

# Sole Proprietorship Returns, 1995

by *Therese Cruciano*

**N**onfarm sole proprietorship profits for 1995 increased 1.5 percent over their 1994 level to \$169.3 billion. With the exception of a decline in profits for the transportation and public utilities division, all of the principal sole proprietorship industrial divisions reported increased profits. The finance, insurance, and real estate division reported the largest percentage increase in profits at 3.1 percent, followed by the construction and services divisions with increases of 1.9 percent and 1.5 percent, respectively.

Following the 6.6 percent increase from 1993 to 1994 in sole proprietorship profits, the modest growth for 1995 reflects the slow growth of both receipts and deductions: total business receipts increased 2.1 percent to \$807.4 billion, while total business deductions grew by 2.3 percent to \$638.1 billion. The growth rates of both receipts and deductions were substantially lower than the 1994 levels of 4.4 percent and 3.8 percent, respectively. The finance, insurance, and real estate division reported the largest percentage increases in receipts (6.2 percent) and deductions (7.9 percent) for 1995.

Overall, 1995 was a relatively slow-growth year for sole proprietorships. When inflation is taken into account, sole proprietorship profits actually decreased 1.0 percent from 1994. In constant dollars, total business deductions declined 0.2 percent and total business receipts declined 0.3 percent for 1995. The latter was the first decline since the recession year of 1991. Further, deficits reported by sole proprietorships increased by 4.5 percent (in constant dollars) for 1995. This increase was the largest percentage increase in annual losses over the past decade.

## Returns and Receipts

The number of individual income tax returns reporting nonfarm sole proprietorship activity for 1995 increased 1.7 percent, from nearly 16.2 million for 1994 to 16.4 million (Figure A) [1]. The two largest industrial divisions showed slightly larger increases in the number of sole proprietorship returns for 1995, 2.0 percent for services and 2.5 percent for wholesale and retail trade. Total business receipts (the sum of "income from sales and operations" and "other business income") for all nonfarm sole proprietorship industries increased 2.1 percent, from \$790.6 billion to \$807.4 billion [2]. With the exception of the transportation and public utilities division, which

showed a 1.5 percent decline in receipts, all of the remaining sole proprietorship industrial divisions for 1995 reported growth in business receipts. The finance, insurance, and real estate division showed the largest percentage growth in receipts, an increase of 6.2 percent. Sole proprietorships in the wholesale and retail trade division produced the second largest percentage increase, 3.8 percent. This division also showed the greatest dollar increase in receipts for 1995 with a \$9.3 billion increase. The second largest dollar increase in receipts was \$3.6 billion, produced by sole proprietorships in the services division.

As shown in Figure B, sole proprietorship receipts (in constant dollars) increased annually from 1984 through 1988 [3]. Since 1988, the growth in receipts stopped, resulting in year-to-year fluctuations between gains and losses. For 1995, total receipts decreased 0.3 percent (in constant dollars), the first decline since the recession year of 1991.

## Deductions

Total business deductions (cost of sales and operations, plus business expenses, including expenses for a home office) increased 2.3 percent from \$623.8 billion for 1994 to \$638.1 billion for 1995 (Figure A)[4,5]. Just as with total business receipts, all of the sole proprietorship principal divisions, except transportation and public utilities, reported increased business deductions for 1995. Sole proprietorships in the finance, insurance, and real estate division showed the largest percentage growth in deductions, an increase of 7.9 percent. Sole proprietorships in the wholesale and retail trade division produced the second largest percentage increase (4.0 percent), as well as the largest dollar increase (\$9.3 billion). Like receipts, when taking inflation into account, business deductions actually declined for 1995 (Figure B). This decline of 0.2 percent contrasts with the 1.5 percent growth in deductions (in constant dollars) shown for 1994.

Representing 48.1 percent of total 1995 business deductions, the cost of sales and operations was nearly \$307.0 billion (Figure C). This amount represents a 2.0 percent increase from the 1994 level. Total business "expenses" (total business deductions minus the cost of sales and operations) was \$331.2 billion for 1995, an increase of 2.6 percent from the 1994 amount. The main components of total business expenses are presented graphically in Figure D. The largest component, net salaries and wages, accounted for 16.4 percent of the total. For 1995, net salaries and wages totaled \$54.5 billion, 1.5 percent more than for 1994 (Figure C). The next largest

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# Sole Proprietorship Returns, 1995

**Figure A**

## Nonfarm Sole Proprietorship Returns, Receipts, and Deductions, by Industry, Tax Years 1994 and 1995

[Number of returns is in thousands--money amounts are in billions of dollars]

Industrial group	Number of returns			Total business receipts			Total business deductions		
	1994	1995	Percentage increase	1994	1995	Percentage increase	1994	1995	Percentage increase
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
<b>All industries</b> .....	<b>16,153.9</b>	<b>16,423.9</b>	<b>1.7</b>	<b>790.6</b>	<b>807.4</b>	<b>2.1</b>	<b>623.8</b>	<b>638.1</b>	<b>2.3</b>
Construction.....	1,985.6	2,111.4	6.3	115.9	118.9	2.7	95.4	98.1	2.8
Special trade contractors.....	1,631.6	1,731.2	6.1	80.6	82.0	1.7	64.2	65.3	1.7
Transportation and public utilities.....	744.1	737.1	-0.9	40.4	39.8	-1.5	34.3	34.0	-0.8
Wholesale and retail trade.....	2,954.5	3,027.0	2.5	248.0	257.3	3.8	231.4	240.7	4.0
Wholesale trade.....	379.4	374.3	-1.4	38.6	41.9	8.4	33.2	36.9	10.9
Retail trade.....	2,575.0	2,652.7	3.0	209.3	215.4	2.9	198.2	203.8	2.8
Food stores.....	153.3	152.5	-0.5	34.9	36.0	3.2	33.9	34.7	2.4
Automotive dealers and service stations.....	166.2	183.2	10.2	52.1	53.5	2.6	50.3	51.8	3.0
Eating and drinking places.....	240.8	232.9	-3.3	27.2	27.1	-0.2	25.7	25.9	0.9
Finance, insurance, and real estate.....	1,344.7	1,275.1	-5.2	54.1	57.5	6.2	34.2	36.9	7.9
Finance.....	121.2	135.2	11.6	9.6	10.9	13.6	8.0	9.7	22.3
Insurance.....	428.2	402.8	-5.9	19.2	20.3	5.9	10.5	10.8	2.5
Real estate.....	795.3	737.1	-7.3	25.4	26.3	3.5	15.7	16.4	4.2
Services.....	7,803.3	7,957.6	2.0	271.7	275.3	1.3	176.0	178.1	1.2
Business and personal services.....	2,926.3	3,006.8	2.8	70.8	71.2	0.5	50.0	51.0	1.9
Medical services.....	803.0	802.4	-0.1	73.4	73.1	-0.4	39.4	39.4	0.2
Legal services.....	273.9	281.1	2.6	23.5	23.5	0.3	12.9	12.8	-0.5
Consulting and management services.....	849.1	788.1	-7.2	22.1	23.5	6.3	10.8	11.3	4.6
All other industries.....	1,321.8	1,315.7	-0.5	60.6	58.6	-3.2	52.6	50.4	-4.2

NOTE: Detail may not add to totals because of rounding. Percentage increases were calculated before rounding.

**Figure B**

## Nonfarm Sole Proprietorship Receipts, Deductions, and Profits, Tax Years 1984-1995

[Money amounts are in billions of dollars]

Tax year	Total business receipts			Total business deductions			Net income less deficit		
	Current dollars	Constant dollars <sup>1</sup>		Current dollars	Constant dollars <sup>1</sup>		Current dollars	Constant dollars <sup>1</sup>	
		Amount	Percentage increase		Amount	Percentage increase		Amount	Percentage increase
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
1984.....	516.0	679.8	6.8	445.3	586.7	5.9	70.8	93.3	12.9
1985.....	540.0	688.8	1.3	461.3	588.4	0.3	78.8	100.5	7.7
1986.....	559.4	694.0	0.8	469.0	581.9	-1.1	90.4	112.2	11.6
1987.....	610.8	735.0	5.9	505.4	608.2	4.5	105.5	127.0	13.2
1988.....	672.0	780.5	6.2	545.7	633.8	4.2	126.3	146.7	15.5
1989.....	692.8	772.4	-1.0	560.2	624.5	-1.5	132.7	147.9	0.8
1990.....	730.6	780.6	1.1	589.2	629.5	0.8	141.4	151.1	2.2
1991.....	712.6	732.4	-6.2	571.2	587.1	-6.7	141.5	145.4	-3.8
1992.....	737.1	737.1	0.6	583.1	583.1	-0.7	154.0	154.0	5.9
1993.....	757.2	738.0	0.1	600.8	585.6	0.4	156.5	152.5	-1.0
1994.....	790.6	753.0	2.0	623.8	594.1	1.5	166.8	158.9	4.2
1995.....	807.4	750.4	-0.3	638.1	593.0	-0.2	169.3	157.3	-1.0

<sup>1</sup> Constant dollars are based on the overall implicit price deflator for gross domestic product computed and reported by the U.S. Department of Commerce, Bureau of Economic Analysis in the *Survey of Current Business*, January-February, 1997. The deflator represents the annual average of current-weighted prices, based on 1992=100.

NOTE: Percentage increases were calculated after rounding.

components were car and truck expenses (9.9 percent) and depreciation (7.9 percent). These items were \$32.8 billion and \$26.2 billion, respectively, for 1995. The car and truck expenses represented a 6.3 percent increase from 1994 while the depreciation only a 0.3 percent increase.

In constant dollars, the depreciation deduction for 1995

was \$24.3 billion (Figure E). This amount represents a 2.4 percent decline from 1994.

The depreciation deduction first began to decline for 1986, following the enactment of the Tax Reform Act of 1986 (TRA86). TRA86 reduced the allowable depreciation deduction by lengthening the cost recovery periods

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**Figure C**

## Components of Nonfarm Sole Proprietorship Business Deductions, Tax Years 1994 and 1995

(Money amounts are in millions of dollars)

Business deductions	1994	1995	Percentage increase
	(1)	(2)	(3)
<b>Business deductions, total<sup>1,2</sup></b> .....	<b>623,833.1</b>	<b>638,126.8</b>	<b>2.3</b>
<b>Cost of sales and operations</b> .....	<b>301,004.3</b>	<b>306,958.5</b>	<b>2.0</b>
Inventory, beginning of year.....	31,280.7	31,167.7	-0.4
Cost of labor.....	23,497.4	24,383.4	3.8
Purchases.....	216,364.9	219,305.5	1.4
Materials and supplies.....	34,304.4	34,427.1	0.4
Other costs.....	29,159.1	31,030.6	6.4
Inventory, end of year.....	33,602.1	33,355.8	-0.7
<b>Business expenses, total</b> .....	<b>322,828.8</b>	<b>331,168.3</b>	<b>2.6</b>
Advertising expenses.....	7,987.5	8,309.6	4.0
Bad debts from sales or services.....	1,066.6	996.6	-6.6
Car and truck expenses.....	30,844.8	32,784.9	6.3
Commissions.....	9,029.1	9,591.6	6.2
Depletion.....	551.6	457.5	-17.1
Depreciation <sup>3</sup> .....	26,157.8	26,233.8	0.3
Employee benefit programs.....	1,291.8	1,298.8	0.5
Insurance.....	13,288.8	12,977.6	-2.3
Legal and professional services.....	6,208.5	6,340.0	2.1
Meals and entertainment deducted.....	3,193.6	3,208.7	0.5
Mortgage interest.....	3,842.8	4,076.3	6.1
Other interest paid on business indebtedness.....	5,326.8	5,980.2	12.3
Office expenses.....	8,001.7	8,344.2	4.3
Pension and profit-sharing plans.....	604.7	649.0	7.3
Rent on machinery and equipment.....	5,656.8	6,218.4	9.9
Rent on other business property.....	21,112.7	21,284.6	0.8
Repairs.....	10,385.3	10,171.8	-2.1
Supplies.....	16,506.9	16,902.1	2.4
Net salaries and wages.....	53,649.1	54,470.7	1.5
Taxes paid.....	13,600.2	13,471.2	-0.9
Travel.....	6,084.1	6,505.0	6.9
Utilities.....	16,917.7	17,205.8	1.7
Home office business deductions.....	3,134.6	3,337.9	6.5
Other business deductions.....	57,488.4	59,408.1	3.3

<sup>1</sup> Includes returns with Schedule C-EZ attached. Because only a total is reported for business deductions on Schedule C-EZ, the totals shown in the statistics exceed the sum of the detailed deductions; the detailed deductions are, therefore, slightly understated.

