

**WASHINGTON STATE DEPARTMENT OF REVENUE**

**QUARTERLY BUSINESS REVIEW**

**Quarter 4, 2017**

**A Compilation of Statistics on  
Gross Income, Taxable Retail Sales and Accrued Tax Liability  
as reported by Washington State Excise Taxpayers  
for October, November, December 2017**

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**April 2018**

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<sup>1</sup>North American Industry Classification System.

<sup>2</sup>See the Department of Revenue [Statistics and Reports website](#) for reports and query tools providing further break downs by NAICS and all county and city taxable retail sales.

**STATE OF WASHINGTON QUARTERLY BUSINESS REVIEW  
OVERVIEW**

**Table 1: STATE GROSS BUSINESS INCOME BY INDUSTRY (NAICS<sup>1</sup>)**

*Gross Business Income (GBI) is the total of Business & Occupation (B&O), Public Utility (PU) and Retail Sales excise taxes reported at the State level.*

Table 1 breaks down the State GBI by major and minor industry groups<sup>2</sup>.

- Compares the same period of the prior year to the current year.
- A taxpayer is assigned one NAICS code; therefore, “Units” represents taxpayer count.

**Table 2: SUMMARY OF EXCISE TAX RETURN REPORTING**

*Excise taxes are categorized by the major tax types of State B&O, State Retail Sales & Use, State Public Utility and Other taxes. If a business performs multiple activities, they report under several tax classifications.*

Table 2 provides the total Gross, Deductions, Taxable, Rate and Tax Due amounts by State level tax type and tax classification [aka Line code].

**Table 3-A: COUNTY TAXABLE RETAIL SALES**

*Taxable Retail Sales (TRS) tax applies to the sale, rental, repair, or installation (including labor) of tangible personal property and digital goods purchased by consumers for their own use. Businesses collect and remit both the **State** retail sales tax [Line code 01] and **Local** retail sales tax imposed by the local jurisdiction [Line code 45]. The Local retail sales tax portion is coded to the location:*

- Where the customer receives the goods or services.
- Where an item is shipped or received by the customer.
- Where labor and services are primarily performed.
- If goods are delivered into Washington from outside the state, the delivery address determines the place of sale for collecting sales tax.

Table 3-A provides the total of Local taxable retail sales [Line code 45] reported for each County<sup>2</sup>.

- The amount is for the unincorporated county and all cities within the county.
- Compares same period of the prior year to the current year.
- See Table 4-A for a city breakdown and Table 6 for the State breakdown.

**Table 3: TAXABLE RETAIL SALES FOR COUNTIES BY INDUSTRY (NAICS<sup>1</sup>)**

Table 3 breaks down Table 3-A County TRS by industry groups<sup>2</sup>.

- The amount is for the unincorporated county and all cities within the county.
- A taxpayer may report in many locations; therefore, “Units” is the count of taxpayers who reported TRS coded to that location. Taxpayers with multiple ‘branches’ in a location report one figure for the location, so are counted as one unit.
- See Table 4 for a city breakdown and Table 6 for the State breakdown.

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<sup>1</sup>North American Industry Classification System.

<sup>2</sup>See the Department of Revenue [Statistics and Reports website](#) for reports and query tools providing further break downs by NAICS and all county and city taxable retail sales.

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**Table 4-A: CITY TAXABLE RETAIL SALES**

Table 4-A provides the total of Local taxable retail sales [Line code 45] reported for 50 select cities<sup>2</sup>.

- The amount is the TRS reported for the local jurisdiction.
- Compares the same period of the prior year to the current year.
- See Table 3-A for a county breakdown and Table 6 for the State breakdown.

**Table 4: TAXABLE RETAIL SALES FOR SELECT CITIES BY INDUSTRY (NAICS<sup>1</sup>)**

Table 4 breaks down Table 4-A 50 select cities TRS by industry groups<sup>2</sup>.

- A taxpayer may report in many locations; therefore, “Units” is the count of taxpayers who reported TRS coded to that location. Taxpayers with multiple ‘branches’ in a location report one figure for the location, so are counted as one unit.
- See Table 3 for a county breakdown and Table 6 for the State breakdown.

**Table 5: STATE BUSINESS AND OCCUPATION TAX BY INDUSTRY (NAICS<sup>1</sup>)**

*The State business and occupation (B&O) tax is a gross receipts tax measured on the value of products, gross proceeds of sales, or gross income of a business. No deductions are allowed for labor, materials, taxes, or other costs of doing business. A business can have multiple activities (classifications). A business may qualify for certain exemptions, deductions, or credits.*

Table 5 breaks down the State B&O Gross, Taxable and Tax Due amounts by industry groups<sup>2</sup>.

**Table 6: STATE RETAIL SALES TAX BY BY INDUSTRY (NAICS<sup>1</sup>)**

*Businesses collect and remit both the **State** retail sales tax [Line code 01] and **Local** retail sales tax imposed by the local jurisdiction [Line code 45].*

Table 6 breaks down the State Retail Sales tax [Line code 01] by industry groups<sup>2</sup>.

- See Table 3-County and Table 4-City breakdown of Local TRS reported.

**Table 7: STATE PUBLIC UTILITY TAX BY INDUSTRY (NAICS<sup>1</sup>) & TAX CLASSIFICATION**

*The State level public utility tax applies if you engage in activities such as water, sewer distribution, power generation and public transportation. If the public utility tax applies, B&O tax does not.*

Table 7 breaks down the State Public Utility taxes by type of utility industry.

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<sup>1</sup>North American Industry Classification System.

<sup>2</sup>See the Department of Revenue [Statistics and Reports website](#) for reports and query tools providing further break downs by NAICS and all county and city taxable retail sales.

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4TH QUARTER, 2017

INDUSTRY	NAICS	UNITS	4TH QUARTER, 2017
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>4,354</u>	<u>\$1,425,504,232</u>
CROP & ANIMAL PRODUCTION	111,112	1,919	424,197,094
FORESTRY & LOGGING	113	997	598,647,395
FISHING & HUNTING	114	233	166,925,860
AG & FORESTRY SUPPORT ACTIVITIES	115	1,205	235,733,883
<u>MINING</u>	<u>21</u>	<u>178</u>	<u>160,406,312</u>
SAND & GRAVEL, QUARRYING	2123	121	106,182,739
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	57	54,223,573
<u>UTILITIES</u>	<u>22</u>	<u>814</u>	<u>4,039,405,267</u>
HYDROELECTRIC POWER GENERATION	221111	18	402,219,052
ALTERNATIVE POWER GENERATION	221114-221117	22	40,438,748
OTHER ELECTRIC POWER GENERATION	221112, 221113, 221118	8	221,956,511
ELECTRIC POWER TRANSMISSION & DISTRIBUTION	221121, 221122	56	1,989,604,827
NATURAL GAS DISTRIBUTION	2212	14	300,025,077
WATER & SEWER	2213	696	1,085,161,052
<u>CONSTRUCTION</u>	<u>23</u>	<u>43,911</u>	<u>16,439,558,246</u>
RESIDENTIAL BUILDING & REMODELING	2361	15,511	2,853,824,629
NONRESIDENTIAL BUILDING	2362	1,083	3,930,657,404
HEAVY CONSTRUCTION & HIGHWAYS	237	1,201	1,859,363,286
SPECIAL TRADE CONTRACTORS	238	26,116	7,795,712,927
ELECTRICAL	23821	2,970	1,680,429,919
PLUMBING & HEATING	23822	3,113	1,346,069,689
PAINTING	23832	3,252	281,030,315
MASONRY/DRYWALL	23814, 23831	1,605	443,092,691
ROOFING	23816	1,025	336,649,811
OTHER CONTRACTORS	238 not listed above	14,151	3,708,440,502
<u>MANUFACTURING</u>	<u>31-33</u>	<u>14,820</u>	<u>45,891,945,948</u>
FOOD PRODUCTS	311	1,367	4,693,204,719
MILLING OF GRAINS	3112	33	216,868,685
FRUITS & VEGETABLES	3114	116	1,115,404,263
DAIRY PRODUCTS	3115	42	604,767,646
MEAT PRODUCTS	3116	98	587,627,099
SEAFOOD PRODUCTS	3117	57	810,513,274
BAKERY PRODUCTS	3118	622	509,879,206
OTHER FOOD ITEMS	3111, 3113, 3119	399	848,144,546
BEVERAGES	312	1,222	669,308,108
TEXTILES	313,314	715	237,133,816
APPAREL	315	456	56,754,834
LEATHER & ALLIED PRODUCTS	316	94	31,203,155
LUMBER & WOOD PRODUCTS	321	680	2,080,996,876
SAWMILLS	3211	101	851,268,403
PLYWOOD & TRUSSES	3212	51	336,120,600
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	528	893,607,873
PAPER PRODUCTS	322	117	1,940,347,986
PULP & PAPER MILLS	3221	36	1,438,011,417
OTHER PAPER PRODUCTS	3222	81	502,336,569
COMMERCIAL PRINTING	323	990	296,925,921
PETROLEUM & COAL PRODUCTS	324	40	5,353,916,895
PETROLEUM REFINING	32411	18	5,157,157,887
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	22	196,759,008
CHEMICALS	325	841	1,990,730,276
CHEMICALS, PESTICIDES & FERTILIZERS	3251, 3253	103	705,799,679
PHARMACEUTICALS	3254	399	444,532,646
RESIN, SYNTHETIC FIBERS & FILAMENTS	3252	30	360,679,118
PAINT, COATING & ADHESIVES	3255	36	29,381,785
SOAP, CLEANING COMPOUND & TOILETRIES	3256	187	214,976,443
OTHER CHEMICAL PRODUCTS	3259	86	235,360,605
PLASTICS & RUBBER PRODUCTS	326	278	854,781,432
NONMETALLIC MINERALS	327	529	855,395,580
PRIMARY METALS	331	151	658,052,926
IRON & STEEL MILLS	3311, 3312	71	248,757,303
ALUMINUM SMELTING	3313	20	201,478,265
OTHER NONFERROUS METALS	3314	16	36,391,671
FOUNDRIES	3315	44	171,425,687

TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4TH QUARTER, 2017

INDUSTRY	NAICS	UNITS	4TH QUARTER, 2017
FABRICATED METAL PRODUCTS	332	1,605	1,596,165,967
MACHINERY	333	827	1,695,981,196
FARM & CONSTRUCTION IMPLEMENTS	3331	86	175,143,437
INDUSTRIAL MACHINERY	3332	160	357,620,994
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	581	1,163,216,765
COMPUTERS & ELECTRONICS	334	651	3,085,391,080
COMPUTER HARDWARE	3341	45	155,673,857
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	75	179,544,118
AUDIO & VIDEO EQUIPMENT	3343	39	48,731,020
SEMICONDUCTORS	3344	112	815,331,756
INSTRUMENTS	3345	297	1,855,794,400
SOFTWARE, OTHER MAGNETIC & OPTICAL MEDIA	3346	83	30,315,929
ELECTRICAL EQUIPMENT & APPLIANCES	335	206	694,869,418
LIGHTING EQUIPMENT	3351	75	147,970,876
HOUSEHOLD APPLIANCES	3352	12	2,536,054
OTHER ELECTRIC EQUIPMENT	3353, 3359	119	544,362,488
TRANSPORTATION EQUIPMENT	336	581	17,387,343,303
MOTOR VEHICLES & PARTS	3361, 3362, 3363	146	383,234,446
AIRCRAFT, AEROSPACE & PARTS	3364	140	16,639,011,806
SHIPS & BOATS	3366	231	334,969,198
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	64	30,127,853
FURNITURE & RELATED PRODUCTS	337	840	399,270,951
OTHER MANUFACTURING	339	2,630	1,314,171,509
OTHER MEDICAL EQUIP & SUPPLIES	339112-339115	157	172,648,730
DENTAL LABORATORIES	339116	356	56,899,336
SPORTING AND ATHLETIC GOODS	33992	195	207,027,045
ALL OTHER MISCELLANEOUS MFG	3399 not listed above	1,922	877,596,398
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>20,634</b>	<b>46,145,009,611</b>
DURABLE GOODS	423	10,737	22,316,023,015
MOTOR VEHICLES & PARTS	4231	806	3,567,276,299
FURNITURE & HOME FURNISHINGS	4232	614	573,701,684
LUMBER & CONSTRUCTION MATERIALS	4233	861	2,142,095,845
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	1,861	3,695,452,281
METAL & MINERAL (except Petroleum)	4235	364	833,909,640
ELECTRICAL EQUIPMENT	4236	1,347	3,256,449,019
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	656	1,080,266,639
MACHINERY & EQUIPMENT	4238	2,278	3,544,091,788
SPORTING & RECREATIONAL GOODS & SUPPL	423910	494	419,507,925
TOY & HOBBY GOODS & SUPPLIES	423920	167	2,040,664,179
OTHER MISCELLANEOUS DURABLE GOODS	423930, 423940, 423990	1,289	1,162,607,716
NONDURABLE GOODS:	424	9,358	23,464,071,238
PAPER & PAPER PRODUCTS	4241	375	662,112,107
DRUGS & SUNDRIES	4242	476	2,352,220,306
APPAREL	4243	633	1,273,716,821
FOOD PRODUCTS	4244	2,538	9,922,720,536
FARM PRODUCTS	4245	448	864,243,935
CHEMICALS & PLASTICS	4246	526	823,139,604
PETROLEUM PRODUCTS	4247	190	2,915,079,050
BEER & ALE	424810	173	263,587,382
WINE & DISTILLED ALCOHOLIC BEVERAGES	424820	731	1,276,518,944
FARM SUPPLIES	42491	327	908,583,544
TOBACCO & TOBACCO PRODUCTS	42494	78	367,838,815
OTHER MISC NONDURABLE GOODS	4249 not listed above	2,863	1,834,310,194
ELECTRONIC MARKETS, AGENTS, BROKERS	425	539	364,915,358

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 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4TH QUARTER, 2017

INDUSTRY	NAICS	UNITS	4TH QUARTER, 2017
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>52,134</u>	<u>40,327,893,996</u>
MOTOR VEHICLES & PARTS	441	3,309	7,237,292,565
NEW & USED AUTO DEALERS	4411	1,392	5,693,376,710
RV, BOAT, MOTORCYCLE DEALERS	4412	628	529,127,508
AUTOMOTIVE PARTS & TIRES	4413	1,289	1,014,788,347
FURNITURE & HOME FURNISHINGS	442	2,034	1,014,034,081
ELECTRONICS & APPLIANCES	443	2,573	2,067,463,081
HOUSEHOLD APPLIANCES	443141	206	193,967,140
ELECTRONIC STORES	443142	2,367	1,873,495,941
BLDG. MATERIALS, GARDEN SUPPLIES	444	2,712	2,581,618,472
BUILDING MATERIALS	4441	1,658	2,234,152,530
LAWN & GARDEN SUPPLIES	4442	1,054	347,465,942
FOOD & BEVERAGES (OFF-PREMISES)	445	4,068	4,537,865,277
GROCERY & CONVENIENCE STORES	4451	1,995	3,924,014,270
OTHER FOOD STORES/SPECIALTY FOODS	4452	1,371	450,395,599
BEER, WINE AND LIQUOR STORES	4453	702	163,455,408
DRUG STORES & PERSONAL CARE STORES	446	3,262	2,772,972,084
GAS STATIONS (INCL. CONVENIENCE STORES)	447	1,521	2,456,437,755
APPAREL & ACCESSORIES	448	4,740	1,928,252,952
CLOTHING STORES	4481	3,509	1,552,364,519
SHOE STORES	4482	145	108,123,455
JEWELRY & LUGGAGE STORES	4483	1,086	267,764,978
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	3,828	1,208,005,183
SPORTING GOODS	45111	1,684	662,214,863
HOBBY & TOY STORES	45112	689	289,086,740
SEWING SUPPLIES	45113	303	52,655,182
MUSICAL INSTRUMENTS	45114	234	49,431,086
BOOK, PERIODICAL & MUSIC STORES	45121	918	154,617,312
DEPARTMENT STORES	4521	24	1,062,108,143
GENERAL MERCHANDISE STORES	4529	270	7,041,451,095
E-COMMERCE & MAIL ORDER	4541	2,055	2,130,494,480
MISCELLANEOUS RETAILERS	453, 4542, 4543	21,738	4,289,898,828
<u>TRANSPORTATION</u>	<u>48-492</u>	<u>12,066</u>	<u>4,260,821,474</u>
AIR TRANSPORTATION	481	69	28,624,507
RAILROADS	482	17	49,479,195
WATER TRANSPORTATION	483	68	56,547,862
TRUCK TRANSPORTATION	484	6,029	1,924,738,743
TRANSIT & GROUND PASSENGER TRANSPORT	485	2,652	258,557,627
PIPELINE TRANSPORTATION	486	8	20,013,700
SCENIC & SIGHTSEEING TRANSPORTATION	487	320	62,569,600
SUPPORT ACTIVITIES FOR TRANSPORTATION	488	1,512	1,631,552,589
POSTAL SERVICE, COURIERS AND MESSENGERS	491, 492	1,391	228,737,651
WAREHOUSING & STORAGE	493	261	301,552,831
<u>INFORMATION</u>	<u>51</u>	<u>5,956</u>	<u>7,103,212,616</u>
PUBLISHING (EXCEPT INTERNET)	511	1,485	1,669,291,659
NEWSPAPERS	51111	122	112,100,274
BOOKS & PERIODICALS	51112, 51113	654	140,079,388
SOFTWARE	5112	522	1,242,342,429
OTHER PUBLISHERS	51114, 51119	187	174,769,568
MOTION PICTURE PRODUCTION	512	1,788	313,281,417
RADIO & TV BROADCASTING, CABLE TV	515	207	714,617,587
TELEPHONE & TELECOMMUNICATIONS	517	784	3,215,869,233
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	1,007	691,528,742
OTHER INFORMATION SERVICES	519	685	498,623,978
<u>FINANCE, INSURANCE, REAL ESTATE</u>	<u>52-53</u>	<u>18,687</u>	<u>13,967,767,974</u>
BANKS & CREDIT UNIONS	522	1,835	5,500,643,915
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	2,758	2,239,447,922
INSURANCE AGENTS & BROKERS	524	4,137	2,512,193,353
REAL ESTATE AGENTS & BROKERS	531	7,454	1,777,035,293
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	2,327	1,778,678,171
LESSORS OF NONFINANCIAL INTANGIBLES	533	176	159,769,320



TABLE 1: WASHINGTON GROSS BUSINESS INCOME  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4TH QUARTER, 2017

INDUSTRY	NAICS	UNITS	4TH QUARTER, 2017
<u>BUSINESS, PERSONAL AND OTHER SERVICES</u>	<u>54-92</u>	<u>177,314</u>	<u>48,247,553,855</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICE</u>	<u>54</u>	<u>57,802</u>	<u>18,576,820,422</u>
LEGAL SERVICES	5411	6,488	1,615,489,992
ACCOUNTING SERVICES	5412	6,524	2,254,481,556
ARCHITECTURAL SERVICES	54131	1,619	443,334,373
ENGINEERING SERVICES	54133	2,372	1,597,344,838
OTHER RELATED SERVICES	54132, 54134-54138	1,859	229,706,177
SPECIALIZED DESIGN SERVICES	5414	4,680	371,092,122
COMPUTER SYSTEM DESIGN SERVICES	5415	8,291	5,846,569,724
CONSULTING SERVICES	5416	13,904	3,347,235,093
SCIENTIFIC RESEARCH & DEVELOPMENT SERVICE	5417	766	951,829,567
ADVERTISING & PUBLIC RELATIONS	5418	1,446	478,087,163
OTHER PROFESSIONAL SERVICES	5419	9,853	1,441,649,817
<u>MANAGEMENT SERVICES</u>	<u>55</u>	<u>523</u>	<u>178,179,109</u>
ADMINISTRATIVE & SUPPORT SERVICES	561	25,808	5,373,068,804
EMPLOYMENT SERVICES	5613	1,217	952,399,251
TRAVEL SERVICES	5615	870	294,028,619
INVESTIGATION & SECURITY SERVICES	5616	1,074	377,101,893
BUILDING SERVICES & JANITORIAL	5617	16,444	1,103,587,789
OTHER	5611, 5612, 5614, 5619	6,203	2,645,951,252
WASTE TREATMENT/ COLLECTION	562	622	1,003,981,763
<u>SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)</u>	<u>61</u>	<u>7,774</u>	<u>901,952,902</u>
<u>HEALTH SERVICES</u>	<u>62</u>	<u>25,185</u>	<u>12,900,573,766</u>
AMBULATORY HEALTH CARE SERVICES	621	19,564	6,019,643,560
PHYSICIANS	6211	3,297	2,378,708,090
DENTISTS	6212	3,309	925,612,411
OTHER HEALTH PRACTITIONERS	6213	11,324	1,067,343,733
OUTPATIENT CARE CENTERS	6214	855	887,488,016
MEDICAL & DIAGNOSTIC LABORATORIES	6215	192	380,389,535
HOME HEALTH CARE	6216	320	191,463,621
OTHER AMBULATORY HEALTH CARE	6219	267	188,638,154
HOSPITALS	622	124	5,378,036,450
NURSING & RETIREMENT HOMES	623	813	784,844,511
SOCIAL SERVICES & DAY CARE	624	4,684	718,049,245
<u>ARTS, ENTERTAINMENT, &amp; RECREATION</u>	<u>71</u>	<u>9,204</u>	<u>1,037,088,503</u>
PERFORMING ARTS, SPECTATOR SPORTS	711	5,327	459,787,814
MUSEUMS, HISTORICAL SITES, ETC.	712	150	24,257,721
AMUSEMENT, GAMBLING, RECREATION	713	3,727	553,042,968
ACCOMMODATIONS	721	3,394	885,962,442
RESTAURANTS, FOOD SERVICES	7223, 7225	13,309	3,828,742,790
DRINKING PLACES	7224	1,158	244,641,320
AUTO REPAIR & SERVICES	8111	6,049	789,549,884
OTHER REPAIR SERVICES	8112, 8113, 8114	5,288	793,166,118
PERSONAL SERVICES	812	18,889	1,217,875,980
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	12,770	575,949,591
DEATH CARE SERVICES	8122	242	61,052,820
LAUNDRY & DRY CLEANING	8123	762	122,059,506
OTHER PERSONAL SERVICES	8129	5,115	458,814,063
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	1,952	319,355,928
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>380</u>	<u>198,912,157</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>351,152</b>	<b>228,312,950,395</b>

NOTE:

A change in the filing requirements became effective July 1, 2015 on the exemption from business and occupation tax on certain manufacturing dairy, fruit and vegetable, and seafood products. Manufacturers must now report their income on the combined excise tax return. This is reflected in the reporting primarily on NAICS 3114, 3115 and 3117.

The manufacturers also take a deduction for the exempt amounts, resulting in no taxable activity.

**TABLE 2: SUMMARY OF EXCISE TAX RETURNS  
AMOUNTS REPORTED BY TAX TYPE AND LINE CODE  
4TH QUARTER, 2017 (\$000)**

STATE BUSINESS AND OCCUPATION TAX							
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
1	Extracting, Extracting for Hire	16	79,421	3,647	75,774	0.004840	367
2	Processing Meat-Whlse, Mfg. Wheat into Flour Raw Seafood, Soybean, and Canola Proc.	30	1,743,779	58,211	1,685,568	0.001380	2,326
3	Travel Agent Commissions; International Charter Freight, Brokers and Stevedoring	28	2,042,365	421,239	1,621,126	0.002750	4,458
4	Insurance Agents/Brokers; Child Care	14	982,473	175,378	807,095	0.004840	3,906
5	Splitting or Processing Dried Peas; Presc. Drug Warehousing; Manufacturing Dairy Products	21	1,684,097	21,702	1,662,395	0.001380	2,294
6	Processing for Hire/Printing and Publishing	10	529,293	37,997	491,296	0.004840	2,378
7	Manufacturing	7	6,736,529	209,221	6,527,309	0.004840	31,592
8	Royalties	80	846,690	107,362	739,328	0.015000	11,090
9	Wholesaling	3	65,559,050	22,771,761	42,787,289	0.004840	207,090
10	Warehousing, Radio and TV Broadcasting; Public Road Construction/Gov't Contracting	11	1,905,715	205,591	1,700,124	0.004840	8,229
11	Public or Nonprofit Hospitals	55	4,572,175	1,943,506	2,628,669	0.015000	39,430
12	For Profit Hospitals, Scientific R&D	135	261,931	141,838	120,093	0.015000	1,801
13	Cleanup of Radioactive Waste for U.S. Gov't	83	762,618	502	762,117	0.004710	3,590
14	Environmental Remedial Action Service & Other Activities	4	43,788,108	10,348,025	33,440,084	0.015000	501,601
15	Gambling Contests of Chance (\$50,000 per year or greater)	192	134,509	47,450	87,059	0.016300	1,419
16	Retailing of Interstate Transportation Equip.	19	479,726	108,866	370,860	0.004840	1,795
17	Retailing	2	67,429,316	12,961,492	54,467,825	0.004710	256,543
18	Non-Mfg Aerospace Product Development	188	122,805	5,785	117,021	0.009000	1,053
19	FAR Part 145 Repair Stations	189	92,026	3,151	88,875	0.002904	258
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	Manufacturing of Solar Energy	127	D	D	D	0.002750	D
23	Wholesaling of Solar Energy	128	45,606	40,364	5,242	0.002750	14
24	Mfg. of Commercial Airplanes or Components	195	872,389	2,723	869,666	0.002904	2,526
25	Whlse of Commercial Airplanes or Components	196	4,894,516	662,501	4,232,015	0.002904	12,290
26	Retailing of Commercial Airplanes or Components	197	9,946,943	814,034	9,132,909	0.002904	26,522
27	Publication of Newspapers	126	124,738	429	124,309	0.003500	435
28	Parimutuel Wagering	193	D	D	D	0.001300	D
29	Processing for Hire Timber Products	300	47,939	7	47,931	0.003424	164
30	Extracting Timber, Extracting for Hire Timber	301	174,297	14,633	159,664	0.003424	547
31	Manufacturing of Timber or Wood Products	302	1,128,790	96,761	1,032,029	0.003424	3,534
32	Wholesaling of Timber or Wood Products	303	2,750,503	1,387,840	1,362,662	0.003424	4,666
33	Sale of Standing Timber	304	28,457	200	28,257	0.003424	97
34	Manufacturing of Semi-Conductors	607	D	D	D	0.002750	D
<b>TOTAL B&amp;O TAXES</b>			<b>219,766,806</b>	<b>52,592,217</b>	<b>167,174,588</b>		<b>1,132,015</b>
STATE SALES TAX AND USE TAX							
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
35	Retail Sales Tax	1	67,658,035	26,242,845	41,415,190	0.065000	2,691,987
36	Use Tax	5	1,827,784	0	1,827,784	0.065000	118,806
<b>TOTAL STATE SALES/USE TAX</b>			<b>69,485,819</b>	<b>26,242,845</b>	<b>43,242,974</b>		<b>2,810,793</b>

**TABLE 2: SUMMARY OF EXCISE TAX RETURNS  
AMOUNTS REPORTED BY TAX TYPE AND LINE CODE  
4TH QUARTER, 2017 (\$000)**

STATE PUBLIC UTILITY TAX							
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
37	Water Distribution	60	377,396	33,448	343,948	0.050290	17,297
38	Sewer Collection	61	191,510	90,518	100,992	0.038520	3,890
39	Power	49	2,862,656	1,059,952	1,802,704	0.038734	69,826
40	Gas Dist., Telegraph	26	404,119	3,593	400,526	0.038520	15,428
41	Motor Transportation, Railroad, Railroad Car	8	1,978,699	1,442,949	535,750	0.019260	10,319
42	Log Hauling Over Public Highways	125	76,254	36,334	39,920	0.013696	547
43	Urban Transportation/Vessels Under 65 Feet	12	419,379	135,464	283,915	0.006420	1,823
44	Other Public Service	13	431,197	355,641	75,556	0.019260	1,455
<b>TOTAL PUBLIC UTILITY TAXES</b>			<b>6,741,209</b>	<b>3,157,899</b>	<b>3,583,310</b>		<b>120,585</b>

OTHER TAXES							
NO.	TAX CLASSIFICATION	LINE CODE	GROSS AMOUNT	DEDUCTIONS	TAXABLE AMOUNT	RATE	TAX DUE
45	Motor Vehicle Sales/Leases	120	3,651,644	0	3,651,644	0.003000	10,955
46	Litter Tax	36	20,176,437	0	20,176,437	0.000150	3,026
47	Tobacco Products	20	7,946	0	7,946	0.950000	7,549
48	Cigar Tax (\$0.67 or more)	194	Cigars	0	632	\$ .65 /Cigar	411
49	Little Cigar Tax	198	Cigars	0	6,558	\$ .15 /Cigar	992
50	Moist Snuff (1.2 oz. or less)	162	Units	0	10,834	\$ 2.52 /Unit	27,366
51	Moist Snuff (more than 1.2 oz.)	163	Units	0	184	\$ 2.10 /Unit	388
52	Spirit Sales to Licensees	251	41,230	1,338	39,893	0.137000	5,465
53	Spirit Sales to Consumers	252	191,221	80	191,141	0.205000	39,184
54	Spirits Liter Sales to Licensees	253	Liters	0	2,439	\$ 2.4408/Liter	5,953
55	Spirits Liter Sales to Consumers	254	Liters	0	9,885	\$ 3.7708/Liter	37,274
56	Refuse Collection	64	489,479	156,254	333,225	0.036000	11,996
57	Petroleum Products Tax	57	0	0	0	0.003000	0
58	Hazardous Substance	65	5,472,067	207,432	5,264,636	0.007000	36,852
59	IMR	79	42,749	0	42,749	0.060000	2,565
60	Solid Fuel Burning Device Fee	59	Devices	0	3	\$ 30.00 /Device	94
61	Syrup Tax	54	Gallons	0	1,979	\$ 1.00 /Gal	1,979
62	Tire Fee	73	Tires	0	1,430	\$ .90 /Tire	1,287
63	Studded Tire	77	Studded Tires	0	81	\$ 4.50 /Tire	365
64	State/Local Enhanced 911, TRS, WTAP	793	Switch Lines	0	3,138	\$ .95 /LINE	2,981
65	Wireless State/Local Enhanced 911 Tax	794	Radio Lines	0	16,807	\$ .95 /LINE	15,966
66	VOIP State/Local Enhanced 911 Tax	795	VOIP Lines	0	3,382	\$ .95 /LINE	3,213
67	E911 Prepaid Wireless	796	Prepaid Lines	1	3,094	\$ .95 /LINE	2,939
<b>TOTAL OTHER TAXES</b>							<b>218,803</b>

**TOTAL STATE TAXES\*\* \$4,282,196**

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.  
NOTE: The state suspended the petroleum products tax (Line Code 57) from July 1, 2017 through March 31, 2018 .

