	\$18,165,286	\$52,429	-3.5%	-2.9%	0.8%	-76	-\$3,107,000	\$2,220
Business to business electronic markets	50	\$2,589,857	\$53,041	4.6%	15.1%	14.3%	13	\$689,000	\$4,130
Wholesale trade agents and brokers	204	\$14,530,143	\$72,973	11.9%	11.2%	-0.2%	124	\$6,785,000	-\$6,343
Retail Trade									
Used car dealers	915	\$170,810,000	\$186,804	0.3%	-1.0%	-1.1%	6	-\$12,414,000	-\$14,724
Recreational vehicle dealers	37	\$2,304,000	\$62,586	2.0%	13.9%	12.7%	2	\$1,023,000	\$25,452
Motorcycle, boat, and other motor vehicle dealers	277	\$30,705,286	\$111,032	1.2%	-3.9%	-5.1%	15	-\$9,534,000	-\$40,998
Furniture stores	113	\$7,201,571	\$63,926	-4.4%	-1.4%	2.6%	-34	-\$1,307,000	\$8,782
Appliance, television, and other electronics stores	167	\$8,983,714	\$53,513	-0.4%	-1.9%	-1.8%	-11	-\$1,855,000	-\$7,376
Computer and software stores	100	\$5,227,143	\$52,813	-3.3%	-1.0%	4.0%	-26	-\$627,000	\$4,958
Camera and photographic supplies stores	14	\$1,293,286	\$97,379	7.2%	20.9%	22.2%	4	\$757,000	\$34,542
Home centers	22	\$1,249,143	\$56,734	-1.4%	-16.3%	-15.3%	-6	-\$2,073,000	-\$71,688
Paint and wallpaper stores	16	\$1,040,714	\$61,607	6.1%	16.1%	10.7%	2	\$236,000	\$9,692
Hardware stores	45	\$4,202,000	\$93,357	0.7%	-9.4%	-7.6%	-2	-\$2,477,000	-\$51,985
Other building material dealers	164	\$14,234,286	\$86,328	-3.0%	0.6%	3.8%	-32	-\$957,000	\$8,796
Meat markets	22	\$1,399,286	\$63,305	-4.3%	-2.9%	3.2%	-7	-\$630,000	-\$2,694
Fruit and vegetable markets	39	\$609,571	\$15,760	16.6%	15.7%	-0.5%	29	\$284,000	-\$7,106
Other specialty food stores	237	\$10,331,000	\$43,671	5.5%	6.7%	0.8%	72	\$2,984,000	\$434
Beer, wine, and liquor stores	159	\$28,890,000	\$181,369	-0.2%	-0.9%	-0.3%	-6	-\$2,032,000	-\$5,817
Pharmacies and drug stores	51	\$2,280,571	\$49,205	15.0%	-6.0%	-14.5%	34	-\$958,000	-\$57,033
Cosmetics, beauty supplies, and perfume stores	893	\$10,178,000	\$11,549	-4.2%	5.0%	9.4%	-243	\$2,035,000	\$5,256
Optical goods stores	17	\$1,872,714	\$110,416	7.2%	4.2%	-0.6%	4	-\$65,000	-\$30,405
Other health and personal care stores	403	\$8,856,857	\$21,915	2.7%	8.7%	6.0%	61	\$3,927,000	\$6,700
Men's clothing stores	18	\$1,410,000	\$79,693	3.3%	7.1%	3.1%	2	\$247,000	\$6,098
Women's clothing stores	100	\$4,988,857	\$50,013	-0.8%	-3.9%	-2.4%	-6	-\$1,336,000	-\$10,610
Children's and infants' clothing stores	52	\$1,324,857	\$25,637	15.3%	19.8%	2.2%	38	\$633,000	-\$3,302
Family clothing stores	91	\$3,779,429	\$41,706	1.6%	1.3%	0.6%	1	\$110,000	\$756
Clothing accessories stores	109	\$2,725,000	\$25,185	12.6%	18.0%	6.3%	63	\$2,230,000	\$5,473
Other clothing stores	163	\$5,868,143	\$35,957	2.3%	0.9%	-1.4%	21	\$48,000	-\$3,678
Shoe stores	29	\$1,381,429	\$48,599	9.2%	0.7%	-5.8%	13	-\$20,000	-\$22,976
Jewelry stores	307	\$8,689,429	\$28,903	7.6%	2.8%	-3.0%	122	\$1,270,000	-\$6,002
Sporting goods stores	260	\$13,844,429	\$53,272	-0.8%	3.3%	4.5%	-16	\$2,630,000	\$12,934
Hobby, toy, and game stores	168	\$5,983,000	\$35,896	-6.3%	-2.9%	3.9%	-72	-\$1,647,000	\$4,254
Sewing, needlework, and piece goods stores	214	\$4,431,143	\$20,711	1.0%	6.6%	5.6%	10	\$1,619,000	\$6,806

	Annual Averages			Average Annual Growth Rates			Level Changes		
	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.