<sup>2</sup> Total business deductions are calculated before subtraction of nonallowable "passive" activity losses and any "passive loss" carryover from the prior years. However, these losses (after subtraction) and any carryover are reflected in net income or deficit. Therefore, total business receipts minus total business deductions may not always equal net income or deficit.

<sup>3</sup> Depreciation does not include depreciation reported on Form 8829 for home office businesses.

NOTE: Percentage increases were calculated after rounding.

and changing the depreciation methods for property placed in service after July 31, 1986. The depreciation deduction dropped 2.1 percent for 1986 and continued to decline through 1992. Beginning with 1993, when the limit on expensing of certain capital expenditures was increased, the trend reversed and depreciation increased until 1995 [6]. The 1995 depreciation deduction accounted for 4.1 percent of total business deductions. Depreciation deductions as a percentage of total business deductions remained

below the 1985 (pre-TRA86) level of 5.7 percent.

Beginning with Tax Year 1992, certain smaller businesses could elect to not itemize depreciation and other business deductions by filing the Schedule C-EZ, *Net Profit From Business*, a simplified version of the Schedule C, *Profit or Loss From Business*. (The Schedule C and Schedule C-EZ are the source of the sole proprietorship statistics.) Taxpayers could use the Schedule C-EZ if they had gross receipts of \$25,000 or less; business expenses of \$2,000 or less; used the cash accounting method; had no inventories; did not report a deficit from the business; had only one business as a sole proprietor; had no employees; claimed no deduction for home business expenses; and had no prior-year disallowed passive activity losses from the business. Since taxpayers using the Schedule C-EZ did not itemize business deductions, the detailed deductions in Table 2 are slightly understated and will not add to the totals.

The numbers and percentages of nonfarm sole proprietorship returns filed on Schedule C-EZ are presented by industrial division in Figure F. Of the nearly 2.2 million Schedule C-EZ returns filed for 1995, taxpayers in the services industries filed over 1.3 million, or 60.9 percent. For 1995, business receipts from Schedule C-EZ filers totaled almost \$7.9 billion, or 1.0 percent of total business receipts reported. However, the business deductions reported on the Schedule C-EZ returns, accounted for only 0.1 percent of total business deductions for all industries. Even in the services division with its concentration of Schedule C-EZ filers, deductions reported on Schedule C-EZ accounted for only 0.3 percent of total business deductions.

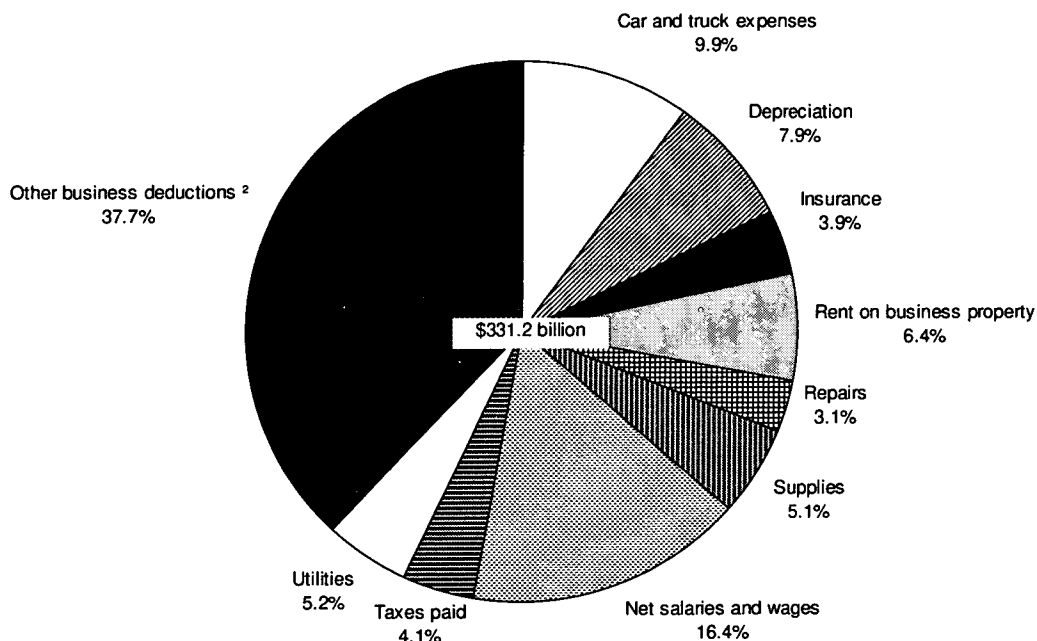
## Profits and Losses

With the exception of transportation and public utilities, all of the principal industrial divisions reported increased sole proprietorship profits for 1995. Total profits (in both current and constant dollars) are presented in Figure B, while profits by industrial group are presented in Figure G [7]. Total profits increased 1.5 percent, from \$166.8 billion for 1994 to \$169.3 billion for 1995. However, in constant dollars, total profits declined by 1.0 percent for 1995 (Figure B). These percentage changes represent slower growth than the 6.6 percent increases (in current dollars) and 4.2 percent (in constant dollars) reported for 1994. Among the largest industrial divisions, the transportation and public utilities division reported the largest percentage change in profits for 1995, a 5.3 percent decline. The finance, insurance, and real estate division produced the next largest percentage change, an increase of 3.1 percent.

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**Figure D**

**Nonfarm Sole Proprietorship Total Business Expenses, Tax Year 1995 <sup>1</sup>**



<sup>1</sup>Total business expenses equals all business deductions minus cost of sales and operations.

<sup>2</sup>Other business deductions includes: commissions, office expenses, advertising expenses, travel, meals and entertainment, bad debts, depletion, employee benefits, interest, legal and professional services, pension and profit-sharing, and home office deductions. Other business deductions also includes all Schedule C-EZ deductions.

TRA86 may have influenced 1995 sole proprietorship profits through its placement of restrictions on "passive losses." Beginning in 1987, these restrictions were an effort to curb investment in "tax shelters" [8]. However, these restrictions have had a limited effect on overall sole

proprietorship profits, amounting to only \$73.5 million in nondeductible losses reported for 1995.

Net income and deficit for sole proprietorships between 1984 and 1995, in current and constant dollars, are presented in Figure E. For 1995, net income (in constant

**Figure E**

**Nonfarm Sole Proprietorship Net Income, Deficit, and Depreciation, Tax Years 1984-1995**

[Money amounts are in billions of dollars]

Tax year	Current dollars			Constant dollars <sup>1</sup>			Percentage increase in constant dollars <sup>1</sup>		
	Net income	Deficit	Depreciation	Net income	Deficit	Depreciation	Net income	Deficit	Depreciation
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
1984.....	89.8	19.1	23.9	118.4	25.1	31.5	10.1	0.7	4.3
1985.....	98.8	20.0	26.3	126.0	25.5	33.5	6.4	1.6	6.3
1986.....	110.5	20.1	26.4	137.1	24.9	32.8	8.8	-2.4	-2.1
1987.....	123.8	18.3	25.6	149.0	22.0	30.8	8.7	-11.6	-6.1
1988.....	145.5	19.2	26.1	169.0	22.3	30.3	13.4	1.4	-1.6
1989.....	152.4	19.7	24.5	169.9	21.9	27.3	0.5	-1.8	-9.9
1990.....	161.7	20.2	23.7	172.7	21.6	25.4	1.6	-1.4	-7.0
1991.....	162.4	20.9	23.1	166.9	21.5	23.7	-3.4	-0.5	-6.7
1992.....	173.5	19.5	23.3	173.5	19.5	23.3	4.0	-9.3	-1.7
1993.....	177.0	20.5	25.0	172.5	20.0	24.3	-0.6	2.6	4.3
1994.....	187.8	21.0	26.2	178.9	20.0	24.9	3.7	0.2	2.5
1995.....	191.7	22.5	26.2	178.2	20.9	24.3	-0.4	4.5	-2.4

<sup>1</sup> Constant dollars are based on the overall implicit price deflator for gross domestic product computed and reported by the U.S. Department of Commerce, Bureau of Economic Analysis in the *Survey of Current Business*, January-February, 1997. The deflator represents the annual average of current-weighted prices, based on 1992=100.

NOTE: Percentage increases were calculated after rounding.

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**Figure F**

## Nonfarm Sole Proprietorship Returns with Schedule C-EZ, by Industry, Tax Year 1995

(Money amounts are in millions of dollars)

Industrial division	Number of returns			Total business receipts			Total business deductions		
	Total	With Schedule C-EZ	Percentage of total	Total	On Schedule C-EZ	Percentage of total	Total	On Schedule C-EZ	Percentage of total
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
<b>All industries.....</b>	<b>16,423,872</b>	<b>2,187,016</b>	<b>13.3</b>	<b>807,363.6</b>	<b>7,893.1</b>	<b>1.0</b>	<b>638,126.8</b>	<b>943.7</b>	<b>0.1</b>
Construction.....	2,111,403	243,499	11.5	118,938.1	1,116.4	0.9	98,115.2	115.4	0.1
Transportation and public utilities.....	737,071	60,695	8.2	39,811.4	183.4	0.5	34,014.9	21.9	0.1
Wholesale and retail trade.....	3,026,959	224,234	7.4	257,278.1	760.1	0.3	240,671.4	93.4	( <sup>1</sup> )
Finance, insurance, and real estate.....	1,275,117	87,847	6.9	57,473.8	279.0	0.5	36,867.4	41.6	0.1
Services.....	7,957,579	1,331,765	16.7	275,272.7	4,681.7	1.7	178,087.4	583.6	0.3
All other industries.....	1,315,743	238,976	18.2	58,589.6	872.5	1.5	50,370.5	87.9	0.2

<sup>1</sup> Less than 0.05 percent.

NOTE: Detail may not add to totals because of rounding.

dollars) declined 0.4 percent, while deficits (in constant dollars) increased 4.5 percent. The decline in net income is the third such decrease in recent years (the others being 1991 and 1993), whereas the increase in deficit is the largest over the past decade. This decline in net income (in constant dollars) resulted from receipts declining more than deductions for 1995 (Figure B).

### Industry Trends

Using receipts as a measure of business size, Figure A shows that services continued to be the largest sole proprietorship industrial division for 1995 with 34.1 percent of all business receipts. Total receipts for this division, at \$275.3 billion, were 1.3 percent more than the \$271.7 billion reported for 1994. Figure G shows that services division profits grew 1.5 percent to \$97.2 billion, accounting for 57.4 percent of sole proprietorship profits for 1995. Within this division, the medical services group reported a slight decrease in receipts and increase in deductions, resulting in declining profits (1.0 percent) to a level of \$33.7 billion. Nevertheless, profits from medical services sole proprietorships comprised 34.7 percent of total profits for the industrial division. Business and personal services reported growth in deductions (1.9 percent) and receipts (0.5 percent). The net effect of these changes was a 2.5 percent decrease in profits to \$20.2 billion, accounting for 20.8 percent of profits for the entire division. Consulting and management services profits increased 7.9 percent, the result of a 6.3 percent increase in receipts overcoming a 4.6 percent increase in deductions. Sole proprietorships in the legal services group reported a slight growth in receipts. When coupled with a decline in deductions, the growth of profits was 1.3 percent.

The second largest sole proprietorship industrial division with 31.9 percent of total receipts was wholesale and retail trade. The 3.8 percent increase in receipts for this division was offset by an increase in deductions of 4.0 percent, leading to profits of approximately the same level as the previous year. Within this division, the wholesale trade group showed an 8.4 percent increase in receipts and

**Figure G**

## Nonfarm Sole Proprietorship Profits, by Industry, Tax Years 1994 and 1995

(Money amounts are in billions of dollars)

Industrial group	Net income less deficit		
	1994	1995	Percentage increase
	(1)	(2)	(3)
<b>All industries.....</b>	<b>166.8</b>	<b>169.3</b>	<b>1.5</b>
Construction.....	20.4	20.8	1.9
Special trade contractors.....	16.4	16.7	1.8
Transportation and public utilities.....	6.1	5.8	-5.3
Wholesale and retail trade.....	16.6	16.6	0.2
Wholesale trade.....	5.4	5.1	-6.6
Retail trade.....	11.2	11.6	3.6
Food stores.....	1.1	1.4	26.5
Automotive dealers and service stations.....	1.8	1.7	-7.3
Eating and drinking places.....	1.5	1.3	-18.7
Finance, insurance, and real estate.....	20.0	20.6	3.1
Finance.....	1.6	1.2	-28.1
Insurance.....	8.6	9.5	10.2
Real estate.....	9.7	9.9	2.2
Services.....	95.7	97.2	1.5
Business and personal services.....	20.7	20.2	-2.5
Medical services.....	34.0	33.7	-1.0
Legal services.....	10.6	10.7	1.3
Consulting and management services.....	11.3	12.1	7.9
All other industries.....	8.0	8.2	3.4

NOTE: Detail may not add to totals because of rounding. Percentage increases were calculated before rounding.