**Table 3-A**  
**County Taxable Retail Sales Comparing**  
**Quarter 4, 2016 to Quarter 4, 2017**  
**(Dollars in Thousands)**

<b>County</b>	<b>Quarter 4, 2016</b>	<b>Quarter 4, 2017</b>	<b>Percent Change</b>
Adams	\$72,602	\$71,857	-1.0%
Asotin	\$80,927	\$80,904	0.0%
Benton	\$978,902	\$1,022,681	4.5%
Chelan	\$543,610	\$529,302	-2.6%
Clallam	\$299,574	\$311,489	4.0%
Clark	\$1,720,835	\$1,953,481	13.5%
Columbia	\$16,578	\$20,808	25.5%
Cowlitz	\$411,861	\$456,868	10.9%
Douglas	\$226,148	\$266,187	17.7%
Ferry	\$12,664	\$13,110	3.5%
Franklin	\$362,728	\$388,096	7.0%
Garfield	\$6,305	\$8,301	31.7%
Grant	\$451,639	\$463,316	2.6%
Grays Harbor	\$245,995	\$258,229	5.0%
Island	\$260,215	\$295,201	13.4%
Jefferson	\$119,701	\$124,166	3.7%
King	\$15,473,396	\$16,866,083	9.0%
Kitsap	\$1,098,697	\$1,186,737	8.0%
Kittitas	\$254,720	\$282,512	10.9%
Klickitat	\$69,450	\$76,812	10.6%
Lewis	\$342,323	\$358,112	4.6%
Lincoln	\$29,207	\$37,083	27.0%
Mason	\$163,601	\$166,086	1.5%
Okanogan	\$159,075	\$163,224	2.6%
Pacific	\$54,834	\$64,405	17.5%
Pend Oreille	\$33,664	\$43,113	28.1%
Pierce	\$3,967,351	\$4,267,662	7.6%
San Juan	\$107,988	\$114,245	5.8%
Skagit	\$704,572	\$766,616	8.8%
Skamania	\$27,406	\$36,436	32.9%
Snohomish	\$3,631,272	\$3,911,846	7.7%
Spokane	\$2,417,025	\$2,630,542	8.8%
Stevens	\$129,583	\$137,169	5.9%
Thurston	\$1,289,271	\$1,370,301	6.3%
Wahkiakum	\$7,734	\$7,930	2.5%
Walla Walla	\$230,382	\$249,698	8.4%
Whatcom	\$1,047,387	\$1,110,711	6.0%
Whitman	\$210,799	\$186,213	-11.7%
Yakima	\$976,314	\$1,042,607	6.8%
<b>Total</b>	<b>\$38,236,336</b>	<b>\$41,340,139</b>	<b>8.1%</b>

TABLE 3: TAXABLE RETAIL SALES FOR ADAMS AND ASOTIN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	ADAMS*	UNITS	ASOTIN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,885</u>	<u>\$25,887,893</u>	<u>1,963</u>	<u>\$51,008,728</u>
MOTOR VEHICLES & PARTS	441	81	3,427,647	64	3,455,750
NEW & USED AUTO DEALERS	4411	11	665,935	14	1,415,458
RV, BOAT, MOTORCYCLE DEALERS	4412	10	3,841	12	556,008
AUTOMOTIVE PARTS & TIRE	4413	60	2,757,871	38	1,484,284
FURNITURE & HOME FURNISHING	442	99	320,110	117	773,560
ELECTRONICS & APPLIANCE STORES	443	136	1,040,401	153	1,177,058
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	91	2,905,785	54	1,627,142
BUILDING MATERIALS	4441	66	1,971,119	44	1,477,262
LAWN & GARDEN SUPPLIES & EQUIP.	4442	25	934,666	10	149,880
FOOD & BEVERAGE STORES	445	41	1,034,557	39	1,902,982
GROCERY & CONVENIENCE STORES	4451	14	1,020,704	5	1,889,548
OTHER FOOD & BEVERAGE STORES	4452, 4453	27	13,853	34	13,434
DRUG/HEALTH STORES	446	157	847,974	183	4,009,291
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	20	3,533,048	D	D
APPAREL & ACCESSORIES	448	195	427,822	194	564,391
CLOTHING & SHOE STORES	4481, 4482	181	411,248	180	532,470
JEWELRY & LUGGAGE STORES	4483	14	16,574	14	31,921
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	158	254,416	196	1,044,666
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	120	237,638	156	1,005,019
BOOK STORES & NEWS DEALERS	4512	38	16,778	40	39,647
GENERAL MERCHANDISE STORES	452	22	7,396,906	26	31,954,952
DEPARTMENT STORES	4521	5	143,804	5	101,374
GENERAL MERCHANDISE STORES	4529	17	7,253,102	21	31,853,578
E-COMMERCE & MAIL ORDER	4541	217	1,953,176	226	1,948,723
MISCELLANEOUS RETAILERS	453, 4542, 4543	668	2,746,051	710	2,548,145
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>14</u>	<u>241,948</u>	<u>10</u>	<u>137,774</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>78,524</u>	<u>4</u>	<u>82,273</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>383</u>	<u>11,901,523</u>	<u>293</u>	<u>7,372,729</u>
CONSTRUCTION OF BUILDINGS	236	83	3,289,548	79	2,569,719
HEAVY CONSTRUCTION & HIGHWAYS	237	20	1,469,975	18	254,763
SPECIAL TRADE CONTRACTORS	238	280	7,142,000	196	4,548,247
<u>MANUFACTURING</u>	<u>31-33</u>	<u>223</u>	<u>1,636,779</u>	<u>233</u>	<u>1,206,065</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>704</u>	<u>12,850,757</u>	<u>690</u>	<u>4,120,831</u>
DURABLE GOODS	423	480	10,945,181	472	2,786,082
NONDURABLE GOODS	424	220	1,899,461	216	1,328,585
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	6,115	D	D
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>19</u>	<u>412,636</u>	<u>12</u>	<u>304,242</u>
<u>INFORMATION</u>	<u>51</u>	<u>208</u>	<u>2,744,210</u>	<u>219</u>	<u>2,998,834</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>56</u>	<u>942,570</u>	<u>46</u>	<u>481,051</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>121</u>	<u>2,965,935</u>	<u>107</u>	<u>1,271,703</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>195</u>	<u>1,092,685</u>	<u>217</u>	<u>976,580</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>217</u>	<u>1,279,482</u>	<u>216</u>	<u>1,287,098</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>19</u>	<u>271,236</u>	<u>35</u>	<u>705,992</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>52</u>	<u>5,204,427</u>	<u>46</u>	<u>7,513,815</u>
ACCOMMODATIONS	721	9	682,069	9	1,188,717
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	43	4,522,358	37	6,325,098
<u>OTHER SERVICES</u>	<u>81</u>	<u>163</u>	<u>4,323,709</u>	<u>133</u>	<u>1,384,035</u>
REPAIR & MAINTENANCE	811	113	3,802,436	82	938,953
PERSONAL SERVICE	812	37	506,194	33	302,305
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	13	15,079	18	142,777
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>5</u>	<u>11,888</u>	<u>4</u>	<u>9,769</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>4,269</b>	<b>\$71,856,968</b>	<b>4,230</b>	<b>\$80,903,712</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR BENTON AND CHELAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	BENTON*	UNITS	CHELAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>5,625</u>	<u>\$542,147,814</u>	<u>4,284</u>	<u>\$203,873,673</u>
MOTOR VEHICLES & PARTS	441	228	111,840,991	171	43,375,097
NEW & USED AUTO DEALERS	4411	67	89,086,482	35	32,037,989
RV, BOAT, MOTORCYCLE DEALERS	4412	33	6,935,678	31	2,909,270
AUTOMOTIVE PARTS & TIRE	4413	128	15,818,831	105	8,427,838
FURNITURE & HOME FURNISHING	442	288	20,163,231	228	8,462,748
ELECTRONICS & APPLIANCE STORES	443	412	29,904,978	310	5,389,438
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	231	45,116,505	166	33,131,049
BUILDING MATERIALS	4441	163	40,524,090	127	30,389,890
LAWN & GARDEN SUPPLIES & EQUIP.	4442	68	4,592,415	39	2,741,159
FOOD & BEVERAGE STORES	445	182	24,546,001	161	14,628,463
GROCERY & CONVENIENCE STORES	4451	45	20,263,053	40	11,747,228
OTHER FOOD & BEVERAGE STORES	4452, 4453	137	4,282,948	121	2,881,235
DRUG/HEALTH STORES	446	484	21,759,553	361	7,260,921
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	42	13,972,563	32	5,304,301
APPAREL & ACCESSORIES	448	524	44,060,865	412	9,124,657
CLOTHING & SHOE STORES	4481, 4482	439	37,700,218	358	8,341,261
JEWELRY & LUGGAGE STORES	4483	85	6,360,647	54	783,396
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	536	22,777,195	410	8,014,920
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	420	20,302,357	336	7,690,818
BOOK STORES & NEWS DEALERS	4512	116	2,474,838	74	324,102
GENERAL MERCHANDISE STORES	452	57	144,421,163	38	36,896,515
DEPARTMENT STORES	4521	11	48,103,059	7	11,889,261
GENERAL MERCHANDISE STORES	4529	46	96,318,104	31	25,007,254
E-COMMERCE & MAIL ORDER	4541	508	21,209,631	412	8,926,842
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,133	42,375,138	1,583	23,358,722
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>48</u>	<u>786,491</u>	<u>45</u>	<u>343,298</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>89,001</u>	<u>9</u>	<u>112,449</u>
<u>UTILITIES</u>	<u>22</u>	<u>13</u>	<u>364,828</u>	<u>13</u>	<u>197,867</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,583</u>	<u>141,364,426</u>	<u>1,207</u>	<u>111,974,418</u>
CONSTRUCTION OF BUILDINGS	236	442	67,763,694	401	63,283,462
HEAVY CONSTRUCTION & HIGHWAYS	237	64	9,528,504	56	7,676,388
SPECIAL TRADE CONTRACTORS	238	1,077	64,072,228	750	41,014,568
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,030</u>	<u>16,590,519</u>	<u>798</u>	<u>14,576,228</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,230</u>	<u>70,703,425</u>	<u>1,697</u>	<u>47,329,431</u>
DURABLE GOODS	423	1,531	55,714,627	1,160	38,024,464
NONDURABLE GOODS	424	688	14,878,202	528	9,248,123
ELECTRONIC MARKETS, AGENTS & BROKERS	425	11	110,596	9	56,844
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>67</u>	<u>1,293,451</u>	<u>47</u>	<u>2,384,812</u>
<u>INFORMATION</u>	<u>51</u>	<u>585</u>	<u>36,541,583</u>	<u>459</u>	<u>21,400,537</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>134</u>	<u>8,577,989</u>	<u>103</u>	<u>1,529,178</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>384</u>	<u>17,496,505</u>	<u>354</u>	<u>14,726,706</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>872</u>	<u>18,633,232</u>	<u>621</u>	<u>9,262,607</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>970</u>	<u>24,884,517</u>	<u>645</u>	<u>13,188,902</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>182</u>	<u>10,594,193</u>	<u>143</u>	<u>4,447,545</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>415</u>	<u>105,604,824</u>	<u>510</u>	<u>70,713,883</u>
ACCOMMODATIONS	721	54	13,989,140	263	28,742,923
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	361	91,615,684	247	41,970,960
<u>OTHER SERVICES</u>	<u>81</u>	<u>731</u>	<u>26,966,838</u>	<u>480</u>	<u>13,092,834</u>
REPAIR & MAINTENANCE	811	443	21,468,679	281	10,587,273
PERSONAL SERVICE	812	225	4,962,212	144	2,210,584
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	63	535,947	55	294,977
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>41,616</u>	<u>12</u>	<u>147,174</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>14,886</b>	<b>\$1,022,681,252</b>	<b>11,427</b>	<b>\$529,301,542</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR CLALLAM AND CLARK COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	CLALLAM*	UNITS	CLARK*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,168</u>	<u>\$160,264,224</u>	<u>7,656</u>	<u>\$867,789,623</u>
MOTOR VEHICLES & PARTS	441	144	31,575,631	288	169,920,364
NEW & USED AUTO DEALERS	4411	26	23,883,383	63	137,182,986
RV, BOAT, MOTORCYCLE DEALERS	4412	25	1,587,298	45	5,973,912
AUTOMOTIVE PARTS & TIRE	4413	93	6,104,950	180	26,763,466
FURNITURE & HOME FURNISHING	442	221	4,713,856	393	32,069,325
ELECTRONICS & APPLIANCE STORES	443	286	4,845,376	558	37,541,531
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	187	20,348,521	366	95,805,891
BUILDING MATERIALS	4441	120	18,081,361	247	86,052,925
LAWN & GARDEN SUPPLIES & EQUIP.	4442	67	2,267,160	119	9,752,966
FOOD & BEVERAGE STORES	445	109	11,734,110	314	53,767,537
GROCERY & CONVENIENCE STORES	4451	26	10,806,426	93	47,655,701
OTHER FOOD & BEVERAGE STORES	4452, 4453	83	927,684	221	6,111,836
DRUG/HEALTH STORES	446	339	7,264,464	616	42,756,302
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	26	6,244,536	100	24,005,184
APPAREL & ACCESSORIES	448	370	5,165,670	681	46,959,168
CLOTHING & SHOE STORES	4481, 4482	310	4,684,146	562	41,214,212
JEWELRY & LUGGAGE STORES	4483	60	481,524	119	5,744,956
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	417	4,262,394	663	23,262,900
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	336	3,728,157	520	20,214,222
BOOK STORES & NEWS DEALERS	4512	81	534,237	143	3,048,678
GENERAL MERCHANDISE STORES	452	43	41,882,477	61	215,570,062
DEPARTMENT STORES	4521	7	4,277,523	10	45,986,288
GENERAL MERCHANDISE STORES	4529	36	37,604,954	51	169,583,774
E-COMMERCE & MAIL ORDER	4541	419	8,038,302	669	45,489,243
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,607	14,188,887	2,947	80,642,116
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>44</u>	<u>471,802</u>	<u>103</u>	<u>1,208,152</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>155,983</u>	<u>9</u>	<u>1,185,566</u>
<u>UTILITIES</u>	<u>22</u>	<u>9</u>	<u>26,064</u>	<u>15</u>	<u>2,610,039</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>862</u>	<u>51,021,291</u>	<u>3,409</u>	<u>433,304,714</u>
CONSTRUCTION OF BUILDINGS	236	280	26,136,334	1,037	207,569,444
HEAVY CONSTRUCTION & HIGHWAYS	237	25	1,407,640	88	29,154,454
SPECIAL TRADE CONTRACTORS	238	557	23,477,317	2,284	196,580,816
<u>MANUFACTURING</u>	<u>31-33</u>	<u>675</u>	<u>6,326,284</u>	<u>1,465</u>	<u>29,360,003</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,515</u>	<u>16,769,666</u>	<u>2,923</u>	<u>111,703,445</u>
DURABLE GOODS	423	996	12,406,456	1,944	92,000,914
NONDURABLE GOODS	424	513	4,338,179	953	19,291,155
ELECTRONIC MARKETS, AGENTS & BROKERS	425	6	25,031	26	411,376
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>44</u>	<u>708,586</u>	<u>128</u>	<u>4,348,502</u>
<u>INFORMATION</u>	<u>51</u>	<u>434</u>	<u>13,569,797</u>	<u>778</u>	<u>92,066,757</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>92</u>	<u>1,778,618</u>	<u>155</u>	<u>19,281,371</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>232</u>	<u>4,561,901</u>	<u>509</u>	<u>40,498,230</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>521</u>	<u>4,800,491</u>	<u>1,382</u>	<u>32,811,592</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>624</u>	<u>8,435,640</u>	<u>1,737</u>	<u>56,845,427</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>135</u>	<u>1,598,971</u>	<u>337</u>	<u>18,294,002</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>336</u>	<u>30,493,909</u>	<u>740</u>	<u>189,271,604</u>
ACCOMMODATIONS	721	142	6,326,825	51	19,995,344
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	194	24,167,084	689	169,276,260
<u>OTHER SERVICES</u>	<u>81</u>	<u>476</u>	<u>10,293,269</u>	<u>1,384</u>	<u>52,672,678</u>
REPAIR & MAINTENANCE	811	300	8,568,268	823	41,864,335
PERSONAL SERVICE	812	133	1,380,549	463	10,008,342
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	43	344,452	98	800,001
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>212,402</u>	<u>15</u>	<u>229,704</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>10,184</b>	<b>\$311,488,898</b>	<b>22,745</b>	<b>\$1,953,481,409</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR COLUMBIA AND COWLITZ COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	COLUMBIA*	UNITS	COWLITZ*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,034</u>	<u>\$4,244,066</u>	<u>4,190</u>	<u>\$238,150,242</u>
MOTOR VEHICLES & PARTS	441	27	300,489	166	67,868,594
NEW & USED AUTO DEALERS	4411	6	143,745	31	54,663,930
RV, BOAT, MOTORCYCLE DEALERS	4412	6	1,417	29	2,708,054
AUTOMOTIVE PARTS & TIRE	4413	15	155,327	106	10,496,610
FURNITURE & HOME FURNISHING	442	57	168,687	210	5,923,112
ELECTRONICS & APPLIANCE STORES	443	77	189,751	306	6,569,262
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	40	917,894	217	27,225,407
BUILDING MATERIALS	4441	30	508,779	161	22,669,578
LAWN & GARDEN SUPPLIES & EQUIP.	4442	10	409,115	56	4,555,829
FOOD & BEVERAGE STORES	445	16	503,976	113	14,066,416
GROCERY & CONVENIENCE STORES	4451	4	476,711	32	12,221,891
OTHER FOOD & BEVERAGE STORES	4452, 4453	12	27,265	81	1,844,525
DRUG/HEALTH STORES	446	81	146,177	347	10,832,036
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	6	501,089	46	13,139,546
APPAREL & ACCESSORIES	448	104	71,641	353	5,982,657
CLOTHING & SHOE STORES	4481, 4482	96	70,010	311	3,476,916
JEWELRY & LUGGAGE STORES	4483	8	1,631	42	2,505,741
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	89	85,574	384	6,704,185
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	72	81,465	314	6,528,497
BOOK STORES & NEWS DEALERS	4512	17	4,109	70	175,688
GENERAL MERCHANDISE STORES	452	17	67,874	45	52,434,301
DEPARTMENT STORES	4521	5	25,142	9	12,316,641
GENERAL MERCHANDISE STORES	4529	12	42,732	36	40,117,660
E-COMMERCE & MAIL ORDER	4541	127	473,050	411	8,856,160
MISCELLANEOUS RETAILERS	453, 4542, 4543	393	817,864	1,592	18,548,566
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>6</u>	<u>72,923</u>	<u>38</u>	<u>401,899</u>
<u>MINING</u>	<u>21</u>	<u>0</u>	<u>0</u>	<u>7</u>	<u>526,901</u>
<u>UTILITIES</u>	<u>22</u>	<u>0</u>	<u>0</u>	<u>13</u>	<u>142,572</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>151</u>	<u>5,466,033</u>	<u>1,379</u>	<u>74,228,191</u>
CONSTRUCTION OF BUILDINGS	236	24	936,641	343	35,576,298
HEAVY CONSTRUCTION & HIGHWAYS	237	15	2,578,228	56	9,065,046
SPECIAL TRADE CONTRACTORS	238	112	1,951,164	980	29,586,847
<u>MANUFACTURING</u>	<u>31-33</u>	<u>103</u>	<u>509,068</u>	<u>679</u>	<u>8,320,906</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>321</u>	<u>5,987,853</u>	<u>1,644</u>	<u>28,369,433</u>
DURABLE GOODS	423	207	5,002,070	1,144	21,780,457
NONDURABLE GOODS	424	111	980,646	491	6,578,019
ELECTRONIC MARKETS, AGENTS & BROKERS	425	3	5,137	9	10,957
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>7</u>	<u>28,679</u>	<u>62</u>	<u>1,623,055</u>
<u>INFORMATION</u>	<u>51</u>	<u>127</u>	<u>663,781</u>	<u>459</u>	<u>19,121,913</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>26</u>	<u>34,041</u>	<u>107</u>	<u>2,487,938</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>50</u>	<u>929,907</u>	<u>294</u>	<u>10,803,845</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>85</u>	<u>216,022</u>	<u>538</u>	<u>6,455,595</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>88</u>	<u>731,082</u>	<u>672</u>	<u>7,592,351</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>7</u>	<u>62,853</u>	<u>99</u>	<u>2,594,996</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>22</u>	<u>984,192</u>	<u>238</u>	<u>42,661,065</u>
ACCOMMODATIONS	721	10	433,767	47	4,294,657
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	12	550,425	191	38,366,408
<u>OTHER SERVICES</u>	<u>81</u>	<u>62</u>	<u>821,534</u>	<u>511</u>	<u>13,282,887</u>
REPAIR & MAINTENANCE	811	26	701,297	337	10,691,651
PERSONAL SERVICE	812	23	77,233	126	2,029,761
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	13	43,004	48	561,475
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>4</u>	<u>6,723</u>	<u>15</u>	<u>104,380</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>2,097</b>	<b>\$20,808,332</b>	<b>10,945</b>	<b>\$456,868,169</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections



TABLE 3: TAXABLE RETAIL SALES FOR DOUGLAS AND FERRY COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	DOUGLAS*	UNITS	FERRY*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,680</u>	<u>\$111,615,699</u>	<u>1,277</u>	<u>\$6,300,737</u>
MOTOR VEHICLES & PARTS	441	90	26,987,689	43	831,234
NEW & USED AUTO DEALERS	4411	13	22,913,161	5	172,419
RV, BOAT, MOTORCYCLE DEALERS	4412	16	503,487	10	23,867
AUTOMOTIVE PARTS & TIRE	4413	61	3,571,041	28	634,948
FURNITURE & HOME FURNISHING	442	147	3,715,197	68	114,657
ELECTRONICS & APPLIANCE STORES	443	197	4,075,090	96	157,513
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	111	3,167,584	42	1,018,138
BUILDING MATERIALS	4441	83	2,935,998	35	859,969
LAWN & GARDEN SUPPLIES & EQUIP.	4442	28	231,586	7	158,169
FOOD & BEVERAGE STORES	445	64	4,005,821	21	619,329
GROCERY & CONVENIENCE STORES	4451	19	3,646,876	7	613,988
OTHER FOOD & BEVERAGE STORES	4452, 4453	45	358,945	14	5,341
DRUG/HEALTH STORES	446	224	2,827,833	120	334,193
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	2,698,957	11	938,304
APPAREL & ACCESSORIES	448	272	5,123,239	134	143,172
CLOTHING & SHOE STORES	4481, 4482	238	3,820,427	122	140,872
JEWELRY & LUGGAGE STORES	4483	34	1,302,812	12	2,300
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	271	5,156,642	124	146,563
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	216	5,122,787	103	138,757
BOOK STORES & NEWS DEALERS	4512	55	33,855	21	7,806
GENERAL MERCHANDISE STORES	452	30	39,856,441	14	83,527
DEPARTMENT STORES	4521	8	9,723,876	5	38,021
GENERAL MERCHANDISE STORES	4529	22	30,132,565	9	45,506
E-COMMERCE & MAIL ORDER	4541	296	3,524,817	161	741,805
MISCELLANEOUS RETAILERS	453, 4542, 4543	964	10,476,389	443	1,172,302
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>13</u>	<u>52,562</u>	<u>8</u>	<u>16,760</u>
<u>MINING</u>	<u>21</u>	<u>3</u>	<u>11,718</u>	<u>0</u>	<u>0</u>
<u>UTILITIES</u>	<u>22</u>	<u>7</u>	<u>106,726</u>	<u>3</u>	<u>978</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>653</u>	<u>75,122,103</u>	<u>113</u>	<u>1,795,244</u>
CONSTRUCTION OF BUILDINGS	236	184	15,125,190	24	424,279
HEAVY CONSTRUCTION & HIGHWAYS	237	30	2,152,170	13	383,617
SPECIAL TRADE CONTRACTORS	238	439	57,844,743	76	987,348
<u>MANUFACTURING</u>	<u>31-33</u>	<u>332</u>	<u>5,182,365</u>	<u>93</u>	<u>288,144</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>921</u>	<u>24,716,615</u>	<u>357</u>	<u>1,394,450</u>
DURABLE GOODS	423	601	22,764,778	240	1,000,582
NONDURABLE GOODS	424	310	1,934,397	117	393,868
ELECTRONIC MARKETS, AGENTS & BROKERS	425	10	17,440	0	0
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>29</u>	<u>454,348</u>	<u>7</u>	<u>1,843</u>
<u>INFORMATION</u>	<u>51</u>	<u>273</u>	<u>7,085,420</u>	<u>145</u>	<u>1,118,463</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>61</u>	<u>577,639</u>	<u>38</u>	<u>39,479</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>164</u>	<u>14,721,496</u>	<u>40</u>	<u>239,685</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>301</u>	<u>6,764,313</u>	<u>101</u>	<u>195,592</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>397</u>	<u>3,248,269</u>	<u>71</u>	<u>138,679</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>36</u>	<u>1,255,307</u>	<u>8</u>	<u>18,681</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>86</u>	<u>12,123,498</u>	<u>30</u>	<u>989,932</u>
ACCOMMODATIONS	721	11	820,129	13	307,083
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	75	11,303,369	17	682,849
<u>OTHER SERVICES</u>	<u>81</u>	<u>190</u>	<u>3,115,797</u>	<u>62</u>	<u>550,086</u>
REPAIR & MAINTENANCE	811	113	2,356,376	30	475,015
PERSONAL SERVICE	812	53	685,805	22	55,424
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	24	73,616	10	19,647
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>7</u>	<u>33,516</u>	<u>3</u>	<u>9,097</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>6,153</b>	<b>\$266,187,391</b>	<b>2,358</b>	<b>\$13,110,439</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR FRANKLIN AND GARFIELD COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	FRANKLIN*	UNITS	GARFIELD*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,541</u>	<u>\$190,882,079</u>	<u>644</u>	<u>\$2,279,148</u>
MOTOR VEHICLES & PARTS	441	166	96,583,816	15	90,665
NEW & USED AUTO DEALERS	4411	34	71,768,152	4	87,652
RV, BOAT, MOTORCYCLE DEALERS	4412	27	13,625,160	4	1,081
AUTOMOTIVE PARTS & TIRE	4413	105	11,190,504	7	1,932
FURNITURE & HOME FURNISHING	442	186	4,711,972	30	31,814
ELECTRONICS & APPLIANCE STORES	443	261	6,487,141	49	101,550
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	136	16,841,016	23	723,311
BUILDING MATERIALS	4441	100	14,834,090	18	331,196
LAWN & GARDEN SUPPLIES & EQUIP.	4442	36	2,006,926	5	392,115
FOOD & BEVERAGE STORES	445	96	8,368,259	10	246,072
GROCERY & CONVENIENCE STORES	4451	31	7,800,799	3	243,654
OTHER FOOD & BEVERAGE STORES	4452, 4453	65	567,460	7	2,418
DRUG/HEALTH STORES	446	302	4,639,746	44	85,459
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	29	7,034,009	3	393,748
APPAREL & ACCESSORIES	448	351	2,619,688	77	32,045
CLOTHING & SHOE STORES	4481, 4482	312	2,423,858	74	31,840
JEWELRY & LUGGAGE STORES	4483	39	195,830	3	205
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	326	1,559,659	62	56,042
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	263	1,320,982	47	53,713
BOOK STORES & NEWS DEALERS	4512	63	238,677	15	2,329
GENERAL MERCHANDISE STORES	452	35	21,275,331	13	21,307
DEPARTMENT STORES	4521	5	706,336	3	10,645
GENERAL MERCHANDISE STORES	4529	30	20,568,995	10	10,662
E-COMMERCE & MAIL ORDER	4541	348	6,069,672	86	185,380
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,305	14,691,770	232	311,755
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>25</u>	<u>856,208</u>	<u>5</u>	<u>20,315</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>0</u>	<u>0</u>
<u>UTILITIES</u>	<u>22</u>	<u>6</u>	<u>42,379</u>	<u>3</u>	<u>18,341</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>979</u>	<u>61,446,884</u>	<u>87</u>	<u>828,812</u>
CONSTRUCTION OF BUILDINGS	236	227	22,045,917	13	104,134
HEAVY CONSTRUCTION & HIGHWAYS	237	49	3,186,845	6	88,537
SPECIAL TRADE CONTRACTORS	238	703	36,214,122	68	636,141
<u>MANUFACTURING</u>	<u>31-33</u>	<u>497</u>	<u>6,847,248</u>	<u>57</u>	<u>131,400</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,429</u>	<u>41,889,217</u>	<u>183</u>	<u>3,192,423</u>
DURABLE GOODS	423	961	34,372,498	120	3,084,474
NONDURABLE GOODS	424	456	7,470,922	63	107,949
ELECTRONIC MARKETS, AGENTS & BROKERS	425	12	45,797	0	0
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>55</u>	<u>2,565,649</u>	<u>5</u>	<u>25,149</u>
<u>INFORMATION</u>	<u>51</u>	<u>394</u>	<u>11,580,196</u>	<u>86</u>	<u>467,114</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>91</u>	<u>2,235,593</u>	<u>20</u>	<u>21,820</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>231</u>	<u>12,536,255</u>	<u>38</u>	<u>439,294</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>479</u>	<u>5,017,168</u>	<u>55</u>	<u>119,789</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>540</u>	<u>9,065,895</u>	<u>55</u>	<u>63,522</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>75</u>	<u>2,591,355</u>	<u>D</u>	<u>D</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>173</u>	<u>27,698,689</u>	<u>9</u>	<u>161,522</u>
ACCOMMODATIONS	721	20	4,006,623	D	D
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	153	23,692,066	7	149,260
<u>OTHER SERVICES</u>	<u>81</u>	<u>362</u>	<u>11,998,308</u>	<u>35</u>	<u>525,508</u>
REPAIR & MAINTENANCE	811	255	9,703,857	15	474,995
PERSONAL SERVICE	812	71	2,166,142	13	50,075
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	36	128,309	7	438
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>12</u>	<u>784,975</u>	<u>5</u>	<u>6,147</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>8,891</b>	<b>\$388,095,795</b>	<b>1,288</b>	<b>\$8,301,254</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR GRANT AND GRAYS HARBOR COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	GRANT*	UNITS	GRAYS HARBOR*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,911</u>	<u>\$183,420,060</u>	<u>3,775</u>	<u>\$123,176,249</u>
MOTOR VEHICLES & PARTS	441	188	36,105,701	127	26,968,123
NEW & USED AUTO DEALERS	4411	37	23,633,172	26	20,578,812
RV, BOAT, MOTORCYCLE DEALERS	4412	32	2,887,654	23	360,440
AUTOMOTIVE PARTS & TIRE	4413	119	9,584,875	78	6,028,871
FURNITURE & HOME FURNISHING	442	201	4,363,233	183	3,182,772
ELECTRONICS & APPLIANCE STORES	443	298	11,858,114	270	2,745,481
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	184	28,819,242	160	16,911,503
BUILDING MATERIALS	4441	126	20,928,503	112	15,340,757
LAWN & GARDEN SUPPLIES & EQUIP.	4442	58	7,890,739	48	1,570,746
FOOD & BEVERAGE STORES	445	110	11,352,990	118	10,798,891
GROCERY & CONVENIENCE STORES	4451	43	10,903,095	47	9,767,481
OTHER FOOD & BEVERAGE STORES	4452, 4453	67	449,895	71	1,031,410
DRUG/HEALTH STORES	446	310	5,667,984	305	5,901,272
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	52	10,187,574	35	7,611,644
APPAREL & ACCESSORIES	448	342	4,916,562	332	2,428,390
CLOTHING & SHOE STORES	4481, 4482	305	4,229,521	284	1,913,162
JEWELRY & LUGGAGE STORES	4483	37	687,041	48	515,228
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	357	5,047,090	353	2,328,836
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	281	4,831,711	290	2,059,296
BOOK STORES & NEWS DEALERS	4512	76	215,379	63	269,540
GENERAL MERCHANDISE STORES	452	48	34,436,550	38	23,911,231
DEPARTMENT STORES	4521	8	5,885,424	7	4,914,577
GENERAL MERCHANDISE STORES	4529	40	28,551,126	31	18,996,654
E-COMMERCE & MAIL ORDER	4541	357	7,716,870	378	6,582,115
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,464	22,948,150	1,476	13,805,991
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>35</u>	<u>1,263,865</u>	<u>35</u>	<u>482,264</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>467,548</u>	<u>7</u>	<u>760,417</u>
<u>UTILITIES</u>	<u>22</u>	<u>15</u>	<u>1,129,621</u>	<u>9</u>	<u>61,378</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,005</u>	<u>76,838,657</u>	<u>842</u>	<u>38,678,855</u>
CONSTRUCTION OF BUILDINGS	236	253	39,694,468	256	19,535,679
HEAVY CONSTRUCTION & HIGHWAYS	237	53	7,910,227	40	4,527,343
SPECIAL TRADE CONTRACTORS	238	699	29,233,962	546	14,615,833
<u>MANUFACTURING</u>	<u>31-33</u>	<u>607</u>	<u>9,484,046</u>	<u>574</u>	<u>6,491,175</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,631</u>	<u>72,364,598</u>	<u>1,333</u>	<u>19,323,938</u>
DURABLE GOODS	423	1,128	61,043,856	890	14,743,369
NONDURABLE GOODS	424	496	11,309,219	435	4,557,422
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	11,523	8	23,147
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>52</u>	<u>1,618,311</u>	<u>43</u>	<u>629,842</u>
<u>INFORMATION</u>	<u>51</u>	<u>446</u>	<u>22,223,798</u>	<u>391</u>	<u>13,186,339</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>95</u>	<u>3,116,179</u>	<u>89</u>	<u>1,652,390</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>278</u>	<u>12,896,915</u>	<u>246</u>	<u>5,040,850</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>528</u>	<u>17,511,172</u>	<u>449</u>	<u>3,988,691</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>540</u>	<u>10,007,887</u>	<u>480</u>	<u>4,849,905</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>82</u>	<u>2,165,260</u>	<u>103</u>	<u>1,282,819</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>248</u>	<u>31,149,795</u>	<u>323</u>	<u>32,177,744</u>
ACCOMMODATIONS	721	58	5,261,303	128	9,832,226
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	190	25,888,492	195	22,345,518
<u>OTHER SERVICES</u>	<u>81</u>	<u>487</u>	<u>17,597,450</u>	<u>372</u>	<u>6,040,972</u>
REPAIR & MAINTENANCE	811	329	15,134,665	236	4,491,049
PERSONAL SERVICE	812	113	2,065,431	90	1,107,821
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	45	397,354	46	442,102
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>10</u>	<u>61,272</u>	<u>11</u>	<u>404,722</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>9,975</b>	<b>\$463,316,434</b>	<b>9,082</b>	<b>\$258,228,550</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR ISLAND AND JEFFERSON COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	ISLAND*	UNITS	JEFFERSON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,536</u>	<u>\$110,515,844</u>	<u>3,206</u>	<u>\$44,843,968</u>
MOTOR VEHICLES & PARTS	441	124	7,438,973	92	3,748,873
NEW & USED AUTO DEALERS	4411	17	3,539,206	13	434,524
RV, BOAT, MOTORCYCLE DEALERS	4412	28	432,010	26	1,092,910
AUTOMOTIVE PARTS & TIRE	4413	79	3,467,757	53	2,221,439
FURNITURE & HOME FURNISHING	442	262	5,118,801	191	1,803,924
ELECTRONICS & APPLIANCE STORES	443	299	6,501,127	225	2,151,321
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	212	20,455,173	162	7,006,347
BUILDING MATERIALS	4441	152	18,671,050	108	6,501,638
LAWN & GARDEN SUPPLIES & EQUIP.	4442	60	1,784,123	54	504,709
FOOD & BEVERAGE STORES	445	138	10,293,399	84	4,188,466
GROCERY & CONVENIENCE STORES	4451	16	9,140,521	15	3,866,368
OTHER FOOD & BEVERAGE STORES	4452, 4453	122	1,152,878	69	322,098
DRUG/HEALTH STORES	446	361	5,908,587	288	3,340,747
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	18	3,703,545	10	1,860,698
APPAREL & ACCESSORIES	448	426	3,942,756	308	2,081,198
CLOTHING & SHOE STORES	4481, 4482	361	3,218,830	262	1,878,618
JEWELRY & LUGGAGE STORES	4483	65	723,926	46	202,580
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	438	2,764,969	290	1,191,989
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	350	2,493,530	229	939,825
BOOK STORES & NEWS DEALERS	4512	88	271,439	61	252,164
GENERAL MERCHANDISE STORES	452	46	14,976,399	33	4,728,000
DEPARTMENT STORES	4521	6	802,425	5	271,480
GENERAL MERCHANDISE STORES	4529	40	14,173,974	28	4,456,520
E-COMMERCE & MAIL ORDER	4541	460	11,710,489	343	4,513,145
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,752	17,701,626	1,180	8,229,260
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>54</u>	<u>423,155</u>	<u>40</u>	<u>336,808</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>158,976</u>	<u>4</u>	<u>253,091</u>
<u>UTILITIES</u>	<u>22</u>	<u>11</u>	<u>358,502</u>	<u>4</u>	<u>6,555</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,577</u>	<u>81,961,394</u>	<u>732</u>	<u>30,729,566</u>
CONSTRUCTION OF BUILDINGS	236	435	50,437,566	201	17,734,952
HEAVY CONSTRUCTION & HIGHWAYS	237	54	6,734,631	33	985,371
SPECIAL TRADE CONTRACTORS	238	1,088	24,789,197	498	12,009,243
<u>MANUFACTURING</u>	<u>31-33</u>	<u>734</u>	<u>7,557,312</u>	<u>525</u>	<u>3,955,642</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,473</u>	<u>18,519,182</u>	<u>1,096</u>	<u>8,227,310</u>
DURABLE GOODS	423	939	9,544,706	689	4,690,990
NONDURABLE GOODS	424	525	8,797,222	402	3,533,489
ELECTRONIC MARKETS, AGENTS & BROKERS	425	9	177,254	5	2,831
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>40</u>	<u>383,374</u>	<u>29</u>	<u>439,655</u>
<u>INFORMATION</u>	<u>51</u>	<u>397</u>	<u>14,570,401</u>	<u>338</u>	<u>5,575,533</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>83</u>	<u>1,847,528</u>	<u>61</u>	<u>784,629</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>266</u>	<u>4,457,329</u>	<u>170</u>	<u>2,211,523</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>560</u>	<u>6,219,609</u>	<u>350</u>	<u>2,446,726</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>774</u>	<u>12,130,092</u>	<u>430</u>	<u>4,095,215</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>176</u>	<u>2,805,519</u>	<u>105</u>	<u>1,067,006</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>292</u>	<u>26,210,974</u>	<u>174</u>	<u>13,617,820</u>
ACCOMMODATIONS	721	121	4,165,365	73	4,889,651
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	171	22,045,609	101	8,728,169
<u>OTHER SERVICES</u>	<u>81</u>	<u>431</u>	<u>7,028,603</u>	<u>261</u>	<u>4,569,307</u>
REPAIR & MAINTENANCE	811	254	4,768,871	161	3,989,887
PERSONAL SERVICE	812	136	1,757,294	64	491,526
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	41	502,438	36	87,894
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>9</u>	<u>53,480</u>	<u>7</u>	<u>1,005,334</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>11,417</b>	<b>\$295,201,274</b>	<b>7,532</b>	<b>\$124,165,688</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR KING AND KITSAP COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	KING*	UNITS	KITSAP*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>19,348</u>	<u>\$6,275,157,908</u>	<u>7,084</u>	<u>631,632,807</u>
MOTOR VEHICLES & PARTS	441	885	1,321,701,436	245	145,682,164
NEW & USED AUTO DEALERS	4411	337	1,133,525,751	45	119,284,584
RV, BOAT, MOTORCYCLE DEALERS	4412	169	78,761,875	56	10,040,731
AUTOMOTIVE PARTS & TIRE	4413	379	109,413,810	144	16,356,849
FURNITURE & HOME FURNISHING	442	940	317,398,786	384	23,082,897
ELECTRONICS & APPLIANCE STORES	443	1,269	537,075,409	457	30,031,934
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	900	443,203,277	338	73,147,097
BUILDING MATERIALS	4441	642	412,053,542	233	63,515,533
LAWN & GARDEN SUPPLIES & EQUIP.	4442	258	31,149,735	105	9,631,564
FOOD & BEVERAGE STORES	445	1,357	346,790,911	282	40,671,369
GROCERY & CONVENIENCE STORES	4451	658	294,468,009	68	36,575,155
OTHER FOOD & BEVERAGE STORES	4452, 4453	699	52,322,902	214	4,096,214
DRUG/HEALTH STORES	446	1,305	299,863,616	554	25,768,541
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	336	99,112,210	55	12,884,210
APPAREL & ACCESSORIES	448	1,883	637,305,316	650	33,113,367
CLOTHING & SHOE STORES	4481, 4482	1,411	562,599,045	541	27,905,635
JEWELRY & LUGGAGE STORES	4483	472	74,706,271	109	5,207,732
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	1,523	277,512,977	652	27,703,490
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	1,156	244,774,793	514	23,798,792
BOOK STORES & NEWS DEALERS	4512	367	32,738,184	138	3,904,698
GENERAL MERCHANDISE STORES	452	130	921,374,361	58	129,107,860
DEPARTMENT STORES	4521	13	293,812,086	10	31,885,754
GENERAL MERCHANDISE STORES	4529	117	627,562,275	48	97,222,106
E-COMMERCE & MAIL ORDER	4541	1,120	402,255,647	626	33,671,374
MISCELLANEOUS RETAILERS	453, 4542, 4543	7,700	671,563,962	2,783	56,768,504
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>246</u>	<u>5,294,477</u>	<u>79</u>	<u>1,457,726</u>
<u>MINING</u>	<u>21</u>	<u>20</u>	<u>1,476,771</u>	<u>7</u>	<u>368,410</u>
<u>UTILITIES</u>	<u>22</u>	<u>46</u>	<u>5,483,411</u>	<u>13</u>	<u>245,720</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>14,583</u>	<u>3,941,384,030</u>	<u>2,828</u>	<u>204,189,926</u>
CONSTRUCTION OF BUILDINGS	236	5,824	2,662,120,974	935	113,920,329
HEAVY CONSTRUCTION & HIGHWAYS	237	318	188,165,576	90	18,679,159
SPECIAL TRADE CONTRACTORS	238	8,441	1,091,097,480	1,803	71,590,438
<u>MANUFACTURING</u>	<u>31-33</u>	<u>4,554</u>	<u>294,946,909</u>	<u>1,374</u>	<u>14,958,048</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>5,716</u>	<u>1,091,684,378</u>	<u>2,392</u>	<u>50,458,635</u>
DURABLE GOODS	423	3,736	913,809,013	1,559	36,061,871
NONDURABLE GOODS	424	1,917	175,084,070	821	14,346,426
ELECTRONIC MARKETS, AGENTS & BROKERS	425	63	2,791,295	12	50,338
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>535</u>	<u>72,637,616</u>	<u>86</u>	<u>2,093,723</u>
<u>INFORMATION</u>	<u>51</u>	<u>1,655</u>	<u>852,792,596</u>	<u>661</u>	<u>53,415,920</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>284</u>	<u>138,726,887</u>	<u>123</u>	<u>7,793,463</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>1,599</u>	<u>438,861,333</u>	<u>426</u>	<u>17,812,536</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>6,046</u>	<u>551,003,335</u>	<u>1,168</u>	<u>20,104,635</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>7,262</u>	<u>566,576,045</u>	<u>1,451</u>	<u>31,958,705</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>2,006</u>	<u>177,506,584</u>	<u>281</u>	<u>8,981,647</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>5,862</u>	<u>2,009,893,940</u>	<u>604</u>	<u>107,031,415</u>
ACCOMMODATIONS	721	491	440,209,099	101	8,710,397
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	5,371	1,569,684,841	503	98,321,018
<u>OTHER SERVICES</u>	<u>81</u>	<u>5,869</u>	<u>439,777,119</u>	<u>1,011</u>	<u>33,697,536</u>
REPAIR & MAINTENANCE	811	2,994	265,796,608	608	25,363,870
PERSONAL SERVICE	812	2,489	164,177,420	303	7,857,055
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	386	9,803,091	100	476,611
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>41</u>	<u>2,880,134</u>	<u>16</u>	<u>536,415</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>75,672</b>	<b>\$16,866,083,473</b>	<b>19,604</b>	<b>1,186,737,267</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR KITTITAS AND KLICKITAT COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	KITTITAS*	UNITS	KLICKITAT*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,446</u>	<u>\$97,076,722</u>	<u>2,251</u>	<u>\$20,053,378</u>
MOTOR VEHICLES & PARTS	441	134	23,861,679	78	2,210,786
NEW & USED AUTO DEALERS	4411	20	13,472,754	5	146,778
RV, BOAT, MOTORCYCLE DEALERS	4412	35	4,846,438	13	12,051
AUTOMOTIVE PARTS & TIRE	4413	79	5,542,487	60	2,051,957
FURNITURE & HOME FURNISHING	442	199	3,632,836	141	461,039
ELECTRONICS & APPLIANCE STORES	443	246	3,334,313	159	827,778
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	160	11,724,598	97	2,527,562
BUILDING MATERIALS	4441	114	7,808,710	69	2,111,257
LAWN & GARDEN SUPPLIES & EQUIP.	4442	46	3,915,888	28	416,305
FOOD & BEVERAGE STORES	445	93	7,443,348	50	2,295,892
GROCERY & CONVENIENCE STORES	4451	19	6,771,975	12	2,166,853
OTHER FOOD & BEVERAGE STORES	4452, 4453	74	671,373	38	129,039
DRUG/HEALTH STORES	446	288	3,236,278	186	1,627,127
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	27	5,918,860	16	2,603,667
APPAREL & ACCESSORIES	448	334	2,511,567	214	408,888
CLOTHING & SHOE STORES	4481, 4482	286	1,979,471	190	398,427
JEWELRY & LUGGAGE STORES	4483	48	532,096	24	10,461
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	346	2,522,729	222	562,575
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	277	2,373,947	178	510,771
BOOK STORES & NEWS DEALERS	4512	69	148,782	44	51,804
GENERAL MERCHANDISE STORES	452	40	16,926,740	22	273,339
DEPARTMENT STORES	4521	5	250,389	5	125,374
GENERAL MERCHANDISE STORES	4529	35	16,676,351	17	147,965
E-COMMERCE & MAIL ORDER	4541	348	5,771,308	253	2,322,550
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,231	10,192,466	813	3,932,175
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>52</u>	<u>1,148,414</u>	<u>39</u>	<u>458,764</u>
<u>MINING</u>	<u>21</u>	<u>7</u>	<u>151,501</u>	<u>6</u>	<u>286,285</u>
<u>UTILITIES</u>	<u>22</u>	<u>8</u>	<u>310,415</u>	<u>4</u>	<u>22,104</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>928</u>	<u>86,362,962</u>	<u>498</u>	<u>24,861,376</u>
CONSTRUCTION OF BUILDINGS	236	258	47,064,313	129	8,873,532
HEAVY CONSTRUCTION & HIGHWAYS	237	49	16,001,878	33	6,046,076
SPECIAL TRADE CONTRACTORS	238	621	23,296,771	336	9,941,768
<u>MANUFACTURING</u>	<u>31-33</u>	<u>515</u>	<u>5,872,335</u>	<u>286</u>	<u>3,397,256</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,238</u>	<u>17,588,871</u>	<u>857</u>	<u>7,593,804</u>
DURABLE GOODS	423	811	12,784,453	584	5,994,349
NONDURABLE GOODS	424	421	4,726,177	266	1,570,660
ELECTRONIC MARKETS, AGENTS & BROKERS	425	6	78,241	7	28,795
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>36</u>	<u>1,092,278</u>	<u>28</u>	<u>945,195</u>
<u>INFORMATION</u>	<u>51</u>	<u>374</u>	<u>7,204,265</u>	<u>256</u>	<u>4,209,612</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>78</u>	<u>1,873,790</u>	<u>47</u>	<u>569,709</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>226</u>	<u>6,017,411</u>	<u>126</u>	<u>2,282,085</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>442</u>	<u>4,137,469</u>	<u>250</u>	<u>3,789,012</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>436</u>	<u>6,472,033</u>	<u>227</u>	<u>1,550,974</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>96</u>	<u>5,156,714</u>	<u>44</u>	<u>288,494</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>218</u>	<u>35,795,002</u>	<u>74</u>	<u>3,984,944</u>
ACCOMMODATIONS	721	61	13,163,060	23	1,014,832
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	157	22,631,942	51	2,970,112
<u>OTHER SERVICES</u>	<u>81</u>	<u>300</u>	<u>6,209,940</u>	<u>154</u>	<u>2,466,712</u>
REPAIR & MAINTENANCE	811	181	4,866,683	91	2,001,600
PERSONAL SERVICE	812	80	1,141,550	42	360,613
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	39	201,707	21	104,499
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>10</u>	<u>42,336</u>	<u>8</u>	<u>52,595</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>8,410</b>	<b>\$282,512,458</b>	<b>5,155</b>	<b>\$76,812,299</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR LEWIS AND LINCOLN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	LEWIS*	UNITS	LINCOLN*
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>4,129</b>	<b>\$169,982,279</b>	<b>1,606</b>	<b>\$10,438,456</b>
MOTOR VEHICLES & PARTS	441	177	42,525,641	67	1,968,559
NEW & USED AUTO DEALERS	4411	37	30,489,191	9	915,926
RV, BOAT, MOTORCYCLE DEALERS	4412	26	3,681,300	15	165,894
AUTOMOTIVE PARTS & TIRE	4413	114	8,355,150	43	886,739
FURNITURE & HOME FURNISHING	442	220	4,061,973	95	379,232
ELECTRONICS & APPLIANCE STORES	443	270	4,024,519	113	494,990
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	225	22,105,358	69	1,917,900
BUILDING MATERIALS	4441	163	17,393,927	55	634,087
LAWN & GARDEN SUPPLIES & EQUIP.	4442	62	4,711,431	14	1,283,813
FOOD & BEVERAGE STORES	445	110	10,740,932	29	1,280,998
GROCERY & CONVENIENCE STORES	4451	40	10,136,990	11	1,260,781
OTHER FOOD & BEVERAGE STORES	4452, 4453	70	603,942	18	20,217
DRUG/HEALTH STORES	446	329	6,038,633	134	436,226
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	50	9,869,013	10	284,177
APPAREL & ACCESSORIES	448	334	10,572,647	159	256,328
CLOTHING & SHOE STORES	4481, 4482	291	8,922,642	146	252,784
JEWELRY & LUGGAGE STORES	4483	43	1,650,005	13	3,544
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	381	6,598,215	149	286,845
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	314	6,453,440	123	270,640
BOOK STORES & NEWS DEALERS	4512	67	144,775	26	16,205
GENERAL MERCHANDISE STORES	452	46	29,982,192	16	196,112
DEPARTMENT STORES	4521	6	4,907,504	5	87,876
GENERAL MERCHANDISE STORES	4529	40	25,074,688	11	108,236
E-COMMERCE & MAIL ORDER	4541	398	7,168,537	184	1,108,673
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,589	16,294,619	581	1,828,416
AGRICULTURE, FORESTRY, FISHING	11	69	753,409	12	130,977
MINING	21	14	2,713,109	D	D
UTILITIES	22	14	528,777	5	46,363
<b>CONSTRUCTION</b>	<b>23</b>	<b>1,076</b>	<b>53,541,330</b>	<b>316</b>	<b>12,834,618</b>
CONSTRUCTION OF BUILDINGS	236	275	28,120,355	83	2,400,037
HEAVY CONSTRUCTION & HIGHWAYS	237	57	7,787,665	20	4,994,971
SPECIAL TRADE CONTRACTORS	238	744	17,633,310	213	5,439,610
<b>MANUFACTURING</b>	<b>31-33</b>	<b>602</b>	<b>11,795,310</b>	<b>158</b>	<b>581,641</b>
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>1,549</b>	<b>26,623,249</b>	<b>539</b>	<b>4,243,724</b>
DURABLE GOODS	423	1,072	20,114,736	352	3,315,144
NONDURABLE GOODS	424	468	6,246,536	185	928,444
ELECTRONIC MARKETS, AGENTS & BROKERS	425	9	261,977	D	D
<b>TRANSPORTATION &amp; WAREHOUSING</b>	<b>48-49</b>	<b>45</b>	<b>1,845,534</b>	<b>15</b>	<b>137,513</b>
<b>INFORMATION</b>	<b>51</b>	<b>431</b>	<b>15,072,352</b>	<b>164</b>	<b>1,765,794</b>
<b>FINANCE, INSURANCE</b>	<b>52</b>	<b>90</b>	<b>1,165,992</b>	<b>40</b>	<b>134,866</b>
<b>REAL ESTATE, RENTAL/LEASING</b>	<b>53</b>	<b>260</b>	<b>6,674,954</b>	<b>90</b>	<b>1,566,617</b>
<b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b>	<b>54</b>	<b>519</b>	<b>5,364,898</b>	<b>163</b>	<b>582,020</b>
<b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>	<b>55-62</b>	<b>577</b>	<b>15,909,534</b>	<b>180</b>	<b>1,005,203</b>
<b>ARTS, ENTERTAINMENT &amp; RECREATION</b>	<b>71</b>	<b>103</b>	<b>4,149,283</b>	<b>19</b>	<b>130,921</b>
<b>ACCOMMODATIONS &amp; FOOD SERVICES</b>	<b>72</b>	<b>284</b>	<b>31,337,310</b>	<b>42</b>	<b>1,107,708</b>
ACCOMMODATIONS	721	75	3,204,628	12	180,420
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	209	28,132,682	30	927,288
<b>OTHER SERVICES</b>	<b>81</b>	<b>464</b>	<b>10,625,746</b>	<b>119</b>	<b>2,346,516</b>
REPAIR & MAINTENANCE	811	309	8,807,315	79	2,176,752
PERSONAL SERVICE	812	107	1,630,563	25	161,029
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	48	187,868	15	8,735
<b>PUBLIC ADMINISTRATION, OTHER</b>	<b>92.00</b>	<b>6</b>	<b>29,295</b>	<b>3</b>	<b>2,595</b>
<b>TOTAL ALL INDUSTRIES</b>		<b>10,232</b>	<b>\$358,112,361</b>	<b>3,473</b>	<b>\$37,082,736</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR MASON AND OKANOGAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	MASON*	UNITS	OKANOGAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,399</u>	<u>\$77,508,134</u>	<u>3,031</u>	<u>\$82,254,591</u>
MOTOR VEHICLES & PARTS	441	121	9,686,975	117	16,820,336
NEW & USED AUTO DEALERS	4411	18	4,666,541	21	11,082,196
RV, BOAT, MOTORCYCLE DEALERS	4412	27	926,213	23	822,736
AUTOMOTIVE PARTS & TIRE	4413	76	4,094,221	73	4,915,404
FURNITURE & HOME FURNISHING	442	207	2,265,914	164	1,753,899
ELECTRONICS & APPLIANCE STORES	443	242	2,531,442	212	2,771,954
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	180	8,647,704	132	14,439,248
BUILDING MATERIALS	4441	132	6,617,015	95	11,486,607
LAWN & GARDEN SUPPLIES & EQUIP.	4442	48	2,030,689	37	2,952,641
FOOD & BEVERAGE STORES	445	79	7,468,389	80	6,283,067
GROCERY & CONVENIENCE STORES	4451	23	7,066,574	30	6,010,486
OTHER FOOD & BEVERAGE STORES	4452, 4453	56	401,815	50	272,581
DRUG/HEALTH STORES	446	279	3,083,779	272	2,508,371
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	26	4,827,146	32	3,607,137
APPAREL & ACCESSORIES	448	294	1,650,559	278	2,182,475
CLOTHING & SHOE STORES	4481, 4482	248	1,496,499	244	2,135,606
JEWELRY & LUGGAGE STORES	4483	46	154,060	34	46,869
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	310	1,195,483	298	2,544,186
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	246	1,052,679	237	2,385,073
BOOK STORES & NEWS DEALERS	4512	64	142,804	61	159,113
GENERAL MERCHANDISE STORES	452	39	21,263,364	33	15,908,554
DEPARTMENT STORES	4521	5	483,551	6	1,233,004
GENERAL MERCHANDISE STORES	4529	34	20,779,813	27	14,675,550
E-COMMERCE & MAIL ORDER	4541	354	5,848,699	344	3,842,449
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,268	9,038,680	1,069	9,592,915
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>35</u>	<u>363,237</u>	<u>43</u>	<u>360,077</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>271,935</u>	<u>3</u>	<u>62,681</u>
<u>UTILITIES</u>	<u>22</u>	<u>9</u>	<u>86,923</u>	<u>13</u>	<u>456,165</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,132</u>	<u>30,356,141</u>	<u>536</u>	<u>29,241,045</u>
CONSTRUCTION OF BUILDINGS	236	304	13,312,982	171	13,336,050
HEAVY CONSTRUCTION & HIGHWAYS	237	53	2,347,914	41	6,106,787
SPECIAL TRADE CONTRACTORS	238	775	14,695,245	324	9,798,208
<u>MANUFACTURING</u>	<u>31-33</u>	<u>490</u>	<u>2,646,643</u>	<u>410</u>	<u>3,215,902</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,224</u>	<u>11,472,202</u>	<u>1,078</u>	<u>11,131,659</u>
DURABLE GOODS	423	816	9,194,448	717	8,018,533
NONDURABLE GOODS	424	402	2,245,356	357	3,105,156
ELECTRONIC MARKETS, AGENTS & BROKERS	425	6	32,398	4	7,970
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>19</u>	<u>264,266</u>	<u>34</u>	<u>1,209,660</u>
<u>INFORMATION</u>	<u>51</u>	<u>356</u>	<u>9,900,794</u>	<u>323</u>	<u>6,354,769</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>72</u>	<u>1,637,247</u>	<u>69</u>	<u>670,305</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>236</u>	<u>4,262,221</u>	<u>173</u>	<u>2,886,953</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>397</u>	<u>2,703,579</u>	<u>355</u>	<u>2,048,537</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>552</u>	<u>4,245,169</u>	<u>334</u>	<u>2,970,266</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>59</u>	<u>846,459</u>	<u>83</u>	<u>1,979,571</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>166</u>	<u>12,536,802</u>	<u>201</u>	<u>13,418,034</u>
ACCOMMODATIONS	721	54	1,003,011	86	4,739,008
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	112	11,533,791	115	8,679,026
<u>OTHER SERVICES</u>	<u>81</u>	<u>327</u>	<u>5,738,327</u>	<u>292</u>	<u>4,923,274</u>
REPAIR & MAINTENANCE	811	226	4,749,782	182	3,831,587
PERSONAL SERVICE	812	64	723,832	71	855,610
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	37	264,713	39	236,077
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>11</u>	<u>1,246,089</u>	<u>7</u>	<u>40,063</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>8,489</b>	<b>\$166,086,168</b>	<b>6,985</b>	<b>\$163,223,552</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections



TABLE 3: TAXABLE RETAIL SALES FOR PACIFIC AND PEND OREILLE COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	PACIFIC*	UNITS	PEND OREILLE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,261</u>	<u>\$22,130,926</u>	<u>1,714</u>	<u>\$10,285,534</u>
MOTOR VEHICLES & PARTS	441	73	1,220,436	56	1,350,969
NEW & USED AUTO DEALERS	4411	6	243,402	9	725,478
RV, BOAT, MOTORCYCLE DEALERS	4412	14	69,036	10	107,318
AUTOMOTIVE PARTS & TIRE	4413	53	907,998	37	518,173
FURNITURE & HOME FURNISHING	442	130	670,461	100	289,363
ELECTRONICS & APPLIANCE STORES	443	154	632,548	124	594,839
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	89	4,410,263	66	760,219
BUILDING MATERIALS	4441	61	4,064,685	54	727,849
LAWN & GARDEN SUPPLIES & EQUIP.	4442	28	345,578	12	32,370
FOOD & BEVERAGE STORES	445	55	3,014,535	33	1,829,979
GROCERY & CONVENIENCE STORES	4451	17	2,955,141	6	1,774,244
OTHER FOOD & BEVERAGE STORES	4452, 4453	38	59,394	27	55,735
DRUG/HEALTH STORES	446	205	1,589,343	154	293,894
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	1,715,253	12	868,212
APPAREL & ACCESSORIES	448	213	570,069	167	281,720
CLOTHING & SHOE STORES	4481, 4482	187	545,444	152	276,744
JEWELRY & LUGGAGE STORES	4483	26	24,625	15	4,976
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	204	470,800	158	205,728
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	165	398,753	124	185,955
BOOK STORES & NEWS DEALERS	4512	39	72,047	34	19,773
GENERAL MERCHANDISE STORES	452	22	1,353,089	24	726,500
DEPARTMENT STORES	4521	5	168,850	5	80,537
GENERAL MERCHANDISE STORES	4529	17	1,184,239	19	645,963
E-COMMERCE & MAIL ORDER	4541	250	2,247,641	202	1,194,228
MISCELLANEOUS RETAILERS	453, 4542, 4543	852	4,236,488	618	1,889,883
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>16</u>	<u>165,674</u>	<u>16</u>	<u>209,754</u>
<u>MINING</u>	<u>21</u>	<u>8</u>	<u>491,669</u>	<u>6</u>	<u>4,470,543</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>24,902</u>	<u>0</u>	<u>0</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>385</u>	<u>14,118,711</u>	<u>314</u>	<u>13,236,044</u>
CONSTRUCTION OF BUILDINGS	236	115	5,976,563	77	7,663,636
HEAVY CONSTRUCTION & HIGHWAYS	237	20	2,657,428	18	1,626,534
SPECIAL TRADE CONTRACTORS	238	250	5,484,720	219	3,945,874
<u>MANUFACTURING</u>	<u>31-33</u>	<u>245</u>	<u>1,247,405</u>	<u>193</u>	<u>1,066,541</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>737</u>	<u>4,949,921</u>	<u>576</u>	<u>5,529,459</u>
DURABLE GOODS	423	476	3,924,367	398	4,247,667
NONDURABLE GOODS	424	257	1,012,541	174	1,266,161
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	13,013	4	15,631
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>15</u>	<u>103,283</u>	<u>9</u>	<u>197,372</u>
<u>INFORMATION</u>	<u>51</u>	<u>234</u>	<u>3,553,343</u>	<u>192</u>	<u>1,863,912</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>51</u>	<u>641,447</u>	<u>37</u>	<u>292,425</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>112</u>	<u>1,397,610</u>	<u>94</u>	<u>1,137,742</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>241</u>	<u>1,222,253</u>	<u>162</u>	<u>549,002</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>254</u>	<u>1,529,319</u>	<u>185</u>	<u>760,621</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>43</u>	<u>994,838</u>	<u>18</u>	<u>41,949</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>165</u>	<u>9,693,125</u>	<u>48</u>	<u>2,157,710</u>
ACCOMMODATIONS	721	91	3,998,464	20	327,198
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	74	5,694,661	28	1,830,512
<u>OTHER SERVICES</u>	<u>81</u>	<u>151</u>	<u>2,132,432</u>	<u>109</u>	<u>1,241,838</u>
REPAIR & MAINTENANCE	811	88	1,551,871	65	1,091,217
PERSONAL SERVICE	812	40	235,672	30	121,282
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	23	344,889	14	29,339
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>6</u>	<u>7,721</u>	<u>5</u>	<u>3,398</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>4,928</b>	<b>\$64,404,579</b>	<b>3,679</b>	<b>\$43,112,540</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR PIERCE AND SAN JUAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	PIERCE*	UNITS	SAN JUAN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>11,427</u>	<u>\$2,158,880,912</u>	<u>2,714</u>	<u>\$31,978,955</u>
MOTOR VEHICLES & PARTS	441	581	670,271,277	69	2,645,089
NEW & USED AUTO DEALERS	4411	213	568,770,906	10	301,164
RV, BOAT, MOTORCYCLE DEALERS	4412	93	43,245,885	23	1,905,214
AUTOMOTIVE PARTS & TIRE	4413	275	58,254,486	36	438,711
FURNITURE & HOME FURNISHING	442	561	76,182,961	164	1,577,406
ELECTRONICS & APPLIANCE STORES	443	744	109,466,683	183	1,562,153
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	560	186,047,070	123	6,042,111
BUILDING MATERIALS	4441	401	166,747,503	78	5,722,811
LAWN & GARDEN SUPPLIES & EQUIP.	4442	159	19,299,567	45	319,300
FOOD & BEVERAGE STORES	445	515	103,525,350	98	5,848,237
GROCERY & CONVENIENCE STORES	4451	215	95,584,231	16	5,234,575
OTHER FOOD & BEVERAGE STORES	4452, 4453	300	7,941,119	82	613,662
DRUG/HEALTH STORES	446	794	87,730,096	232	1,387,596
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	180	49,018,771	7	861,167
APPAREL & ACCESSORIES	448	1,014	125,818,286	273	1,250,167
CLOTHING & SHOE STORES	4481, 4482	828	106,392,318	240	1,143,648
JEWELRY & LUGGAGE STORES	4483	186	19,425,968	33	106,519
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	966	84,076,856	248	1,106,445
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	766	77,819,242	190	637,582
BOOK STORES & NEWS DEALERS	4512	200	6,257,614	58	468,863
GENERAL MERCHANDISE STORES	452	90	405,866,395	26	542,476
DEPARTMENT STORES	4521	10	123,285,763	5	105,418
GENERAL MERCHANDISE STORES	4529	80	282,580,632	21	437,058
E-COMMERCE & MAIL ORDER	4541	789	95,254,019	308	3,557,350
MISCELLANEOUS RETAILERS	453, 4542, 4543	4,633	165,623,148	983	5,598,758
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>125</u>	<u>1,451,197</u>	<u>29</u>	<u>125,239</u>
<u>MINING</u>	<u>21</u>	<u>14</u>	<u>887,382</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>36</u>	<u>1,457,814</u>	<u>6</u>	<u>418,520</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>6,403</u>	<u>752,094,652</u>	<u>583</u>	<u>39,675,260</u>
CONSTRUCTION OF BUILDINGS	236	2,122	375,057,018	219	23,023,063
HEAVY CONSTRUCTION & HIGHWAYS	237	178	95,579,121	25	2,867,406
SPECIAL TRADE CONTRACTORS	238	4,103	281,458,513	339	13,784,791
<u>MANUFACTURING</u>	<u>31-33</u>	<u>2,297</u>	<u>65,530,504</u>	<u>385</u>	<u>2,583,123</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>3,766</u>	<u>226,715,689</u>	<u>850</u>	<u>5,967,621</u>
DURABLE GOODS	423	2,514	186,481,716	535	3,307,703
NONDURABLE GOODS	424	1,217	39,240,904	311	2,657,590
ELECTRONIC MARKETS, AGENTS & BROKERS	425	35	993,069	4	2,328
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>211</u>	<u>20,358,030</u>	<u>46</u>	<u>972,186</u>
<u>INFORMATION</u>	<u>51</u>	<u>933</u>	<u>192,111,447</u>	<u>280</u>	<u>4,319,443</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>195</u>	<u>36,467,471</u>	<u>52</u>	<u>452,094</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>799</u>	<u>100,985,608</u>	<u>143</u>	<u>2,692,752</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>2,217</u>	<u>60,859,176</u>	<u>318</u>	<u>2,255,343</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>2,862</u>	<u>94,650,912</u>	<u>381</u>	<u>6,213,296</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>595</u>	<u>33,863,000</u>	<u>99</u>	<u>1,195,048</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>1,656</u>	<u>392,618,474</u>	<u>220</u>	<u>12,518,428</u>
ACCOMMODATIONS	721	159	34,688,052	142	6,841,841
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	1,497	357,930,422	78	5,676,587
<u>OTHER SERVICES</u>	<u>81</u>	<u>2,516</u>	<u>127,001,419</u>	<u>214</u>	<u>2,810,195</u>
REPAIR & MAINTENANCE	811	1,529	99,166,682	125	2,009,061
PERSONAL SERVICE	812	825	25,652,670	64	682,501
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	162	2,182,067	25	118,633
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>27</u>	<u>1,728,665</u>	<u>8</u>	<u>43,671</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>36,079</b>	<b>\$4,267,662,352</b>	<b>6,330</b>	<b>\$114,244,863</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SKAGIT AND SKAMANIA COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	SKAGIT*	UNITS	SKAMANIA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>5,532</u>	<u>\$414,884,455</u>	<u>1,506</u>	<u>\$7,749,583</u>
MOTOR VEHICLES & PARTS	441	243	150,438,355	43	408,505
NEW & USED AUTO DEALERS	4411	47	108,945,521	5	157,134
RV, BOAT, MOTORCYCLE DEALERS	4412	65	29,116,090	7	4,151
AUTOMOTIVE PARTS & TIRE	4413	131	12,376,744	31	247,220
FURNITURE & HOME FURNISHING	442	285	11,033,063	91	170,602
ELECTRONICS & APPLIANCE STORES	443	395	15,491,191	113	331,025
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	269	37,372,109	68	1,228,167
BUILDING MATERIALS	4441	190	32,612,096	49	892,507
LAWN & GARDEN SUPPLIES & EQUIP.	4442	79	4,760,013	19	335,660
FOOD & BEVERAGE STORES	445	191	20,753,565	32	747,008
GROCERY & CONVENIENCE STORES	4451	47	18,410,754	6	736,069
OTHER FOOD & BEVERAGE STORES	4452, 4453	144	2,342,811	26	10,939
DRUG/HEALTH STORES	446	442	14,007,660	128	501,608
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	55	9,210,425	8	1,199,220
APPAREL & ACCESSORIES	448	501	21,658,128	165	243,715
CLOTHING & SHOE STORES	4481, 4482	415	18,724,927	149	237,228
JEWELRY & LUGGAGE STORES	4483	86	2,933,201	16	6,487
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	503	16,301,833	134	236,652
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	394	15,767,185	114	172,780
BOOK STORES & NEWS DEALERS	4512	109	534,648	20	63,872
GENERAL MERCHANDISE STORES	452	52	72,276,681	16	132,123
DEPARTMENT STORES	4521	9	15,386,304	5	42,574
GENERAL MERCHANDISE STORES	4529	43	56,890,377	11	89,549
E-COMMERCE & MAIL ORDER	4541	525	14,037,929	182	1,041,557
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,071	32,303,516	526	1,509,401
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>80</u>	<u>1,040,717</u>	<u>8</u>	<u>25,191</u>
<u>MINING</u>	<u>21</u>	<u>11</u>	<u>479,275</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>12</u>	<u>162,249</u>	<u>5</u>	<u>21,895</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,845</u>	<u>112,692,572</u>	<u>354</u>	<u>13,304,027</u>
CONSTRUCTION OF BUILDINGS	236	505	54,421,484	82	6,882,683
HEAVY CONSTRUCTION & HIGHWAYS	237	79	13,101,138	23	3,564,150
SPECIAL TRADE CONTRACTORS	238	1,261	45,169,950	249	2,857,194
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,034</u>	<u>20,781,927</u>	<u>134</u>	<u>1,038,129</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,110</u>	<u>48,752,205</u>	<u>451</u>	<u>1,411,718</u>
DURABLE GOODS	423	1,422	34,207,308	283	1,098,021
NONDURABLE GOODS	424	671	14,295,801	166	296,643
ELECTRONIC MARKETS, AGENTS & BROKERS	425	17	249,096	D	D
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>94</u>	<u>4,483,592</u>	<u>18</u>	<u>389,344</u>
<u>INFORMATION</u>	<u>51</u>	<u>542</u>	<u>27,093,193</u>	<u>164</u>	<u>1,682,975</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>114</u>	<u>3,177,054</u>	<u>32</u>	<u>55,860</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>368</u>	<u>14,997,861</u>	<u>74</u>	<u>668,277</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>829</u>	<u>11,564,124</u>	<u>148</u>	<u>876,057</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>956</u>	<u>17,189,995</u>	<u>156</u>	<u>670,069</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>179</u>	<u>3,975,689</u>	<u>24</u>	<u>189,841</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>428</u>	<u>62,492,279</u>	<u>37</u>	<u>7,767,411</u>
ACCOMMODATIONS	721	84	7,175,890	14	6,772,291
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	344	55,316,389	23	995,120
<u>OTHER SERVICES</u>	<u>81</u>	<u>748</u>	<u>22,777,163</u>	<u>93</u>	<u>580,006</u>
REPAIR & MAINTENANCE	811	503	18,161,546	42	321,423
PERSONAL SERVICE	812	182	4,039,006	32	186,527
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	63	576,611	19	72,056
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>15</u>	<u>71,382</u>	<u>4</u>	<u>1,172</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>14,897</b>	<b>\$766,615,732</b>	<b>3,209</b>	<b>\$36,435,584</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SNOHOMISH AND SPOKANE COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	SNOHOMISH*	UNITS	SPOKANE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>10,960</u>	<u>\$2,061,446,142</u>	<u>8,459</u>	<u>\$1,284,222,210</u>
MOTOR VEHICLES & PARTS	441	509	548,764,912	442	309,469,753
NEW & USED AUTO DEALERS	4411	172	464,572,611	155	225,566,546
RV, BOAT, MOTORCYCLE DEALERS	4412	76	29,396,088	74	28,452,429
AUTOMOTIVE PARTS & TIRE	4413	261	54,796,213	213	55,450,778
FURNITURE & HOME FURNISHING	442	559	65,947,734	388	45,982,936
ELECTRONICS & APPLIANCE STORES	443	734	110,400,490	606	72,674,896
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	564	156,245,378	343	118,044,860
BUILDING MATERIALS	4441	404	140,265,177	249	111,778,893
LAWN & GARDEN SUPPLIES & EQUIP.	4442	160	15,980,201	94	6,265,967
FOOD & BEVERAGE STORES	445	483	100,351,272	305	69,839,067
GROCERY & CONVENIENCE STORES	4451	199	91,534,561	88	61,405,668
OTHER FOOD & BEVERAGE STORES	4452, 4453	284	8,816,711	217	8,433,399
DRUG/HEALTH STORES	446	794	86,548,772	690	65,189,400
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	158	40,302,986	102	27,452,619
APPAREL & ACCESSORIES	448	999	191,489,630	699	86,842,223
CLOTHING & SHOE STORES	4481, 4482	802	162,508,119	577	75,140,521
JEWELRY & LUGGAGE STORES	4483	197	28,981,511	122	11,701,702
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	948	97,289,354	754	60,724,048
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	755	92,472,417	590	52,594,133
BOOK STORES & NEWS DEALERS	4512	193	4,816,937	164	8,129,915
GENERAL MERCHANDISE STORES	452	77	404,499,176	70	253,070,428
DEPARTMENT STORES	4521	10	92,801,129	11	66,145,274
GENERAL MERCHANDISE STORES	4529	67	311,698,047	59	186,925,154
E-COMMERCE & MAIL ORDER	4541	785	102,262,521	694	53,517,845
MISCELLANEOUS RETAILERS	453, 4542, 4543	4,350	157,343,917	3,366	121,414,135
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>155</u>	<u>2,023,521</u>	<u>99</u>	<u>1,384,440</u>
<u>MINING</u>	<u>21</u>	<u>14</u>	<u>1,156,525</u>	<u>9</u>	<u>432,294</u>
<u>UTILITIES</u>	<u>22</u>	<u>31</u>	<u>1,527,536</u>	<u>17</u>	<u>828,936</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>6,646</u>	<u>623,380,963</u>	<u>3,094</u>	<u>443,977,840</u>
CONSTRUCTION OF BUILDINGS	236	2,146	317,616,701	1,047	240,287,566
HEAVY CONSTRUCTION & HIGHWAYS	237	170	39,896,735	88	31,863,142
SPECIAL TRADE CONTRACTORS	238	4,330	265,867,527	1,959	171,827,132
<u>MANUFACTURING</u>	<u>31-33</u>	<u>2,378</u>	<u>79,193,467</u>	<u>1,728</u>	<u>55,766,165</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>3,670</u>	<u>200,927,361</u>	<u>3,103</u>	<u>171,598,737</u>
DURABLE GOODS	423	2,456	149,633,974	2,103	137,459,376
NONDURABLE GOODS	424	1,183	51,098,929	973	33,993,640
ELECTRONIC MARKETS, AGENTS & BROKERS	425	31	194,458	27	145,721
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>222</u>	<u>9,992,758</u>	<u>146</u>	<u>8,915,360</u>
<u>INFORMATION</u>	<u>51</u>	<u>931</u>	<u>170,587,982</u>	<u>835</u>	<u>117,426,881</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>195</u>	<u>35,007,239</u>	<u>179</u>	<u>21,494,430</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>725</u>	<u>63,477,970</u>	<u>568</u>	<u>62,227,178</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>2,392</u>	<u>72,022,382</u>	<u>1,596</u>	<u>41,033,286</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>3,066</u>	<u>104,893,721</u>	<u>1,594</u>	<u>62,968,987</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>557</u>	<u>27,178,429</u>	<u>397</u>	<u>15,436,550</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>1,614</u>	<u>354,304,597</u>	<u>969</u>	<u>267,626,370</u>
ACCOMMODATIONS	721	115	28,013,640	102	36,899,528
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	1,499	326,290,957	867	230,726,842
<u>OTHER SERVICES</u>	<u>81</u>	<u>2,381</u>	<u>103,636,611</u>	<u>1,528</u>	<u>73,867,186</u>
REPAIR & MAINTENANCE	811	1,385	79,349,705	925	56,066,195
PERSONAL SERVICE	812	826	21,739,349	513	15,845,852
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	170	2,547,557	90	1,955,139
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>20</u>	<u>1,088,572</u>	<u>19</u>	<u>1,335,119</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>35,957</b>	<b>\$3,911,845,776</b>	<b>24,340</b>	<b>\$2,630,541,969</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR STEVENS AND THURSTON COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	STEVENS*	UNITS	THURSTON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,886</u>	<u>\$63,486,871</u>	<u>7,099</u>	<u>\$718,311,621</u>
MOTOR VEHICLES & PARTS	441	105	11,747,225	248	149,276,821
NEW & USED AUTO DEALERS	4411	17	6,509,786	46	121,330,534
RV, BOAT, MOTORCYCLE DEALERS	4412	17	439,876	58	7,712,759
AUTOMOTIVE PARTS & TIRE	4413	71	4,797,563	144	20,233,528
FURNITURE & HOME FURNISHING	442	153	2,029,756	356	27,109,947
ELECTRONICS & APPLIANCE STORES	443	204	2,103,613	511	44,281,281
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	135	6,989,189	332	73,301,526
BUILDING MATERIALS	4441	101	6,125,926	231	62,867,526
LAWN & GARDEN SUPPLIES & EQUIP.	4442	34	863,263	101	10,434,000
FOOD & BEVERAGE STORES	445	57	4,923,177	240	35,748,433
GROCERY & CONVENIENCE STORES	4451	16	4,651,058	63	32,188,788
OTHER FOOD & BEVERAGE STORES	4452, 4453	41	272,119	177	3,559,645
DRUG/HEALTH STORES	446	250	942,792	586	29,282,598
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	26	3,247,191	79	16,824,669
APPAREL & ACCESSORIES	448	259	893,534	614	39,210,966
CLOTHING & SHOE STORES	4481, 4482	224	749,702	509	33,654,861
JEWELRY & LUGGAGE STORES	4483	35	143,832	105	5,556,105
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	293	2,379,463	641	40,919,667
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	236	2,289,615	495	38,187,859
BOOK STORES & NEWS DEALERS	4512	57	89,848	146	2,731,808
GENERAL MERCHANDISE STORES	452	30	13,954,969	57	164,667,039
DEPARTMENT STORES	4521	5	249,281	11	45,846,516
GENERAL MERCHANDISE STORES	4529	25	13,705,688	46	118,820,523
E-COMMERCE & MAIL ORDER	4541	315	3,855,305	618	32,386,212
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,059	10,420,657	2,817	65,302,462
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>43</u>	<u>308,413</u>	<u>114</u>	<u>1,527,121</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>11</u>	<u>235,543</u>
<u>UTILITIES</u>	<u>22</u>	<u>7</u>	<u>50,170</u>	<u>18</u>	<u>366,461</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>707</u>	<u>28,890,140</u>	<u>2,911</u>	<u>209,246,871</u>
CONSTRUCTION OF BUILDINGS	236	198	10,492,242	880	105,686,164
HEAVY CONSTRUCTION & HIGHWAYS	237	36	4,183,418	83	20,063,677
SPECIAL TRADE CONTRACTORS	238	473	14,214,480	1,948	83,497,030
<u>MANUFACTURING</u>	<u>31-33</u>	<u>371</u>	<u>2,841,046</u>	<u>1,330</u>	<u>21,468,935</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>989</u>	<u>8,330,207</u>	<u>2,564</u>	<u>73,519,472</u>
DURABLE GOODS	423	676	6,169,929	1,703	59,416,116
NONDURABLE GOODS	424	310	2,159,815	842	13,982,013
ELECTRONIC MARKETS, AGENTS & BROKERS	425	3	463	19	121,343
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>24</u>	<u>233,834</u>	<u>86</u>	<u>1,936,429</u>
<u>INFORMATION</u>	<u>51</u>	<u>290</u>	<u>6,642,758</u>	<u>731</u>	<u>69,936,030</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>67</u>	<u>897,877</u>	<u>133</u>	<u>9,013,570</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>153</u>	<u>2,279,357</u>	<u>471</u>	<u>22,681,991</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>294</u>	<u>4,312,496</u>	<u>1,233</u>	<u>30,173,200</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>324</u>	<u>2,215,196</u>	<u>1,583</u>	<u>35,655,989</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>46</u>	<u>1,525,144</u>	<u>310</u>	<u>12,080,389</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>127</u>	<u>8,293,474</u>	<u>571</u>	<u>123,472,972</u>
ACCOMMODATIONS	721	41	1,393,529	48	10,050,657
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	86	6,899,945	523	113,422,315
<u>OTHER SERVICES</u>	<u>81</u>	<u>252</u>	<u>6,692,591</u>	<u>1,139</u>	<u>36,097,821</u>
REPAIR & MAINTENANCE	811	167	6,087,514	688	28,264,666
PERSONAL SERVICE	812	56	500,275	356	7,204,569
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	29	104,802	95	628,586
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>8</u>	<u>8,080</u>	<u>19</u>	<u>4,576,699</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>6,590</b>	<b>\$137,168,781</b>	<b>20,323</b>	<b>\$1,370,301,114</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR WAHIAKUM AND WALLA WALLA COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	WAHIAKUM*	UNITS	WALLA WALLA*
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>960</b>	<b>\$2,949,699</b>	<b>3,480</b>	<b>\$100,720,247</b>
MOTOR VEHICLES & PARTS	441	26	158,096	112	18,888,226
NEW & USED AUTO DEALERS	4411	3	2,271	20	13,191,567
RV, BOAT, MOTORCYCLE DEALERS	4412	6	1,071	19	1,440,161
AUTOMOTIVE PARTS & TIRE	4413	17	154,754	73	4,256,498
FURNITURE & HOME FURNISHING	442	55	71,139	197	3,183,323
ELECTRONICS & APPLIANCE STORES	443	82	351,376	272	5,410,699
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	37	268,328	144	12,488,065
BUILDING MATERIALS	4441	28	219,775	101	11,108,256
LAWN & GARDEN SUPPLIES & EQUIP.	4442	9	48,553	43	1,379,809
FOOD & BEVERAGE STORES	445	16	199,374	115	9,284,519
GROCERY & CONVENIENCE STORES	4451	3	193,086	27	7,648,398
OTHER FOOD & BEVERAGE STORES	4452, 4453	13	6,288	88	1,636,121
DRUG/HEALTH STORES	446	75	153,489	290	4,186,439
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	4	516,700	19	2,463,571
APPAREL & ACCESSORIES	448	112	116,949	337	3,170,917
CLOTHING & SHOE STORES	4481, 4482	102	91,155	291	2,482,620
JEWELRY & LUGGAGE STORES	4483	10	25,794	46	688,297
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	86	84,591	333	3,130,149
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	66	80,926	256	2,498,346
BOOK STORES & NEWS DEALERS	4512	20	3,665	77	631,803
GENERAL MERCHANDISE STORES	452	13	78,064	36	20,950,542
DEPARTMENT STORES	4521	4	28,515	7	2,767,194
GENERAL MERCHANDISE STORES	4529	9	49,549	29	18,183,348
E-COMMERCE & MAIL ORDER	4541	124	360,262	356	6,190,751
MISCELLANEOUS RETAILERS	453, 4542, 4543	330	591,331	1,269	11,373,046
AGRICULTURE, FORESTRY, FISHING	11	12	44,719	38	385,662
MINING	21	D	D	D	D
UTILITIES	22	D	D	6	132,622
<b>CONSTRUCTION</b>	<b>23</b>	<b>133</b>	<b>2,122,554</b>	<b>774</b>	<b>52,927,033</b>
CONSTRUCTION OF BUILDINGS	236	29	981,518	206	28,667,090
HEAVY CONSTRUCTION & HIGHWAYS	237	8	166,355	37	7,120,683
SPECIAL TRADE CONTRACTORS	238	96	974,681	531	17,139,260
<b>MANUFACTURING</b>	<b>31-33</b>	<b>62</b>	<b>200,459</b>	<b>583</b>	<b>8,507,043</b>
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>259</b>	<b>655,595</b>	<b>1,415</b>	<b>22,405,354</b>
DURABLE GOODS	423	177	570,858	955	17,030,167
NONDURABLE GOODS	424	81	84,519	450	5,348,980
ELECTRONIC MARKETS, AGENTS & BROKERS	425	D	D	10	26,207
<b>TRANSPORTATION &amp; WAREHOUSING</b>	<b>48-49</b>	<b>6</b>	<b>45,635</b>	<b>29</b>	<b>768,574</b>
<b>INFORMATION</b>	<b>51</b>	<b>120</b>	<b>716,876</b>	<b>406</b>	<b>10,443,290</b>
<b>FINANCE, INSURANCE</b>	<b>52</b>	<b>25</b>	<b>66,645</b>	<b>84</b>	<b>1,943,744</b>
<b>REAL ESTATE, RENTAL/LEASING</b>	<b>53</b>	<b>44</b>	<b>137,885</b>	<b>228</b>	<b>5,967,038</b>
<b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b>	<b>54</b>	<b>74</b>	<b>87,478</b>	<b>495</b>	<b>4,447,708</b>
<b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>	<b>55-62</b>	<b>83</b>	<b>188,407</b>	<b>512</b>	<b>6,042,117</b>
<b>ARTS, ENTERTAINMENT &amp; RECREATION</b>	<b>71</b>	<b>7</b>	<b>42,699</b>	<b>77</b>	<b>1,367,838</b>
<b>ACCOMMODATIONS &amp; FOOD SERVICES</b>	<b>72</b>	<b>16</b>	<b>410,697</b>	<b>209</b>	<b>26,824,474</b>
ACCOMMODATIONS	721	5	64,977	89	5,908,899
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	11	345,720	120	20,915,575
<b>OTHER SERVICES</b>	<b>81</b>	<b>50</b>	<b>222,688</b>	<b>322</b>	<b>6,421,078</b>
REPAIR & MAINTENANCE	811	25	176,155	182	5,006,735
PERSONAL SERVICE	812	14	33,842	103	1,345,027
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	11	12,691	37	69,316
<b>PUBLIC ADMINISTRATION, OTHER</b>	<b>92.00</b>	<b>3</b>	<b>6,432</b>	<b>8</b>	<b>388,705</b>
<b>TOTAL ALL INDUSTRIES</b>		<b>1,857</b>	<b>\$7,930,061</b>	<b>8,668</b>	<b>\$249,697,989</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR WHATCOM AND WHITMAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	WHATCOM*	UNITS	WHITMAN*
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>6,968</b>	<b>\$522,380,186</b>	<b>3,197</b>	<b>\$67,135,029</b>
MOTOR VEHICLES & PARTS	441	267	104,504,231	100	14,955,784
NEW & USED AUTO DEALERS	4411	64	82,303,762	15	11,533,699
RV, BOAT, MOTORCYCLE DEALERS	4412	55	7,713,754	21	202,210
AUTOMOTIVE PARTS & TIRE	4413	148	14,486,715	64	3,219,875
FURNITURE & HOME FURNISHING	442	346	17,548,593	173	1,610,441
ELECTRONICS & APPLIANCE STORES	443	468	22,337,269	250	3,822,750
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	303	56,826,337	133	6,023,029
BUILDING MATERIALS	4441	201	50,530,300	100	4,988,760
LAWN & GARDEN SUPPLIES & EQUIP.	4442	102	6,296,037	33	1,034,269
FOOD & BEVERAGE STORES	445	253	35,520,300	67	4,805,182
GROCERY & CONVENIENCE STORES	4451	58	32,832,460	20	4,716,904
OTHER FOOD & BEVERAGE STORES	4452, 4453	195	2,687,840	47	88,278
DRUG/HEALTH STORES	446	568	24,898,326	290	4,311,407
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	84	12,373,080	15	1,845,296
APPAREL & ACCESSORIES	448	633	35,359,596	305	2,038,045
CLOTHING & SHOE STORES	4481, 4482	539	32,282,406	273	1,709,891
JEWELRY & LUGGAGE STORES	4483	94	3,077,190	32	328,154
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	674	25,436,201	310	3,428,910
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	525	23,732,760	250	1,145,623
BOOK STORES & NEWS DEALERS	4512	149	1,703,441	60	2,283,287
GENERAL MERCHANDISE STORES	452	70	107,348,483	34	11,278,044
DEPARTMENT STORES	4521	10	29,173,201	5	239,015
GENERAL MERCHANDISE STORES	4529	60	78,175,282	29	11,039,029
E-COMMERCE & MAIL ORDER	4541	643	34,758,370	344	5,378,902
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,659	45,469,400	1,176	7,637,239
AGRICULTURE, FORESTRY, FISHING	11	91	1,237,831	19	73,107
MINING	21	7	1,838,234	4	344,309
UTILITIES	22	14	109,667	7	17,345
<b>CONSTRUCTION</b>	<b>23</b>	<b>2,123</b>	<b>200,973,431</b>	<b>608</b>	<b>48,760,739</b>
CONSTRUCTION OF BUILDINGS	236	749	115,226,686	158	17,929,293
HEAVY CONSTRUCTION & HIGHWAYS	237	83	14,363,411	35	11,289,731
SPECIAL TRADE CONTRACTORS	238	1,291	71,383,334	415	19,541,715
<b>MANUFACTURING</b>	<b>31-33</b>	<b>1,431</b>	<b>27,589,792</b>	<b>446</b>	<b>2,750,381</b>
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>2,671</b>	<b>76,265,667</b>	<b>1,182</b>	<b>15,928,424</b>
DURABLE GOODS	423	1,767	50,713,730	812	13,485,650
NONDURABLE GOODS	424	880	25,004,607	362	2,438,034
ELECTRONIC MARKETS, AGENTS & BROKERS	425	24	547,330	8	4,740
<b>TRANSPORTATION &amp; WAREHOUSING</b>	<b>48-49</b>	<b>102</b>	<b>3,477,928</b>	<b>33</b>	<b>1,154,862</b>
<b>INFORMATION</b>	<b>51</b>	<b>690</b>	<b>46,357,823</b>	<b>355</b>	<b>7,364,619</b>
<b>FINANCE, INSURANCE</b>	<b>52</b>	<b>128</b>	<b>4,042,215</b>	<b>61</b>	<b>691,361</b>
<b>REAL ESTATE, RENTAL/LEASING</b>	<b>53</b>	<b>449</b>	<b>19,164,897</b>	<b>170</b>	<b>6,833,260</b>
<b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b>	<b>54</b>	<b>1,171</b>	<b>21,323,391</b>	<b>435</b>	<b>3,617,072</b>
<b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>	<b>55-62</b>	<b>1,193</b>	<b>30,544,470</b>	<b>359</b>	<b>5,670,842</b>
<b>ARTS, ENTERTAINMENT &amp; RECREATION</b>	<b>71</b>	<b>278</b>	<b>13,239,160</b>	<b>49</b>	<b>944,342</b>
<b>ACCOMMODATIONS &amp; FOOD SERVICES</b>	<b>72</b>	<b>632</b>	<b>107,357,511</b>	<b>137</b>	<b>20,609,585</b>
ACCOMMODATIONS	721	143	16,777,225	21	3,764,230
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	489	90,580,286	116	16,845,355
<b>OTHER SERVICES</b>	<b>81</b>	<b>1,010</b>	<b>34,508,618</b>	<b>272</b>	<b>4,258,545</b>
REPAIR & MAINTENANCE	811	620	26,721,595	151	3,264,077
PERSONAL SERVICE	812	301	7,309,927	88	916,913
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	89	477,096	33	77,555
<b>PUBLIC ADMINISTRATION, OTHER</b>	<b>92.00</b>	<b>13</b>	<b>300,220</b>	<b>12</b>	<b>59,272</b>
<b>TOTAL ALL INDUSTRIES</b>		<b>18,971</b>	<b>\$1,110,711,041</b>	<b>7,346</b>	<b>\$186,213,094</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR YAKIMA COUNTY  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter 2017