Retail Trade									
Musical instrument and supplies stores	48	\$1,623,857	\$33,320	-5.5%	-13.5%	-7.8%	-18	-\$2,075,000	-\$28,549
Book stores and news dealers	249	\$4,442,714	\$17,868	-4.3%	-3.8%	0.6%	-65	-\$1,029,000	\$432
Florists	170	\$5,359,571	\$31,596	-3.0%	-2.8%	0.1%	-33	-\$1,067,000	-\$108
Office supplies and stationery stores	63	\$3,183,857	\$50,799	2.3%	-3.5%	-5.4%	5	-\$826,000	-\$19,446
Gift, novelty, and souvenir stores	541	\$12,027,857	\$22,299	-7.1%	-6.5%	0.8%	-243	-\$4,642,000	\$473
Used merchandise stores	679	\$16,322,857	\$24,199	-4.1%	0.9%	5.0%	-186	-\$717,000	\$5,136
Pet and pet supplies stores	93	\$4,988,000	\$53,786	0.1%	2.4%	3.3%	-3	-\$129,000	\$41
Art dealers	102	\$2,505,429	\$24,488	-2.0%	-3.6%	-0.8%	-15	-\$631,000	-\$2,746
All other miscellaneous store retailers	1,316	\$56,518,571	\$42,932	-2.7%	-3.2%	-0.3%	-218	-\$12,213,000	-\$2,861
Electronic shopping and mail-order houses	794	\$22,951,571	\$28,790	2.3%	7.2%	4.6%	95	\$7,866,000	\$7,014
Vending machine operators	354	\$9,658,857	\$27,338	-3.7%	-4.1%	-0.1%	-81	-\$2,458,000	-\$1,137
Fuel dealers	41	\$5,655,714	\$140,152	-3.5%	6.1%	11.1%	-10	\$1,923,000	\$92,263
Other direct selling establishments	9,871	\$143,945,429	\$14,696	-4.1%	-1.2%	3.1%	-2455	-\$10,622,000	\$2,632
General freight trucking, local	1,326	\$114,934,571	\$86,788	0.5%	7.5%	7.1%	32	\$43,178,000	\$30,558
General freight trucking, long-distance	2,619	\$297,477,000	\$113,579	-0.6%	3.2%	3.7%	-109	\$37,371,000	\$19,103
Charter bus industry	16	\$650,286	\$38,984	8.2%	4.9%	-3.9%	2	-\$370,000	-\$21,173
Other transit and ground passenger transportation	152	\$5,491,286	\$36,160	-1.0%	3.6%	4.9%	-11	-\$368,000	-\$269
Information									
Data processing, hosting, and related services	329	\$9,537,429	\$29,225	2.9%	0.7%	-1.7%	52	-\$651,000	-\$7,268
Finance and Insurance									
Securities brokerage	226	\$25,432,000	\$111,992	2.5%	7.7%	5.3%	32	\$8,354,000	\$21,113
Commodity contracts dealing	12	\$1,400,000	\$109,200	23.0%	42.9%	5.1%	11	\$1,358,000	-\$29,770
Commodity contracts brokerage	55	\$5,081,857	\$93,576	-2.2%	4.8%	7.5%	-9	\$1,106,000	\$38,698
Insurance agencies and brokerages	3,267	\$168,297,000	\$51,506	0.1%	1.9%	1.7%	22	\$17,335,000	\$4,958
Other insurance related activities	1,331	\$48,706,429	\$36,727	-2.2%	0.3%	2.7%	-179	\$413,000	\$5,122
Real Estate and Rental and Leasing									
Offices of real estate agents and brokers	5,048	\$183,881,714	\$36,345	-1.8%	-3.7%	-1.9%	-571	-\$41,809,000	-\$4,392
Real estate property managers	930	\$41,460,857	\$44,333	3.8%	8.8%	4.6%	206	\$20,080,000	\$11,205
Offices of real estate appraisers	300	\$12,386,857	\$41,660	-4.9%	0.5%	5.7%	-92	\$71,000	\$13,296