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a 10.9 percent increase in deductions, leading to a 6.6 percent decline in profits. The other component of this division, the retail trade group, reported smaller growth in both receipts and deductions than the wholesale trade group, and showed a 3.6 percent growth in profits. Sole proprietorships in the retail trade group accounted for 83.7 percent of the receipts and 69.6 percent of the profits for the division. Within the retail trade group, a 26.5 percent growth in profits reported by food stores contrasted with the 7.3 percent and 18.7 percent declines in profits reported by the automotive dealers and service stations and eating and drinking places groups, respectively.

The third largest industrial division was construction, with receipts totaling \$118.9 billion. This amount was 14.7 percent of all sole proprietorship receipts for 1995, representing a 2.7 percent increase from 1994. Deductions likewise increased by 2.8 percent. Construction profits increased by 1.9 percent in 1995, which was much smaller than the 12.1 percent increase reported for the previous year. Special trade contractors reported the largest portion (80.3 percent) of these profits. As a group, they showed increases of 1.7 percent for receipts and 1.8 percent for profits.

The fourth largest division was finance, insurance, and real estate, which accounted for 7.1 percent of sole proprietorship receipts for 1995. Receipts increased by 6.2 percent to \$57.5 billion, and despite a 7.9 percent increase in deductions, yielded a 3.1 percent growth in profits. This growth in profits was the largest percentage gain in profits of all the principal industrial divisions. The 10.2 percent and 2.2 percent increases in profits for the insurance and real estate groups, respectively, more than compensated for the 28.1 percent decline in profits reported by the small finance group.

## Summary

Profits for nonfarm sole proprietorships for 1995 grew by 1.5 percent to a level of \$169.3 billion. Receipts and deductions both increased (2.1 percent and 2.3 percent, respectively), but their growth rates were much slower than for 1994. All of the principal industrial divisions, except transportation and public utilities, showed increased profits for 1995. The largest percentage growth in profits was reported by the finance, insurance, and real estate division. The services division remained the largest sole proprietorship industrial division, accounting for 34.1 percent of receipts and 57.4 percent of profits. Services division receipts grew by 1.3 percent to \$275.3 billion, while profits grew 1.5 percent to \$97.2 billion. In constant dollars, total sole proprietorship profits declined 1.0

percent. This was the third such decline in profits over the last five years.

## Data Sources and Limitations

The 1995 sole proprietorship estimates are based on a stratified probability sample of unaudited individual income tax returns, Forms 1040 and 1040PC, processed by the Internal Revenue Service during 1996. Returns in the sample were stratified based on: (1) the presence or absence of Schedule C, *Profit or Loss From Business (Sole Proprietorship)* or Schedule C-EZ, *Net Profit From Business* and Schedule F, *Farm Income and Expenses*; (2) the larger of positive income or negative income (i.e., "adjusted gross income" before statutory adjustments); and (3) tax year. The returns were selected at rates that ranged from 0.02 percent to 100 percent. The 1995 nonfarm sole proprietorship data are based on a sample of 39,539 returns and a population of 16,604,604 returns [9]. The corresponding sample and population for the 1994 data were 37,462 and 16,160,509 returns, respectively.

Since the data presented in this article are estimates based on a sample of returns filed, they are subject to sampling error. To properly use the statistical data provided, the magnitude of the potential sampling error must be known; coefficients of variation (CV's) are used to measure that magnitude. Estimated coefficients of variation for the number of returns and money amounts for selected items and industrial divisions are presented in Figure H. The reliability of estimates based on samples,

**Figure H**

### Coefficients of Variation for Selected Items, Tax Year 1995

[Coefficients of variation are percentages]

Industrial division	Coefficients of variation				
	Total receipts <sup>1</sup>	Total deductions	Net income	Net deficit	Depreciation
	(1)	(2)	(3)	(4)	(5)
All industries.....	0.82	0.92	1.12	2.23	1.48
Construction.....	3.06	3.22	3.78	9.81	4.53
Transportation and public utilities.....	4.09	4.24	5.43	9.95	5.58
Wholesale and retail trade....	2.02	2.03	3.57	4.64	3.66
Finance, insurance, and real estate.....	3.36	3.45	4.42	5.75	6.46
Services.....	1.34	1.56	1.63	3.87	2.41

<sup>1</sup> Positive only.

and the use of coefficients of variation for evaluating the precision of estimates based on samples, are discussed in the appendix to this issue of the *Bulletin*.

# Sole Proprietorship Returns, 1995

## Notes and References

[1] For 1995, the 16,423,872 nonfarm sole proprietorship returns accounted for 18,391,236 nonfarm businesses. Actually, there may have been more businesses than those counted; processing for tax administration purposes allows only three businesses (reported on separate Schedules C) per return, and combines any remaining businesses on one (or more) of the three Schedules C. *Statistics of Income--1981, Sole Proprietorship Returns* contains a more detailed explanation of the relationship between proprietors and proprietorships.

For purposes of the statistics, if a proprietor owned more than one business, the statistics for each business were combined with those of the proprietor's dominant business and included in the industrial group for that business activity. When this occurred, the sum of net incomes (for businesses reporting a positive net income) reduced by the sum of net deficits (for businesses reporting a deficit) yielded the profits for a specific industrial group.

The *Standard Industrial Classification Manual, 1987*, issued by the U.S. Office of Management and Budget, was used to classify data by industry. These classifications were applied on a "per business" (rather than on a "per establishment") basis for *Statistics of Income* (SOI) by combining various industry groups, although businesses were further combined as described above. While the wording of the industry titles used for the sole proprietorship statistics diverge somewhat from those appearing in the *Standard Industrial Classification Manual*, the definitions are consistent.

[2] Statistics for "business receipts, total" in Table 2 represent the total receipts of the business, mainly gross receipts from sales and operations. Business receipts also include miscellaneous business receipts, such as incidental sales of scrap, shown separately in the statistics as "other business income." However, business receipts exclude incidental investment income received through the business. Examples of such incidental investment income are interest, dividends, income or loss from rents or royalties, and capital or ordinary gain or loss from the sale of investment and business property. Sole proprietors report incidental investment income, in combination with nonbusiness related investment income, as part of their total income on their individual income tax returns.

[3] Based on the overall implicit price deflator for gross domestic product (GDP). The deflator is obtained by dividing GDP in current dollars by real (i.e., inflation-adjusted for base year 1992) GDP and by multiplying by 100. The values are very similar to those of BEA's chain-type price index for GDP, in which annual adjustments are obtained by averaging estimates of aggregate price changes using detailed output weights for both the current and the preceding year. See U.S. Department of Commerce, Bureau of Economic Analysis, *Survey of Current Business*, January-February, 1997. Indices used for this article were:

Year	Indices	Year	Indices
1984	75.9	1990	93.6
1985	78.4	1991	97.3
1986	80.6	1992	100.0
1987	83.1	1993	102.6
1988	86.1	1994	105.0
1989	89.7	1995	107.6

[4] Sole proprietors report personal, i.e., nonbusiness, income and expense items apart from business income or loss, which are reported on the attached Schedules C, *Profit or Loss From Business* (or, to a lesser extent, on Schedule C-EZ, *Net Profit From Business*). Salaries paid to owners qualify as personal income, not as a business expense, and are therefore part of the owner's taxable income. Similarly, sole proprietors deduct charitable contributions made through the business as personal expenses on Schedule A, *Itemized Deductions*. However, the owner of a sole proprietorship may choose to deduct any foreign taxes paid as a business expense, unless the owner elects to claim these taxes as a credit against U.S. income tax.

[5] Business deductions include the home office business deduction. After 1990, home office expenses were calculated separately on Form 8829, *Expenses for Business Use of Your Home*, and the deductible portion brought forward to the Schedule C. In some cases, these expenses were limited. Prior to 1990, these expenses were not limited and were included with other expenses, such as depreciation deduction, utilities, and "other" expenses on the Schedule C.

[6] The increase in the depreciation deduction for 1993 may be attributed in part to a provision of the Omnibus Budget Reconciliation Act of 1993 (OBRA93). The cost of certain tangible property (as described in Internal Revenue Code section 179) may be treated as a current expense rather than a capital expenditure subject to depreciation deductions. The provision of

## Sole Proprietorship Returns, 1995

OBRA93 (related to these expenses) increased the maximum amount of investment certain small businesses could immediately deduct on property placed in service after 1992 from \$10,000 to \$17,500. The total amount of this deduction for 1995 for all individual taxpayers (including sole proprietorships) was \$17.0 billion, a 7.0 percent increase from 1994.

- [7] Net income minus deficit (loss) before Federal income tax, yields profits. Proprietors compute their tax on total "taxable income," which includes their business profits, plus any other income.
- [8] Losses generated by any "flow-through" business activity (i.e., such as partnerships or S Corporations for which profits and certain other amounts are passed through to the owners for taxation), in which the taxpayer did not "materially participate" (i.e., was not involved regularly and substantially in the operations of the activity) qualified as passive activity losses. The Tax Reform Act of 1986 (TRA86) gradually

eliminated the use of passive losses as a means to offset nonpassive income, such as salaries and wages. TRA86 provided for a 5-year phase-in (ending in 1991) of the limitations on passive losses for investments made prior to 1987; since Tax Year 1991, the restrictions applied to all passive losses. However, exceptions up to \$25,000 were made for certain real estate losses. Under prior law, passive losses were fully deductible.

- [9] The difference between the number of returns in the population and the total number of returns in Tables 1 and 2 is mainly due to moving certain Schedule C data to other parts of the Form 1040 during SOI editing. This editing occurs for individual returns where a Schedule C or multiple Schedules C are attached, but the data are not consistent with SOI's definition of proper filing of that schedule(s). Also, data from a few amended returns and tentative returns are not reflected in these statistics.



# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with and without net income							
	Number of returns	Business receipts	Depreciation deduction <sup>1,2</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>1,3</sup>	Payroll <sup>1,4</sup>	Net income less deficit
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
<b>All nonfarm industries.....</b>	<b>16,423,872</b>	<b>807,363,638</b>	<b>26,738,439</b>	<b>6,218,381</b>	<b>21,284,600</b>	<b>10,056,582</b>	<b>78,854,134</b>	<b>169,262,336</b>
<b>Agricultural services, forestry, and fishing.....</b>	<b>509,952</b>	<b>19,170,533</b>	<b>1,378,488</b>	<b>174,318</b>	<b>255,406</b>	<b>356,656</b>	<b>2,673,431</b>	<b>3,235,201</b>
Agricultural services.....	437,941	16,352,904	1,150,360	144,407	236,315	305,183	2,530,792	2,479,048
Veterinary services, including pets.....	26,641	3,287,530	147,450	12,082	67,942	97,971	639,694	767,934
Livestock breeding.....	31,182	303,313	48,837	3,465	6,892	8,497	20,834	-210,528
Animal services, except livestock breeding, and veterinary.....	87,049	2,100,611	169,610	17,466	74,389	52,379	181,014	-29,990
Landscape and horticultural services.....	247,401	7,493,386	638,484	87,195	63,778	101,307	1,155,868	1,569,804
Farm labor, management, and crop services.....	45,667	3,168,065	145,979	24,199	23,314	45,029	533,381	381,828
Forestry, except logging.....	16,658	753,812	76,836	10,917	1,561	13,265	60,386	130,051
Commercial fishing.....	49,664	2,040,551	145,373	18,930	17,233	35,901	81,765	636,268
Hunting and trapping.....	5,689	23,266	5,919	64	297	2,306	488	-10,166
<b>Mining.....</b>	<b>119,322</b>	<b>4,623,965</b>	<b>368,062</b>	<b>34,025</b>	<b>61,074</b>	<b>161,566</b>	<b>213,400</b>	<b>-93,646</b>
Metal mining.....	1,044	39,855	12,024	3	163	1,866	13,697	-17,855
Coal mining.....	*18	*41,555	*2,636	*8	*33	*916	*2,490	*231
Oil and gas extraction.....	107,562	4,312,334	333,400	25,965	51,843	155,386	175,607	-51,731
Quarrying and nonmetallic minerals, except fuels.....	10,698	230,221	20,003	8,048	9,035	3,399	21,606	-24,292
<b>Construction.....</b>	<b>2,111,403</b>	<b>118,938,100</b>	<b>3,658,797</b>	<b>822,185</b>	<b>632,358</b>	<b>1,011,421</b>	<b>18,782,159</b>	<b>20,826,810</b>
General building contractors and operative builders.....	309,807	32,727,943	656,260	143,913	95,128	370,157	4,614,532	3,483,420
General building contractors.....	278,741	28,920,888	586,147	134,747	85,305	340,959	4,103,107	2,958,969
Operative builders.....	31,066	3,807,055	70,113	9,166	9,822	29,198	511,425	524,450
Heavy construction contractors.....	70,393	4,235,839	243,888	69,110	21,003	76,574	647,888	619,650
Highway and street construction.....	17,279	1,111,397	98,556	16,301	689	21,877	203,014	104,615
Heavy construction, except highway.....	53,114	3,124,442	145,333	52,809	20,314	54,697	444,874	515,036
Special trade contractors.....	1,731,203	81,974,319	2,758,648	609,162	516,227	564,690	13,519,739	16,723,740
Plumbing, heating, and air conditioning.....	155,143	10,315,590	252,323	37,068	51,835	77,614	1,360,292	1,544,517
Painting and paperhanging.....	229,836	6,856,857	185,247	43,058	45,686	27,431	1,116,273	2,091,850
Electrical work.....	137,959	7,757,794	225,300	25,930	44,310	48,805	1,233,593	1,497,129
Masonry, stonework, tile setting, and plastering.....	190,434	10,503,246	177,978	92,845	46,157	40,395	2,616,716	2,449,958
Carpentering and flooring.....	555,260	20,668,580	542,448	116,644	130,703	104,812	3,157,770	5,175,130
Roofing, siding, and sheet metal work.....	109,529	6,135,897	131,674	34,986	53,915	33,747	1,328,492	1,083,563
Concrete work.....	45,946	3,239,125	162,397	30,599	13,584	18,355	601,797	315,709
Miscellaneous special trade contractors.....	307,096	16,497,231	1,081,282	228,031	130,037	213,530	2,104,807	2,565,883
<b>Manufacturing.....</b>	<b>497,780</b>	<b>32,101,683</b>	<b>1,731,373</b>	<b>328,875</b>	<b>762,098</b>	<b>520,614</b>	<b>4,977,915</b>	<b>4,143,519</b>
Food and kindred products.....	20,427	1,236,840	31,412	2,521	31,780	13,459	104,362	113,950
Textile mill products.....	*4,425	*390,842	*14,019	*432	*5,228	*7,103	*16,352	*29,268
Apparel and other textile products.....	34,033	2,071,285	121,989	21,359	118,095	15,635	553,944	219,704
Lumber and wood products, except furniture (including logging).....	93,471	8,891,803	694,514	133,800	88,524	204,944	1,252,513	632,758
Furniture and fixtures.....	23,733	1,472,873	47,866	1,275	46,823	12,816	355,105	307,447
Printing, publishing, and allied industries.....	113,492	5,528,410	258,712	60,538	154,349	83,485	728,229	765,431
Leather and leather products.....	*4,372	*204,525	*6,784	*2,084	*5,605	*1,399	*63,450	*25,105
Stone, clay, and glass products.....	24,824	493,529	37,613	1,560	14,635	23,098	62,177	57,248
Primary metal industries.....	*404	*363,195	*2,583	*246	*1,342	*19	*18,878	*18,484
Fabricated metal products.....	31,025	2,122,185	102,430	31,100	51,103	25,857	393,805	428,978
Machinery, except electrical.....	48,049	4,309,589	246,615	37,240	103,273	64,473	814,871	830,233
Electrical and electronic equipment.....	17,870	1,108,343	25,514	3,195	21,756	17,973	151,581	198,778
Paper and allied products.....	5,001	628,955	18,893	4,598	26,366	3,816	55,065	47,381
Other manufacturing industries.....	76,655	3,279,310	122,430	28,928	93,218	46,536	407,585	468,754
<b>Transportation and public utilities.....</b>	<b>737,071</b>	<b>39,811,359</b>	<b>3,206,505</b>	<b>965,667</b>	<b>371,862</b>	<b>790,274</b>	<b>3,001,723</b>	<b>5,797,110</b>
Local and interurban passenger transit.....	98,628	2,324,098	109,859	218,578	56,760	40,346	89,591	565,289
Taxicabs.....	55,875	986,196	17,326	160,141	50,230	8,469	9	277,062
Bus and limousine transportation.....	40,016	1,299,519	84,790	57,122	6,530	30,300	89,582	283,844
Other highway passenger transportation.....	*2,737	*38,383	*7,743	*1,314	--	*1,577	--	*4,383
Trucking and warehousing.....	461,633	30,002,756	2,775,106	653,274	158,142	646,644	2,368,398	4,384,576
Trucking, local and long distance, including trash collection without own dump.....	351,145	27,489,768	2,718,503	590,027	127,434	623,696	2,248,373	3,721,899
Courier or package delivery service.....	110,150	2,399,428	46,112	63,053	18,090	9,032	110,337	629,898
Public warehousing.....	337	113,560	10,491	194	12,618	13,916	9,688	32,779
Water transportation.....	7,036	310,766	12,559	3,789	5,544	6,725	13,871	45,419
Air transportation.....	11,045	491,411	45,799	549	26,499	23,645	60,896	72,259
Transportation services.....	83,697	5,079,152	104,126	74,670	103,454	37,393	296,278	456,702
Travel agents and tour operators.....	54,785	3,602,445	37,793	33,721	86,039	14,064	134,569	378,717
Other transportation services.....	28,912	1,476,707	66,332	40,949	17,415	23,329	161,709	77,985
Communication services.....	43,672	1,052,631	93,158	10,265	12,593	20,677	157,872	172,483
Utilities, including dumps, snowplowing, road cleaning, etc.....	31,360	550,544	65,898	4,541	8,870	14,845	14,816	100,382

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with and without net income							Net income less deficit
	Number of returns	Business receipts	Depreciation deduction <sup>1,2</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>1,3</sup>	Payroll <sup>1,4</sup>	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
<b>Wholesale and retail trade.....</b>	<b>3,026,959</b>	<b>257,278,099</b>	<b>4,348,312</b>	<b>1,075,502</b>	<b>7,516,338</b>	<b>2,467,308</b>	<b>18,117,003</b>	<b>16,615,003</b>
Wholesale trade.....	374,280	41,906,934	540,389	140,444	315,695	208,943	1,495,337	5,050,095
Durable goods, including machinery, wood, metals, etc.....	209,281	21,918,649	284,007	68,485	158,291	95,123	716,401	3,411,254
Nondurable goods, including food, fiber, chemicals, etc.....	164,999	19,988,286	256,382	71,959	157,404	113,821	778,936	1,638,841
Retail trade.....	2,652,679	215,371,165	3,807,924	935,058	7,200,643	2,258,365	16,621,666	11,564,907
Building materials, paint, hardware, garden supply, and mobile home dealers.....	75,483	9,667,826	186,512	35,009	155,752	148,729	1,052,584	641,533
Lumber and other building materials dealers.....	26,327	2,673,267	59,181	13,222	22,606	39,730	245,945	232,846
Paint, glass, and wallpaper stores.....	4,691	627,918	9,506	4,998	22,220	6,247	117,772	50,619
Hardware stores.....	14,956	2,815,575	42,929	10,242	54,842	41,719	201,191	124,742
Retail nurseries and garden supply stores.....	22,894	2,032,200	57,163	5,080	35,376	29,167	210,576	129,160
Mobile home dealers.....	6,615	1,518,867	17,732	1,466	20,708	31,866	277,100	104,165
General merchandise stores.....	44,917	4,805,923	58,251	10,474	158,675	38,739	240,887	312,861
Variety stores.....	16,954	1,930,946	21,643	7,844	79,547	19,576	101,501	170,265
Computer and software stores.....	11,150	1,436,035	19,573	1,648	17,063	12,042	44,750	85,351
Other general merchandise stores.....	16,813	1,438,941	17,035	982	62,064	7,121	94,636	57,245
Food stores.....	152,501	36,046,872	515,198	143,219	876,651	323,471	2,358,259	1,361,708
Grocery stores.....	91,076	28,023,974	336,627	101,538	549,331	242,388	1,623,583	1,012,544
Retail bakeries.....	20,269	1,730,235	75,765	13,792	124,475	48,744	341,894	135,427
Miscellaneous food stores.....	41,156	6,292,663	102,806	27,889	202,845	34,339	392,783	213,737
Automotive dealers and service stations.....	183,175	53,504,090	489,353	96,028	660,570	480,256	2,535,344	1,711,781
Motor vehicle dealers--new car dealers (franchised).....	13,577	1,426,808	3,544	4,767	5,979	8,640	39,639	128,938
Motor vehicle dealers--used cars only.....	79,223	16,988,391	91,720	18,100	135,938	179,718	519,120	593,383
Auto parts and accessories and selected home supply stores.....	26,490	4,030,533	80,207	13,877	88,508	70,579	340,330	338,741
Gasoline service stations.....	28,941	25,486,897	263,067	45,787	401,052	137,565	1,437,832	541,666
Boat dealers.....	4,129	1,222,290	9,415	7,899	9,638	22,215	39,880	1,857
Miscellaneous automotive dealers.....	30,816	4,349,171	41,400	5,599	19,455	61,539	158,543	107,195
Apparel and accessory stores.....	101,610	7,979,217	95,826	24,091	662,164	72,726	595,522	490,777
Men's and boy's clothing stores.....	1,565	498,873	6,761	128	33,747	5,401	30,255	15,179
Women's ready-to-wear stores.....	25,382	1,763,156	22,279	11,294	191,882	13,614	114,106	94,824
Women's accessory and specialty stores.....	14,665	860,092	11,205	395	50,911	10,413	93,094	35,752
Family clothing stores.....	20,902	1,932,097	24,574	7,403	170,757	23,884	86,925	89,301
Shoe stores.....	6,360	1,001,601	8,263	1,655	71,679	13,126	94,676	45,645
Apparel and accessory stores, not elsewhere classified.....	32,736	1,923,399	22,744	3,216	143,188	6,288	176,466	210,077
Furniture and home furnishings stores.....	111,443	11,002,191	250,937	42,955	434,574	167,182	1,187,226	851,363
Furniture stores.....	29,151	3,832,370	78,008	5,515	166,156	92,696	430,071	251,723
Home furnishings and equipment stores, except appliances.....	24,419	3,501,146	53,460	10,354	121,545	36,023	397,610	307,288
Household appliance stores.....	22,570	1,407,939	31,743	18,895	73,802	13,288	128,688	135,689
Television, audio, and electronic stores.....	18,860	1,392,731	31,259	1,422	36,842	16,507	184,106	88,653
Music and record stores.....	16,442	868,006	56,466	6,769	36,228	8,668	46,750	68,010
Eating and drinking places.....	232,852	27,132,722	903,280	183,330	1,769,419	419,470	5,004,484	1,254,916
Eating places.....	134,268	21,892,551	762,176	136,879	1,502,845	339,765	4,402,395	809,442
Drinking places.....	53,929	4,565,808	122,358	38,825	244,483	72,236	537,436	335,961
Catering services.....	44,655	674,363	18,746	7,627	22,091	7,469	64,653	109,513
Miscellaneous retail stores.....	1,750,699	65,232,325	1,308,567	399,952	2,482,839	607,791	3,647,360	4,939,970
Drug stores.....	6,691	3,674,868	23,640	15,825	52,969	8,391	260,167	273,362
Liquor stores.....	15,815	5,110,302	81,633	5,231	187,117	62,985	368,608	230,395
Used merchandise and antique stores.....	118,502	3,957,587	78,007	47,433	310,980	49,297	189,279	236,394
Sporting goods and bicycle shops.....	55,000	3,984,970	81,823	19,077	121,573	37,864	238,741	192,090
Book stores.....	9,937	785,648	16,395	3,449	57,600	7,340	79,199	57,070
Stationery stores.....	6,001	1,051,932	15,851	5,094	73,236	23,003	85,385	68,399
Jewelry stores.....	41,904	3,822,269	48,276	37,330	193,628	38,392	210,203	481,443
Hobby, toy, and game shops.....	50,873	1,639,261	23,663	7,004	102,311	23,198	67,422	-70,412
Camera and photographic supply stores.....	*3,408	*448,193	*11,005	*5,166	*41,260	*2,081	*20,264	*48,681
Luggage and leather goods stores.....	*1,663	*301,190	*2,028	*14	*46,311	*1,392	*4,883	*16,940
Fabric and needlework stores.....	26,112	773,287	11,486	889	67,494	4,094	59,601	23,219
Catalog or mail order.....	90,421	2,241,896	30,697	6,152	36,446	9,443	56,042	72,467
Vending machine selling.....	43,381	1,460,622	128,837	10,359	17,182	11,153	58,618	159,968
Sales by door-to-door, telephone, etc.....	979,213	16,069,248	355,313	134,270	226,318	122,669	475,379	2,106,458
Gift, novelty, and souvenir shops.....	77,714	2,790,591	70,259	21,788	299,587	28,316	217,267	-33,846
Fuel oil dealers.....	4,483	1,222,948	21,847	289	3,604	12,278	62,917	25,982
Florists.....	50,443	2,894,051	99,226	18,603	140,789	44,873	391,543	81,946
Other retail shops.....	169,137	13,003,461	208,383	61,977	504,434	121,022	801,394	969,413