INDUSTRY	NAICS	UNITS	YAKIMA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>5,515</u>	<u>\$517,876,348</u>
MOTOR VEHICLES & PARTS	441	318	126,135,696
NEW & USED AUTO DEALERS	4411	112	97,063,324
RV, BOAT, MOTORCYCLE DEALERS	4412	39	8,159,312
AUTOMOTIVE PARTS & TIRE	4413	167	20,913,060
FURNITURE & HOME FURNISHING	442	255	11,743,150
ELECTRONICS & APPLIANCE STORES	443	411	20,885,841
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	232	53,701,788
BUILDING MATERIALS	4441	166	42,132,873
LAWN & GARDEN SUPPLIES & EQUIP.	4442	66	11,568,915
FOOD & BEVERAGE STORES	445	230	27,453,784
GROCERY & CONVENIENCE STORES	4451	104	25,318,525
OTHER FOOD & BEVERAGE STORES	4452, 4453	126	2,135,259
DRUG/HEALTH STORES	446	450	18,255,263
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	77	13,570,818
APPAREL & ACCESSORIES	448	495	34,491,739
CLOTHING & SHOE STORES	4481, 4482	424	30,721,215
JEWELRY & LUGGAGE STORES	4483	71	3,770,524
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	489	20,750,308
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	378	19,663,402
BOOK STORES & NEWS DEALERS	4512	111	1,086,906
GENERAL MERCHANDISE STORES	452	56	127,989,070
DEPARTMENT STORES	4521	10	30,094,372
GENERAL MERCHANDISE STORES	4529	46	97,894,698
E-COMMERCE & MAIL ORDER	4541	480	17,921,292
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,022	44,977,599
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>64</u>	<u>2,109,088</u>
<u>MINING</u>	<u>21</u>	<u>12</u>	<u>1,446,379</u>
<u>UTILITIES</u>	<u>22</u>	<u>23</u>	<u>546,786</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,413</u>	<u>149,929,827</u>
CONSTRUCTION OF BUILDINGS	236	436	77,299,463
HEAVY CONSTRUCTION & HIGHWAYS	237	67	12,508,131
SPECIAL TRADE CONTRACTORS	238	910	60,122,233
<u>MANUFACTURING</u>	<u>31-33</u>	<u>965</u>	<u>36,660,071</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,210</u>	<u>88,437,795</u>
DURABLE GOODS	423	1,518	66,716,550
NONDURABLE GOODS	424	677	21,638,288
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	82,957
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>85</u>	<u>2,462,922</u>
<u>INFORMATION</u>	<u>51</u>	<u>585</u>	<u>45,004,260</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>132</u>	<u>6,534,876</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>394</u>	<u>29,837,120</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>830</u>	<u>15,011,890</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>879</u>	<u>19,251,569</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>157</u>	<u>6,441,845</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>542</u>	<u>90,975,436</u>
ACCOMMODATIONS	721	69	9,349,445
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	473	81,625,991
<u>OTHER SERVICES</u>	<u>81</u>	<u>850</u>	<u>29,817,836</u>
REPAIR & MAINTENANCE	811	555	23,405,368
PERSONAL SERVICE	812	230	5,731,013
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	65	681,455
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>17</u>	<u>262,555</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>14,673</b>	<b>\$1,042,606,603</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections



**Table 4-A**  
**City Taxable Retail Sales Comparing**  
**Quarter 4, 2016 to Quarter 4, 2017**  
**(Dollars in Thousands)**

City	Quarter 4, 2016	Quarter 4, 2017	Percent Change
Aberdeen	\$105,395	\$110,861	5.2%
Auburn	\$474,719	\$508,057	7.0%
Bellevue	\$1,910,870	\$2,043,859	7.0%
Bellingham	\$687,251	\$715,637	4.1%
Bremerton	\$230,863	\$251,555	9.0%
Camas	\$74,510	\$96,575	29.6%
Centralia	\$83,269	\$84,223	1.1%
Chehalis	\$127,838	\$140,420	9.8%
Colville	\$55,484	\$60,087	8.3%
Des Moines	\$91,460	\$101,299	10.8%
Edmonds	\$215,153	\$221,283	2.8%
Ellensburg	\$129,366	\$133,452	3.2%
Everett	\$735,662	\$780,543	6.1%
Federal Way	\$418,894	\$434,071	3.6%
Fife	\$227,303	\$226,911	-0.2%
Issaquah	\$412,157	\$408,008	-1.0%
Kelso	\$69,669	\$71,352	2.4%
Kennewick	\$522,376	\$546,109	4.5%
Kent	\$558,078	\$590,113	5.7%
Kirkland	\$626,055	\$666,839	6.5%
Lacey	\$314,560	\$327,332	4.1%
Longview	\$219,425	\$243,767	11.1%
Lynnwood	\$677,671	\$724,279	6.9%
Marysville	\$288,955	\$301,523	4.3%
Mercer Island	\$133,975	\$126,877	-5.3%
Moses Lake	\$187,547	\$190,590	1.6%
Mount Vernon	\$203,519	\$208,328	2.4%
Mountlake Terrace	\$61,062	\$70,845	16.0%
Oak Harbor	\$100,248	\$117,487	17.2%
Olympia	\$554,420	\$566,677	2.2%
Omak	\$55,492	\$56,623	2.0%
Pasco	\$320,030	\$335,079	4.7%
Port Angeles	\$102,314	\$93,180	-8.9%
Port Townsend	\$63,596	\$67,825	6.7%
Pullman	\$168,554	\$134,193	-20.4%
Puyallup	\$600,441	\$650,647	8.4%
Redmond	\$738,899	\$782,302	5.9%
Renton	\$743,470	\$765,649	3.0%
Richland	\$315,501	\$332,348	5.3%
Sea Tac	\$315,510	\$393,173	24.6%
Seattle	\$6,288,399	\$6,998,239	11.3%
Shelton	\$59,259	\$61,812	4.3%
Spokane	\$1,272,311	\$1,385,489	8.9%
Sunnyside	\$77,563	\$83,044	7.1%
Tacoma	\$1,382,925	\$1,456,231	5.3%
Tukwila	\$548,653	\$576,010	5.0%
Vancouver	\$955,855	\$1,088,922	13.9%
Walla Walla	\$147,711	\$153,738	4.1%
Wenatchee	\$275,659	\$286,893	4.1%
Yakima	\$473,079	\$511,684	8.2%