Other activities related to real estate	3,104	\$206,464,000	\$66,463	0.3%	2.9%	2.2%	27	\$25,156,000	\$7,650
Other consumer goods rental	114	\$3,929,571	\$34,705	2.5%	7.2%	6.3%	12	\$1,352,000	\$7,511
General rental centers	25	\$1,554,571	\$72,423	7.7%	7.2%	9.6%	9	-\$1,477,000	-\$85,219

	Annual Averages			Average Annual Growth Rates			Level Changes		
	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.
Professional, Scientific and Technical Services									
Accounting, tax preparation, bookkeeping, and payroll services	2,875	\$50,377,571	\$17,523	-0.2%	2.7%	2.9%	-34	\$8,025,000	\$2,957
Architectural services	274	\$12,659,429	\$46,504	-0.9%	1.7%	3.0%	-19	\$897,000	\$5,992
Landscape architectural services	211	\$6,323,000	\$30,114	-0.1%	2.4%	2.8%	-2	\$612,000	\$3,106
Engineering services	586	\$25,827,000	\$44,167	-1.4%	0.6%	2.3%	-57	-\$319,000	\$3,443
Drafting services	135	\$2,367,000	\$17,589	-3.6%	-2.3%	1.7%	-32	-\$391,000	\$1,182
Building inspection services	92	\$3,171,714	\$34,219	6.2%	7.1%	0.8%	27	\$860,000	-\$318
Geophysical surveying and mapping services	40	\$1,691,571	\$42,446	4.9%	10.7%	7.3%	2	\$570,000	\$14,334
Surveying and mapping (except geophysical) services	67	\$2,054,000	\$30,349	4.7%	18.2%	10.8%	16	\$774,000	\$7,150
Computer systems design and related services	2,018	\$70,784,286	\$35,127	-0.2%	-0.8%	-0.3%	-36	-\$3,699,000	-\$1,203
Marketing research and public opinion polling	154	\$5,169,714	\$34,347	6.3%	3.0%	-1.5%	44	\$567,000	-\$6,097
Photographic services	988	\$17,947,571	\$18,425	7.7%	2.7%	-4.6%	449	\$2,637,000	-\$5,214
Translation and interpretation services	276	\$4,404,571	\$16,027	6.4%	5.1%	-1.2%	99	\$1,208,000	-\$1,595
Veterinary services	199	\$9,325,286	\$47,196	5.5%	-1.3%	-6.3%	62	-\$908,000	-\$18,573
All other professional, scientific, and technical services	5,071	\$161,749,429	\$31,868	-1.2%	-2.3%	-1.0%	-389	-\$25,888,000	-\$2,615
Administrative and Support and Waste Management and Remediation									
Office administrative services	1,185	\$15,725,714	\$13,282	1.4%	1.7%	0.5%	87	\$960,000	-\$199
Facilities support services	206	\$6,695,429	\$32,618	-1.2%	7.1%	10.1%	-20	\$947,000	\$7,314
Document preparation services	448	\$6,369,000	\$14,682	8.9%	0.8%	-6.8%	178	-\$266,000	-\$6,438
Telephone call centers	84	\$1,182,429	\$14,194	4.6%	16.7%	12.9%	12	\$213,000	\$649
Business service centers	116	\$4,011,714	\$35,610	3.5%	-2.2%	-3.5%	19	-\$2,378,000	-\$30,635
Collection agencies	48	\$1,298,429	\$27,312	0.7%	0.8%	0.9%	0	-\$532,000	-\$12,372
Other business support services	934	\$26,187,429	\$28,129	-1.8%	3.6%	5.5%	-105	\$5,032,000	\$8,404