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with and without net income							
	Number of returns	Business receipts	Depreciation deduction <sup>1,2</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>1,3</sup>	Payroll <sup>1,4</sup>	Net income less deficit
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
<b>Finance, insurance, and real estate.....</b>	<b>1,275,117</b>	<b>57,473,784</b>	<b>1,401,801</b>	<b>486,707</b>	<b>1,345,361</b>	<b>1,375,885</b>	<b>2,610,392</b>	<b>20,600,260</b>
Finance.....	135,239	10,930,057	162,856	37,155	262,544	566,960	250,327	1,180,779
Credit agencies and mortgage bankers.....	16,367	885,903	13,763	5,334	22,441	21,367	24,772	269,208
Security and commodity brokers and services.....	55,834	5,394,430	81,472	24,122	187,773	174,130	155,971	647,244
Security brokers and dealers.....	16,528	2,398,578	12,442	7,889	30,338	91,642	31,471	219,407
Investment advisors and services.....	25,424	1,564,278	43,673	16,002	47,840	21,425	74,390	486,425
Commodity contract brokers, exchanges and services.....	13,882	1,431,574	25,357	232	109,595	61,063	50,110	-58,588
Other financial services.....	63,037	4,649,724	67,621	7,698	52,330	371,463	69,584	264,328
Insurance agents and brokers.....	350,400	17,964,367	376,565	203,610	561,883	193,998	1,527,804	8,400,804
Insurance services.....	52,427	2,321,879	56,564	27,788	29,781	24,894	190,062	1,118,585
Real estate.....	737,051	26,257,477	805,815	218,154	491,152	590,033	642,199	9,900,092
Real estate property managers.....	50,810	1,532,350	64,882	9,344	59,041	54,313	118,946	385,384
Operators and lessors of buildings.....	7,014	720,691	101,623	5,564	8,480	140,616	56,961	-30,240
Operators and lessors, other than buildings.....	5,788	366,928	47,795	154	3,762	48,011	18,228	47,355
Real estate agents and brokers.....	651,101	21,284,903	557,140	200,984	409,529	216,611	346,157	9,354,254
Title abstract companies.....	8,212	125,499	4,693	--	2,991	191	19,439	57,459
Subdividers and developers.....	14,126	2,227,111	29,683	2,108	7,350	130,291	82,469	85,881
<b>Services.....</b>	<b>7,957,579</b>	<b>275,272,662</b>	<b>10,614,695</b>	<b>2,309,650</b>	<b>10,330,077</b>	<b>3,347,248</b>	<b>28,369,716</b>	<b>97,180,886</b>
Hotels and other lodging places.....	52,503	4,679,724	520,743	26,777	107,192	546,410	653,709	156,962
Hotels, motels, and tourist courts.....	38,928	3,991,861	441,829	17,993	90,844	461,006	573,872	182,213
Rooming and boarding houses.....	6,869	293,993	22,480	8,686	14,573	25,360	55,007	5,888
Camps and camping parks.....	6,706	393,870	56,434	99	1,776	60,044	24,830	-31,139
Personal services.....	1,193,865	27,562,326	994,756	346,431	2,136,490	279,834	2,763,708	7,967,947
Coin-operated laundries and dry cleaning.....	15,802	1,058,285	89,699	10,448	138,956	29,944	123,742	125,220
Other cleaning services, including laundry, dry cleaning, garment, carpet, and upholstery.....	52,654	2,835,474	117,489	55,060	230,781	28,880	576,784	420,445
Photographic portrait studios.....	38,978	1,370,203	73,883	17,218	73,745	8,170	74,099	171,699
Beauty shops.....	401,136	9,490,948	254,548	135,602	1,198,258	105,690	1,391,356	2,789,451
Barber shops.....	78,799	1,444,067	24,271	37,319	175,253	13,671	137,575	655,249
Funeral service and crematories.....	11,388	1,043,989	89,627	8,908	17,125	22,544	65,305	205,523
Miscellaneous personal services, including valet parking.....	595,108	10,319,361	345,239	81,876	302,373	70,934	394,846	3,600,361
Business services.....	1,812,942	43,641,384	2,252,250	323,152	789,317	427,576	4,148,154	12,256,560
Advertising, except direct mail.....	68,412	3,047,096	88,344	25,386	43,882	13,590	50,510	724,783
Consumer credit reporting and collecting services.....	*1,342	*40,858	*4	*957	*381	*9	*28	*11,524
Janitorial and related services to buildings.....	457,224	6,965,782	211,402	34,537	61,112	36,395	1,102,665	2,361,140
Computer and data processing services.....	220,462	4,208,901	251,596	38,537	73,021	28,016	245,691	1,539,186
Mailing, reproduction, commercial art and photography, and stenographic services.....	174,038	4,200,327	224,822	51,732	116,221	23,280	270,590	1,309,787
Computer repair, maintenance, and leasing.....	24,915	1,240,008	114,770	1,955	8,859	12,028	220,207	122,028
Equipment rental and leasing, except computer and automotive.....	35,881	1,856,199	458,570	9,779	34,064	98,991	88,780	183,850
Other business services.....	830,668	22,082,213	902,741	160,269	451,776	215,267	2,169,684	6,004,263
Automobile repair and services.....	385,021	24,049,776	1,152,457	227,802	1,073,021	318,586	2,837,509	2,430,005
Automotive rentals or leasing, without drivers.....	15,509	357,657	130,148	8,081	11,837	15,644	14,861	-21,676
Automobile parking, except valet.....	2,729	192,362	3,359	2	75,203	1,643	18,217	44,849
Automotive repair shops.....	281,469	19,358,643	736,944	208,522	885,389	219,681	2,393,373	1,841,734
Automotive services, except repair.....	85,314	4,141,115	282,006	11,197	100,593	81,618	411,058	565,096
Miscellaneous repair services.....	294,278	9,936,903	307,108	60,295	220,858	87,629	688,700	2,257,278
TV and audio equipment repair.....	24,394	931,769	12,110	5,876	25,484	2,624	37,182	181,449
Electrical repair, except TV and audio equipment.....	70,689	2,363,288	85,496	12,572	39,244	10,988	187,587	623,530
Reupholstery and furniture repair.....	43,143	1,561,995	22,832	20,971	73,862	22,556	206,692	351,609
Other miscellaneous repair.....	156,050	5,079,851	186,670	20,876	82,267	51,460	257,239	1,100,690
Motion pictures.....	66,050	2,732,932	327,172	37,788	153,261	27,458	197,203	483,003
Motion picture and video production.....	50,265	1,237,307	137,914	30,341	24,498	7,638	23,475	328,548
Motion picture and tape distribution and allied services.....	5,032	173,626	3,720	4,943	863	2,016	11,187	38,049
Motion picture theaters.....	*173	*51,814	*776	*106	*7,295	*368	*10,076	*-1,448
Video tape rentals.....	10,580	1,270,184	184,763	2,399	120,605	17,437	152,465	117,855
Amusement and recreation services, except motion pictures.....	635,631	13,801,109	850,507	109,810	500,677	166,204	558,760	3,734,098
Entertainers, producers, agents, and related services.....	345,742	6,339,381	401,355	61,740	142,797	40,929	144,849	2,482,335
Bowling centers.....	3,420	189,311	21,768	944	761	19,727	40,531	-3,531
Professional sports and racing, including promoters and managers.....	84,477	2,607,353	153,127	8,940	37,746	13,654	62,432	508,674
Other amusement and recreational services.....	189,309	4,365,308	267,770	34,588	264,726	83,498	275,805	683,949
Physical fitness facilities.....	12,683	299,756	6,487	3,598	54,646	8,396	35,143	62,670

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with and without net income							
	Number of returns	Business receipts	Depreciation deduction <sup>1,2</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>1,3</sup>	Payroll <sup>1,4</sup>	Net income less deficit
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
<b>Services--Continued</b>								
Medical and health services.....	802,433	73,109,797	1,775,667	499,362	2,954,013	764,924	9,818,382	33,677,378
Offices of physicians.....	197,308	28,020,543	481,310	147,027	994,271	172,732	2,900,994	15,880,972
Offices of dentists.....	108,958	22,564,977	660,003	191,718	915,023	316,127	4,540,841	8,455,757
Offices of osteopathic physicians.....	12,250	1,530,351	23,780	8,528	34,351	13,093	155,007	999,374
Offices of chiropractors.....	35,037	3,907,574	135,073	48,951	216,553	72,822	527,776	1,519,355
Offices of optometrists.....	16,317	2,469,802	103,161	7,669	139,511	33,758	325,290	566,929
Offices of podiatrists.....	6,129	1,000,672	35,265	17,608	58,741	15,059	110,982	397,831
Registered and practical nurses.....	45,369	735,590	13,697	1,190	15,000	2,205	55,321	410,620
Nursing and personal care facilities.....	69,922	2,271,339	74,702	8,215	63,359	81,044	491,331	455,838
Medical and dental laboratories.....	24,910	1,086,759	31,771	5,966	47,993	5,578	141,860	252,726
Other medical and health services.....	286,235	9,522,191	216,906	62,491	469,211	52,505	568,980	4,737,976
Legal services.....	281,073	23,536,158	463,288	213,462	1,133,212	225,167	3,029,954	10,730,199
Educational services.....	250,054	2,557,223	166,116	11,372	141,081	22,582	210,246	792,294
Child day care.....	563,509	5,950,518	243,027	73,385	106,395	74,760	580,922	1,956,810
Ministers and chaplains.....	203,071	2,454,327	48,663	13,424	34,003	10,325	352	1,531,443
Engineering services.....	91,527	4,185,352	148,903	36,317	97,991	32,100	517,514	1,743,350
Architectural services.....	56,724	2,729,888	87,187	21,142	117,585	21,480	426,627	789,022
Surveying services.....	20,038	666,261	55,504	10,605	4,874	1,062	143,001	205,089
Accounting, auditing, and bookkeeping services.....	343,399	7,250,097	371,141	109,039	297,360	136,459	833,207	2,907,664
Management services.....	99,591	2,966,555	71,987	16,940	66,622	42,717	226,545	1,728,889
Consulting services.....	688,496	20,486,489	679,826	156,521	221,083	142,957	612,865	10,417,345
Public relations.....	14,871	484,802	23,780	2,915	12,997	1,546	16,715	204,793
Counseling, except health practitioners.....	102,503	2,491,041	74,612	13,112	162,045	17,471	105,643	1,210,757
<b>Nature of business not allocable.....</b>	<b>188,689</b>	<b>2,693,452</b>	<b>30,406</b>	<b>21,454</b>	<b>10,027</b>	<b>25,610</b>	<b>108,395</b>	<b>957,193</b>