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF ABERDEEN AND AUBURN  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	ABERDEEN*	UNITS	AUBURN*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,883</u>	<u>\$74,109,927</u>	<u>4,018</u>	<u>\$280,652,848</u>
MOTOR VEHICLES & PARTS	441	73	20,902,197	160	113,529,342
NEW & USED AUTO DEALERS	4411	15	16,319,824	48	100,430,637
RV, BOAT, MOTORCYCLE DEALERS	4412	12	116,850	22	5,347,687
AUTOMOTIVE PARTS & TIRE	4413	46	4,465,523	90	7,751,018
FURNITURE & HOME FURNISHING	442	100	997,542	230	6,638,867
ELECTRONICS & APPLIANCES	443	160	951,431	339	6,937,465
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	69	11,139,715	221	15,177,086
BUILDING MATERIALS	4441	53	10,191,738	176	13,781,593
LAWN & GARDEN SUPPLIES & EQUIP.	4442	16	947,977	45	1,395,493
FOOD & BEVERAGE STORES	445	39	5,205,233	103	8,546,462
GROCERY & CONVENIENCE STORES	4451	14	4,799,963	26	8,056,261
OTHER FOOD & BEVERAGE STORES	4452, 4453	25	405,270	77	490,201
DRUG/HEALTH STORES	446	158	1,941,719	332	10,902,251
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	8	1,046,438	25	8,872,770
APPAREL & ACCESSORIES	448	176	1,300,847	371	41,010,322
CLOTHING & SHOE STORES	4481, 4482	154	827,369	329	37,141,487
JEWELRY & LUGGAGE STORES	4483	22	473,478	42	3,868,835
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	168	1,124,919	354	6,813,755
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	138	956,942	284	6,644,850
BOOK STORES & NEWS DEALERS	4512	30	167,977	70	168,905
GENERAL MERCHANDISE STORES	452	25	22,833,401	37	34,927,463
DEPARTMENT STORES	4521	7	4,496,054	5	645,530
GENERAL MERCHANDISE STORES	4529	18	18,337,347	32	34,281,933
E-COMMERCE & MAIL ORDER	4541	222	1,697,456	367	7,807,817
MISCELLANEOUS RETAILERS	453, 4542, 4543	685	4,969,029	1,479	19,489,248
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>8</u>	<u>20,478</u>	<u>29</u>	<u>101,237</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>5</u>	<u>25,184</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>2,125</u>	<u>8</u>	<u>380,715</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>328</u>	<u>6,486,183</u>	<u>1,819</u>	<u>72,959,903</u>
CONSTRUCTION OF BUILDINGS	236	89	3,204,077	443	43,593,112
HEAVY CONSTRUCTION & HIGHWAYS	237	13	895,332	64	4,391,228
SPECIAL TRADE CONTRACTORS	238	226	2,386,774	1,312	24,975,563
<u>MANUFACTURING</u>	<u>31-33</u>	<u>244</u>	<u>1,444,115</u>	<u>719</u>	<u>7,651,838</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>738</u>	<u>5,587,529</u>	<u>1,627</u>	<u>43,827,689</u>
DURABLE GOODS	423	508	4,632,174	1,097	35,129,694
NONDURABLE GOODS	424	226	948,918	517	8,637,811
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	6,437	13	60,184
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>12</u>	<u>103,520</u>	<u>57</u>	<u>1,474,184</u>
<u>INFORMATION</u>	<u>51</u>	<u>250</u>	<u>4,587,211</u>	<u>421</u>	<u>17,709,314</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>56</u>	<u>854,479</u>	<u>100</u>	<u>3,969,440</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>145</u>	<u>1,504,149</u>	<u>315</u>	<u>10,909,988</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>254</u>	<u>2,115,578</u>	<u>634</u>	<u>7,079,378</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>281</u>	<u>1,328,666</u>	<u>929</u>	<u>8,375,409</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>24</u>	<u>192,974</u>	<u>83</u>	<u>2,196,546</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>72</u>	<u>9,987,497</u>	<u>210</u>	<u>35,195,249</u>
ACCOMMODATIONS	721	7	741,613	9	2,342,581
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	65	9,245,884	201	32,852,668
<u>OTHER SERVICES</u>	<u>81</u>	<u>175</u>	<u>2,400,960</u>	<u>575</u>	<u>15,537,884</u>
REPAIR & MAINTENANCE	811	108	1,771,138	433	13,312,002
PERSONAL SERVICE	812	46	522,714	106	1,998,387
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	21	107,108	36	227,495
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>7</u>	<u>114,151</u>	<u>9</u>	<u>10,347</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>4,482</b>	<b>\$110,861,247</b>	<b>11,558</b>	<b>\$508,057,153</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF BELLEVUE AND BELLINGHAM  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	BELLEVUE*	UNITS	BELLINGHAM*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>6,212</u>	<u>\$923,335,061</u>	<u>4,908</u>	<u>\$394,050,881</u>
MOTOR VEHICLES & PARTS	441	165	335,102,007	144	87,408,877
NEW & USED AUTO DEALERS	4411	45	322,078,356	36	73,869,438
RV, BOAT, MOTORCYCLE DEALERS	4412	22	3,825,243	27	4,827,839
AUTOMOTIVE PARTS & TIRE	4413	98	9,198,408	81	8,711,600
FURNITURE & HOME FURNISHING	442	407	37,122,155	262	11,950,420
ELECTRONICS & APPLIANCES	443	550	90,507,427	366	17,024,949
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	302	30,895,638	187	38,762,653
BUILDING MATERIALS	4441	234	29,372,463	139	37,203,990
LAWN & GARDEN SUPPLIES & EQUIP.	4442	68	1,523,175	48	1,558,663
FOOD & BEVERAGE STORES	445	230	28,889,342	153	24,161,992
GROCERY & CONVENIENCE STORES	4451	38	20,401,934	32	22,691,435
OTHER FOOD & BEVERAGE STORES	4452, 4453	192	8,487,408	121	1,470,557
DRUG/HEALTH STORES	446	536	29,672,697	454	16,756,178
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	31	5,393,141	36	3,878,611
APPAREL & ACCESSORIES	448	590	159,253,589	470	28,717,245
CLOTHING & SHOE STORES	4481, 4482	496	135,704,605	405	26,181,296
JEWELRY & LUGGAGE STORES	4483	94	23,548,984	65	2,535,949
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	526	44,824,606	478	20,706,485
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	422	43,095,889	368	19,345,130
BOOK STORES & NEWS DEALERS	4512	104	1,728,717	110	1,361,355
GENERAL MERCHANDISE STORES	452	47	59,698,386	51	102,990,261
DEPARTMENT STORES	4521	9	27,319,784	10	27,958,513
GENERAL MERCHANDISE STORES	4529	38	32,378,602	41	75,031,748
E-COMMERCE & MAIL ORDER	4541	551	34,373,912	471	13,229,193
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,277	67,602,161	1,836	28,464,017
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>41</u>	<u>269,640</u>	<u>26</u>	<u>161,045</u>
<u>MINING</u>	<u>21</u>	<u>3</u>	<u>42,871</u>	<u>4</u>	<u>506,832</u>
<u>UTILITIES</u>	<u>22</u>	<u>11</u>	<u>183,413</u>	<u>4</u>	<u>15,070</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>4,197</u>	<u>380,018,048</u>	<u>1,484</u>	<u>97,547,120</u>
CONSTRUCTION OF BUILDINGS	236	1,363	260,562,812	493	64,103,029
HEAVY CONSTRUCTION & HIGHWAYS	237	103	7,708,298	45	3,133,897
SPECIAL TRADE CONTRACTORS	238	2,731	111,746,938	946	30,310,194
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,259</u>	<u>28,912,685</u>	<u>936</u>	<u>16,660,419</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,281</u>	<u>101,751,365</u>	<u>1,935</u>	<u>34,527,045</u>
DURABLE GOODS	423	1,497	87,308,564	1,296	25,704,651
NONDURABLE GOODS	424	769	14,284,247	621	8,308,480
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	158,554	18	513,914
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>63</u>	<u>1,432,201</u>	<u>57</u>	<u>1,116,235</u>
<u>INFORMATION</u>	<u>51</u>	<u>754</u>	<u>99,161,875</u>	<u>559</u>	<u>24,636,004</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>128</u>	<u>17,197,603</u>	<u>99</u>	<u>1,854,309</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>444</u>	<u>28,647,879</u>	<u>291</u>	<u>9,454,815</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>1,587</u>	<u>105,553,192</u>	<u>855</u>	<u>14,907,194</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>2,187</u>	<u>64,303,788</u>	<u>902</u>	<u>17,498,725</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>245</u>	<u>28,948,611</u>	<u>178</u>	<u>5,266,645</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>564</u>	<u>216,014,780</u>	<u>378</u>	<u>77,197,716</u>
ACCOMMODATIONS	721	30	64,573,154	36	9,392,360
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	534	151,441,626	342	67,805,356
<u>OTHER SERVICES</u>	<u>81</u>	<u>904</u>	<u>47,237,929</u>	<u>644</u>	<u>20,152,408</u>
REPAIR & MAINTENANCE	811	515	24,564,130	379	16,138,578
PERSONAL SERVICE	812	316	21,595,748	201	3,848,997
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	73	1,078,051	64	164,833
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>10</u>	<u>848,467</u>	<u>10</u>	<u>84,888</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>20,890</b>	<b>\$2,043,859,408</b>	<b>13,270</b>	<b>\$715,637,351</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF BREMERTON AND CAMAS  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	BREMERTON*	UNITS	CAMAS*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,353</u>	<u>\$138,857,482</u>	<u>2,503</u>	<u>\$28,360,972</u>
MOTOR VEHICLES & PARTS	441	133	90,845,953	70	2,724,434
NEW & USED AUTO DEALERS	4411	26	84,026,054	10	1,060,149
RV, BOAT, MOTORCYCLE DEALERS	4412	24	3,207,859	12	25,610
AUTOMOTIVE PARTS & TIRE	4413	83	3,612,040	48	1,638,675
FURNITURE & HOME FURNISHING	442	187	4,376,548	144	2,408,117
ELECTRONICS & APPLIANCES	443	237	3,372,819	192	4,036,846
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	134	4,153,533	105	5,002,779
BUILDING MATERIALS	4441	104	3,706,346	84	4,423,384
LAWN & GARDEN SUPPLIES & EQUIP.	4442	30	447,187	21	579,395
FOOD & BEVERAGE STORES	445	80	7,794,202	60	2,055,142
GROCERY & CONVENIENCE STORES	4451	29	7,560,141	8	1,941,939
OTHER FOOD & BEVERAGE STORES	4452, 4453	51	234,061	52	113,203
DRUG/HEALTH STORES	446	288	5,514,852	212	978,728
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	19	3,329,285	8	547,342
APPAREL & ACCESSORIES	448	317	1,927,442	278	1,780,379
CLOTHING & SHOE STORES	4481, 4482	278	1,417,704	248	1,571,057
JEWELRY & LUGGAGE STORES	4483	39	509,738	30	209,322
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	314	2,514,674	235	742,246
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	246	1,798,380	194	657,204
BOOK STORES & NEWS DEALERS	4512	68	716,294	41	85,042
GENERAL MERCHANDISE STORES	452	30	1,394,453	22	1,036,502
DEPARTMENT STORES	4521	3	297,167	3	228,254
GENERAL MERCHANDISE STORES	4529	27	1,097,286	19	808,248
E-COMMERCE & MAIL ORDER	4541	365	4,601,706	292	3,627,277
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,249	9,032,015	885	3,421,180
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>13</u>	<u>13,126</u>	<u>7</u>	<u>16,283</u>
<u>MINING</u>	<u>21</u>	<u>3</u>	<u>29,691</u>	<u>4</u>	<u>139,140</u>
<u>UTILITIES</u>	<u>22</u>	<u>D</u>	<u>D</u>	<u>7</u>	<u>24,032</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>881</u>	<u>30,495,277</u>	<u>914</u>	<u>36,826,185</u>
CONSTRUCTION OF BUILDINGS	236	245	13,892,056	180	16,366,265
HEAVY CONSTRUCTION & HIGHWAYS	237	27	2,603,199	20	1,431,295
SPECIAL TRADE CONTRACTORS	238	609	14,000,022	714	19,028,625
<u>MANUFACTURING</u>	<u>31-33</u>	<u>477</u>	<u>4,574,690</u>	<u>317</u>	<u>1,353,577</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,186</u>	<u>15,557,975</u>	<u>822</u>	<u>6,548,280</u>
DURABLE GOODS	423	809	12,265,097	514	4,876,052
NONDURABLE GOODS	424	371	3,267,865	299	1,658,086
ELECTRONIC MARKETS, AGENTS & BROKERS	425	6	25,013	9	14,142
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>25</u>	<u>516,580</u>	<u>19</u>	<u>104,718</u>
<u>INFORMATION</u>	<u>51</u>	<u>374</u>	<u>9,359,280</u>	<u>282</u>	<u>4,079,057</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>74</u>	<u>1,625,815</u>	<u>49</u>	<u>971,493</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>221</u>	<u>5,948,695</u>	<u>157</u>	<u>3,285,436</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>431</u>	<u>4,130,066</u>	<u>322</u>	<u>1,699,285</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>588</u>	<u>5,665,161</u>	<u>462</u>	<u>4,067,489</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>70</u>	<u>1,155,869</u>	<u>41</u>	<u>1,513,723</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>145</u>	<u>25,294,235</u>	<u>59</u>	<u>6,613,544</u>
ACCOMMODATIONS	721	14	3,330,395	D	D
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	131	21,963,840	57	6,494,685
<u>OTHER SERVICES</u>	<u>81</u>	<u>333</u>	<u>7,973,181</u>	<u>177</u>	<u>970,983</u>
REPAIR & MAINTENANCE	811	208	5,778,087	102	453,515
PERSONAL SERVICE	812	85	2,112,252	55	512,801
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	40	82,842	20	4,667
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>9</u>	<u>355,658</u>	<u>4</u>	<u>838</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>8,185</b>	<b>\$251,555,491</b>	<b>6,146</b>	<b>\$96,575,035</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF CENTRALIA AND CHEHALIS  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	CENTRALIA*	UNITS	CHEHALIS*
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>2,064</b>	<b>\$38,183,358</b>	<b>1,879</b>	<b>\$93,845,899</b>
MOTOR VEHICLES & PARTS	441	85	6,476,323	74	30,659,282
NEW & USED AUTO DEALERS	4411	20	2,398,239	12	25,683,306
RV, BOAT, MOTORCYCLE DEALERS	4412	12	862,248	13	1,334,786
AUTOMOTIVE PARTS & TIRE	4413	53	3,215,836	49	3,641,190
FURNITURE & HOME FURNISHING	442	121	1,203,157	105	1,624,897
ELECTRONICS & APPLIANCES	443	160	1,353,002	142	1,763,120
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	92	2,788,667	78	13,590,451
BUILDING MATERIALS	4441	73	2,626,440	65	11,988,699
LAWN & GARDEN SUPPLIES & EQUIP.	4442	19	162,227	13	1,601,752
FOOD & BEVERAGE STORES	445	27	4,343,655	25	2,460,890
GROCERY & CONVENIENCE STORES	4451	14	4,331,094	5	2,373,554
OTHER FOOD & BEVERAGE STORES	4452, 4453	13	12,561	20	87,336
DRUG/HEALTH STORES	446	187	2,492,277	163	3,046,619
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	11	1,265,144	11	1,463,456
APPAREL & ACCESSORIES	448	213	8,366,353	187	1,556,825
CLOTHING & SHOE STORES	4481, 4482	190	7,092,398	168	1,206,672
JEWELRY & LUGGAGE STORES	4483	23	1,273,955	19	350,153
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	176	3,974,332	158	1,779,729
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	140	3,887,915	129	1,768,685
BOOK STORES & NEWS DEALERS	4512	36	86,417	29	11,044
GENERAL MERCHANDISE STORES	452	22	250,872	24	28,911,771
DEPARTMENT STORES	4521	5	111,093	6	4,560,391
GENERAL MERCHANDISE STORES	4529	17	139,779	18	24,351,380
E-COMMERCE & MAIL ORDER	4541	225	1,811,550	207	1,296,625
MISCELLANEOUS RETAILERS	453, 4542, 4543	745	3,858,026	705	5,692,234
<b>AGRICULTURE, FORESTRY, FISHING</b>	<b>11</b>	<b>13</b>	<b>219,083</b>	<b>14</b>	<b>30,549</b>
<b>MINING</b>	<b>21</b>	<b>3</b>	<b>79,401</b>	<b>3</b>	<b>284,753</b>
<b>UTILITIES</b>	<b>22</b>	<b>6</b>	<b>149,931</b>	<b>3</b>	<b>96,304</b>
<b>CONSTRUCTION</b>	<b>23</b>	<b>436</b>	<b>8,849,864</b>	<b>389</b>	<b>14,590,479</b>
CONSTRUCTION OF BUILDINGS	236	103	4,734,171	84	9,183,139
HEAVY CONSTRUCTION & HIGHWAYS	237	14	570,208	15	2,775,172
SPECIAL TRADE CONTRACTORS	238	319	3,545,485	290	2,632,168
<b>MANUFACTURING</b>	<b>31-33</b>	<b>247</b>	<b>1,891,254</b>	<b>225</b>	<b>731,067</b>
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>819</b>	<b>7,151,251</b>	<b>759</b>	<b>9,113,563</b>
DURABLE GOODS	423	577	5,284,607	520	7,528,004
NONDURABLE GOODS	424	237	1,859,616	236	1,578,742
ELECTRONIC MARKETS, AGENTS & BROKERS	425	5	7,028	3	6,817
<b>TRANSPORTATION &amp; WAREHOUSING</b>	<b>48-49</b>	<b>11</b>	<b>70,574</b>	<b>16</b>	<b>390,766</b>
<b>INFORMATION</b>	<b>51</b>	<b>257</b>	<b>4,389,407</b>	<b>251</b>	<b>3,065,605</b>
<b>FINANCE, INSURANCE</b>	<b>52</b>	<b>57</b>	<b>442,013</b>	<b>53</b>	<b>335,756</b>
<b>REAL ESTATE, RENTAL/LEASING</b>	<b>53</b>	<b>144</b>	<b>1,653,831</b>	<b>149</b>	<b>1,870,328</b>
<b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b>	<b>54</b>	<b>249</b>	<b>1,175,841</b>	<b>245</b>	<b>2,573,407</b>
<b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>	<b>55-62</b>	<b>301</b>	<b>1,194,846</b>	<b>297</b>	<b>958,476</b>
<b>ARTS, ENTERTAINMENT &amp; RECREATION</b>	<b>71</b>	<b>33</b>	<b>926,915</b>	<b>31</b>	<b>724,284</b>
<b>ACCOMMODATIONS &amp; FOOD SERVICES</b>	<b>72</b>	<b>98</b>	<b>14,250,344</b>	<b>69</b>	<b>8,843,020</b>
ACCOMMODATIONS	721	12	809,527	4	1,225,769
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	86	13,440,817	65	7,617,251
<b>OTHER SERVICES</b>	<b>81</b>	<b>189</b>	<b>3,589,351</b>	<b>165</b>	<b>2,942,853</b>
REPAIR & MAINTENANCE	811	109	2,787,186	117	2,417,664
PERSONAL SERVICE	812	56	709,488	32	462,227
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	24	92,677	16	62,962
<b>PUBLIC ADMINISTRATION, OTHER</b>	<b>92,00</b>	<b>3</b>	<b>5,861</b>	<b>5</b>	<b>22,605</b>
<b>TOTAL ALL INDUSTRIES</b>		<b>4,930</b>	<b>\$84,223,125</b>	<b>4,553</b>	<b>\$140,419,714</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	COLVILLE*	UNITS	DES MOINES*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,421</u>	<u>\$37,669,499</u>	<u>2,427</u>	<u>\$25,560,601</u>
MOTOR VEHICLES & PARTS	441	47	8,858,324	63	1,940,214
NEW & USED AUTO DEALERS	4411	6	5,361,163	11	1,484,610
RV, BOAT, MOTORCYCLE DEALERS	4412	6	365,944	11	424,871
AUTOMOTIVE PARTS & TIRE	4413	35	3,131,217	41	30,733
FURNITURE & HOME FURNISHING	442	71	1,140,870	156	1,092,391
ELECTRONICS & APPLIANCES	443	122	1,040,207	163	1,329,479
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	62	2,237,989	106	1,110,916
BUILDING MATERIALS	4441	50	2,188,784	93	1,088,173
LAWN & GARDEN SUPPLIES & EQUIP.	4442	12	49,205	13	22,743
FOOD & BEVERAGE STORES	445	21	1,917,601	48	4,592,028
GROCERY & CONVENIENCE STORES	4451	5	1,755,783	7	4,532,588
OTHER FOOD & BEVERAGE STORES	4452, 4453	16	161,818	41	59,440
DRUG/HEALTH STORES	446	126	119,169	216	4,417,831
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	7	892,773	12	1,557,774
APPAREL & ACCESSORIES	448	159	426,196	224	799,488
CLOTHING & SHOE STORES	4481, 4482	141	299,442	193	774,701
JEWELRY & LUGGAGE STORES	4483	18	126,754	31	24,787
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	124	1,236,953	220	355,906
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	97	1,215,089	173	329,561
BOOK STORES & NEWS DEALERS	4512	27	21,864	47	26,345
GENERAL MERCHANDISE STORES	452	21	13,422,733	27	1,075,687
DEPARTMENT STORES	4521	5	76,372	5	196,659
GENERAL MERCHANDISE STORES	4529	16	13,346,361	22	879,028
E-COMMERCE & MAIL ORDER	4541	168	990,126	277	2,880,088
MISCELLANEOUS RETAILERS	453, 4542, 4543	493	5,386,558	915	4,408,799
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>5</u>	<u>40,138</u>	<u>10</u>	<u>6,370</u>
<u>MINING</u>	<u>21</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>17,012</u>	<u>4</u>	<u>14,958</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>209</u>	<u>6,379,292</u>	<u>962</u>	<u>43,096,733</u>
CONSTRUCTION OF BUILDINGS	236	42	2,508,827	206	34,137,135
HEAVY CONSTRUCTION & HIGHWAYS	237	10	849,838	27	597,538
SPECIAL TRADE CONTRACTORS	238	157	3,020,627	729	8,362,060
<u>MANUFACTURING</u>	<u>31-33</u>	<u>152</u>	<u>914,075</u>	<u>280</u>	<u>1,338,943</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>538</u>	<u>3,788,280</u>	<u>686</u>	<u>4,588,382</u>
DURABLE GOODS	423	386	2,931,009	440	3,617,713
NONDURABLE GOODS	424	152	857,271	244	970,258
ELECTRONIC MARKETS, AGENTS & BROKERS	425	0	0	D	D
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>6</u>	<u>33,339</u>	<u>23</u>	<u>360,631</u>
<u>INFORMATION</u>	<u>51</u>	<u>186</u>	<u>1,447,767</u>	<u>258</u>	<u>4,570,972</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>48</u>	<u>666,364</u>	<u>40</u>	<u>382,227</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>88</u>	<u>831,857</u>	<u>153</u>	<u>1,544,265</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>147</u>	<u>540,589</u>	<u>275</u>	<u>1,416,286</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>157</u>	<u>727,257</u>	<u>499</u>	<u>2,631,575</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>16</u>	<u>144,718</u>	<u>43</u>	<u>546,918</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>34</u>	<u>4,280,016</u>	<u>74</u>	<u>13,169,982</u>
ACCOMMODATIONS	721	4	763,518	9	2,658,714
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	30	3,516,498	65	10,511,268
<u>OTHER SERVICES</u>	<u>81</u>	<u>114</u>	<u>2,600,487</u>	<u>210</u>	<u>2,060,511</u>
REPAIR & MAINTENANCE	811	71	2,247,415	139	1,666,231
PERSONAL SERVICE	812	28	290,196	49	386,396
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	15	62,876	22	7,884
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>4</u>	<u>6,121</u>	<u>0</u>	<u>0</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>3,128</b>	<b>\$60,086,811</b>	<b>5,947</b>	<b>\$101,299,227</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF EDMONDS AND ELLENSBURG  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	EDMONDS*	UNITS	ELLENSBURG*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,834</u>	<u>\$96,779,106</u>	<u>2,437</u>	<u>\$67,035,918</u>
MOTOR VEHICLES & PARTS	441	91	39,827,270	83	20,890,758
NEW & USED AUTO DEALERS	4411	23	37,270,455	15	12,383,712
RV, BOAT, MOTORCYCLE DEALERS	4412	13	1,867,633	17	4,048,896
AUTOMOTIVE PARTS & TIRE	4413	55	689,182	51	4,458,150
FURNITURE & HOME FURNISHING	442	232	3,475,087	125	1,571,576
ELECTRONICS & APPLIANCES	443	260	4,081,482	186	2,088,289
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	175	4,333,801	95	6,018,983
BUILDING MATERIALS	4441	137	4,183,535	67	4,210,946
LAWN & GARDEN SUPPLIES & EQUIP.	4442	38	150,266	28	1,808,037
FOOD & BEVERAGE STORES	445	107	8,498,189	52	4,493,982
GROCERY & CONVENIENCE STORES	4451	16	7,677,597	11	4,118,631
OTHER FOOD & BEVERAGE STORES	4452, 4453	91	820,592	41	375,351
DRUG/HEALTH STORES	446	358	3,962,548	209	2,519,981
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	10	1,044,929	15	3,154,756
APPAREL & ACCESSORIES	448	395	8,599,756	253	1,830,685
CLOTHING & SHOE STORES	4481, 4482	333	8,044,368	224	1,372,973
JEWELRY & LUGGAGE STORES	4483	62	555,388	29	457,712
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	342	1,749,003	252	1,294,850
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	272	1,484,745	200	1,173,673
BOOK STORES & NEWS DEALERS	4512	70	264,258	52	121,177
GENERAL MERCHANDISE STORES	452	29	4,346,270	31	15,014,470
DEPARTMENT STORES	4521	5	490,876	5	98,103
GENERAL MERCHANDISE STORES	4529	24	3,855,394	26	14,916,367
E-COMMERCE & MAIL ORDER	4541	390	7,261,986	265	2,287,757
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,445	9,598,785	871	5,869,831
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>18</u>	<u>29,048</u>	<u>17</u>	<u>228,123</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>7</u>	<u>66,864</u>	<u>5</u>	<u>272,110</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,972</u>	<u>46,636,379</u>	<u>415</u>	<u>18,300,997</u>
CONSTRUCTION OF BUILDINGS	236	545	27,045,842	107	9,632,868
HEAVY CONSTRUCTION & HIGHWAYS	237	45	1,495,232	21	2,012,487
SPECIAL TRADE CONTRACTORS	238	1,382	18,095,305	287	6,655,642
<u>MANUFACTURING</u>	<u>31-33</u>	<u>644</u>	<u>3,244,809</u>	<u>304</u>	<u>1,964,553</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,229</u>	<u>10,901,697</u>	<u>866</u>	<u>7,844,237</u>
DURABLE GOODS	423	798	9,001,438	566	6,276,237
NONDURABLE GOODS	424	425	1,898,668	297	1,531,730
ELECTRONIC MARKETS, AGENTS & BROKERS	425	6	1,591	3	36,270
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>31</u>	<u>429,183</u>	<u>19</u>	<u>422,711</u>
<u>INFORMATION</u>	<u>51</u>	<u>388</u>	<u>8,655,687</u>	<u>278</u>	<u>3,885,218</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>77</u>	<u>1,405,995</u>	<u>65</u>	<u>1,288,036</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>205</u>	<u>2,515,839</u>	<u>147</u>	<u>2,987,657</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>583</u>	<u>3,921,460</u>	<u>319</u>	<u>2,835,626</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>975</u>	<u>8,013,380</u>	<u>299</u>	<u>3,916,868</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>113</u>	<u>2,494,419</u>	<u>60</u>	<u>624,623</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>169</u>	<u>28,980,337</u>	<u>101</u>	<u>17,614,472</u>
ACCOMMODATIONS	721	11	1,165,157	10	2,631,718
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	158	27,815,180	91	14,982,754
<u>OTHER SERVICES</u>	<u>81</u>	<u>397</u>	<u>7,193,055</u>	<u>178</u>	<u>4,163,923</u>
REPAIR & MAINTENANCE	811	236	5,624,661	100	3,376,215
PERSONAL SERVICE	812	124	1,528,310	53	722,748
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	37	40,084	25	64,960
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>7</u>	<u>5,124</u>	<u>5</u>	<u>37,981</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>10,651</b>	<b>\$221,283,496</b>	<b>5,516</b>	<b>\$133,451,589</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	EVERETT*	UNITS	FEDERAL WAY*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>5,248</u>	<u>\$383,959,067</u>	<u>3,989</u>	<u>\$235,786,005</u>
MOTOR VEHICLES & PARTS	441	205	131,772,753	125	23,810,520
NEW & USED AUTO DEALERS	4411	53	116,579,870	30	16,044,243
RV, BOAT, MOTORCYCLE DEALERS	4412	31	3,217,439	17	1,859,884
AUTOMOTIVE PARTS & TIRE	4413	121	11,975,444	78	5,906,393
FURNITURE & HOME FURNISHING	442	280	10,396,211	226	7,191,684
ELECTRONICS & APPLIANCES	443	424	20,427,929	321	17,005,520
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	261	18,732,371	172	22,622,525
BUILDING MATERIALS	4441	213	17,893,166	141	22,242,309
LAWN & GARDEN SUPPLIES & EQUIP.	4442	48	839,205	31	380,216
FOOD & BEVERAGE STORES	445	176	18,505,188	122	14,673,918
GROCERY & CONVENIENCE STORES	4451	70	18,052,100	31	12,262,425
OTHER FOOD & BEVERAGE STORES	4452, 4453	106	453,088	91	2,411,493
DRUG/HEALTH STORES	446	442	16,779,163	385	11,592,385
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	45	8,529,026	25	4,435,982
APPAREL & ACCESSORIES	448	483	19,907,068	365	14,440,461
CLOTHING & SHOE STORES	4481, 4482	404	17,422,419	311	12,512,480
JEWELRY & LUGGAGE STORES	4483	79	2,484,649	54	1,927,981
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	451	14,289,775	342	13,318,544
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	361	13,931,271	277	11,967,146
BOOK STORES & NEWS DEALERS	4512	90	358,504	65	1,351,398
GENERAL MERCHANDISE STORES	452	49	81,703,301	42	80,002,173
DEPARTMENT STORES	4521	8	15,181,784	8	21,134,164
GENERAL MERCHANDISE STORES	4529	41	66,521,517	34	58,868,009
E-COMMERCE & MAIL ORDER	4541	463	12,494,686	397	9,242,218
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,969	30,421,596	1,467	17,450,075
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>27</u>	<u>33,402</u>	<u>22</u>	<u>45,696</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>299,953</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>9</u>	<u>252,918</u>	<u>8</u>	<u>53,887</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,629</u>	<u>112,030,384</u>	<u>1,873</u>	<u>51,953,170</u>
CONSTRUCTION OF BUILDINGS	236	691	67,524,064	501	26,515,518
HEAVY CONSTRUCTION & HIGHWAYS	237	73	4,843,817	39	5,055,222
SPECIAL TRADE CONTRACTORS	238	1,865	39,662,503	1,333	20,382,430
<u>MANUFACTURING</u>	<u>31-33</u>	<u>969</u>	<u>18,726,438</u>	<u>588</u>	<u>3,186,504</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,032</u>	<u>53,982,323</u>	<u>1,365</u>	<u>15,287,893</u>
DURABLE GOODS	423	1,403	44,093,740	928	11,506,552
NONDURABLE GOODS	424	615	9,863,435	430	3,734,687
ELECTRONIC MARKETS, AGENTS & BROKERS	425	14	25,148	7	46,654
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>71</u>	<u>3,645,925</u>	<u>39</u>	<u>1,027,710</u>
<u>INFORMATION</u>	<u>51</u>	<u>575</u>	<u>36,194,407</u>	<u>410</u>	<u>20,556,970</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>124</u>	<u>11,204,674</u>	<u>86</u>	<u>4,793,378</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>362</u>	<u>16,738,202</u>	<u>291</u>	<u>6,830,968</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>916</u>	<u>18,970,894</u>	<u>611</u>	<u>6,636,097</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>1,351</u>	<u>18,855,097</u>	<u>1,040</u>	<u>8,774,228</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>158</u>	<u>6,092,871</u>	<u>81</u>	<u>6,760,457</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>428</u>	<u>76,009,085</u>	<u>272</u>	<u>59,819,379</u>
ACCOMMODATIONS	721	20	5,617,311	18	5,958,782
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	408	70,391,774	254	53,860,597
<u>OTHER SERVICES</u>	<u>81</u>	<u>775</u>	<u>23,215,201</u>	<u>559</u>	<u>12,534,033</u>
REPAIR & MAINTENANCE	811	532	18,495,407	381	9,324,451
PERSONAL SERVICE	812	183	4,241,796	138	2,511,887
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	60	477,998	40	697,695
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>9</u>	<u>332,562</u>	<u>6</u>	<u>21,618</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>15,689</b>	<b>\$780,543,403</b>	<b>11,241</b>	<b>\$434,070,925</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections



TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF FIFE AND ISSAQUAH  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	FIFE*	UNITS	ISSAQUAH*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,833</u>	<u>\$152,009,179</u>	<u>3,890</u>	<u>\$210,382,453</u>
MOTOR VEHICLES & PARTS	441	72	122,892,941	87	33,286,091
NEW & USED AUTO DEALERS	4411	15	95,032,040	18	27,279,639
RV, BOAT, MOTORCYCLE DEALERS	4412	16	25,075,227	17	3,327,527
AUTOMOTIVE PARTS & TIRE	4413	41	2,785,674	52	2,678,925
FURNITURE & HOME FURNISHING	442	117	3,854,280	253	7,360,473
ELECTRONICS & APPLIANCES	443	162	1,342,915	281	12,362,440
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	95	2,919,585	172	23,173,752
BUILDING MATERIALS	4441	83	1,915,906	137	22,483,168
LAWN & GARDEN SUPPLIES & EQUIP.	4442	12	1,003,679	35	690,584
FOOD & BEVERAGE STORES	445	37	91,946	115	8,277,258
GROCERY & CONVENIENCE STORES	4451	4	79,231	11	6,934,038
OTHER FOOD & BEVERAGE STORES	4452, 4453	33	12,715	104	1,343,220
DRUG/HEALTH STORES	446	132	1,791,510	351	8,126,258
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	14	1,881,447	11	2,068,411
APPAREL & ACCESSORIES	448	165	466,075	384	5,979,734
CLOTHING & SHOE STORES	4481, 4482	145	427,063	327	5,191,146
JEWELRY & LUGGAGE STORES	4483	20	39,012	57	788,588
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	143	4,512,514	367	16,493,446
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	117	4,503,914	303	14,307,404
BOOK STORES & NEWS DEALERS	4512	26	8,600	64	2,186,042
GENERAL MERCHANDISE STORES	452	19	7,056,254	36	67,028,552
DEPARTMENT STORES	4521	3	57,303	9	20,791,990
GENERAL MERCHANDISE STORES	4529	16	6,998,951	27	46,236,562
E-COMMERCE & MAIL ORDER	4541	193	1,256,783	380	11,267,625
MISCELLANEOUS RETAILERS	453, 4542, 4543	684	3,942,929	1,453	14,958,413
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>6</u>	<u>9,011</u>	<u>27</u>	<u>306,930</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>3</u>	<u>21,846</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>29,637</u>	<u>4</u>	<u>55,749</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>585</u>	<u>16,913,917</u>	<u>1,974</u>	<u>65,909,508</u>
CONSTRUCTION OF BUILDINGS	236	108	9,112,853	514	38,721,961
HEAVY CONSTRUCTION & HIGHWAYS	237	25	773,570	57	4,479,231
SPECIAL TRADE CONTRACTORS	238	452	7,027,494	1,403	22,708,316
<u>MANUFACTURING</u>	<u>31-33</u>	<u>274</u>	<u>1,152,838</u>	<u>659</u>	<u>4,541,892</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>771</u>	<u>21,399,252</u>	<u>1,396</u>	<u>16,098,623</u>
DURABLE GOODS	423	534	18,845,717	914	13,038,286
NONDURABLE GOODS	424	231	2,410,144	474	3,030,871
ELECTRONIC MARKETS, AGENTS & BROKERS	425	6	143,391	8	29,466
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>26</u>	<u>525,918</u>	<u>40</u>	<u>381,747</u>
<u>INFORMATION</u>	<u>51</u>	<u>217</u>	<u>3,148,122</u>	<u>437</u>	<u>18,198,810</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>46</u>	<u>737,867</u>	<u>77</u>	<u>2,833,722</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>149</u>	<u>9,043,238</u>	<u>243</u>	<u>7,418,644</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>239</u>	<u>1,334,059</u>	<u>718</u>	<u>13,138,016</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>362</u>	<u>2,576,090</u>	<u>1,025</u>	<u>16,406,368</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>14</u>	<u>14,161</u>	<u>116</u>	<u>3,603,215</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>76</u>	<u>10,042,025</u>	<u>218</u>	<u>39,305,580</u>
ACCOMMODATIONS	721	13	2,278,911	6	5,159,153
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	63	7,763,114	212	34,146,427
<u>OTHER SERVICES</u>	<u>81</u>	<u>218</u>	<u>7,964,595</u>	<u>430</u>	<u>9,398,009</u>
REPAIR & MAINTENANCE	811	170	7,319,922	265	7,167,666
PERSONAL SERVICE	812	31	612,331	127	2,021,651
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	17	32,342	38	208,692
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>4</u>	<u>3,395</u>	<u>5</u>	<u>6,519</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>4,825</b>	<b>\$226,911,163</b>	<b>11,262</b>	<b>\$408,007,631</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF KELSO AND KENNEWICK  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	KELSO*	UNITS	KENNEWICK*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,706</u>	<u>\$38,585,622</u>	<u>3,795</u>	<u>\$335,633,627</u>
MOTOR VEHICLES & PARTS	441	58	11,694,757	150	75,697,303
NEW & USED AUTO DEALERS	4411	9	8,045,204	46	62,854,548
RV, BOAT, MOTORCYCLE DEALERS	4412	9	1,638,121	17	5,512,368
AUTOMOTIVE PARTS & TIRE	4413	40	2,011,432	87	7,330,387
FURNITURE & HOME FURNISHING	442	83	969,255	196	10,689,315
ELECTRONICS & APPLIANCES	443	141	1,373,421	316	19,914,314
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	87	3,989,293	142	21,555,955
BUILDING MATERIALS	4441	71	1,439,889	108	19,832,120
LAWN & GARDEN SUPPLIES & EQUIP.	4442	16	2,549,404	34	1,723,835
FOOD & BEVERAGE STORES	445	29	2,472,195	99	9,495,879
GROCERY & CONVENIENCE STORES	4451	8	2,465,785	19	8,284,119
OTHER FOOD & BEVERAGE STORES	4452, 4453	21	6,410	80	1,211,760
DRUG/HEALTH STORES	446	131	1,216,860	344	9,030,640
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	9	1,738,521	20	6,393,503
APPAREL & ACCESSORIES	448	175	729,160	362	34,584,706
CLOTHING & SHOE STORES	4481, 4482	154	722,590	313	29,202,428
JEWELRY & LUGGAGE STORES	4483	21	6,570	49	5,382,278
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	148	3,160,548	354	18,129,730
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	116	3,141,484	283	16,363,633
BOOK STORES & NEWS DEALERS	4512	32	19,064	71	1,766,097
GENERAL MERCHANDISE STORES	452	24	7,938,584	38	99,272,111
DEPARTMENT STORES	4521	6	7,623,753	10	33,144,622
GENERAL MERCHANDISE STORES	4529	18	314,831	28	66,127,489
E-COMMERCE & MAIL ORDER	4541	207	1,110,435	373	8,883,516
MISCELLANEOUS RETAILERS	453, 4542, 4543	614	2,192,593	1,401	21,986,655
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>7</u>	<u>6,546</u>	<u>15</u>	<u>72,868</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>3</u>	<u>9,927</u>
<u>UTILITIES</u>	<u>22</u>	<u>4</u>	<u>7,753</u>	<u>4</u>	<u>25,050</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>367</u>	<u>7,619,004</u>	<u>1,043</u>	<u>52,757,427</u>
CONSTRUCTION OF BUILDINGS	236	67	3,444,106	283	22,985,177
HEAVY CONSTRUCTION & HIGHWAYS	237	12	1,441,639	32	3,372,839
SPECIAL TRADE CONTRACTORS	238	288	2,733,259	728	26,399,411
<u>MANUFACTURING</u>	<u>31-33</u>	<u>180</u>	<u>1,309,607</u>	<u>580</u>	<u>5,072,170</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>617</u>	<u>4,513,324</u>	<u>1,452</u>	<u>24,863,277</u>
DURABLE GOODS	423	422	3,913,723	986	20,223,234
NONDURABLE GOODS	424	193	599,144	457	4,605,419
ELECTRONIC MARKETS, AGENTS & BROKERS	425	D	D	9	34,624
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>19</u>	<u>310,749</u>	<u>35</u>	<u>390,679</u>
<u>INFORMATION</u>	<u>51</u>	<u>193</u>	<u>2,431,237</u>	<u>436</u>	<u>18,426,253</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>44</u>	<u>224,097</u>	<u>108</u>	<u>5,728,136</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>111</u>	<u>1,487,477</u>	<u>266</u>	<u>6,866,092</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>194</u>	<u>1,052,274</u>	<u>520</u>	<u>8,052,484</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>225</u>	<u>898,378</u>	<u>677</u>	<u>9,725,462</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>15</u>	<u>548,693</u>	<u>96</u>	<u>5,036,587</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>45</u>	<u>10,226,063</u>	<u>228</u>	<u>58,362,195</u>
ACCOMMODATIONS	721	7	2,052,480	23	6,855,075
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	38	8,173,583	205	51,507,120
<u>OTHER SERVICES</u>	<u>81</u>	<u>137</u>	<u>2,072,411</u>	<u>436</u>	<u>15,061,102</u>
REPAIR & MAINTENANCE	811	95	1,606,596	269	12,761,852
PERSONAL SERVICE	812	28	225,228	123	2,047,361
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	14	240,587	44	251,889
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>6</u>	<u>32,677</u>	<u>10</u>	<u>25,191</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>3,872</b>	<b>\$71,351,750</b>	<b>9,704</b>	<b>\$546,108,527</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF KENT AND KIRKLAND  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	KENT*	UNITS	KIRKLAND*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,917</u>	<u>\$213,560,589</u>	<u>4,918</u>	<u>\$325,185,508</u>
MOTOR VEHICLES & PARTS	441	188	33,172,253	124	150,960,381
NEW & USED AUTO DEALERS	4411	40	18,308,742	28	144,904,813
RV, BOAT, MOTORCYCLE DEALERS	4412	26	8,086,454	18	124,243
AUTOMOTIVE PARTS & TIRE	4413	122	6,777,057	78	5,931,325
FURNITURE & HOME FURNISHING	442	294	11,993,184	347	11,949,065
ELECTRONICS & APPLIANCES	443	401	12,108,674	363	13,187,710
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	278	29,346,156	241	9,931,513
BUILDING MATERIALS	4441	223	27,346,196	182	9,584,611
LAWN & GARDEN SUPPLIES & EQUIP.	4442	55	1,999,960	59	346,902
FOOD & BEVERAGE STORES	445	160	17,407,009	169	13,633,845
GROCERY & CONVENIENCE STORES	4451	58	16,551,931	23	12,912,576
OTHER FOOD & BEVERAGE STORES	4452, 4453	102	855,078	146	721,269
DRUG/HEALTH STORES	446	385	7,432,808	434	12,972,416
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	38	9,545,824	23	3,481,253
APPAREL & ACCESSORIES	448	420	8,669,038	458	14,720,751
CLOTHING & SHOE STORES	4481, 4482	358	7,083,844	391	13,387,963
JEWELRY & LUGGAGE STORES	4483	62	1,585,194	67	1,332,788
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	426	4,963,701	454	5,792,292
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	344	4,837,328	365	5,456,511
BOOK STORES & NEWS DEALERS	4512	82	126,373	89	335,781
GENERAL MERCHANDISE STORES	452	48	36,995,644	39	47,441,186
DEPARTMENT STORES	4521	8	14,046,311	6	3,335,933
GENERAL MERCHANDISE STORES	4529	40	22,949,333	33	44,105,253
E-COMMERCE & MAIL ORDER	4541	453	11,797,970	470	19,393,997
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,826	30,128,328	1,796	21,721,099
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>22</u>	<u>110,175</u>	<u>29</u>	<u>138,924</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>21,634</u>	<u>3</u>	<u>1,201</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>2,003,192</u>	<u>8</u>	<u>264,422</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,378</u>	<u>81,373,692</u>	<u>3,217</u>	<u>141,612,940</u>
CONSTRUCTION OF BUILDINGS	236	587	31,397,412	969	96,772,614
HEAVY CONSTRUCTION & HIGHWAYS	237	76	10,305,443	69	5,446,462
SPECIAL TRADE CONTRACTORS	238	1,715	39,670,837	2,179	39,393,864
<u>MANUFACTURING</u>	<u>31-33</u>	<u>949</u>	<u>13,639,635</u>	<u>906</u>	<u>8,611,380</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,081</u>	<u>86,623,489</u>	<u>1,739</u>	<u>28,299,191</u>
DURABLE GOODS	423	1,423	72,659,797	1,124	23,593,238
NONDURABLE GOODS	424	643	13,911,626	601	4,665,105
ELECTRONIC MARKETS, AGENTS & BROKERS	425	15	52,066	14	40,848
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>82</u>	<u>1,674,200</u>	<u>42</u>	<u>896,816</u>
<u>INFORMATION</u>	<u>51</u>	<u>535</u>	<u>30,637,705</u>	<u>560</u>	<u>26,419,981</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>100</u>	<u>11,539,776</u>	<u>91</u>	<u>7,221,770</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>376</u>	<u>31,309,658</u>	<u>298</u>	<u>12,439,104</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>867</u>	<u>14,000,677</u>	<u>1,051</u>	<u>14,628,824</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>1,193</u>	<u>16,464,365</u>	<u>1,552</u>	<u>19,513,288</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>109</u>	<u>5,959,175</u>	<u>146</u>	<u>5,693,550</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>362</u>	<u>57,812,009</u>	<u>294</u>	<u>55,979,367</u>
ACCOMMODATIONS	721	19	4,858,464	16	8,887,172
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	343	52,953,545	278	47,092,195
<u>OTHER SERVICES</u>	<u>81</u>	<u>731</u>	<u>23,085,752</u>	<u>635</u>	<u>19,845,002</u>
REPAIR & MAINTENANCE	811	526	19,128,418	390	15,696,022
PERSONAL SERVICE	812	163	3,801,648	193	3,950,745
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	42	155,686	52	198,235
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>10</u>	<u>296,990</u>	<u>8</u>	<u>87,978</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>14,727</b>	<b>\$590,112,713</b>	<b>15,497</b>	<b>\$666,839,246</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF LACEY AND LONGVIEW  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	LACEY*	UNITS	LONGVIEW*
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>3,353</b>	<b>\$179,582,425</b>	<b>2,694</b>	<b>\$151,988,425</b>
MOTOR VEHICLES & PARTS	441	93	9,396,146	99	51,628,067
NEW & USED AUTO DEALERS	4411	8	83,556	19	45,622,761
RV, BOAT, MOTORCYCLE DEALERS	4412	13	2,631,368	17	103,178
AUTOMOTIVE PARTS & TIRE	4413	72	6,681,222	63	5,902,128
FURNITURE & HOME FURNISHING	442	209	5,320,471	141	3,235,469
ELECTRONICS & APPLIANCES	443	261	10,197,450	217	3,383,692
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	134	19,773,823	115	18,210,262
BUILDING MATERIALS	4441	108	18,614,472	93	17,082,259
LAWN & GARDEN SUPPLIES & EQUIP.	4442	26	1,159,351	22	1,128,003
FOOD & BEVERAGE STORES	445	71	6,864,920	56	7,476,757
GROCERY & CONVENIENCE STORES	4451	13	6,743,833	13	6,440,679
OTHER FOOD & BEVERAGE STORES	4452, 4453	58	121,087	43	1,036,078
DRUG/HEALTH STORES	446	309	5,616,241	245	7,190,801
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	16	2,079,454	24	5,405,644
APPAREL & ACCESSORIES	448	324	10,101,959	237	4,194,454
CLOTHING & SHOE STORES	4481, 4482	272	8,855,811	211	1,714,603
JEWELRY & LUGGAGE STORES	4483	52	1,246,148	26	2,479,851
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	304	17,338,137	248	2,586,982
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	240	17,185,375	198	2,474,316
BOOK STORES & NEWS DEALERS	4512	64	152,762	50	112,666
GENERAL MERCHANDISE STORES	452	38	69,031,096	31	36,430,374
DEPARTMENT STORES	4521	8	15,540,454	8	4,356,846
GENERAL MERCHANDISE STORES	4529	30	53,490,642	23	32,073,528
E-COMMERCE & MAIL ORDER	4541	344	5,939,169	290	3,384,239
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,250	17,923,559	991	8,861,684
<b>AGRICULTURE, FORESTRY, FISHING</b>	<b>11</b>	<b>19</b>	<b>49,078</b>	<b>14</b>	<b>41,205</b>
<b>MINING</b>	<b>21</b>	<b>4</b>	<b>17,623</b>	<b>4</b>	<b>90,348</b>
<b>UTILITIES</b>	<b>22</b>	<b>6</b>	<b>53,362</b>	<b>6</b>	<b>94,778</b>
<b>CONSTRUCTION</b>	<b>23</b>	<b>1,233</b>	<b>50,295,703</b>	<b>646</b>	<b>19,744,143</b>
CONSTRUCTION OF BUILDINGS	236	332	25,904,597	173	8,403,034
HEAVY CONSTRUCTION & HIGHWAYS	237	34	7,251,726	27	1,978,368
SPECIAL TRADE CONTRACTORS	238	867	17,139,380	446	9,362,741
<b>MANUFACTURING</b>	<b>31-33</b>	<b>480</b>	<b>3,276,326</b>	<b>398</b>	<b>4,183,946</b>
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>1,157</b>	<b>15,037,507</b>	<b>1,077</b>	<b>12,869,670</b>
DURABLE GOODS	423	772	11,205,557	762	10,343,196
NONDURABLE GOODS	424	382	3,821,161	310	2,523,636
ELECTRONIC MARKETS, AGENTS & BROKERS	425	3	10,789	5	2,838
<b>TRANSPORTATION &amp; WAREHOUSING</b>	<b>48-49</b>	<b>22</b>	<b>195,450</b>	<b>24</b>	<b>812,051</b>
<b>INFORMATION</b>	<b>51</b>	<b>348</b>	<b>13,744,149</b>	<b>342</b>	<b>9,192,367</b>
<b>FINANCE, INSURANCE</b>	<b>52</b>	<b>71</b>	<b>1,612,580</b>	<b>83</b>	<b>1,759,935</b>
<b>REAL ESTATE, RENTAL/LEASING</b>	<b>53</b>	<b>221</b>	<b>4,212,017</b>	<b>208</b>	<b>6,083,129</b>
<b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b>	<b>54</b>	<b>467</b>	<b>6,449,845</b>	<b>337</b>	<b>2,970,951</b>
<b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>	<b>55-62</b>	<b>726</b>	<b>5,612,968</b>	<b>439</b>	<b>4,264,016</b>
<b>ARTS, ENTERTAINMENT &amp; RECREATION</b>	<b>71</b>	<b>78</b>	<b>2,780,902</b>	<b>45</b>	<b>1,100,018</b>
<b>ACCOMMODATIONS &amp; FOOD SERVICES</b>	<b>72</b>	<b>161</b>	<b>35,152,415</b>	<b>112</b>	<b>21,486,154</b>
ACCOMMODATIONS	721	8	2,454,376	5	402,938
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	153	32,698,039	107	21,083,216
<b>OTHER SERVICES</b>	<b>81</b>	<b>366</b>	<b>9,087,356</b>	<b>319</b>	<b>7,032,237</b>
REPAIR & MAINTENANCE	811	240	7,325,527	199	5,644,159
PERSONAL SERVICE	812	96	1,712,103	86	1,168,982
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	30	49,726	34	219,096
<b>PUBLIC ADMINISTRATION, OTHER</b>	<b>92,00</b>	<b>9</b>	<b>172,597</b>	<b>5</b>	<b>53,213</b>
<b>TOTAL ALL INDUSTRIES</b>		<b>8,721</b>	<b>\$327,332,303</b>	<b>6,753</b>	<b>\$243,766,586</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF LYNNWOOD AND MARYSVILLE  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	LYNNWOOD*	UNITS	MARYSVILLE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,934</u>	<u>\$488,569,208</u>	<u>3,552</u>	<u>\$175,015,680</u>
MOTOR VEHICLES & PARTS	441	149	152,895,211	139	38,840,939
NEW & USED AUTO DEALERS	4411	48	142,082,462	25	28,957,929
RV, BOAT, MOTORCYCLE DEALERS	4412	14	3,445,740	22	3,730,286
AUTOMOTIVE PARTS & TIRE	4413	87	7,367,009	92	6,152,724
FURNITURE & HOME FURNISHING	442	258	23,103,911	218	3,310,572
ELECTRONICS & APPLIANCES	443	331	34,753,635	245	10,255,670
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	186	13,129,083	161	6,226,259
BUILDING MATERIALS	4441	153	12,860,651	132	4,934,476
LAWN & GARDEN SUPPLIES & EQUIP.	4442	33	268,432	29	1,291,783
FOOD & BEVERAGE STORES	445	95	12,389,689	73	10,518,449
GROCERY & CONVENIENCE STORES	4451	31	9,342,950	18	10,011,665
OTHER FOOD & BEVERAGE STORES	4452, 4453	64	3,046,739	55	506,784
DRUG/HEALTH STORES	446	346	14,564,622	321	5,898,210
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	19	3,239,276	19	2,886,535
APPAREL & ACCESSORIES	448	387	73,120,391	345	7,942,245
CLOTHING & SHOE STORES	4481, 4482	328	60,890,457	295	6,708,968
JEWELRY & LUGGAGE STORES	4483	59	12,229,934	50	1,233,277
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	338	29,223,401	309	5,680,257
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	272	26,939,757	252	5,568,813
BOOK STORES & NEWS DEALERS	4512	66	2,283,644	57	111,444
GENERAL MERCHANDISE STORES	452	36	98,259,467	38	62,718,429
DEPARTMENT STORES	4521	10	46,805,568	9	17,296,830
GENERAL MERCHANDISE STORES	4529	26	51,453,899	29	45,421,599
E-COMMERCE & MAIL ORDER	4541	373	7,792,000	357	7,235,179
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,416	26,098,522	1,327	13,502,936
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>16</u>	<u>23,146</u>	<u>13</u>	<u>11,156</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>9</u>	<u>560,153</u>	<u>5</u>	<u>105,777</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,936</u>	<u>57,163,403</u>	<u>1,353</u>	<u>35,143,305</u>
CONSTRUCTION OF BUILDINGS	236	498	32,337,331	312	20,003,124
HEAVY CONSTRUCTION & HIGHWAYS	237	55	1,241,296	31	2,419,822
SPECIAL TRADE CONTRACTORS	238	1,383	23,584,776	1,010	12,720,359
<u>MANUFACTURING</u>	<u>31-33</u>	<u>599</u>	<u>14,796,234</u>	<u>513</u>	<u>5,039,583</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,377</u>	<u>20,483,636</u>	<u>1,216</u>	<u>15,698,388</u>
DURABLE GOODS	423	914	16,234,901	818	12,577,278
NONDURABLE GOODS	424	459	4,205,240	394	3,106,949
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	43,495	4	14,161
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>37</u>	<u>808,135</u>	<u>26</u>	<u>429,153</u>
<u>INFORMATION</u>	<u>51</u>	<u>444</u>	<u>22,905,121</u>	<u>343</u>	<u>14,903,263</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>91</u>	<u>8,607,486</u>	<u>78</u>	<u>1,890,731</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>280</u>	<u>8,075,443</u>	<u>240</u>	<u>5,297,048</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>694</u>	<u>9,984,544</u>	<u>460</u>	<u>2,531,028</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>1,091</u>	<u>11,880,147</u>	<u>741</u>	<u>4,975,510</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>84</u>	<u>4,615,732</u>	<u>68</u>	<u>2,018,209</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>257</u>	<u>59,759,225</u>	<u>149</u>	<u>28,916,517</u>
ACCOMMODATIONS	721	16	8,406,270	3	1,156,876
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	241	51,352,955	146	27,759,641
<u>OTHER SERVICES</u>	<u>81</u>	<u>541</u>	<u>16,019,445</u>	<u>411</u>	<u>9,536,343</u>
REPAIR & MAINTENANCE	811	354	11,565,856	273	7,846,056
PERSONAL SERVICE	812	151	4,219,209	104	1,650,153
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	36	234,380	34	40,134
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>7</u>	<u>26,793</u>	<u>6</u>	<u>9,943</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>11,398</b>	<b>\$724,279,206</b>	<b>9,176</b>	<b>\$301,522,634</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	MERCER ISLAND*	UNITS	MOSES LAKE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,914</u>	<u>\$34,882,488</u>	<u>2,485</u>	<u>\$101,019,166</u>
MOTOR VEHICLES & PARTS	441	47	132,156	107	22,200,027
NEW & USED AUTO DEALERS	4411	6	40,566	22	15,888,380
RV, BOAT, MOTORCYCLE DEALERS	4412	15	53,439	20	1,934,410
AUTOMOTIVE PARTS & TIRE	4413	26	38,151	65	4,377,237
FURNITURE & HOME FURNISHING	442	211	2,955,454	139	2,582,332
ELECTRONICS & APPLIANCES	443	200	3,490,606	189	3,365,526
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	137	2,523,906	89	15,917,993
BUILDING MATERIALS	4441	110	2,300,525	69	15,220,079
LAWN & GARDEN SUPPLIES & EQUIP.	4442	27	223,381	20	697,914
FOOD & BEVERAGE STORES	445	93	1,595,040	48	4,795,113
GROCERY & CONVENIENCE STORES	4451	7	1,440,886	16	4,600,474
OTHER FOOD & BEVERAGE STORES	4452, 4453	86	154,154	32	194,639
DRUG/HEALTH STORES	446	240	2,459,343	215	3,658,241
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	7	550,605	26	3,898,331
APPAREL & ACCESSORIES	448	315	2,961,639	245	3,250,383
CLOTHING & SHOE STORES	4481, 4482	275	2,801,245	220	2,857,156
JEWELRY & LUGGAGE STORES	4483	40	160,394	25	393,227
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	278	1,870,755	217	3,996,296
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	226	1,325,265	176	3,961,179
BOOK STORES & NEWS DEALERS	4512	52	545,490	41	35,117
GENERAL MERCHANDISE STORES	452	23	4,704,088	32	23,294,485
DEPARTMENT STORES	4521	5	215,235	6	5,511,232
GENERAL MERCHANDISE STORES	4529	18	4,488,853	26	17,783,253
E-COMMERCE & MAIL ORDER	4541	321	5,996,735	266	2,955,388
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,042	5,642,161	912	11,105,051
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>16</u>	<u>35,396</u>	<u>9</u>	<u>32,977</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>47,498</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>483,336</u>	<u>7</u>	<u>180,857</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>1,653</u>	<u>53,039,579</u>	<u>477</u>	<u>19,870,810</u>
CONSTRUCTION OF BUILDINGS	236	437	36,170,548	110	10,202,501
HEAVY CONSTRUCTION & HIGHWAYS	237	49	2,070,005	18	1,654,103
SPECIAL TRADE CONTRACTORS	238	1,167	14,799,026	349	8,014,206
<u>MANUFACTURING</u>	<u>31-33</u>	<u>453</u>	<u>2,003,332</u>	<u>322</u>	<u>2,389,738</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>889</u>	<u>4,039,666</u>	<u>1,041</u>	<u>18,157,298</u>
DURABLE GOODS	423	520	3,144,597	715	15,442,192
NONDURABLE GOODS	424	364	893,925	321	2,709,019
ELECTRONIC MARKETS, AGENTS & BROKERS	425	5	1,144	5	6,087
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>16</u>	<u>73,364</u>	<u>21</u>	<u>223,353</u>
<u>INFORMATION</u>	<u>51</u>	<u>311</u>	<u>5,834,896</u>	<u>307</u>	<u>7,241,571</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>56</u>	<u>2,257,670</u>	<u>76</u>	<u>1,946,302</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>165</u>	<u>1,750,007</u>	<u>176</u>	<u>3,207,442</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>472</u>	<u>3,407,714</u>	<u>317</u>	<u>2,591,658</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>879</u>	<u>7,821,238</u>	<u>327</u>	<u>3,210,877</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>71</u>	<u>1,927,535</u>	<u>30</u>	<u>701,213</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>87</u>	<u>6,684,200</u>	<u>94</u>	<u>21,396,792</u>
ACCOMMODATIONS	721	D	D	18	3,346,609
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	85	6,647,772	76	18,050,183
<u>OTHER SERVICES</u>	<u>81</u>	<u>240</u>	<u>2,583,779</u>	<u>246</u>	<u>8,373,466</u>
REPAIR & MAINTENANCE	811	144	1,009,401	159	7,121,238
PERSONAL SERVICE	812	66	1,391,144	65	1,140,438
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	30	183,234	22	111,790
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>7</u>	<u>5,400</u>	<u>6</u>	<u>42,960</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>8,236</b>	<b>\$126,877,098</b>	<b>5,942</b>	<b>\$190,590,337</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	MOUNT VERNON*	UNITS	MOUNTLAKE TERRACE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,015</u>	<u>\$111,907,999</u>	<u>2,256</u>	<u>\$24,472,768</u>
MOTOR VEHICLES & PARTS	441	107	36,767,195	39	361,091
NEW & USED AUTO DEALERS	4411	19	21,294,879	7	8,472
RV, BOAT, MOTORCYCLE DEALERS	4412	20	12,034,096	5	11,246
AUTOMOTIVE PARTS & TIRE	4413	68	3,438,220	27	341,373
FURNITURE & HOME FURNISHING	442	169	3,002,244	145	589,699
ELECTRONICS & APPLIANCES	443	237	4,768,943	165	7,483,428
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	134	12,976,256	100	1,212,635
BUILDING MATERIALS	4441	102	10,533,120	84	1,115,353
LAWN & GARDEN SUPPLIES & EQUIP.	4442	32	2,443,136	16	97,282
FOOD & BEVERAGE STORES	445	75	8,820,164	38	3,085,269
GROCERY & CONVENIENCE STORES	4451	15	8,297,797	15	3,061,725
OTHER FOOD & BEVERAGE STORES	4452, 4453	60	522,367	23	23,544
DRUG/HEALTH STORES	446	267	3,134,151	206	1,798,803
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	19	2,548,036	8	544,837
APPAREL & ACCESSORIES	448	280	1,556,236	247	855,305
CLOTHING & SHOE STORES	4481, 4482	242	1,266,926	216	818,523
JEWELRY & LUGGAGE STORES	4483	38	289,310	31	36,782
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	267	3,312,458	201	442,838
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	205	3,182,722	163	422,634
BOOK STORES & NEWS DEALERS	4512	62	129,736	38	20,204
GENERAL MERCHANDISE STORES	452	29	19,106,349	22	2,393,109
DEPARTMENT STORES	4521	6	303,260	3	121,602
GENERAL MERCHANDISE STORES	4529	23	18,803,089	19	2,271,507
E-COMMERCE & MAIL ORDER	4541	326	3,824,090	249	2,544,696
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,105	12,091,877	836	3,161,058
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>18</u>	<u>57,560</u>	<u>7</u>	<u>5,349</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>59,417</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>5</u>	<u>75,326</u>	<u>D</u>	<u>D</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>810</u>	<u>29,774,199</u>	<u>801</u>	<u>12,372,936</u>
CONSTRUCTION OF BUILDINGS	236	204	16,042,921	181	7,820,267
HEAVY CONSTRUCTION & HIGHWAYS	237	29	2,140,483	25	436,762
SPECIAL TRADE CONTRACTORS	238	577	11,590,795	595	4,115,907
<u>MANUFACTURING</u>	<u>31-33</u>	<u>465</u>	<u>3,944,470</u>	<u>261</u>	<u>1,727,542</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,142</u>	<u>12,973,059</u>	<u>675</u>	<u>6,200,360</u>
DURABLE GOODS	423	787	10,249,275	445	5,574,253
NONDURABLE GOODS	424	347	2,495,480	227	625,800
ELECTRONIC MARKETS, AGENTS & BROKERS	425	8	228,304	3	307
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>23</u>	<u>731,590</u>	<u>9</u>	<u>49,516</u>
<u>INFORMATION</u>	<u>51</u>	<u>344</u>	<u>6,726,704</u>	<u>259</u>	<u>6,995,229</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>73</u>	<u>1,189,187</u>	<u>47</u>	<u>678,557</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>196</u>	<u>5,410,308</u>	<u>129</u>	<u>973,339</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>439</u>	<u>5,519,765</u>	<u>294</u>	<u>5,200,661</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>539</u>	<u>5,538,364</u>	<u>456</u>	<u>4,801,101</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>60</u>	<u>1,649,196</u>	<u>39</u>	<u>1,031,159</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>124</u>	<u>17,235,253</u>	<u>57</u>	<u>5,141,952</u>
ACCOMMODATIONS	721	11	1,445,949	D	D
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	113	15,789,304	56	4,893,777
<u>OTHER SERVICES</u>	<u>81</u>	<u>312</u>	<u>5,477,841</u>	<u>177</u>	<u>1,188,414</u>
REPAIR & MAINTENANCE	811	193	4,090,045	101	687,884
PERSONAL SERVICE	812	84	1,274,175	56	421,639
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	35	113,621	20	78,891
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>8</u>	<u>57,369</u>	<u>3</u>	<u>1,750</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>7,578</b>	<b>\$208,327,607</b>	<b>5,473</b>	<b>\$70,844,756</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	OAK HARBOR*	UNITS	OLYMPIA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,521</u>	<u>\$54,149,730</u>	<u>4,712</u>	<u>\$307,299,681</u>
MOTOR VEHICLES & PARTS	441	68	5,201,021	134	100,996,571
NEW & USED AUTO DEALERS	4411	8	2,871,902	24	93,259,685
RV, BOAT, MOTORCYCLE DEALERS	4412	13	48,125	31	2,951,975
AUTOMOTIVE PARTS & TIRE	4413	47	2,280,994	79	4,784,911
FURNITURE & HOME FURNISHING	442	152	1,389,882	250	13,307,598
ELECTRONICS & APPLIANCES	443	180	2,708,816	383	25,353,427
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	77	10,196,374	189	23,927,730
BUILDING MATERIALS	4441	61	10,130,090	148	21,382,971
LAWN & GARDEN SUPPLIES & EQUIP.	4442	16	66,284	41	2,544,759
FOOD & BEVERAGE STORES	445	43	4,980,174	127	17,152,592
GROCERY & CONVENIENCE STORES	4451	5	4,431,130	26	14,455,723
OTHER FOOD & BEVERAGE STORES	4452, 4453	38	549,044	101	2,696,869
DRUG/HEALTH STORES	446	209	2,589,984	420	11,383,581
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	9	1,703,620	24	3,534,139
APPAREL & ACCESSORIES	448	270	2,279,264	435	23,871,487
CLOTHING & SHOE STORES	4481, 4482	229	1,630,746	370	20,386,848
JEWELRY & LUGGAGE STORES	4483	41	648,518	65	3,484,639
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	263	1,412,129	429	20,351,817
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	216	1,330,380	330	18,100,187
BOOK STORES & NEWS DEALERS	4512	47	81,749	99	2,251,630
GENERAL MERCHANDISE STORES	452	27	12,333,166	35	28,944,405
DEPARTMENT STORES	4521	3	205,773	9	27,640,269
GENERAL MERCHANDISE STORES	4529	24	12,127,393	26	1,304,136
E-COMMERCE & MAIL ORDER	4541	286	3,238,887	445	10,257,182
MISCELLANEOUS RETAILERS	453, 4542, 4543	937	6,116,413	1,841	28,219,152
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>9</u>	<u>16,727</u>	<u>38</u>	<u>56,584</u>
<u>MINING</u>	<u>21</u>	<u>0</u>	<u>0</u>	<u>4</u>	<u>82,879</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>63,397</u>	<u>9</u>	<u>39,022</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>427</u>	<u>25,325,567</u>	<u>1,629</u>	<u>66,554,895</u>
CONSTRUCTION OF BUILDINGS	236	105	19,885,160	454	35,795,065
HEAVY CONSTRUCTION & HIGHWAYS	237	14	1,074,749	46	5,497,813
SPECIAL TRADE CONTRACTORS	238	308	4,365,658	1,129	25,262,017
<u>MANUFACTURING</u>	<u>31-33</u>	<u>302</u>	<u>2,094,150</u>	<u>819</u>	<u>7,013,373</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>805</u>	<u>5,217,491</u>	<u>1,728</u>	<u>32,406,738</u>
DURABLE GOODS	423	525	3,378,145	1,149	27,165,426
NONDURABLE GOODS	424	276	1,663,216	567	5,162,242
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	176,130	12	79,070
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>13</u>	<u>11,501</u>	<u>34</u>	<u>293,459</u>
<u>INFORMATION</u>	<u>51</u>	<u>264</u>	<u>5,121,496</u>	<u>557</u>	<u>30,407,590</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>58</u>	<u>945,875</u>	<u>100</u>	<u>5,285,580</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>132</u>	<u>2,049,689</u>	<u>320</u>	<u>11,668,762</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>275</u>	<u>2,361,730</u>	<u>779</u>	<u>13,980,670</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>344</u>	<u>2,099,421</u>	<u>1,058</u>	<u>15,899,061</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>53</u>	<u>933,336</u>	<u>177</u>	<u>3,503,257</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>80</u>	<u>14,323,351</u>	<u>272</u>	<u>54,987,571</u>
ACCOMMODATIONS	721	8	1,330,881	15	5,577,929
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	72	12,992,470	257	49,409,642
<u>OTHER SERVICES</u>	<u>81</u>	<u>190</u>	<u>2,760,317</u>	<u>599</u>	<u>14,041,341</u>
REPAIR & MAINTENANCE	811	107	1,791,413	345	10,871,606
PERSONAL SERVICE	812	62	754,693	199	2,926,127
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	21	214,211	55	243,608
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>4</u>	<u>8,412</u>	<u>15</u>	<u>3,157,003</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>5,482</b>	<b>\$117,487,095</b>	<b>12,850</b>	<b>\$566,677,466</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections



TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF OMAK AND PASCO  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	OMAK*	UNITS	PASCO*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>1,057</u>	<u>\$41,702,859</u>	<u>3,127</u>	<u>\$176,274,829</u>
MOTOR VEHICLES & PARTS	441	35	9,519,302	152	95,064,255
NEW & USED AUTO DEALERS	4411	7	7,932,516	32	71,388,793
RV, BOAT, MOTORCYCLE DEALERS	4412	4	1,240	23	13,615,746
AUTOMOTIVE PARTS & TIRE	4413	24	1,585,546	97	10,059,716
FURNITURE & HOME FURNISHING	442	53	434,446	168	3,656,939
ELECTRONICS & APPLIANCES	443	85	1,438,612	243	5,505,252
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	35	5,753,403	106	13,960,625
BUILDING MATERIALS	4441	28	5,557,251	78	13,610,571
LAWN & GARDEN SUPPLIES & EQUIP.	4442	7	196,152	28	350,054
FOOD & BEVERAGE STORES	445	16	1,198,194	75	7,432,725
GROCERY & CONVENIENCE STORES	4451	6	1,194,679	20	6,883,308
OTHER FOOD & BEVERAGE STORES	4452, 4453	10	3,515	55	549,417
DRUG/HEALTH STORES	446	103	1,294,096	268	4,382,865
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	7	677,012	26	6,012,561
APPAREL & ACCESSORIES	448	118	242,008	312	2,329,989
CLOTHING & SHOE STORES	4481, 4482	108	239,691	276	2,199,325
JEWELRY & LUGGAGE STORES	4483	10	2,317	36	130,664
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	92	604,672	289	1,348,398
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	74	597,094	231	1,126,046
BOOK STORES & NEWS DEALERS	4512	18	7,578	58	222,352
GENERAL MERCHANDISE STORES	452	18	15,329,929	30	20,716,654
DEPARTMENT STORES	4521	D	D	5	622,362
GENERAL MERCHANDISE STORES	4529	16	14,307,972	25	20,094,292
E-COMMERCE & MAIL ORDER	4541	123	523,788	307	5,122,327
MISCELLANEOUS RETAILERS	453, 4542, 4543	372	4,687,397	1,151	10,742,239
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>3</u>	<u>30,270</u>	<u>17</u>	<u>185,975</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>33,479</u>	<u>6</u>	<u>16,359</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>129</u>	<u>2,689,247</u>	<u>836</u>	<u>47,402,055</u>
CONSTRUCTION OF BUILDINGS	236	24	798,148	186	16,748,532
HEAVY CONSTRUCTION & HIGHWAYS	237	10	603,268	40	2,456,132
SPECIAL TRADE CONTRACTORS	238	95	1,287,831	610	28,197,391
<u>MANUFACTURING</u>	<u>31-33</u>	<u>91</u>	<u>121,680</u>	<u>421</u>	<u>5,190,212</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>411</u>	<u>1,770,545</u>	<u>1,244</u>	<u>31,768,856</u>
DURABLE GOODS	423	274	1,280,476	848	26,206,141
NONDURABLE GOODS	424	136	482,791	384	5,520,347
ELECTRONIC MARKETS, AGENTS & BROKERS	425	D	D	12	42,368
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>9</u>	<u>509,341</u>	<u>46</u>	<u>2,246,326</u>
<u>INFORMATION</u>	<u>51</u>	<u>159</u>	<u>1,261,602</u>	<u>339</u>	<u>9,463,223</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>31</u>	<u>98,759</u>	<u>82</u>	<u>1,557,539</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>77</u>	<u>940,028</u>	<u>204</u>	<u>10,262,966</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>133</u>	<u>443,103</u>	<u>421</u>	<u>4,241,493</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>133</u>	<u>398,478</u>	<u>482</u>	<u>6,529,291</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>18</u>	<u>375,667</u>	<u>57</u>	<u>1,778,906</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>35</u>	<u>5,128,522</u>	<u>158</u>	<u>27,186,409</u>
ACCOMMODATIONS	721	5	707,637	16	3,928,220
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	30	4,420,885	142	23,258,189
<u>OTHER SERVICES</u>	<u>81</u>	<u>101</u>	<u>1,115,792</u>	<u>315</u>	<u>10,525,634</u>
REPAIR & MAINTENANCE	811	61	910,112	216	8,358,611
PERSONAL SERVICE	812	28	203,517	67	2,045,315
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	12	2,163	32	121,708
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>3</u>	<u>317</u>	<u>10</u>	<u>429,743</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>2,394</b>	<b>\$56,622,958</b>	<b>7,766</b>	<b>\$335,079,132</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	PORT ANGELES*	UNITS	PORT TOWNSEND*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,502</u>	<u>\$38,130,740</u>	<u>2,185</u>	<u>\$25,021,201</u>
MOTOR VEHICLES & PARTS	441	80	6,940,514	55	2,915,727
NEW & USED AUTO DEALERS	4411	12	5,237,544	6	204,075
RV, BOAT, MOTORCYCLE DEALERS	4412	16	43,684	15	745,612
AUTOMOTIVE PARTS & TIRE	4413	52	1,659,286	34	1,966,040
FURNITURE & HOME FURNISHING	442	128	1,285,835	138	901,190
ELECTRONICS & APPLIANCES	443	188	1,923,411	164	1,296,078
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	96	3,116,003	97	2,461,606
BUILDING MATERIALS	4441	73	3,049,060	72	2,287,367
LAWN & GARDEN SUPPLIES & EQUIP.	4442	23	66,943	25	174,239
FOOD & BEVERAGE STORES	445	44	4,390,837	42	3,313,461
GROCERY & CONVENIENCE STORES	4451	10	3,629,997	6	3,025,794
OTHER FOOD & BEVERAGE STORES	4452, 4453	34	760,840	36	287,667
DRUG/HEALTH STORES	446	214	3,103,545	193	2,146,752
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	10	2,108,193	5	847,986
APPAREL & ACCESSORIES	448	241	1,011,862	226	1,578,689
CLOTHING & SHOE STORES	4481, 4482	210	983,790	195	1,450,039
JEWELRY & LUGGAGE STORES	4483	31	28,072	31	128,650
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	258	2,464,782	201	763,742
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	206	1,994,968	156	565,520
BOOK STORES & NEWS DEALERS	4512	52	469,814	45	198,222
GENERAL MERCHANDISE STORES	452	25	4,640,243	23	1,619,628
DEPARTMENT STORES	4521	6	943,482	5	131,242
GENERAL MERCHANDISE STORES	4529	19	3,696,761	18	1,488,386
E-COMMERCE & MAIL ORDER	4541	296	2,443,414	253	1,815,847
MISCELLANEOUS RETAILERS	453, 4542, 4543	922	4,702,101	788	5,360,495
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>14</u>	<u>158,062</u>	<u>14</u>	<u>42,365</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>3</u>	<u>10,867</u>	<u>D</u>	<u>D</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>413</u>	<u>12,782,573</u>	<u>358</u>	<u>16,420,119</u>
CONSTRUCTION OF BUILDINGS	236	116	6,293,155	98	11,706,711
HEAVY CONSTRUCTION & HIGHWAYS	237	13	354,545	10	706,906
SPECIAL TRADE CONTRACTORS	238	284	6,134,873	250	4,006,502
<u>MANUFACTURING</u>	<u>31-33</u>	<u>343</u>	<u>3,312,281</u>	<u>308</u>	<u>2,348,216</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,000</u>	<u>8,405,222</u>	<u>743</u>	<u>3,894,732</u>
DURABLE GOODS	423	686	6,997,326	467	2,593,445
NONDURABLE GOODS	424	310	1,394,916	273	1,298,931
ELECTRONIC MARKETS, AGENTS & BROKERS	425	4	12,980	3	2,356
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>17</u>	<u>274,498</u>	<u>14</u>	<u>157,357</u>
<u>INFORMATION</u>	<u>51</u>	<u>298</u>	<u>4,186,087</u>	<u>264</u>	<u>2,160,517</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>64</u>	<u>1,052,069</u>	<u>43</u>	<u>570,920</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>135</u>	<u>2,036,176</u>	<u>101</u>	<u>847,832</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>320</u>	<u>1,831,980</u>	<u>234</u>	<u>1,419,959</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>350</u>	<u>3,105,923</u>	<u>262</u>	<u>1,889,436</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>59</u>	<u>692,502</u>	<u>71</u>	<u>626,090</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>121</u>	<u>13,815,571</u>	<u>99</u>	<u>8,323,338</u>
ACCOMMODATIONS	721	27	2,625,537	28	1,732,313
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	94	11,190,034	71	6,591,025
<u>OTHER SERVICES</u>	<u>81</u>	<u>236</u>	<u>3,362,875</u>	<u>149</u>	<u>3,115,847</u>
REPAIR & MAINTENANCE	811	145	2,528,378	86	2,738,046
PERSONAL SERVICE	812	67	685,665	45	354,550
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	24	148,832	18	23,251
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>6</u>	<u>12,967</u>	<u>5</u>	<u>974,987</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>5,883</b>	<b>\$93,180,481</b>	<b>4,854</b>	<b>\$67,825,331</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF PULLMAN AND PUYALLUP  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	PULLMAN*	UNITS	PUYALLUP*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>2,468</u>	<u>\$49,461,926</u>	<u>4,454</u>	<u>\$439,760,492</u>
MOTOR VEHICLES & PARTS	441	67	10,720,665	144	205,015,145
NEW & USED AUTO DEALERS	4411	11	8,506,293	38	200,787,194
RV, BOAT, MOTORCYCLE DEALERS	4412	13	129,279	18	262,861
AUTOMOTIVE PARTS & TIRE	4413	43	2,085,093	88	3,965,090
FURNITURE & HOME FURNISHING	442	139	1,058,754	239	8,549,268
ELECTRONICS & APPLIANCES	443	199	2,753,001	303	15,742,444
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	74	4,032,695	193	26,108,049
BUILDING MATERIALS	4441	59	3,943,376	154	22,766,278
LAWN & GARDEN SUPPLIES & EQUIP.	4442	15	89,319	39	3,341,771
FOOD & BEVERAGE STORES	445	43	3,156,314	85	5,927,456
GROCERY & CONVENIENCE STORES	4451	9	3,128,768	14	3,516,608
OTHER FOOD & BEVERAGE STORES	4452, 4453	34	27,546	71	2,410,848
DRUG/HEALTH STORES	446	238	3,512,705	359	10,047,527
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	9	809,065	24	4,400,103
APPAREL & ACCESSORIES	448	261	1,656,534	423	22,451,409
CLOTHING & SHOE STORES	4481, 4482	237	1,336,054	361	19,305,104
JEWELRY & LUGGAGE STORES	4483	24	320,480	62	3,146,305
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	244	2,974,955	404	15,811,194
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	198	716,293	339	15,499,289
BOOK STORES & NEWS DEALERS	4512	46	2,258,662	65	311,905
GENERAL MERCHANDISE STORES	452	27	11,015,255	43	94,535,251
DEPARTMENT STORES	4521	5	144,473	9	34,127,519
GENERAL MERCHANDISE STORES	4529	22	10,870,782	34	60,407,732
E-COMMERCE & MAIL ORDER	4541	283	3,717,621	401	8,411,786
MISCELLANEOUS RETAILERS	453, 4542, 4543	884	4,054,362	1,836	22,760,860
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>3</u>	<u>2,134</u>	<u>32</u>	<u>87,187</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>D</u>	<u>D</u>	<u>8</u>	<u>149,196</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>360</u>	<u>32,156,080</u>	<u>1,946</u>	<u>61,162,874</u>
CONSTRUCTION OF BUILDINGS	236	88	14,176,767	529	39,082,911
HEAVY CONSTRUCTION & HIGHWAYS	237	18	4,409,509	52	2,706,942
SPECIAL TRADE CONTRACTORS	238	254	13,569,804	1,365	19,373,021
<u>MANUFACTURING</u>	<u>31-33</u>	<u>305</u>	<u>1,560,172</u>	<u>704</u>	<u>5,929,999</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>952</u>	<u>10,671,636</u>	<u>1,505</u>	<u>22,306,589</u>
DURABLE GOODS	423	648	9,300,223	1,029	18,413,789
NONDURABLE GOODS	424	297	1,369,124	468	3,779,953
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	2,289	8	112,847
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>17</u>	<u>825,356</u>	<u>37</u>	<u>1,080,978</u>
<u>INFORMATION</u>	<u>51</u>	<u>278</u>	<u>4,765,150</u>	<u>423</u>	<u>20,718,003</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>50</u>	<u>334,868</u>	<u>100</u>	<u>7,301,004</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>119</u>	<u>3,883,695</u>	<u>300</u>	<u>7,686,718</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>331</u>	<u>2,822,048</u>	<u>645</u>	<u>8,889,659</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>278</u>	<u>4,866,582</u>	<u>1,009</u>	<u>11,141,264</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>36</u>	<u>887,762</u>	<u>112</u>	<u>3,823,623</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>95</u>	<u>18,928,851</u>	<u>210</u>	<u>47,722,866</u>
ACCOMMODATIONS	721	11	3,441,252	9	3,890,965
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	84	15,487,599	201	43,831,901
<u>OTHER SERVICES</u>	<u>81</u>	<u>175</u>	<u>2,965,351</u>	<u>557</u>	<u>12,863,889</u>
REPAIR & MAINTENANCE	811	86	2,283,251	375	9,534,717
PERSONAL SERVICE	812	65	636,986	142	2,859,150
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	24	45,114	40	470,022
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>7</u>	<u>50,303</u>	<u>8</u>	<u>14,441</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>5,478</b>	<b>\$134,193,169</b>	<b>12,051</b>	<b>\$650,646,997</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF REDMOND AND RENTON  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	REDMOND*	UNITS	RENTON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>4,459</u>	<u>\$255,275,182</u>	<u>4,815</u>	<u>\$396,294,376</u>
MOTOR VEHICLES & PARTS	441	102	9,687,910	162	140,189,943
NEW & USED AUTO DEALERS	4411	17	1,734,490	33	130,201,595
RV, BOAT, MOTORCYCLE DEALERS	4412	18	1,805,670	24	2,060,468
AUTOMOTIVE PARTS & TIRE	4413	67	6,147,750	105	7,927,880
FURNITURE & HOME FURNISHING	442	306	17,414,681	288	54,704,492
ELECTRONICS & APPLIANCES	443	375	46,539,547	394	26,550,634
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	224	19,280,846	224	19,413,858
BUILDING MATERIALS	4441	173	18,380,969	183	17,300,211
LAWN & GARDEN SUPPLIES & EQUIP.	4442	51	899,877	41	2,113,647
FOOD & BEVERAGE STORES	445	141	10,567,248	143	12,081,653
GROCERY & CONVENIENCE STORES	4451	17	9,443,580	35	10,464,956
OTHER FOOD & BEVERAGE STORES	4452, 4453	124	1,123,668	108	1,616,697
DRUG/HEALTH STORES	446	348	9,279,095	432	16,139,340
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	10	1,295,715	31	5,560,473
APPAREL & ACCESSORIES	448	427	14,590,694	439	8,468,477
CLOTHING & SHOE STORES	4481, 4482	366	13,702,805	373	5,980,852
JEWELRY & LUGGAGE STORES	4483	61	887,889	66	2,487,625
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	424	7,845,300	414	7,164,156
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	349	7,398,435	339	7,046,915
BOOK STORES & NEWS DEALERS	4512	75	446,865	75	117,241
GENERAL MERCHANDISE STORES	452	37	62,694,905	44	66,667,698
DEPARTMENT STORES	4521	9	26,673,096	10	18,842,289
GENERAL MERCHANDISE STORES	4529	28	36,021,809	34	47,825,409
E-COMMERCE & MAIL ORDER	4541	431	19,765,558	455	13,747,188
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,634	36,313,683	1,789	25,606,464
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>21</u>	<u>247,353</u>	<u>23</u>	<u>186,925</u>
<u>MINING</u>	<u>21</u>	<u>3</u>	<u>32,634</u>	<u>7</u>	<u>48,836</u>
<u>UTILITIES</u>	<u>22</u>	<u>6</u>	<u>20,790</u>	<u>7</u>	<u>689,988</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,520</u>	<u>181,215,858</u>	<u>2,519</u>	<u>127,984,122</u>
CONSTRUCTION OF BUILDINGS	236	709	113,345,248	670	79,484,456
HEAVY CONSTRUCTION & HIGHWAYS	237	72	7,704,259	70	17,098,862
SPECIAL TRADE CONTRACTORS	238	1,739	60,166,351	1,779	31,400,804
<u>MANUFACTURING</u>	<u>31-33</u>	<u>882</u>	<u>10,493,984</u>	<u>852</u>	<u>13,772,120</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,766</u>	<u>90,222,881</u>	<u>1,815</u>	<u>40,079,745</u>
DURABLE GOODS	423	1,181	81,772,894	1,230	30,845,700
NONDURABLE GOODS	424	568	8,329,209	571	8,501,345
ELECTRONIC MARKETS, AGENTS & BROKERS	425	17	120,778	14	732,700
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>57</u>	<u>563,516</u>	<u>68</u>	<u>1,402,356</u>
<u>INFORMATION</u>	<u>51</u>	<u>529</u>	<u>35,005,890</u>	<u>531</u>	<u>28,384,043</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>96</u>	<u>5,107,302</u>	<u>96</u>	<u>6,849,657</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>319</u>	<u>27,296,996</u>	<u>350</u>	<u>15,213,200</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>957</u>	<u>38,283,044</u>	<u>881</u>	<u>22,948,835</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>1,299</u>	<u>25,042,246</u>	<u>1,238</u>	<u>20,230,916</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>158</u>	<u>7,552,786</u>	<u>122</u>	<u>3,163,511</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>274</u>	<u>82,808,903</u>	<u>318</u>	<u>71,727,967</u>
ACCOMMODATIONS	721	10	12,407,255	15	7,020,180
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	264	70,401,648	303	64,707,787
<u>OTHER SERVICES</u>	<u>81</u>	<u>553</u>	<u>23,079,912</u>	<u>647</u>	<u>16,549,143</u>
REPAIR & MAINTENANCE	811	357	17,403,902	434	13,064,898
PERSONAL SERVICE	812	154	5,543,610	160	3,222,430
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	42	132,400	53	261,815
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>9</u>	<u>52,297</u>	<u>9</u>	<u>123,750</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>13,908</b>	<b>\$782,301,574</b>	<b>14,298</b>	<b>\$765,649,490</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	RICHLAND*	UNITS	SEA TAC*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,567</u>	<u>\$153,438,305</u>	<u>2,165</u>	<u>\$41,876,808</u>
MOTOR VEHICLES & PARTS	441	100	23,333,568	63	4,997,473
NEW & USED AUTO DEALERS	4411	19	16,289,871	8	108,513
RV, BOAT, MOTORCYCLE DEALERS	4412	19	655,052	7	242,004
AUTOMOTIVE PARTS & TIRE	4413	62	6,388,645	48	4,646,956
FURNITURE & HOME FURNISHING	442	207	7,654,874	144	2,379,140
ELECTRONICS & APPLIANCES	443	267	6,640,141	183	4,208,644
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	122	19,550,821	113	1,842,910
BUILDING MATERIALS	4441	95	17,647,833	97	1,552,872
LAWN & GARDEN SUPPLIES & EQUIP.	4442	27	1,902,988	16	290,038
FOOD & BEVERAGE STORES	445	92	10,705,577	58	4,613,330
GROCERY & CONVENIENCE STORES	4451	14	8,816,213	22	3,793,111
OTHER FOOD & BEVERAGE STORES	4452, 4453	78	1,889,364	36	820,219
DRUG/HEALTH STORES	446	340	6,183,469	176	423,518
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	20	4,241,361	14	1,378,923
APPAREL & ACCESSORIES	448	326	8,296,075	207	1,451,391
CLOTHING & SHOE STORES	4481, 4482	281	7,412,695	179	1,411,776
JEWELRY & LUGGAGE STORES	4483	45	883,380	28	39,615
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	352	3,573,392	174	491,471
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	275	2,940,552	145	448,446
BOOK STORES & NEWS DEALERS	4512	77	632,840	29	43,025
GENERAL MERCHANDISE STORES	452	43	43,312,178	23	345,977
DEPARTMENT STORES	4521	10	14,546,494	5	149,297
GENERAL MERCHANDISE STORES	4529	33	28,765,684	18	196,680
E-COMMERCE & MAIL ORDER	4541	368	7,250,315	235	1,854,569
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,330	12,696,534	775	17,889,462
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>17</u>	<u>111,959</u>	<u>6</u>	<u>2,455</u>
<u>MINING</u>	<u>21</u>	<u>D</u>	<u>D</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>6</u>	<u>207,330</u>	<u>3</u>	<u>7,144</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>928</u>	<u>53,573,597</u>	<u>822</u>	<u>110,286,679</u>
CONSTRUCTION OF BUILDINGS	236	246	29,610,162	155	90,585,163
HEAVY CONSTRUCTION & HIGHWAYS	237	33	3,157,068	29	5,845,530
SPECIAL TRADE CONTRACTORS	238	649	20,806,367	638	13,855,986
<u>MANUFACTURING</u>	<u>31-33</u>	<u>543</u>	<u>6,252,785</u>	<u>334</u>	<u>3,212,842</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,372</u>	<u>26,670,934</u>	<u>753</u>	<u>12,499,388</u>
DURABLE GOODS	423	946	21,679,960	500	5,572,764
NONDURABLE GOODS	424	418	4,922,187	248	6,809,840
ELECTRONIC MARKETS, AGENTS & BROKERS	425	8	68,787	5	116,784
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>34</u>	<u>619,141</u>	<u>52</u>	<u>29,388,660</u>
<u>INFORMATION</u>	<u>51</u>	<u>378</u>	<u>11,723,444</u>	<u>248</u>	<u>7,125,247</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>86</u>	<u>1,136,250</u>	<u>52</u>	<u>716,968</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>218</u>	<u>6,282,913</u>	<u>204</u>	<u>60,443,349</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>496</u>	<u>7,467,609</u>	<u>282</u>	<u>4,658,808</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>595</u>	<u>10,996,987</u>	<u>462</u>	<u>3,255,609</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>82</u>	<u>4,978,239</u>	<u>39</u>	<u>423,961</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>173</u>	<u>40,109,560</u>	<u>124</u>	<u>103,001,218</u>
ACCOMMODATIONS	721	17	6,275,850	33	48,059,294
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	156	33,833,710	91	54,941,924
<u>OTHER SERVICES</u>	<u>81</u>	<u>327</u>	<u>8,758,237</u>	<u>247</u>	<u>16,207,564</u>
REPAIR & MAINTENANCE	811	194	6,215,600	170	5,993,684
PERSONAL SERVICE	812	101	2,378,988	53	10,159,691
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	32	163,649	24	54,189
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>6</u>	<u>12,781</u>	<u>5</u>	<u>53,198</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>8,830</b>	<b>\$332,348,427</b>	<b>5,800</b>	<b>\$393,172,656</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF SEATTLE AND SHELTON  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	SEATTLE*	UNITS	SHELTON*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>12,468</u>	<u>\$2,010,542,472</u>	<u>1,786</u>	<u>\$34,246,611</u>
MOTOR VEHICLES & PARTS	441	377	283,683,846	61	2,110,902
NEW & USED AUTO DEALERS	4411	97	224,133,433	5	28,836
RV, BOAT, MOTORCYCLE DEALERS	4412	96	37,740,574	12	39,916
AUTOMOTIVE PARTS & TIRE	4413	184	21,809,839	44	2,042,150
FURNITURE & HOME FURNISHING	442	691	99,959,698	101	728,529
ELECTRONICS & APPLIANCES	443	897	193,746,032	145	1,148,368
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	562	130,960,742	82	2,110,286
BUILDING MATERIALS	4441	427	124,600,791	68	2,005,408
LAWN & GARDEN SUPPLIES & EQUIP.	4442	135	6,359,951	14	104,878
FOOD & BEVERAGE STORES	445	766	141,882,051	27	1,930,737
GROCERY & CONVENIENCE STORES	4451	318	118,469,380	10	1,765,120
OTHER FOOD & BEVERAGE STORES	4452, 4453	448	23,412,671	17	165,617
DRUG/HEALTH STORES	446	877	127,081,837	163	1,147,839
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	110	26,771,958	11	1,428,888
APPAREL & ACCESSORIES	448	1,237	236,982,418	172	903,167
CLOTHING & SHOE STORES	4481, 4482	939	214,025,527	147	796,372
JEWELRY & LUGGAGE STORES	4483	298	22,956,891	25	106,795
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	993	116,022,123	152	388,302
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	747	95,887,027	113	300,423
BOOK STORES & NEWS DEALERS	4512	246	20,135,096	39	87,879
GENERAL MERCHANDISE STORES	452	85	211,849,096	26	18,507,888
DEPARTMENT STORES	4521	10	83,440,621	5	174,074
GENERAL MERCHANDISE STORES	4529	75	128,408,475	21	18,333,814
E-COMMERCE & MAIL ORDER	4541	847	161,896,403	203	1,389,273
MISCELLANEOUS RETAILERS	453, 4542, 4543	5,026	279,706,268	643	2,452,432
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>97</u>	<u>1,015,848</u>	<u>13</u>	<u>73,592</u>
<u>MINING</u>	<u>21</u>	<u>10</u>	<u>101,163</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>15</u>	<u>575,594</u>	<u>3</u>	<u>26,273</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>9,069</u>	<u>1,979,479,330</u>	<u>358</u>	<u>4,612,624</u>
CONSTRUCTION OF BUILDINGS	236	3,423	1,446,363,378	74	1,098,122
HEAVY CONSTRUCTION & HIGHWAYS	237	183	57,480,325	10	352,578
SPECIAL TRADE CONTRACTORS	238	5,463	475,635,627	274	3,161,924
<u>MANUFACTURING</u>	<u>31-33</u>	<u>3,009</u>	<u>138,960,167</u>	<u>227</u>	<u>792,080</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>4,059</u>	<u>437,193,874</u>	<u>693</u>	<u>4,283,744</u>
DURABLE GOODS	423	2,635	365,820,178	471	3,330,212
NONDURABLE GOODS	424	1,384	70,282,350	219	951,440
ELECTRONIC MARKETS, AGENTS & BROKERS	425	40	1,091,346	3	2,092
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>279</u>	<u>27,622,383</u>	<u>7</u>	<u>23,507</u>
<u>INFORMATION</u>	<u>51</u>	<u>1,267</u>	<u>404,475,269</u>	<u>222</u>	<u>2,968,735</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>205</u>	<u>54,990,194</u>	<u>54</u>	<u>1,139,044</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>985</u>	<u>151,823,323</u>	<u>130</u>	<u>1,612,383</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>3,806</u>	<u>254,428,446</u>	<u>207</u>	<u>1,353,156</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>4,087</u>	<u>272,644,544</u>	<u>285</u>	<u>1,304,160</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>1,159</u>	<u>66,573,191</u>	<u>27</u>	<u>299,038</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>3,071</u>	<u>1,010,247,579</u>	<u>60</u>	<u>6,924,033</u>
ACCOMMODATIONS	721	238	245,424,065	3	221,890
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	2,833	764,823,514	57	6,702,143
<u>OTHER SERVICES</u>	<u>81</u>	<u>2,756</u>	<u>186,546,872</u>	<u>157</u>	<u>1,991,122</u>
REPAIR & MAINTENANCE	811	1,425	90,450,328	98	1,371,885
PERSONAL SERVICE	812	1,134	90,822,883	41	436,991
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	197	5,273,661	18	182,246
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>25</u>	<u>1,018,664</u>	<u>4</u>	<u>161,615</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>46,367</b>	<b>\$6,998,238,913</b>	<b>4,235</b>	<b>\$61,812,001</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF SPOKANE AND SUNNYSIDE  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	SPOKANE*	UNITS	SUNNYSIDE*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>6,123</u>	<u>\$641,803,252</u>	<u>1,395</u>	<u>\$42,971,211</u>
MOTOR VEHICLES & PARTS	441	259	120,639,670	55	9,631,786
NEW & USED AUTO DEALERS	4411	79	88,747,186	12	6,826,997
RV, BOAT, MOTORCYCLE DEALERS	4412	40	6,419,621	4	6,751
AUTOMOTIVE PARTS & TIRE	4413	140	25,472,863	39	2,798,038
FURNITURE & HOME FURNISHING	442	309	26,821,551	77	503,504
ELECTRONICS & APPLIANCES	443	480	43,558,620	121	1,959,832
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	230	57,050,674	62	4,713,649
BUILDING MATERIALS	4441	180	54,455,527	53	2,911,045
LAWN & GARDEN SUPPLIES & EQUIP.	4442	50	2,595,147	9	1,802,604
FOOD & BEVERAGE STORES	445	197	38,593,994	31	2,586,236
GROCERY & CONVENIENCE STORES	4451	56	34,389,844	19	2,564,707
OTHER FOOD & BEVERAGE STORES	4452, 4453	141	4,204,150	12	21,529
DRUG/HEALTH STORES	446	542	37,609,881	120	822,454
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	57	11,784,137	12	1,360,155
APPAREL & ACCESSORIES	448	544	57,929,384	154	941,371
CLOTHING & SHOE STORES	4481, 4482	453	49,980,527	136	919,954
JEWELRY & LUGGAGE STORES	4483	91	7,948,857	18	21,417
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	553	34,904,150	109	616,485
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	430	29,433,646	82	598,620
BOOK STORES & NEWS DEALERS	4512	123	5,470,504	27	17,865
GENERAL MERCHANDISE STORES	452	53	124,036,735	23	15,941,956
DEPARTMENT STORES	4521	11	42,281,331	4	1,240,597
GENERAL MERCHANDISE STORES	4529	42	81,755,404	19	14,701,359
E-COMMERCE & MAIL ORDER	4541	536	25,347,193	139	1,131,422
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,363	63,527,263	492	2,762,361
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>32</u>	<u>141,990</u>	<u>7</u>	<u>751,081</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>41,251</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>10</u>	<u>736,622</u>	<u>3</u>	<u>18,936</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,097</u>	<u>214,934,604</u>	<u>304</u>	<u>9,255,800</u>
CONSTRUCTION OF BUILDINGS	236	697	114,231,069	61	5,096,902
HEAVY CONSTRUCTION & HIGHWAYS	237	54	18,604,324	15	1,008,617
SPECIAL TRADE CONTRACTORS	238	1,346	82,099,211	228	3,150,281
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,134</u>	<u>24,254,072</u>	<u>155</u>	<u>2,477,750</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,379</u>	<u>98,986,039</u>	<u>597</u>	<u>7,471,686</u>
DURABLE GOODS	423	1,624	80,781,619	413	5,177,246
NONDURABLE GOODS	424	737	18,112,489	179	2,285,639
ELECTRONIC MARKETS, AGENTS & BROKERS	425	18	91,931	5	8,801
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>89</u>	<u>6,922,258</u>	<u>13</u>	<u>153,949</u>
<u>INFORMATION</u>	<u>51</u>	<u>675</u>	<u>64,052,317</u>	<u>185</u>	<u>3,784,070</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>134</u>	<u>13,609,232</u>	<u>50</u>	<u>530,499</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>412</u>	<u>36,561,888</u>	<u>130</u>	<u>1,467,970</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>1,166</u>	<u>24,948,680</u>	<u>195</u>	<u>1,044,864</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>1,170</u>	<u>37,998,665</u>	<u>216</u>	<u>1,028,416</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>249</u>	<u>7,824,833</u>	<u>10</u>	<u>279,806</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>588</u>	<u>172,537,166</u>	<u>70</u>	<u>8,766,366</u>
ACCOMMODATIONS	721	51	26,492,442	5	604,607
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	537	146,044,724	65	8,161,759
<u>OTHER SERVICES</u>	<u>81</u>	<u>926</u>	<u>39,168,591</u>	<u>136</u>	<u>2,953,298</u>
REPAIR & MAINTENANCE	811	501	26,553,121	78	2,322,335
PERSONAL SERVICE	812	357	11,248,241	40	570,625
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	68	1,367,229	18	60,338
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>16</u>	<u>967,090</u>	<u>4</u>	<u>12,492</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>17,205</b>	<b>\$1,385,488,550</b>	<b>3,472</b>	<b>\$83,044,271</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF TACOMA AND TUKWILA  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	TACOMA*	UNITS	TUKWILA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>6,741</u>	<u>\$687,782,265</u>	<u>2,540</u>	<u>\$325,739,776</u>
MOTOR VEHICLES & PARTS	441	258	185,348,891	71	20,403,082
NEW & USED AUTO DEALERS	4411	87	167,367,208	14	15,927,903
RV, BOAT, MOTORCYCLE DEALERS	4412	33	4,970,546	9	421,985
AUTOMOTIVE PARTS & TIRE	4413	138	13,011,137	48	4,053,194
FURNITURE & HOME FURNISHING	442	362	19,456,953	179	14,320,314
ELECTRONICS & APPLIANCES	443	528	53,653,549	261	49,017,600
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	311	51,430,379	140	21,760,449
BUILDING MATERIALS	4441	246	50,184,926	116	20,767,911
LAWN & GARDEN SUPPLIES & EQUIP.	4442	65	1,245,453	24	992,538
FOOD & BEVERAGE STORES	445	261	32,977,249	82	8,318,228
GROCERY & CONVENIENCE STORES	4451	103	31,016,698	25	4,080,528
OTHER FOOD & BEVERAGE STORES	4452, 4453	158	1,960,551	57	4,237,700
DRUG/HEALTH STORES	446	559	36,162,112	213	9,860,169
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	52	12,056,370	17	2,704,908
APPAREL & ACCESSORIES	448	633	62,437,676	234	72,569,726
CLOTHING & SHOE STORES	4481, 4482	531	50,721,796	204	63,723,964
JEWELRY & LUGGAGE STORES	4483	102	11,715,880	30	8,845,762
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	570	41,320,909	178	20,891,041
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	452	38,841,638	153	19,209,575
BOOK STORES & NEWS DEALERS	4512	118	2,479,271	25	1,681,466
GENERAL MERCHANDISE STORES	452	61	109,963,063	26	71,884,101
DEPARTMENT STORES	4521	9	42,342,113	9	43,264,084
GENERAL MERCHANDISE STORES	4529	52	67,620,950	17	28,620,017
E-COMMERCE & MAIL ORDER	4541	570	25,447,349	228	4,203,766
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,576	57,527,765	911	29,806,392
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>44</u>	<u>210,608</u>	<u>10</u>	<u>83,951</u>
<u>MINING</u>	<u>21</u>	<u>6</u>	<u>28,924</u>	<u>3</u>	<u>7,537</u>
<u>UTILITIES</u>	<u>22</u>	<u>12</u>	<u>658,265</u>	<u>5</u>	<u>11,968</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>3,496</u>	<u>285,231,746</u>	<u>1,099</u>	<u>47,851,516</u>
CONSTRUCTION OF BUILDINGS	236	1,059	152,064,705	260	32,159,348
HEAVY CONSTRUCTION & HIGHWAYS	237	94	52,629,401	34	2,894,289
SPECIAL TRADE CONTRACTORS	238	2,343	80,537,640	805	12,797,879
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,317</u>	<u>21,784,234</u>	<u>437</u>	<u>5,010,524</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,556</u>	<u>84,530,342</u>	<u>1,116</u>	<u>38,288,602</u>
DURABLE GOODS	423	1,740	69,962,255	774	33,976,686
NONDURABLE GOODS	424	799	14,490,132	331	4,215,290
ELECTRONIC MARKETS, AGENTS & BROKERS	425	17	77,955	11	96,626
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>100</u>	<u>14,024,425</u>	<u>39</u>	<u>1,196,769</u>
<u>INFORMATION</u>	<u>51</u>	<u>678</u>	<u>64,662,627</u>	<u>323</u>	<u>26,900,864</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>132</u>	<u>13,042,958</u>	<u>71</u>	<u>1,458,122</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>508</u>	<u>39,004,830</u>	<u>252</u>	<u>19,161,512</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>1,268</u>	<u>23,404,915</u>	<u>472</u>	<u>14,062,649</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>1,664</u>	<u>31,499,970</u>	<u>580</u>	<u>7,808,040</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>248</u>	<u>7,372,594</u>	<u>41</u>	<u>6,106,155</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>641</u>	<u>142,276,179</u>	<u>191</u>	<u>74,154,863</u>
ACCOMMODATIONS	721	31	15,968,337	15	15,714,826
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	610	126,307,842	176	58,440,037
<u>OTHER SERVICES</u>	<u>81</u>	<u>1,076</u>	<u>39,510,203</u>	<u>299</u>	<u>8,157,871</u>
REPAIR & MAINTENANCE	811	692	29,171,159	210	5,598,425
PERSONAL SERVICE	812	304	9,703,169	67	2,527,995
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	80	635,875	22	31,451
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>16</u>	<u>1,205,733</u>	<u>3</u>	<u>9,140</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>20,503</b>	<b>\$1,456,230,818</b>	<b>7,481</b>	<b>\$576,009,859</b>

\*Taxable Retail Sales Based upon the Local 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)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	VANCOUVER*	UNITS	WALLA WALLA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>5,700</u>	<u>\$497,942,938</u>	<u>2,726</u>	<u>\$61,939,589</u>
MOTOR VEHICLES & PARTS	441	193	132,707,659	89	14,152,692
NEW & USED AUTO DEALERS	4411	30	117,141,439	15	10,594,755
RV, BOAT, MOTORCYCLE DEALERS	4412	27	2,871,521	17	454,267
AUTOMOTIVE PARTS & TIRE	4413	136	12,694,699	57	3,103,670
FURNITURE & HOME FURNISHING	442	300	13,047,831	165	2,103,439
ELECTRONICS & APPLIANCES	443	447	24,232,559	224	3,860,407
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	246	33,730,098	99	4,011,276
BUILDING MATERIALS	4441	184	30,647,627	74	3,458,937
LAWN & GARDEN SUPPLIES & EQUIP.	4442	62	3,082,471	25	552,339
FOOD & BEVERAGE STORES	445	214	27,675,482	86	7,447,032
GROCERY & CONVENIENCE STORES	4451	56	23,125,660	16	6,679,406
OTHER FOOD & BEVERAGE STORES	4452, 4453	158	4,549,822	70	767,626
DRUG/HEALTH STORES	446	495	31,512,598	242	3,750,014
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	58	11,459,913	13	1,368,610
APPAREL & ACCESSORIES	448	504	32,089,371	261	2,371,239
CLOTHING & SHOE STORES	4481, 4482	428	28,495,842	227	1,739,809
JEWELRY & LUGGAGE STORES	4483	76	3,593,529	34	631,430
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	496	16,848,214	250	2,622,570
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	390	14,161,196	197	2,143,919
BOOK STORES & NEWS DEALERS	4512	106	2,687,018	53	478,651
GENERAL MERCHANDISE STORES	452	48	115,937,242	30	8,845,198
DEPARTMENT STORES	4521	7	33,241,161	7	2,656,974
GENERAL MERCHANDISE STORES	4529	41	82,696,081	23	6,188,224
E-COMMERCE & MAIL ORDER	4541	544	18,429,973	296	3,659,986
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,155	40,271,998	971	7,747,126
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>35</u>	<u>80,166</u>	<u>18</u>	<u>178,645</u>
<u>MINING</u>	<u>21</u>	<u>4</u>	<u>81,981</u>	<u>D</u>	<u>D</u>
<u>UTILITIES</u>	<u>22</u>	<u>9</u>	<u>1,977,874</u>	<u>5</u>	<u>93,057</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>2,530</u>	<u>203,715,358</u>	<u>511</u>	<u>26,059,910</u>
CONSTRUCTION OF BUILDINGS	236	699	115,745,127	143	17,569,180
HEAVY CONSTRUCTION & HIGHWAYS	237	61	9,755,039	18	526,622
SPECIAL TRADE CONTRACTORS	238	1,770	78,215,192	350	7,964,108
<u>MANUFACTURING</u>	<u>31-33</u>	<u>1,012</u>	<u>14,944,102</u>	<u>388</u>	<u>3,521,161</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>2,281</u>	<u>69,171,394</u>	<u>1,089</u>	<u>12,271,275</u>
DURABLE GOODS	423	1,536	57,029,993	751	9,618,717
NONDURABLE GOODS	424	727	11,920,696	332	2,629,829
ELECTRONIC MARKETS, AGENTS & BROKERS	425	18	220,705	6	22,729
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>81</u>	<u>2,607,129</u>	<u>16</u>	<u>263,052</u>
<u>INFORMATION</u>	<u>51</u>	<u>667</u>	<u>50,480,853</u>	<u>343</u>	<u>6,466,453</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>131</u>	<u>14,111,823</u>	<u>77</u>	<u>1,097,094</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>419</u>	<u>21,713,779</u>	<u>176</u>	<u>2,818,290</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>1,001</u>	<u>21,699,834</u>	<u>396</u>	<u>3,481,777</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>1,340</u>	<u>31,275,135</u>	<u>394</u>	<u>4,148,755</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>186</u>	<u>9,680,221</u>	<u>53</u>	<u>1,028,354</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>470</u>	<u>121,363,313</u>	<u>179</u>	<u>24,872,271</u>
ACCOMMODATIONS	721	26	17,128,819	73	5,461,598
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	444	104,234,494	106	19,410,673
<u>OTHER SERVICES</u>	<u>81</u>	<u>884</u>	<u>27,947,230</u>	<u>248</u>	<u>5,122,025</u>
REPAIR & MAINTENANCE	811	521	20,765,376	129	4,020,305
PERSONAL SERVICE	812	296	6,673,173	88	1,044,372
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	67	508,681	31	57,348
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>11</u>	<u>128,693</u>	<u>6</u>	<u>373,127</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>16,761</b>	<b>\$1,088,921,823</b>	<b>6,626</b>	<b>\$153,738,497</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 4: TAXABLE RETAIL SALES FOR THE CITIES OF WENATCHEE AND YAKIMA  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 4th Quarter, 2017

INDUSTRY	NAICS	UNITS	WENATCHEE*	UNITS	YAKIMA*
<u>RETAIL TRADE</u>	<u>44-45</u>	<u>3,058</u>	<u>\$146,058,424</u>	<u>3,906</u>	<u>\$262,051,807</u>
MOTOR VEHICLES & PARTS	441	122	39,193,880	197	69,528,548
NEW & USED AUTO DEALERS	4411	26	29,969,809	61	52,003,752
RV, BOAT, MOTORCYCLE DEALERS	4412	21	2,746,027	33	6,058,092
AUTOMOTIVE PARTS & TIRE	4413	75	6,478,044	103	11,466,704
FURNITURE & HOME FURNISHING	442	165	5,692,054	194	6,495,995
ELECTRONICS & APPLIANCES	443	241	3,430,873	317	13,262,779
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	113	25,021,387	147	34,520,677
BUILDING MATERIALS	4441	89	22,821,184	116	31,893,752
LAWN & GARDEN SUPPLIES & EQUIP.	4442	24	2,200,203	31	2,626,925
FOOD & BEVERAGE STORES	445	86	7,021,795	122	14,374,786
GROCERY & CONVENIENCE STORES	4451	25	6,285,395	37	13,710,766
OTHER FOOD & BEVERAGE STORES	4452, 4453	61	736,400	85	664,020
DRUG/HEALTH STORES	446	279	6,176,564	344	10,301,637
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	12	2,053,534	34	4,876,598
APPAREL & ACCESSORIES	448	312	5,662,651	349	9,546,947
CLOTHING & SHOE STORES	4481, 4482	269	5,020,610	301	7,986,226
JEWELRY & LUGGAGE STORES	4483	43	642,041	48	1,560,721
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	289	5,601,837	352	8,126,792
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	234	5,425,863	273	7,427,298
BOOK STORES & NEWS DEALERS	4512	55	175,974	79	699,494
GENERAL MERCHANDISE STORES	452	27	29,556,315	45	65,183,997
DEPARTMENT STORES	4521	7	11,660,591	8	9,593,662
GENERAL MERCHANDISE STORES	4529	20	17,895,724	37	55,590,335
E-COMMERCE & MAIL ORDER	4541	316	4,339,760	361	7,895,796
MISCELLANEOUS RETAILERS	453, 4542, 4543	1,096	12,307,774	1,444	17,937,255
<u>AGRICULTURE, FORESTRY, FISHING</u>	<u>11</u>	<u>18</u>	<u>60,403</u>	<u>17</u>	<u>155,719</u>
<u>MINING</u>	<u>21</u>	<u>5</u>	<u>61,353</u>	<u>4</u>	<u>45,973</u>
<u>UTILITIES</u>	<u>22</u>	<u>5</u>	<u>17,098</u>	<u>4</u>	<u>31,506</u>
<u>CONSTRUCTION</u>	<u>23</u>	<u>656</u>	<u>37,114,094</u>	<u>886</u>	<u>59,245,074</u>
CONSTRUCTION OF BUILDINGS	236	178	16,592,209	252	31,847,828
HEAVY CONSTRUCTION & HIGHWAYS	237	32	2,735,507	33	2,032,470
SPECIAL TRADE CONTRACTORS	238	446	17,786,378	601	25,364,776
<u>MANUFACTURING</u>	<u>31-33</u>	<u>482</u>	<u>6,242,192</u>	<u>629</u>	<u>9,716,707</u>
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>1,251</u>	<u>24,292,005</u>	<u>1,580</u>	<u>36,516,490</u>
DURABLE GOODS	423	871	18,714,380	1,104	30,922,689
NONDURABLE GOODS	424	373	5,545,196	465	5,556,486
ELECTRONIC MARKETS, AGENTS & BROKERS	425	7	32,429	11	37,315
<u>TRANSPORTATION &amp; WAREHOUSING</u>	<u>48-49</u>	<u>24</u>	<u>505,999</u>	<u>43</u>	<u>1,026,538</u>
<u>INFORMATION</u>	<u>51</u>	<u>372</u>	<u>14,262,578</u>	<u>460</u>	<u>23,311,732</u>
<u>FINANCE, INSURANCE</u>	<u>52</u>	<u>88</u>	<u>1,016,018</u>	<u>107</u>	<u>3,931,339</u>
<u>REAL ESTATE, RENTAL/LEASING</u>	<u>53</u>	<u>199</u>	<u>7,008,084</u>	<u>271</u>	<u>16,015,951</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u>	<u>54</u>	<u>442</u>	<u>6,612,618</u>	<u>579</u>	<u>8,857,541</u>
<u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>	<u>55-62</u>	<u>447</u>	<u>4,742,728</u>	<u>628</u>	<u>10,428,261</u>
<u>ARTS, ENTERTAINMENT &amp; RECREATION</u>	<u>71</u>	<u>58</u>	<u>1,445,222</u>	<u>94</u>	<u>3,842,774</u>
<u>ACCOMMODATIONS &amp; FOOD SERVICES</u>	<u>72</u>	<u>148</u>	<u>29,483,598</u>	<u>275</u>	<u>58,652,722</u>
ACCOMMODATIONS	721	19	6,849,069	30	6,744,723
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	129	22,634,529	245	51,907,999
<u>OTHER SERVICES</u>	<u>81</u>	<u>297</u>	<u>7,845,155</u>	<u>508</u>	<u>17,690,500</u>
REPAIR & MAINTENANCE	811	168	6,377,097	321	14,158,884
PERSONAL SERVICE	812	92	1,299,071	143	3,159,332
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	37	168,987	44	372,284
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92,00</u>	<u>10</u>	<u>125,712</u>	<u>11</u>	<u>163,340</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>7,560</b>	<b>\$286,893,281</b>	<b>10,002</b>	<b>\$511,683,974</b>