Exterminating and pest control services	99	\$4,232,143	\$42,858	2.9%	8.4%	5.6%	16	\$1,900,000	\$12,031
Janitorial services	4,150	\$51,607,000	\$12,428	4.0%	4.0%	0.0%	917	\$11,168,000	\$6
Landscaping services	2,536	\$45,694,143	\$18,007	8.1%	9.1%	0.9%	1130	\$21,188,000	\$774
Carpet and upholstery cleaning services	181	\$4,799,000	\$26,343	3.5%	6.8%	3.1%	37	\$1,753,000	\$4,082
Other services to buildings and dwellings	689	\$17,207,571	\$25,047	6.9%	7.6%	1.0%	251	\$7,100,000	\$1,114
Health Care and Social Assistance									
Offices of physicians	1,415	\$93,744,571	\$66,265	0.7%	2.5%	1.9%	57	\$13,656,000	\$6,952
Offices of dentists	178	\$9,522,429	\$53,488	3.3%	6.2%	3.0%	31	\$1,676,000	-\$61
Offices of chiropractors	239	\$13,225,429	\$55,548	4.0%	1.6%	-2.2%	54	\$1,002,000	-\$7,616

	Annual Averages			Average Annual Growth Rates			Level Changes		
	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.
Health Care and Social Assistance									
Offices of optometrists	81	\$9,025,714	\$110,718	0.2%	1.4%	0.9%	-3	\$43,000	\$4,599
Offices of mental health practitioners (except physicians)	580	\$21,293,143	\$36,698	3.1%	3.4%	0.4%	104	\$4,257,000	\$549
Offices of physical, occupational and speech therapists, and audiologists	375	\$16,203,857	\$42,984	-0.4%	5.0%	5.2%	-13	\$1,574,000	\$5,946
Offices of all other health practitioners	1,021	\$39,206,857	\$38,465	3.7%	3.3%	-0.5%	213	\$6,354,000	-\$2,053
Medical and diagnostic laboratories	128	\$8,768,714	\$68,859	-2.9%	0.6%	4.5%	-24	\$233,000	\$15,342
Home health care services	996	\$13,679,714	\$13,726	5.2%	5.3%	0.3%	299	\$4,265,000	\$147
Vocational rehabilitation services (2004-2010)	80	\$3,309,333	\$41,575	0.2%	-7.3%	-7.5%	-1	-\$1,687,000	-\$20,121
Child day care services	9,759	\$145,628,000	\$14,938	-0.3%	3.5%	3.9%	-193	\$29,731,000	\$3,346
Arts, Entertainment, and Recreation									
Spectator sports	1,484	\$16,419,857	\$11,251	10.6%	7.6%	-2.1%	771	\$5,680,000	-\$1,558
Agents and managers for artists, athletes, entertainers, and other public figures	140	\$2,934,571	\$21,002	2.4%	2.0%	-0.6%	16	-\$107,000	-\$3,482
Independent artists, writers, and performers	4,216	\$50,437,143	\$11,933	2.9%	4.6%	1.5%	676	\$11,616,000	\$913
Accommodation and Food Service									
RV (recreational vehicle) parks and recreational camps	63	\$1,829,000	\$29,051	2.4%	12.7%	11.5%	7	\$1,291,000	\$17,952
Rooming and boarding houses	112	\$2,180,286	\$19,482	-1.4%	-1.1%	0.5%	-10	-\$263,000	-\$650
Full-service restaurants	316	\$23,342,714	\$72,796	0.1%	-5.7%	-7.8%	-6	-\$27,321,000	-\$79,005
Limited-service eating places	277	\$21,056,714	\$77,713	5.2%	-4.6%	-9.4%	73	-\$11,036,000	-\$53,635