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with net income							
	Number of returns	Business receipts	Depreciation deduction <sup>1,2</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>1,3</sup>	Payroll <sup>1,4</sup>	Net income
	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
<b>All nonfarm industries.....</b>	<b>12,213,472</b>	<b>707,246,092</b>	<b>19,400,612</b>	<b>4,907,630</b>	<b>16,909,979</b>	<b>6,752,924</b>	<b>67,028,658</b>	<b>191,728,953</b>
<b>Agricultural services, forestry, and fishing.....</b>	<b>357,090</b>	<b>16,594,366</b>	<b>907,252</b>	<b>137,663</b>	<b>208,276</b>	<b>248,111</b>	<b>2,376,248</b>	<b>4,174,084</b>
Agricultural services.....	297,091	14,001,249	723,689	111,646	190,556	204,340	2,240,526	3,350,236
Veterinary services, including pets.....	20,039	3,223,626	119,719	11,414	62,953	82,317	635,495	841,093
Livestock breeding.....	3,022	162,866	4,145	1,405	2	2,417	--	18,400
Animal services, except livestock breeding, and veterinary.....	42,801	1,323,084	45,497	5,136	50,772	25,600	120,417	277,602
Landscape and horticultural services.....	194,961	6,624,982	468,192	77,901	56,456	69,123	987,896	1,762,099
Farm labor, management, and crop services.....	36,268	2,666,692	86,135	15,790	20,373	24,884	496,717	451,042
Forestry, except logging.....	13,001	663,921	59,885	10,873	1,099	8,458	54,241	146,264
Commercial fishing.....	44,215	1,920,368	123,490	15,144	16,618	35,313	81,463	673,441
Hunting and trapping.....	2,782	8,827	189	--	2	--	19	4,143
<b>Mining.....</b>	<b>69,134</b>	<b>2,850,982</b>	<b>164,504</b>	<b>10,571</b>	<b>29,233</b>	<b>34,779</b>	<b>143,285</b>	<b>685,788</b>
Metal mining.....	3	16,711	619	--	--	102	5,583	4,098
Coal mining.....	4	8,842	376	6	--	296	2,004	1,910
Oil and gas extraction.....	65,221	2,666,777	155,388	2,873	20,198	30,982	117,011	667,274
Quarrying and nonmetallic minerals, except fuels.....	3,906	158,652	8,121	7,693	9,035	3,399	18,686	12,507
<b>Construction.....</b>	<b>1,811,166</b>	<b>106,327,914</b>	<b>2,976,722</b>	<b>634,984</b>	<b>514,507</b>	<b>746,132</b>	<b>16,081,086</b>	<b>22,555,523</b>
General building contractors and operative builders.....	247,167	28,272,845	469,890	124,993	83,217	82,217	3,686,294	4,125,593
General building contractors.....	220,958	24,699,986	414,012	116,739	74,633	200,076	3,244,156	3,534,837
Operative builders.....	26,210	3,572,859	55,879	8,254	8,585	16,095	442,139	590,755
Heavy construction contractors.....	57,091	3,639,715	199,641	52,215	20,108	54,995	499,234	691,261
Highway and street construction.....	12,585	846,743	78,261	13,804	580	12,744	128,295	141,138
Heavy construction, except highway.....	44,506	2,792,972	121,380	38,411	19,527	42,251	370,940	550,123
Special trade contractors.....	1,506,908	74,415,354	2,307,191	457,775	411,182	474,966	11,895,557	17,738,670
Plumbing, heating, and air conditioning.....	125,286	9,424,937	221,418	29,006	48,420	70,228	1,232,335	1,645,872
Painting and paperhanging.....	217,964	6,375,084	167,543	38,652	42,969	24,953	899,897	2,150,825
Electrical work.....	113,030	6,981,351	196,704	25,511	38,324	45,162	952,708	1,640,302
Masonry, stonework, tile setting, and plastering.....	178,664	10,080,156	165,413	77,345	44,986	39,264	2,542,957	2,491,657
Carpentering and flooring.....	488,784	18,757,745	445,488	73,721	91,569	88,248	2,867,835	5,437,277
Roofing, siding, and sheet metal work.....	102,351	5,667,639	126,073	28,980	50,977	33,064	1,166,597	1,099,469
Concrete work.....	33,770	2,770,584	130,511	17,091	9,538	16,705	509,354	380,407
Miscellaneous special trade contractors.....	247,057	14,357,858	854,039	167,469	84,400	157,342	1,723,874	2,892,861
<b>Manufacturing.....</b>	<b>339,476</b>	<b>27,364,916</b>	<b>1,287,608</b>	<b>268,779</b>	<b>624,515</b>	<b>368,042</b>	<b>4,293,282</b>	<b>4,962,805</b>
Food and kindred products.....	9,480	1,049,367	15,778	1,672	11,446	6,762	59,648	164,727
Textile mill products.....	--	--	--	--	--	--	--	--
Apparel and other textile products.....	18,037	1,807,245	81,492	17,056	96,613	11,134	525,568	289,314
Lumber and wood products, except furniture (including logging).....	64,629	6,823,864	480,485	95,523	84,283	137,419	975,094	835,422
Furniture and fixtures.....	17,320	1,323,675	45,180	214	37,923	5,674	320,830	398,837
Printing, publishing, and allied industries.....	83,963	4,529,538	190,108	53,837	108,533	56,375	573,545	1,049,369
Leather and leather products.....	3,170	201,174	1,174	2,084	5,603	1,399	63,450	31,723
Stone, clay, and glass products.....	10,508	428,142	27,412	1,560	9,989	14,623	61,559	82,632
Primary metal industries.....	--	--	--	--	--	--	--	--
Fabricated metal products.....	27,369	2,003,648	89,299	26,401	49,315	21,844	363,122	456,460
Machinery, except electrical.....	39,173	4,080,074	220,993	37,151	93,622	57,344	790,825	840,820
Electrical and electronic equipment.....	15,385	944,161	23,335	3,088	19,054	17,227	128,331	203,591
Paper and allied products.....	3,859	626,620	18,893	4,598	26,366	3,815	55,060	50,129
Other manufacturing industries.....	41,763	2,793,486	76,897	24,919	75,200	27,303	341,257	571,512
<b>Transportation and public utilities.....</b>	<b>562,689</b>	<b>32,946,184</b>	<b>2,262,346</b>	<b>787,921</b>	<b>271,753</b>	<b>552,970</b>	<b>2,168,869</b>	<b>6,761,412</b>
Local and interurban passenger transit.....	87,409	2,094,253	78,117	206,422	28,527	31,028	63,970	636,385
Taxicabs.....	50,109	930,223	6,747	160,130	25,232	7,633	9	321,201
Bus and limousine transportation.....	34,875	1,127,794	68,062	46,292	3,295	22,547	63,961	301,961
Other highway passenger transportation.....	2,426	36,236	3,308	--	--	849	--	13,223
Trucking and warehousing.....	365,072	24,677,077	2,013,655	529,918	126,645	466,565	1,645,955	4,935,859
Trucking, local and long distance, including trash collection without own dump.....	279,221	22,406,265	1,976,797	467,690	97,746	452,175	1,550,948	4,207,119
Courier or package delivery service.....	85,558	2,172,713	30,566	62,075	16,428	8,852	85,992	694,287
Public warehousing.....	293	98,099	6,292	154	12,470	5,537	9,015	34,453
Water transportation.....	6,600	305,400	8,965	3,789	5,435	5,715	13,031	51,070
Air transportation.....	8,045	355,548	16,741	371	9,602	13,482	35,336	138,590
Transportation services.....	56,600	4,135,448	43,313	37,347	86,618	18,828	258,765	586,425
Travel agents and tour operators.....	37,876	2,848,489	23,880	22,181	69,905	8,184	113,682	468,766
Other transportation services.....	18,724	1,286,960	19,434	15,166	16,713	10,644	145,083	117,659
Communication services.....	21,013	891,591	48,870	8,681	9,825	10,647	138,021	267,303
Utilities, including dumps, snowplowing, road cleaning, etc.....	17,950	486,868	52,685	1,392	5,101	6,704	13,790	145,780

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with net income							
	Number of returns	Business receipts	Depreciation deduction <sup>12</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>13</sup>	Payroll <sup>14</sup>	Net income
	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
<b>Wholesale and retail trade.....</b>	<b>1,717,831</b>	<b>214,449,150</b>	<b>2,900,934</b>	<b>742,508</b>	<b>5,349,976</b>	<b>1,717,021</b>	<b>14,123,045</b>	<b>23,175,835</b>
Wholesale trade.....	229,223	37,886,885	396,163	91,561	249,689	153,322	1,208,310	5,999,004
Durable goods, including machinery, wood, metals, etc.....	145,673	20,338,416	195,643	48,402	133,187	78,187	611,672	3,864,732
Nondurable goods, including food, fiber, chemicals, etc.....	83,549	17,548,469	200,519	43,159	116,502	75,135	596,638	2,134,272
Retail trade.....	1,488,608	176,562,265	2,504,771	650,947	5,100,287	1,563,699	12,914,735	17,176,831
Building materials, paint, hardware, garden supply, and mobile home dealers.....	53,571	8,032,074	153,019	24,098	105,564	115,285	877,716	831,074
Lumber and other building materials dealers.....	17,774	2,265,734	54,210	13,214	36,755	36,755	228,542	268,039
Paint, glass, and wallpaper stores.....	4,318	475,278	4,456	1,924	14,593	902	84,480	56,937
Hardware stores.....	9,080	2,140,475	27,839	3,658	39,267	30,395	156,607	178,278
Retail nurseries and garden supply stores.....	16,979	1,777,147	48,915	4,387	28,528	18,667	179,768	193,773
Mobile home dealers.....	5,421	1,373,441	17,599	916	12,176	28,567	228,319	134,047
General merchandise stores.....	31,805	4,222,335	46,428	9,740	142,705	25,638	191,933	387,445
Variety stores.....	15,348	1,873,457	20,843	7,844	79,154	18,189	95,860	178,351
Computer and software stores.....	6,653	1,263,953	13,469	1,625	16,312	4,744	39,948	107,096
Other general merchandise stores.....	9,804	1,084,925	12,117	271	47,239	2,704	56,125	101,998
Food stores.....	106,272	29,735,676	379,564	96,774	673,130	220,749	1,804,841	1,759,077
Grocery stores.....	71,509	23,174,561	269,728	82,232	437,625	181,511	1,343,721	1,214,204
Retail bakeries.....	14,233	1,199,171	49,929	1,897	94,039	15,789	157,889	186,731
Miscellaneous food stores.....	20,529	5,361,945	59,907	12,646	141,466	17,656	303,231	358,141
Automotive dealers and service stations.....	128,077	45,716,809	392,407	79,543	506,067	343,678	2,198,532	2,275,054
Motor vehicle dealers--new car dealers (franchised).....	13,368	1,315,533	2,717	4,766	5,613	7,926	36,823	130,421
Motor vehicle dealers--used cars only.....	54,474	14,014,946	68,096	10,456	97,693	102,444	445,070	863,670
Auto parts and accessories and selected home supply stores.....	20,692	3,453,528	62,060	9,998	64,972	52,993	269,349	412,241
Gasoline service stations.....	22,938	22,134,321	223,572	41,352	320,705	119,460	1,271,645	637,317
Boat dealers.....	1,436	1,030,548	4,614	7,531	3,274	12,594	29,459	50,844
Miscellaneous automotive dealers.....	15,189	3,767,933	31,348	5,439	13,811	48,260	146,187	180,562
Apparel and accessory stores.....	68,444	6,325,937	56,254	11,869	474,255	43,188	372,078	740,343
Men's and boy's clothing stores.....	1,132	241,704	170	128	28,865	1,391	13,784	26,909
Women's ready-to-wear stores.....	16,546	1,415,226	9,858	1,308	137,902	7,935	76,189	193,586
Women's accessory and specialty stores.....	8,317	634,952	6,267	372	42,785	6,273	40,217	75,835
Family clothing stores.....	16,758	1,691,842	20,350	6,848	126,777	20,150	64,837	128,014
Shoe stores.....	2,314	696,528	3,146	190	33,846	2,402	49,638	68,710
Apparel and accessory stores, not elsewhere classified.....	23,377	1,645,686	16,462	3,022	104,080	5,038	127,414	247,290
Furniture and home furnishings stores.....	80,529	9,358,554	190,346	37,927	339,211	125,891	950,645	1,087,976
Furniture stores.....	19,449	3,338,449	69,370	2,732	137,686	72,613	343,291	351,475
Home furnishings and equipment stores, except appliances.....	20,505	3,024,634	43,730	9,170	87,032	30,504	354,586	351,390
Household appliance stores.....	16,911	1,151,586	19,115	18,776	58,769	9,767	83,523	157,422
Television, audio, and electronic stores.....	15,553	1,020,501	20,923	480	25,490	4,433	122,495	125,282
Music and record stores.....	8,111	823,383	37,208	6,769	30,233	8,572	46,750	102,407
Eating and drinking places.....	146,158	20,058,890	501,263	128,931	1,125,192	260,883	3,567,099	2,126,805
Eating places.....	78,934	16,032,121	409,716	99,083	951,639	208,317	3,067,633	1,503,784
Drinking places.....	34,727	3,516,265	83,555	24,539	156,939	47,127	462,734	493,010
Catering services.....	32,497	510,505	7,992	5,309	16,615	5,439	36,733	130,010
Miscellaneous retail stores.....	873,751	53,111,990	785,490	262,064	1,734,163	428,387	2,951,890	7,969,057
Drug stores.....	5,601	3,315,189	16,682	14,304	41,506	8,187	229,022	278,941
Liquor stores.....	11,122	4,278,180	67,986	1,800	141,397	57,882	351,952	270,505
Used merchandise and antique stores.....	68,353	2,963,304	45,965	41,311	185,932	30,695	174,534	461,484
Sporting goods and bicycle shops.....	27,327	3,071,158	49,534	15,416	67,067	30,186	211,139	336,970
Book stores.....	3,924	667,485	9,250	3,424	48,893	4,321	66,849	88,386
Stationery stores.....	4,186	1,000,579	8,477	4,866	67,438	20,713	77,237	95,286
Jewelry stores.....	30,634	3,361,254	32,705	26,902	168,382	25,152	165,564	534,418
Hobby, toy, and game shops.....	19,084	963,917	8,389	5,336	40,196	12,014	55,596	69,499
Camera and photographic supply stores.....	2,980	405,672	9,788	5,166	30,767	905	8,529	61,310
Luggage and leather goods stores.....	1,663	301,190	2,028	14	46,311	1,392	4,883	16,940
Fabric and needlework stores.....	12,772	618,253	8,545	6	51,780	996	43,951	74,318
Catalog or mail order.....	28,796	2,012,013	14,917	6,075	32,236	8,197	54,639	278,580
Vending machine selling.....	13,533	1,208,570	39,575	2,244	12,701	2,838	58,573	277,768
Sales by door-to-door, telephone, etc.....	481,500	12,939,834	219,110	60,426	163,041	88,876	363,476	3,432,246
Gift, novelty, and souvenir shops.....	31,667	1,960,438	37,235	13,810	205,100	18,179	146,014	144,103
Fuel oil dealers.....	2,897	1,051,663	19,270	45	1,249	8,201	51,229	51,177
Florists.....	28,908	1,929,656	43,341	15,174	72,125	18,773	240,265	228,493
Other retail shops.....	98,806	11,063,635	152,694	45,744	358,041	90,881	648,439	1,268,634