\*Taxable Retail Sales Based upon the Local County/City Sales Tax Collections

TABLE 5: BUSINESS & OCCUPATION TAX:  
GROSS INCOME, TAXABLE INCOME & TAX DUE  
STATEWIDE BY INDUSTRY (NAICS)  
4TH QUARTER, 2017

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
<b>AGRICULTURE, FORESTRY, FISHING</b>	<b>11</b>	<b>\$1,378,331,688</b>	<b>\$849,164,524</b>	<b>\$4,881,337</b>
CROP & ANIMAL PRODUCTION	111,112	417,485,068	228,716,243	1,268,165
FORESTRY & LOGGING	113	560,243,775	429,941,612	1,656,322
FISHING & HUNTING	114	166,916,392	19,423,368	109,527
AG & FORESTRY SUPPORT ACTIVITIES	115	233,686,453	171,083,301	1,847,323
<b>MINING</b>	<b>21</b>	<b>157,425,307</b>	<b>117,709,342</b>	<b>654,634</b>
SAND & GRAVEL, QUARRYING	2123	103,210,046	92,659,023	521,766
OTHER EXTRACTION AND SUPPORT ACTIVITIES	211, 2121, 2122, 213	54,215,261	25,050,319	132,868
<b>UTILITIES</b>	<b>22</b>	<b>890,606,228</b>	<b>635,852,210</b>	<b>8,427,082</b>
HYDROELECTRIC POWER GENERATION	221111	9,361,556	8,212,390	97,453
ALTERNATIVE POWER GENERATION	221114-221117	4,937,325	3,989,662	30,964
OTHER ELECTRIC POWER GENERATION	221112, 221113, 221118	8,174,769	5,443,086	45,739
ELECTRIC POWER TRANSMISSION & DISTRIBUTION	221121, 221122	124,164,393	113,815,088	1,284,392
NATURAL GAS DISTRIBUTION	2212	221,977,637	44,431,099	251,880
WATER & SEWER	2213	521,990,548	459,960,885	6,716,654
<b>CONSTRUCTION</b>	<b>23</b>	<b>16,403,293,357</b>	<b>14,695,472,888</b>	<b>72,080,238</b>
RESIDENTIAL BUILDING & REMODELING	2361	2,851,707,280	2,698,109,028	13,215,880
NONRESIDENTIAL BUILDING	2362	3,930,224,055	3,493,680,761	16,727,826
HEAVY CONSTRUCTION & HIGHWAYS	237	1,847,312,534	1,546,703,438	7,949,773
SPECIAL TRADE CONTRACTORS	238	7,774,049,488	6,956,979,661	34,186,759
ELECTRICAL	23821	1,679,724,213	1,475,723,147	7,381,808
PLUMBING & HEATING	23822	1,346,004,935	1,235,650,542	6,064,861
PAINTING	23832	280,485,274	261,265,915	1,268,082
MASONRY/DRYWALL	23814, 23831	442,986,149	415,820,146	2,005,201
ROOFING	23816	336,631,848	311,828,381	1,492,601
OTHER CONTRACTORS	238 not listed above	3,688,217,069	3,256,691,530	15,974,206
<b>MANUFACTURING</b>	<b>31-33</b>	<b>45,793,820,817</b>	<b>31,473,760,391</b>	<b>122,381,361</b>
FOOD PRODUCTS	311	4,692,712,276	1,899,991,775	7,081,641
MILLING OF GRAINS	3112	216,829,859	129,140,606	588,560
FRUITS & VEGETABLES	3114	1,115,393,649	161,521,754	732,294
DAIRY PRODUCTS	3115	604,693,986	97,104,833	476,723
MEAT PRODUCTS	3116	587,584,052	585,189,178	890,715
SEAFOOD PRODUCTS	3117	810,504,086	135,823,445	669,592
BAKERY PRODUCTS	3118	509,595,732	252,577,490	1,222,417
OTHER FOOD ITEMS	3111, 3113, 3119	848,110,912	538,634,469	2,501,340
BEVERAGES	312	669,206,629	405,415,011	1,974,268
TEXTILES	313,314	236,893,452	136,499,262	675,934
APPAREL	315	56,621,173	38,227,304	194,188
LEATHER & ALLIED PRODUCTS	316	31,182,876	15,924,951	79,159
LUMBER & WOOD PRODUCTS	321	2,077,505,421	1,308,374,002	5,239,521
SAWMILLS	3211	848,708,739	533,412,436	1,903,709
PLYWOOD & TRUSSES	3212	335,528,800	210,361,863	856,829
MILLWORK, WINDOWS, WOOD PRODUCTS	3219	893,267,882	564,599,703	2,478,983
PAPER PRODUCTS	322	1,937,622,176	1,127,647,396	4,358,749
PULP & PAPER MILLS	3221	1,436,433,738	769,864,032	2,730,184
OTHER PAPER PRODUCTS	3222	501,188,438	357,783,364	1,628,565
COMMERCIAL PRINTING	323	245,559,575	185,449,522	925,785
PETROLEUM & COAL PRODUCTS	324	5,353,402,318	4,986,574,606	24,195,140
PETROLEUM REFINING	32411	5,156,663,516	4,841,041,500	23,489,334
ASPHALT/PETROLEUM/COAL PRODUCTS	32412, 32419	196,738,802	145,533,106	705,806
CHEMICALS	325	1,990,205,709	1,111,635,550	5,275,932
CHEMICALS, PESTICIDES & FERTILIZERS	3251, 3253	705,413,981	363,642,777	1,823,382
PHARMACEUTICALS	3254	444,527,214	264,082,258	1,304,537
RESIN, SYNTHETIC FIBERS & FILAMENTS	3252	360,679,118	207,484,004	776,957
PAINT, COATING & ADHESIVES	3255	29,376,840	19,886,880	96,290
SOAP, CLEANING COMPOUND & TOILETRIES	3256	214,938,524	112,106,110	543,850
OTHER CHEMICAL PRODUCTS	3259	235,270,032	144,433,521	730,916

TABLE 5: BUSINESS & OCCUPATION TAX:  
GROSS INCOME, TAXABLE INCOME & TAX DUE  
STATEWIDE BY INDUSTRY (NAICS)  
4TH QUARTER, 2017

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
PLASTICS & RUBBER PRODUCTS	326	854,012,832	515,554,434	2,424,030
NONMETALLIC MINERALS	327	854,966,017	634,860,693	3,044,062
PRIMARY METALS	331	658,416,620	476,040,069	1,977,999
IRON & STEEL MILLS	3311, 3312	248,757,303	166,129,978	766,192
ALUMINUM SMELTING	3313	201,476,865	177,092,293	576,705
OTHER NONFERROUS METALS	3314	36,391,671	35,216,595	170,416
FOUNDRIES	3315	171,790,781	97,601,203	464,686
FABRICATED METAL PRODUCTS	332	1,592,157,594	1,085,383,544	4,930,897
MACHINERY	333	1,695,117,144	914,930,981	4,391,543
FARM & CONSTRUCTION IMPLEMENTS	3331	175,197,185	67,407,328	327,214
INDUSTRIAL MACHINERY	3332	357,620,994	157,977,232	774,536
COMMERCIAL & OTHER EQUIPMENT	3333-3336 & 3339	1,162,298,965	689,546,421	3,289,793
COMPUTERS & ELECTRONICS	334	3,077,322,709	1,493,387,964	7,276,655
COMPUTER HARDWARE	3341	155,667,256	29,314,023	162,484
TELEPHONE & COMMUNICATIONS EQUIPMENT	3342	179,544,118	73,981,230	363,849
AUDIO & VIDEO EQUIPMENT	3343	48,729,916	12,281,206	63,497
SEMICONDUCTORS	3344	815,296,051	390,685,361	1,685,357
INSTRUMENTS	3345	1,847,769,449	968,313,488	4,866,778
SOFTWARE, OTHER MAGNETIC & OPTICAL MEDIA	3346	30,315,919	18,812,656	134,690
ELECTRICAL EQUIPMENT & APPLIANCES	335	694,903,843	317,831,982	1,529,046
LIGHTING EQUIPMENT	3351	148,005,301	37,252,200	184,555
HOUSEHOLD APPLIANCES	3352	2,536,054	2,217,158	10,757
OTHER ELECTRIC EQUIPMENT	3353, 3359	544,362,488	278,362,624	1,333,734
TRANSPORTATION EQUIPMENT	336	17,364,500,237	13,767,290,984	41,770,437
MOTOR VEHICLES & PARTS	3361, 3362, 3363	383,048,959	268,002,392	1,299,962
AIRCRAFT, AEROSPACE & PARTS	3364	16,616,421,965	13,235,137,770	39,156,349
SHIPS & BOATS	3366	334,906,073	240,911,429	1,200,763
RAILROAD, OTHER TRANSPORTATION EQUIP.	3365, 3369	30,123,240	23,239,393	113,363
FURNITURE & RELATED PRODUCTS	337	399,189,484	283,772,764	1,361,607
OTHER MANUFACTURING	339	1,312,322,732	768,967,597	3,674,768
OTHER MEDICAL EQUIP & SUPPLIES	339112-339115	172,648,730	97,052,789	488,780
DENTAL LABORATORIES	339116	56,899,323	51,708,107	298,594
SPORTING AND ATHLETIC GOODS	33992	206,960,729	47,454,349	236,678
ALL OTHER MISCELLANEOUS MFG	3399 not listed above	875,813,950	572,752,352	2,650,716
<u>WHOLESALE TRADE</u>	<u>42</u>	<u>45,440,748,134</u>	<u>30,968,379,687</u>	<u>145,727,166</u>
DURABLE GOODS	423	22,288,290,381	15,943,532,390	79,497,804
MOTOR VEHICLES & PARTS	4231	3,567,139,023	3,195,261,033	15,882,884
FURNITURE & HOME FURNISHINGS	4232	571,702,848	375,376,123	1,852,824
LUMBER & CONSTRUCTION MATERIALS	4233	2,139,853,185	1,502,136,628	7,094,388
PROFESSIONAL & COMMERCIAL EQUIPMENT	4234	3,692,425,263	2,857,343,279	14,752,867
METAL & MINERAL (except Petroleum)	4235	833,789,901	597,179,431	2,834,679
ELECTRICAL EQUIPMENT	4236	3,255,802,471	2,591,035,794	13,562,722
HARDWARE, PLUMBING, HEATING EQUIPMENT	4237	1,080,928,470	874,618,583	4,285,777
MACHINERY & EQUIPMENT	4238	3,530,764,086	2,766,950,182	13,039,077
SPORTING & RECREATIONAL GOODS & SUPPLIES	423910	416,021,745	252,066,491	1,243,250
TOY & HOBBY GOODS & SUPPLIES	423920	2,040,392,676	74,542,272	385,754
OTHER MISCELLANEOUS DURABLE GOODS	423930, 423940, 423990	1,159,470,713	857,022,574	4,563,582
NONDURABLE GOODS:	424	22,787,809,700	14,825,180,281	64,663,775
PAPER & PAPER PRODUCTS	4241	659,780,061	522,422,884	2,450,875
DRUGS & SUNDRIES	4242	2,352,093,248	2,159,004,026	5,560,149
APPAREL	4243	1,273,364,420	369,192,429	1,829,071
FOOD PRODUCTS	4244	9,909,968,368	5,920,926,136	26,029,591
FARM PRODUCTS	4245	863,657,511	217,478,604	1,093,223
CHEMICALS & PLASTICS	4246	823,347,661	657,956,401	3,173,472
PETROLEUM PRODUCTS	4247	2,259,842,523	1,935,603,655	9,735,758
BEER & ALE	424810	263,374,006	248,530,398	1,204,825
WINE & DISTILLED ALCOHOLIC BEVERAGES	424820	1,276,413,335	866,435,275	4,227,252
FARM SUPPLIES	42491	905,226,744	512,586,339	2,569,996
TOBACCO & TOBACCO PRODUCTS	42494	367,838,815	282,550,212	1,363,999
OTHER MISC NONDURABLE GOODS	4249 not listed above	1,832,903,008	1,132,493,922	5,425,564
ELECTRONIC MARKETS, AGENTS, BROKERS	425	364,648,053	199,667,016	1,565,587

TABLE 5: BUSINESS & OCCUPATION TAX:  
GROSS INCOME, TAXABLE INCOME & TAX DUE  
STATEWIDE BY INDUSTRY (NAICS)  
4TH QUARTER, 2017

INDUSTRY	NAICS	INCOME SUBJECT TO B&O TAX		ACCRUED B&O TAX
		GROSS	TAXABLE	
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>40,288,830,029</b>	<b>34,073,643,742</b>	<b>170,664,477</b>
MOTOR VEHICLES & PARTS	441	7,237,538,110	6,437,325,601	32,801,695
NEW & USED AUTO DEALERS	4411	5,693,591,677	5,142,345,028	26,398,498
RV, BOAT, MOTORCYCLE DEALERS	4412	529,239,171	421,023,802	2,171,746
AUTOMOTIVE PARTS & TIRES	4413	1,014,707,262	873,956,771	4,231,451
FURNITURE & HOME FURNISHINGS	442	1,013,172,584	927,123,427	4,464,868
ELECTRONICS & APPLIANCES	443	2,066,152,445	1,749,098,821	9,667,603
HOUSEHOLD APPLIANCES	443141	193,911,335	191,279,700	923,058
ELECTRONIC STORES	443142	1,872,241,110	1,557,819,121	8,744,545
BLDG. MATERIALS, GARDEN SUPPLIES	444	2,575,404,057	2,395,324,552	11,507,871
BUILDING MATERIALS	4441	2,231,770,179	2,099,345,162	10,053,722
LAWN & GARDEN SUPPLIES	4442	343,633,878	295,979,390	1,454,149
FOOD & BEVERAGES (OFF-PREMISES)	445	4,536,684,955	4,221,075,894	20,209,656
GROCERY & CONVENIENCE STORES	4451	3,923,743,107	3,757,993,659	18,080,342
OTHER FOOD STORES/SPECIALTY FOODS	4452	449,520,791	325,150,392	1,460,283
BEER, WINE AND LIQUOR STORES	4453	163,421,057	137,931,843	669,031
DRUG STORES & PERSONAL CARE STORES	446	2,770,706,385	2,568,184,691	12,765,039
GAS STATIONS (INCL. CONVENIENCE STORES)	447	2,453,314,114	1,928,605,270	9,440,040
APPAREL & ACCESSORIES	448	1,912,682,226	1,493,261,609	7,231,499
CLOTHING STORES	4481	1,536,928,428	1,187,894,899	5,771,424
SHOE STORES	4482	108,292,714	101,022,785	478,256
JEWELRY & LUGGAGE STORES	4483	267,461,084	204,343,925	981,819
SPORTING GOODS, TOY/HOBBY/ BOOK/ MUSIC	451	1,206,743,783	886,514,159	4,383,977
SPORTING GOODS	45111	661,956,162	552,008,223	2,707,608
HOBBY & TOY STORES	45112	289,280,021	157,974,917	759,695
SEWING SUPPLIES	45113	52,584,789	48,667,994	235,172
MUSICAL INSTRUMENTS	45114	49,305,156	42,525,026	217,758
BOOK, PERIODICAL & MUSIC STORES	45121	153,617,655	85,337,999	463,744
DEPARTMENT STORES	4521	1,062,108,143	1,016,061,279	5,024,179
GENERAL MERCHANDISE STORES	4529	7,041,381,953	5,616,059,229	26,817,208
E-COMMERCE & MAIL ORDER	4541	2,130,798,731	1,787,442,527	9,610,469
MISCELLANEOUS RETAILERS	453, 4542, 4543	4,282,142,543	3,047,566,683	16,740,373
<b>TRANSPORTATION</b>	<b>48-492</b>	<b>1,645,139,105</b>	<b>1,321,655,087</b>	<b>9,076,256</b>
AIR TRANSPORTATION	481	21,418,738	20,051,133	206,604
RAILROADS	482	30,354,895	30,354,895	349,977
WATER TRANSPORTATION	483	25,825,364	19,309,217	107,744
TRUCK TRANSPORTATION	484	286,714,015	175,208,047	1,611,162
TRANSIT & GROUND PASSENGER TRANSPORT	485	66,864,133	55,658,598	732,454
PIPELINE TRANSPORTATION	486	D	D	D
SCENIC & SIGHTSEEING TRANSPORTATION	487	55,681,966	19,106,268	114,876
SUPPORT ACTIVITIES FOR TRANSPORTATION	488	1,105,647,684	956,882,861	5,499,969
POSTAL SERVICE, COURIERS AND MESSENGERS	491, 492	46,698,811	39,721,012	427,514
WAREHOUSING & STORAGE	493	289,981,395	258,871,043	1,393,570
<b>INFORMATION</b>	<b>51</b>	<b>7,081,405,499</b>	<b>5,956,638,764</b>	<b>58,153,510</b>
PUBLISHING (EXCEPT INTERNET)	511	1,651,757,129	1,040,937,641	7,775,746
NEWSPAPERS	51111	111,010,850	110,017,420	441,891
BOOKS & PERIODICALS	51112, 51113	129,073,867	97,249,436	685,841
SOFTWARE	5112	1,237,777,310	669,672,858	4,316,667
OTHER PUBLISHERS	51114, 51119	173,895,102	163,997,927	2,331,347
MOTION PICTURE PRODUCTION	512	312,592,787	267,794,387	3,387,033
RADIO & TV BROADCASTING, CABLE TV	515	714,265,655	617,335,981	7,912,048
TELEPHONE & TELECOMMUNICATIONS	517	3,215,584,145	3,161,315,490	28,435,540
ISPs, WEB SEARCH PORTALS, DATA PROC. SVCS	518	688,605,622	439,492,362	5,531,614
OTHER INFORMATION SERVICES	519	498,600,161	429,762,903	5,111,529
<b>FINANCE, INSURANCE, REAL ESTATE</b>	<b>52-53</b>	<b>13,938,816,132</b>	<b>10,587,456,448</b>	<b>123,285,013</b>
BANKS & CREDIT UNIONS	522	5,499,630,749	4,382,241,275	61,998,405
SECURITIES & OTHER FINANCIAL INVESTMENT	523, 525	2,219,657,182	1,594,404,208	16,118,902
INSURANCE AGENTS & BROKERS	524	2,512,040,089	1,330,940,876	11,090,373
REAL ESTATE AGENTS & BROKERS	531	1,774,509,106	1,685,398,637	23,976,029
RENTAL OF TANGIBLE PERSONAL PROPERTY	532	1,773,211,524	1,440,058,717	7,851,683
LESSORS OF NONFINANCIAL INTANGIBLES	533	159,767,482	154,412,735	2,249,621

TABLE 5: BUSINESS & OCCUPATION TAX:  
GROSS INCOME, TAXABLE INCOME & TAX DUE  
STATEWIDE BY INDUSTRY (NAICS)  
4TH QUARTER, 2017

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>48,032,311,064</u>	<u>36,459,541,126</u>	<u>415,922,891</u>
<u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICE</u>	<u>54</u>	<u>18,540,821,721</u>	<u>12,727,053,082</u>	<u>161,156,761</u>
LEGAL SERVICES	5411	1,615,366,037	1,464,020,206	20,677,476
ACCOUNTING SERVICES	5412	2,253,807,255	2,157,002,534	32,102,195
ARCHITECTURAL SERVICES	54131	443,320,961	395,894,181	5,884,530
ENGINEERING SERVICES	54133	1,597,285,287	1,337,488,757	13,952,949
OTHER RELATED SERVICES	54132, 54134-54138	227,587,359	198,185,499	2,711,560
SPECIALIZED DESIGN SERVICES	5414	369,343,039	298,990,248	3,118,008
COMPUTER SYSTEM DESIGN SERVICES	5415	5,844,535,995	2,721,223,999	31,224,697
CONSULTING SERVICES	5416	3,326,650,653	2,426,240,525	30,634,030
SCIENTIFIC RESEARCH & DEVELOPMENT SERVICE	5417	951,903,950	371,689,061	3,780,332
ADVERTISING & PUBLIC RELATIONS	5418	473,772,793	383,575,338	5,239,626
OTHER PROFESSIONAL SERVICES	5419	1,437,248,392	972,742,734	11,831,358
<u>MANAGEMENT SERVICES</u>	<u>55</u>	<u>177,798,811</u>	<u>133,222,983</u>	<u>1,604,482</u>
ADMINISTRATIVE & SUPPORT SERVICES	561	5,324,989,674	4,447,398,120	47,348,281
EMPLOYMENT SERVICES	5613	950,087,937	849,927,347	11,340,348
TRAVEL SERVICES	5615	290,590,013	208,593,253	1,507,299
INVESTIGATION & SECURITY SERVICES	5616	364,964,462	340,282,273	3,755,819
BUILDING SERVICES & JANITORIAL	5617	1,094,719,950	1,048,704,401	9,267,305
OTHER	5611, 5612, 5614, 5619	2,624,627,312	1,999,890,846	21,477,510
WASTE TREATMENT/ COLLECTION	562	987,368,923	900,291,833	9,613,843
<u>SCHOOLS (PUBLIC, PRIVATE, TECHNICAL)</u>	<u>61</u>	<u>874,279,327</u>	<u>487,199,362</u>	<u>6,369,676</u>
<u>HEALTH SERVICES</u>	<u>62</u>	<u>12,896,925,072</u>	<u>9,475,680,158</u>	<u>133,087,115</u>
AMBULATORY HEALTH CARE SERVICES	621	6,018,582,536	5,081,257,602	73,487,707
PHYSICIANS	6211	2,378,828,360	1,931,836,870	28,605,364
DENTISTS	6212	925,607,391	915,558,046	13,682,742
OTHER HEALTH PRACTITIONERS	6213	1,067,011,829	1,007,857,928	14,142,353
OUTPATIENT CARE CENTERS	6214	887,470,977	661,337,529	9,072,278
MEDICAL & DIAGNOSTIC LABORATORIES	6215	380,389,535	206,709,770	3,071,401
HOME HEALTH CARE	6216	191,428,897	183,739,195	2,400,281
OTHER AMBULATORY HEALTH CARE	6219	187,845,547	174,218,264	2,513,288
HOSPITALS	622	5,378,036,450	3,320,653,242	48,292,778
NURSING & RETIREMENT HOMES	623	784,305,795	699,489,734	7,039,230
SOCIAL SERVICES & DAY CARE	624	716,000,291	374,279,580	4,267,400
<u>ARTS, ENTERTAINMENT, &amp; RECREATION</u>	<u>71</u>	<u>1,029,087,043</u>	<u>853,379,488</u>	<u>8,741,303</u>
PERFORMING ARTS, SPECTATOR SPORTS	711	458,630,216	357,433,916	4,803,482
MUSEUMS, HISTORICAL SITES, ETC.	712	22,493,094	9,948,216	111,733
AMUSEMENT, GAMBLING, RECREATION	713	547,963,733	485,997,356	3,826,088
ACCOMMODATIONS	721	885,752,465	837,429,070	4,568,784
RESTAURANTS, FOOD SERVICES	7223, 7225	3,827,308,075	3,749,750,284	19,288,505
DRINKING PLACES	7224	244,640,689	222,411,606	1,276,204
AUTO REPAIR & SERVICES	8111	784,750,843	757,991,392	3,730,828
OTHER REPAIR SERVICES	8112, 8113, 8114	788,682,913	489,289,354	2,602,702
PERSONAL SERVICES	812	1,215,273,784	1,151,603,066	13,583,362
PERSONAL CARE (BARBER, BEAUTY, ETC.)	8121	575,131,404	562,939,924	7,800,123
DEATH CARE SERVICES	8122	61,004,147	59,746,034	706,529
LAUNDRY & DRY CLEANING	8123	122,016,040	119,355,288	779,125
OTHER PERSONAL SERVICES	8129	457,122,193	409,561,820	4,297,585
RELIGIOUS, CIVIC & OTHER ORGANIZATIONS	813, 814	317,222,388	132,382,484	1,660,495
<u>PUBLIC ADMINISTRATION, OTHER</u>	<u>92.00</u>	<u>139,723,865</u>	<u>96,562,050</u>	<u>1,302,712</u>
<b>TOTAL ALL INDUSTRIES</b>		<b>221,343,023,284</b>	<b>167,400,248,458</b>	<b>1,132,659,697</b>

TABLE 6: STATE RETAIL SALES TAX\*:  
GROSS INCOME, TAXABLE INCOME & TAX DUE  
STATEWIDE AMOUNTS BY INDUSTRY (NAICS)  
4TH QUARTER, 2017

INDUSTRY	NAICS	SALES SUBJECT TO RETAIL SALES TAX		ACCRUED STATE
		GROSS	TAXABLE	RETAIL SALES TAX*
<b>RETAIL TRADE</b>	<b>44-45</b>	<b>\$32,389,056,908</b>	<b>\$18,226,714,513</b>	<b>\$1,184,736,926</b>
MOTOR VEHICLES & PARTS	441	5,342,736,964	4,305,022,040	279,826,482
NEW & USED AUTO DEALERS	4411	4,325,613,628	3,496,894,153	227,298,142
RV, BOAT, MOTORCYCLE DEALERS	4412	418,879,346	296,789,802	19,291,347
AUTOMOTIVE PARTS & TIRE	4413	598,243,990	511,338,085	33,236,993
FURNITURE & HOME FURNISHING	442	792,650,930	713,359,574	46,368,392
ELECTRONICS & APPLIANCE STORES	443	1,372,995,666	1,117,686,752	72,649,660
BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES	444	1,769,192,990	1,619,104,001	105,241,790
BUILDING MATERIALS	4441	1,542,258,593	1,444,062,223	93,864,061
LAWN & GARDEN SUPPLIES & EQUIP.	4442	226,934,397	175,041,778	11,377,729
FOOD & BEVERAGE STORES	445	3,990,291,766	1,019,782,131	66,285,868
GROCERY & CONVENIENCE STORES	4451	3,674,653,287	901,838,749	58,619,525
OTHER FOOD & BEVERAGE STORES	4452, 4453	315,638,479	117,943,382	7,666,343
DRUG/HEALTH STORES	446	2,286,233,566	805,565,331	52,361,793
GAS STATIONS & CONVENIENCE STORES W/PUMPS	447	2,091,777,763	421,776,980	27,415,512
APPAREL & ACCESSORIES	448	1,773,349,397	1,366,879,261	88,847,166
CLOTHING & SHOE STORES	4481, 4482	1,525,406,037	1,188,000,852	77,220,073
JEWELRY & LUGGAGE STORES	4483	247,943,360	178,878,409	11,627,093
SPORTING GOODS, TOYS, BOOK & MUSIC STORES	451	957,903,973	760,420,540	49,427,374
SPORTING GOODS, TOYS, HOBBY/CRAFT STORES	4511	819,896,418	686,287,692	44,608,718
BOOK STORES & NEWS DEALERS	4512	138,007,555	74,132,848	4,818,656
GENERAL MERCHANDISE STORES	452	7,850,680,191	3,389,657,249	220,327,729
DEPARTMENT STORES	4521	1,037,247,264	884,395,346	57,485,698
GENERAL MERCHANDISE STORES	4529	6,813,432,927	2,505,261,903	162,842,031
E-COMMERCE & MAIL ORDER	4541	1,266,142,186	974,059,368	63,313,881
MISCELLANEOUS RETAILERS	453, 4542, 4543	2,895,101,516	1,733,401,286	112,671,279
<b>AGRICULTURE, FORESTRY, FISHING</b>	<b>11</b>	<b>79,669,416</b>	<b>30,482,803</b>	<b>1,981,412</b>
<b>MINING</b>	<b>21</b>	<b>50,209,112</b>	<b>21,206,026</b>	<b>1,378,393</b>
<b>UTILITIES</b>	<b>22</b>	<b>34,547,660</b>	<b>18,135,207</b>	<b>1,178,794</b>
<b>CONSTRUCTION</b>	<b>23</b>	<b>9,939,131,969</b>	<b>8,281,741,957</b>	<b>538,313,621</b>
CONSTRUCTION OF BUILDINGS	236	5,803,819,241	4,840,311,073	314,620,423
HEAVY CONSTRUCTION & HIGHWAYS	237	847,120,009	597,496,901	38,837,295
SPECIAL TRADE CONTRACTORS	238	3,288,192,719	2,843,933,983	184,855,903
<b>MANUFACTURING</b>	<b>31-33</b>	<b>3,133,555,775</b>	<b>781,629,921</b>	<b>50,806,048</b>
<b>WHOLESALE TRADE</b>	<b>42</b>	<b>5,360,982,304</b>	<b>2,741,509,649</b>	<b>178,198,178</b>
DURABLE GOODS	423	4,120,141,224	2,215,883,372	144,032,443
NONDURABLE GOODS	424	1,209,927,192	519,053,528	33,738,511
ELECTRONIC MARKETS, AGENTS & BROKERS	425	30,913,888	6,572,749	427,224
<b>TRANSPORTATION &amp; WAREHOUSING</b>	<b>48-49</b>	<b>202,943,287</b>	<b>152,923,886</b>	<b>9,940,083</b>
<b>INFORMATION</b>	<b>51</b>	<b>2,608,701,559</b>	<b>1,919,534,747</b>	<b>124,769,782</b>
<b>FINANCE, INSURANCE</b>	<b>52</b>	<b>498,062,898</b>	<b>318,703,869</b>	<b>20,715,750</b>
<b>REAL ESTATE, RENTAL/LEASING</b>	<b>53</b>	<b>1,145,015,030</b>	<b>959,066,126</b>	<b>62,339,347</b>
<b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b>	<b>54</b>	<b>4,048,253,122</b>	<b>966,619,981</b>	<b>62,830,415</b>
<b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>	<b>55-62</b>	<b>1,771,031,038</b>	<b>1,179,228,608</b>	<b>76,650,017</b>
<b>ARTS, ENTERTAINMENT &amp; RECREATION</b>	<b>71</b>	<b>400,136,565</b>	<b>367,472,577</b>	<b>23,885,819</b>
<b>ACCOMMODATIONS &amp; FOOD SERVICES</b>	<b>72</b>	<b>4,477,035,230</b>	<b>4,299,133,999</b>	<b>279,443,876</b>
ACCOMMODATIONS	721	791,138,982	749,207,417	48,698,498
RESTAURANTS, FOOD SERVICES & DRINKING PLACES	722	3,685,896,248	3,549,926,582	230,745,378
<b>OTHER SERVICES</b>	<b>81</b>	<b>1,500,281,061</b>	<b>1,133,129,232</b>	<b>73,653,554</b>
REPAIR & MAINTENANCE	811	1,134,890,747	809,098,325	52,591,472
PERSONAL SERVICE	812	324,584,102	298,414,953	19,397,033
RELIGIOUS, CIVIC & OTHER ORGANIZATION	813, 814	40,806,212	25,615,954	1,665,049
<b>PUBLIC ADMINISTRATION, OTHER</b>	<b>92.00</b>	<b>19,421,866</b>	<b>17,956,798</b>	<b>1,167,201</b>
<b>TOTAL ALL INDUSTRIES</b>		<b>\$67,658,034,800</b>	<b>\$41,415,189,899</b>	<b>\$2,691,989,216</b>

\*STATE TAX ONLY; EXCLUDES ACCRUED LOCAL SALES TAX REVENUES

TABLE 7: PUBLIC UTILITY TAX:  
GROSS INCOME, TAXABLE INCOME & TAX DUE  
STATEWIDE AMOUNTS BY INDUSTRY  
4TH QUARTER 2017

TYPE OF UTILITY	STATE TAX RATE	OPERATING INCOME SUBJECT TO TAX		ACCRUED
		GROSS	TAXABLE	STATE TAX
<u>WATER DISTRIBUTION</u>	<u>5.029%</u>	<u>\$377,395,833</u>	<u>\$343,948,305</u>	<u>\$17,253,830</u>
WATER SUPPLY		342,264,481	310,235,076	15,577,409
MISCELLANEOUS		35,131,352	33,713,229	1,676,421
<u>SEWER COLLECTION</u>	<u>3.852%</u>	<u>191,509,673</u>	<u>100,991,906</u>	<u>3,888,771</u>
SEWERAGE SYSTEMS		107,645,179	43,156,284	1,661,744
MISCELLANEOUS		83,864,494	57,835,622	2,227,027
<u>POWER</u>	<u>3.873%</u>	<u>2,862,655,958</u>	<u>1,802,703,676</u>	<u>69,820,837</u>
<u>GAS DISTRIBUTION/TELEGRAPH</u>	<u>3.852%</u>	<u>404,118,634</u>	<u>400,525,879</u>	<u>15,426,099</u>
<u>MOTOR TRANSPORTATION</u>	<u>1.926%</u>	<u>1,978,699,374</u>	<u>535,750,259</u>	<u>10,157,596</u>
LOCAL/SUBURBAN TRANSIT		258,277,253	80,595,745	1,509,542
TRUCKING		1,458,844,937	323,830,143	6,151,401
RAILROADS		16,855,316	10,197,787	196,023
MISCELLANEOUS		244,721,868	121,126,584	2,300,630
<u>LOG HAULING OVER PUBLIC HIGHWAY:</u>	<u>1.3696%</u>	<u>76,254,047</u>	<u>39,919,650</u>	<u>541,870</u>
<u>URBAN TRANSPORTATION</u>	<u>0.642%</u>	<u>419,378,569</u>	<u>283,914,907</u>	<u>1,746,506</u>
LOCAL/SUBURBAN TRANSIT		129,858,954	98,243,965	578,463
TRUCKING		120,279,431	88,921,548	561,196
MISCELLANEOUS		169,240,184	96,749,394	606,847
<u>OTHER PUBLIC SERVICE</u>	<u>1.926%</u>	<u>431,196,711</u>	<u>75,555,675</u>	<u>1,421,585</u>
WATER TRANSPORT		143,155,450	30,720,866	591,130
MISCELLANEOUS		288,041,261	44,834,809	830,455
<b>TOTAL</b>		<b>\$6,741,208,799</b>	<b>\$3,583,310,257</b>	<b>\$120,257,094</b>



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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 SIC or NAICS grouping equal the annual figure?**

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

Both Standard Industrial Classification (SIC) and North American Industry Classification System (NAICS) codes identify a firm's primary business activity. For example a firm with SIC 571 primarily sells retail furniture. 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 SIC or NAICS code. SIC codes can be up to four digits and 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, <https://www.census.gov/2010census/>).

### **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://apps.dor.wa.gov/ResearchStats/Content/GrossBusinessIncome/Report.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://apps.dor.wa.gov/ResearchStats/Content/TaxableRetailSalesLocal/Report.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:

For more information about the B&O tax visit the Department's web site at

<https://dor.wa.gov/find-taxes-rates/business-occupation-tax>

**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 <https://dor.wa.gov/find-taxes-rates/sales-and-use-tax-rates> or for a specific area, try the Department's Address Lookup system available at <https://webgis.dor.wa.gov/taxratelookup/SalesTax.aspx>

**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 five different rates, depending on the specific utility activity:

- Distribution of water
- Generation/distribution of electrical power
- Telegraph companies, distribution of natural gas, and collection of sewerage
- Urban transportation and watercraft vessels under 65 feet in length
- Railroads, railroad car companies, motor transportation and all other public service businesses

Rate information can be found at

<https://dor.wa.gov/find-taxes-rates/other-taxes/public-utility-tax>

**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.

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**Contact the Department of Revenue, Research & Fiscal Analysis division  
at  
DORSTATISTICS@DOR.WA.GOV.**