Drinking places (alcoholic beverages)	281	\$16,687,286	\$59,430	-0.2%	1.7%	2.1%	-5	\$1,101,000	\$5,068
Other Services (except Public Administration)									
Automotive mechanical and electrical repair and maintenance	1,469	\$67,213,143	\$45,787	-0.6%	1.3%	2.0%	-60	\$3,725,000	\$4,258
Automotive body, paint, interior, and glass repair	838	\$36,972,286	\$44,181	-0.7%	2.1%	2.9%	-37	\$3,822,000	\$6,275
Other automotive repair and maintenance	654	\$27,599,286	\$42,176	0.8%	-1.1%	-1.9%	29	-\$2,554,000	-\$5,603
Electronic and precision equipment repair and maintenance	413	\$12,813,714	\$31,179	-1.1%	1.7%	3.2%	-31	\$1,101,000	\$4,574
Commercial and industrial machinery and equipment (except automotive and electronic) repair and maintenance	611	\$24,377,857	\$39,904	-2.4%	-0.5%	1.9%	-93	-\$2,173,000	\$2,217
Home and garden equipment and appliance repair and maintenance	455	\$13,756,143	\$30,236	-0.7%	-3.3%	-2.7%	-22	-\$3,208,000	-\$5,486
Reupholstery and furniture repair	262	\$5,408,571	\$20,875	-6.1%	-2.8%	3.5%	-101	-\$1,026,000	\$4,192
Footwear and leather goods repair	45	\$1,408,857	\$31,811	-3.6%	-0.6%	4.6%	-12	-\$59,000	\$7,265
Other personal and household goods repair and maintenance	2,140	\$43,461,286	\$20,329	0.6%	0.6%	0.1%	71	\$1,464,000	\$40
Hair, nail, and skin care services	6,327	\$140,936,286	\$22,239	3.8%	5.1%	1.4%	1406	\$41,100,000	\$1,679

	Annual Averages			Average Annual Growth Rates			Level Changes		
	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.	Estab.	Receipts	Receipts /Estab.
Other Services (except Public Administration)									
Other personal care services	1,148	\$17,988,571	\$15,548	5.7%	9.4%	3.6%	380	\$9,635,000	\$3,102
Funeral homes and funeral services	86	\$4,191,429	\$48,602	-1.9%	-5.5%	-3.6%	-10	-\$1,500,000	-\$12,222
Cemeteries and crematories	35	\$1,149,286	\$32,428	0.2%	-1.4%	-2.1%	0	-\$397,000	-\$11,028
Coin-operated laundries and drycleaners	137	\$4,422,286	\$32,427	-1.2%	4.5%	5.6%	-12	\$950,000	\$9,453
Drycleaning and laundry services (except coin-operated)	83	\$2,285,143	\$27,602	-0.3%	7.1%	7.1%	-2	\$747,000	\$10,395
Linen and uniform supply	11	\$396,000	\$35,999	15.9%	67.7%	52.0%	8	\$451,000	\$18,063
Pet care (except veterinary) services	436	\$7,344,000	\$16,813	2.6%	5.4%	3.0%	63	\$2,295,000	\$2,832
Photofinishing	150	\$2,795,857	\$18,632	4.4%	2.9%	-1.4%	34	\$390,000	-\$1,815
Parking lots and garages	21	\$336,143	\$15,922	15.6%	26.3%	10.7%	15	\$203,000	-\$2,065
All other personal services	8,913	\$161,539,286	\$18,166	-1.2%	2.0%	3.2%	-649	\$18,124,000	\$3,306

Source: U.S. Census Bureau

* Unless otherwise noted