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with net income							
	Number of returns	Business receipts	Depreciation deduction <sup>1,2</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>1,3</sup>	Payroll <sup>1,4</sup>	Net income
	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
<b>Finance, insurance, and real estate.....</b>	<b>980,141</b>	<b>51,909,422</b>	<b>1,053,100</b>	<b>429,809</b>	<b>1,092,974</b>	<b>573,497</b>	<b>2,410,561</b>	<b>23,208,762</b>
Finance.....	92,614	8,220,007	89,442	25,129	129,014	95,128	205,362	2,269,197
Credit agencies and mortgage bankers.....	10,957	838,298	10,424	4,896	21,228	14,254	24,653	287,044
Security and commodity brokers and services.....	32,746	3,698,723	40,925	17,309	66,185	53,676	121,896	1,138,994
Security brokers and dealers.....	11,365	1,464,421	9,485	1,645	18,211	8,394	17,167	379,921
Investment advisors and services.....	16,845	1,366,970	27,662	15,548	34,160	19,567	70,778	573,122
Commodity contract brokers, exchanges and services.....	4,536	867,333	3,778	116	13,814	25,715	33,950	185,950
Other financial services.....	48,912	3,682,985	38,093	2,924	41,601	27,198	58,813	843,160
Insurance agents and brokers.....	298,843	17,349,923	332,330	193,453	530,175	179,657	1,500,967	8,614,682
Insurance services.....	47,017	2,238,346	47,395	22,694	25,059	18,484	189,532	1,151,107
Real estate.....	541,667	24,101,147	583,934	188,533	408,726	280,229	514,700	11,173,776
Real estate property managers.....	34,255	1,301,149	48,826	5,517	26,880	18,143	60,393	592,677
Operators and lessors of buildings.....	4,386	449,277	64,725	5,376	6,039	79,666	34,626	49,384
Operators and lessors, other than buildings.....	3,263	252,594	25,808	44	3,174	10,834	9,756	103,957
Real estate agents and brokers.....	483,612	20,203,032	430,469	175,910	364,815	119,887	324,625	10,071,576
Title abstract companies.....	8,169	125,167	4,597	--	2,991	191	19,439	58,741
Subdividers and developers.....	7,983	1,769,928	9,508	1,687	4,827	51,508	65,860	297,442
<b>Services.....</b>	<b>6,216,845</b>	<b>252,496,064</b>	<b>7,827,731</b>	<b>1,882,163</b>	<b>8,810,149</b>	<b>2,497,597</b>	<b>25,343,545</b>	<b>105,135,639</b>
Hotels and other lodging places.....	29,925	3,277,539	301,107	19,913	93,251	322,259	426,128	492,685
Hotels, motels, and tourist courts.....	24,197	2,962,668	274,718	11,228	84,702	285,694	382,442	444,460
Rooming and boarding houses.....	3,147	192,794	8,514	8,672	8,273	13,890	32,681	40,537
Camps and camping parks.....	2,581	122,077	17,874	13	276	22,675	11,005	7,688
Personal services.....	922,868	24,751,683	750,071	257,484	1,790,336	234,854	2,339,534	8,903,692
Coin-operated laundries and dry cleaning.....	12,770	938,463	68,500	8,826	113,096	23,386	118,804	139,254
Other cleaning services, including laundry, dry cleaning, garment, carpet, and upholstery.....	38,804	2,260,599	90,492	39,397	185,973	17,248	425,849	522,670
Photographic portrait studios.....	24,258	1,176,019	55,663	16,311	49,119	7,987	65,190	257,256
Beauty shops.....	343,713	8,502,397	188,701	98,551	1,010,383	90,076	1,154,090	3,000,159
Barber shops.....	72,020	1,415,036	22,397	37,319	158,856	13,671	137,575	688,002
Funeral service and crematories.....	9,947	1,043,980	89,515	8,908	17,125	22,544	65,305	220,119
Miscellaneous personal services, including valet parking.....	421,356	9,415,190	234,803	48,172	628,331	288,396	3,526,059	13,856,950
Business services.....	1,422,474	39,514,652	1,507,888	253,616	40,144	7,350	46,077	804,729
Advertising, except direct mail.....	47,428	2,764,836	64,532	18,274	*381	--	*28	*11,818
Consumer credit reporting and collecting services.....	*1,330	*39,052	*3	*943	52,000	34,918	762,888	2,448,161
Janitorial and related services to buildings.....	417,514	6,253,588	199,835	30,604	66,211	26,865	243,100	1,859,431
Computer and data processing services.....	149,712	3,868,246	170,118	33,569	--	--	--	--
Mailing, reproduction, commercial art and photography, and stenographic services.....	124,464	3,784,999	165,983	31,713	5,714	3,175	219,365	174,664
Computer repair, maintenance, and leasing.....	16,209	1,094,988	56,615	1,955	--	--	--	--
Equipment rental and leasing, except computer and automotive.....	22,108	1,384,536	183,197	6,973	25,235	34,545	70,282	381,075
Other business services.....	643,710	20,324,407	667,605	129,584	360,287	164,863	1,971,751	6,720,269
Automobile repair and services.....	276,890	20,438,324	843,075	174,469	870,272	198,633	2,373,951	3,060,663
Automotive rentals or leasing, without drivers.....	8,743	215,281	56,240	562	3,797	5,537	5,298	50,701
Automobile parking, except valet.....	2,669	176,088	1,049	--	*67,760	*104	*17,591	*46,719
Automotive repair shops.....	202,470	16,348,097	566,698	163,316	713,040	85,675	49,784	382,130
Automotive services, except repair.....	63,008	3,698,857	219,088	10,592	184,793	65,869	602,066	2,534,661
Miscellaneous repair services.....	221,251	9,047,182	236,073	52,676	22,569	1,626	33,188	224,223
TV and audio equipment repair.....	14,769	847,196	7,720	401	--	--	--	--
Electrical repair, except TV and audio equipment.....	54,357	2,256,105	55,356	10,734	35,968	10,467	184,052	690,249
Reupholstery and furniture repair.....	34,838	1,368,644	20,030	20,954	49,793	19,428	142,291	369,743
Other miscellaneous repair.....	117,288	4,575,237	152,968	20,587	76,462	34,348	242,535	1,250,445
Motion pictures.....	42,049	2,138,730	212,881	25,805	124,273	13,054	164,548	604,868
Motion picture and video production.....	30,203	930,492	53,227	19,238	15,760	1,452	17,208	412,996
Motion picture and tape distribution and allied services.....	--	--	--	--	--	--	--	--
Motion picture theaters.....	--	--	--	--	--	--	--	--
Video tape rentals.....	7,980	1,037,909	156,116	1,623	106,666	9,587	135,405	149,065
Amusement and recreation services, except motion pictures.....	419,376	11,337,680	451,668	66,624	275,149	95,900	408,863	4,910,491
Entertainers, producers, agents, and related services.....	250,701	5,703,412	275,215	34,663	83,734	26,187	105,900	2,956,902
Bowling centers.....	*402	*115,688	*12,290	*103	*469	*9,866	*23,187	*15,106
Professional sports and racing, including promoters and managers.....	31,649	1,890,378	36,018	4,062	13,134	5,269	41,844	939,809
Other amusement and recreational services.....	127,047	3,340,843	121,829	24,198	125,424	46,446	205,571	935,686
Physical fitness facilities.....	9,578	287,360	6,316	3,598	52,388	8,131	32,361	62,988

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 1.--Nonfarm Sole Proprietorships: Business Receipts, Selected Deductions, Payroll, and Net Income, by Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Industrial group	Businesses with net income							
	Number of returns	Business receipts	Depreciation deduction <sup>1,2</sup>	Rent paid on machinery and equipment <sup>1</sup>	Rent paid on other business property <sup>1</sup>	Interest paid deduction <sup>1,3</sup>	Payroll <sup>1,4</sup>	Net income
	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
<b>Services-Continued</b>								
Medical and health services.....	669,575	70,930,694	1,655,861	469,027	2,790,259	696,222	9,503,069	34,256,647
Offices of physicians.....	177,786	27,545,675	458,473	141,019	968,156	170,112	2,858,236	16,019,161
Offices of dentists.....	101,070	22,199,302	624,922	185,153	889,066	296,290	4,449,987	8,511,470
Offices of osteopathic physicians.....	11,413	1,522,087	23,780	8,528	34,351	13,093	155,007	1,001,168
Offices of chiropractors.....	28,958	3,774,177	124,441	47,307	184,724	63,131	500,857	1,556,828
Offices of optometrists.....	11,607	2,320,870	90,063	7,232	127,858	26,954	301,846	607,978
Offices of podiatrists.....	6,129	1,000,672	35,265	17,608	58,741	15,059	110,982	397,831
Registered and practical nurses.....	35,243	720,297	13,697	1,190	15,000	2,205	55,321	421,323
Nursing and personal care facilities.....	60,334	1,973,409	58,284	8,050	54,265	60,981	417,936	505,366
Medical and dental laboratories.....	17,372	837,011	30,946	5,041	31,484	2,992	114,442	282,670
Other medical and health services.....	219,664	9,037,195	195,989	47,899	426,612	45,404	538,454	4,952,852
Legal services.....	238,393	22,584,418	427,136	190,818	1,015,089	209,334	2,785,419	11,012,226
Educational services.....	200,958	2,202,395	111,928	3,011	95,904	13,705	172,752	963,599
Child day care.....	476,044	5,090,466	174,608	44,311	84,349	49,444	403,190	2,145,285
Ministers and chaplains.....	173,578	2,360,456	32,868	12,685	16,886	5,340	262	1,624,379
Engineering services.....	68,919	4,082,582	110,010	35,834	89,378	28,690	482,963	1,836,882
Architectural services.....	48,449	2,486,522	75,119	20,192	105,347	20,383	377,031	839,788
Surveying services.....	19,601	633,582	45,193	8,797	3,587	1,062	139,917	210,701
Accounting, auditing, and bookkeeping services.....	284,523	6,882,890	295,249	104,495	275,430	115,037	804,203	3,133,379
Management services.....	84,449	2,802,596	54,351	10,358	30,586	25,499	199,766	1,884,347
Consulting services.....	519,608	19,123,738	468,943	116,224	178,259	99,246	526,793	11,369,029
Public relations.....	11,395	471,697	21,981	2,904	12,798	1,518	16,437	210,412
Counseling, except health practitioners.....	86,520	2,338,239	51,720	12,921	145,872	13,153	90,595	1,284,957
<b>Nature of business not allocable.....</b>	<b>159,098</b>	<b>2,307,093</b>	<b>20,414</b>	<b>13,231</b>	<b>8,596</b>	<b>14,775</b>	<b>88,738</b>	<b>1,069,106</b>

<sup>1</sup> Estimate should be used with caution because of the small number of sample returns on which it is based.

<sup>2</sup> Data not shown to avoid disclosure of specific sole proprietorship information. However, the data are included in the appropriate totals.

<sup>3</sup> Excludes amounts reported on Schedule C-EZ filed by certain small businesses not required to itemize their business deductions. Therefore, totals shown may be slightly understated.

<sup>4</sup> Depreciation does not include depreciation reported on Form 8829 for home office businesses.

<sup>5</sup> Interest paid is the sum of mortgage interest and other interest paid on business indebtedness (see Table 2).

<sup>6</sup> Payroll is the sum of net salaries and wages plus the cost of labor reported as part of cost of sales and operations (see Table 2).

NOTE: Detail may not add to totals because of rounding.



# Sole Proprietorship Returns, 1995

## Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	All nonfarm industries	Agricultural services, forestry, and fishing					Mining	
		Total	Livestock breeding	Animal services, except livestock breeding, and veterinary	Landscape and horticultural services	All other agricultural services, forestry, and fishing	Total	Oil and gas extraction
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>								
Number of returns <sup>1</sup> .....	16,423,872	509,952	31,182	87,049	247,401	144,320	119,322	107,562
Business receipts, total <sup>1</sup> .....	807,363,638	19,170,533	303,313	2,100,611	7,493,386	9,273,223	4,623,965	4,312,334
Income from sales and operations <sup>1</sup> .....	796,597,098	18,921,149	287,954	2,057,778	7,473,580	9,101,838	4,337,225	4,030,027
Other business income.....	10,766,540	249,384	15,359	42,833	19,806	171,386	286,741	282,307
Business deductions, total <sup>1,2</sup> .....	638,126,845	15,933,613	511,513	2,130,937	5,923,633	7,367,530	4,740,149	4,386,591
Cost of sales and operations.....	306,958,514	5,028,224	150,917	636,182	1,835,069	2,406,055	933,371	836,195
Inventory, beginning of year.....	31,167,684	253,382	*11,606	87,011	47,158	107,607	73,866	25,369
Cost of labor.....	24,383,409	606,784	*555	*29	396,186	210,013	38,138	33,560
Purchases.....	219,305,493	3,112,759	171,757	552,307	556,205	1,832,491	339,894	297,796
Materials and supplies.....	34,427,096	846,365	*2,970	33,930	666,067	143,397	44,862	30,022
Other costs.....	31,030,583	571,514	10,384	73,904	247,084	240,142	507,116	477,124
Inventory, end of year.....	33,355,750	382,581	*46,355	110,999	77,631	127,595	70,505	27,676
Advertising expenses.....	8,309,645	144,694	3,005	24,777	82,788	34,123	6,833	6,263
Bad debts from sales or services.....	996,588	7,863	*1	*3,173	1,074	3,615	11,981	11,762
Car and truck expenses.....	32,784,939	960,279	32,222	117,030	575,352	235,675	147,597	138,342
Commissions.....	9,591,619	82,631	3,375	23,253	18,162	37,842	9,962	9,215
Depletion.....	457,480	393	*52	*30	*9	*302	402,345	399,524
Depreciation <sup>3</sup> .....	26,233,844	1,374,944	48,710	167,609	637,218	521,408	367,078	332,677
Employee benefit programs.....	1,298,834	29,905	*4,956	*290	9,863	14,796	3,512	3,243
Insurance.....	12,977,567	496,447	6,257	39,492	238,484	212,214	58,337	52,823
Legal and professional services.....	6,340,021	129,583	12,948	17,611	38,716	60,308	88,466	83,784
Meals and entertainment deducted.....	3,208,742	56,111	1,348	4,527	15,519	34,717	10,570	8,727
Mortgage interest.....	4,076,344	154,185	*1,231	26,979	34,379	91,596	22,507	20,546
Other interest paid on business indebtedness.....	5,980,239	202,470	7,266	25,400	66,928	102,876	139,059	134,840
Office expenses.....	8,344,181	146,999	2,826	14,040	64,988	65,146	33,212	31,067
Pension and profit-sharing plans.....	649,043	9,897	* (*)	*364	*143	9,390	1,036	1,025
Rent on machinery and equipment.....	6,218,381	174,318	3,465	17,466	87,195	66,191	34,025	25,965
Rent on other business property.....	21,284,600	255,406	6,892	74,389	63,778	110,346	61,074	51,843
Repairs.....	10,171,788	610,246	4,890	58,481	261,043	285,832	68,096	44,115
Supplies.....	16,902,055	692,783	14,669	111,387	214,490	352,237	43,717	31,933
Net salaries and wages.....	54,470,725	2,066,647	20,279	180,985	759,682	1,105,700	175,262	142,047
Taxes paid.....	13,471,220	403,651	6,144	41,003	147,961	208,543	158,560	147,325
Travel.....	6,504,973	100,030	8,547	19,470	10,754	61,258	18,404	15,452
Utilities.....	17,205,789	407,877	4,091	91,859	137,969	173,958	53,191	46,093
Home office business deductions.....	3,337,929	40,341	*783	18,270	13,375	7,912	5,704	4,830
Depreciation, Form 8829.....	504,595	3,544	*128	*2,002	*1,266	*149	*984	*723
Other business deductions.....	59,408,094	2,322,085	166,639	414,764	586,308	1,154,374	1,882,854	1,803,590
Net income less deficit <sup>1,2</sup> .....	169,262,336	3,235,201	-210,528	-29,990	1,569,804	1,905,915	-93,646	-51,731
Net income <sup>1,2</sup> .....	191,728,953	4,174,084	18,400	277,602	1,762,099	2,115,983	685,788	667,274
Deficit <sup>2</sup> .....	22,466,617	938,883	228,928	307,592	192,295	210,068	779,435	719,005

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued**

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	All nonfarm industries	Agricultural services, forestry, and fishing					Mining	
		Total	Livestock breeding	Animal services, except livestock breeding, and veterinary	Landscape and horticultural services	All other agricultural services, forestry, and fishing	Total	Oil and gas extraction
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
<b>BUSINESSES WITH NET INCOME</b>								
Number of returns <sup>1</sup> .....	12,213,472	357,090	3,022	42,801	194,961	116,306	69,134	65,221
Business receipts, total <sup>1</sup> .....	707,246,092	16,594,366	162,866	1,323,084	6,624,982	8,483,434	2,850,982	2,666,777
Income from sales and operations <sup>1</sup> .....	698,186,178	16,403,367	162,222	1,292,909	6,613,243	8,334,992	2,690,228	2,509,294
Other business income.....	9,059,914	190,999	*644	30,175	11,739	148,442	160,755	157,482
Business deductions, total <sup>1,2</sup> .....	515,524,890	12,420,384	144,566	1,045,482	4,862,883	6,367,454	2,164,979	1,999,288
Cost of sales and operations.....	253,923,653	4,035,265	*110,859	331,598	1,548,553	2,044,255	490,694	460,554
Inventory, beginning of year.....	21,765,412	163,454	*10,800	*38,764	26,495	87,395	13,224	10,806
Cost of labor.....	20,747,878	552,962	--	*29	344,467	208,465	27,657	25,709
Purchases.....	180,361,518	2,360,274	*100,975	312,794	434,367	1,512,137	204,650	196,328
Materials and supplies.....	29,273,787	715,438	*1,121	*21,629	550,582	142,106	33,928	22,797
Other costs.....	25,173,205	454,211	*9,340	*2,870	244,136	197,865	225,854	216,909
Inventory, end of year.....	23,398,146	211,073	*11,377	*44,488	51,494	103,713	14,619	11,995
Advertising expenses.....	6,552,159	107,439	*89	12,912	67,759	26,679	4,963	4,737
Bad debts from sales or services.....	597,274	5,170	--	*2,381	*635	2,153	*1,533	*1,512
Car and truck expenses.....	26,000,963	768,009	*3,668	65,726	486,786	211,830	122,702	121,997
Commissions.....	8,014,464	40,848	*114	2,479	17,005	21,251	6,523	6,055
Depletion.....	222,423	*167	--	*11	*9	*147	183,397	181,673
Depreciation <sup>3</sup> .....	18,995,664	903,717	*4,025	43,497	466,926	389,269	164,412	155,296
Employee benefit programs.....	1,140,401	23,747	--	*149	9,770	13,827	1,592	1,451
Insurance.....	10,784,502	416,161	*573	21,449	202,518	191,620	43,043	39,612
Legal and professional services.....	4,756,933	94,061	*799	5,845	34,911	52,506	29,239	27,674
Meals and entertainment deducted.....	2,578,739	41,193	*130	2,731	10,292	28,041	4,856	4,851
Mortgage interest.....	2,876,809	93,920	--	*15,035	14,574	64,312	9,861	9,330
Other interest paid on business indebtedness.....	3,876,114	154,191	*2,417	10,565	54,549	86,660	24,919	21,652
Office expenses.....	6,845,304	124,522	*802	9,722	55,321	58,677	15,914	14,498
Pension and profit-sharing plans.....	628,021	9,890	--	*357	*143	9,390	*370	*370
Rent on machinery and equipment.....	4,907,630	137,663	*1,405	5,136	77,901	53,220	10,571	2,873
Rent on other business property.....	16,909,979	208,276	*2	50,772	56,456	101,046	29,233	20,198
Repairs.....	7,764,720	462,674	*306	16,437	198,610	247,321	41,165	28,740
Supplies.....	13,500,705	547,667	*2,286	62,860	170,723	311,799	25,450	16,382
Net salaries and wages.....	46,280,780	1,823,286	--	120,388	643,429	1,059,469	115,628	91,302
Taxes paid.....	10,792,010	331,139	*250	20,656	122,847	187,385	85,276	78,337
Travel.....	4,993,160	56,693	*2,808	9,292	6,458	38,136	9,206	7,862
Utilities.....	13,451,085	305,841	*792	40,974	108,942	155,133	33,464	31,387
Home office business deductions.....	2,683,335	39,012	*781	*18,120	12,198	7,912	*2,062	*1,402
Depreciation, Form 8829.....	404,948	3,536	*121	*2,000	*1,266	*149	*92	*92
Other business deductions.....	45,532,363	1,654,271	12,461	174,284	473,184	994,342	705,971	666,639
Net income <sup>1,2</sup> .....	191,728,953	4,174,084	18,400	277,602	1,762,099	2,115,983	685,788	667,274
<b>Returns with Schedule C-EZ:</b>								
Number of returns.....	2,187,016	72,833	*42	*8,670	40,716	23,406	11,892	11,850
Business receipts.....	7,893,118	329,996	*66	*21,816	161,031	147,283	7,579	7,543
Business deductions.....	943,690	35,604	--	*2,107	22,385	11,113	3,396	3,366
Net income.....	6,944,593	294,391	*66	*19,509	138,646	136,170	4,184	4,177

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Mining--Cont'd		Construction					
	All other mining	Total	General building and heavy construction contractors	Special trade contractors				
				Total	Plumbing, heating, and air conditioning	Painting and paperhanging	Electrical work	Masonry, stonework, tile setting, and plastering
	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>								
Number of returns <sup>1</sup> .....	11,760	2,111,403	380,200	1,731,203	155,143	229,836	137,959	190,434
Business receipts, total <sup>1</sup> .....	311,631	118,938,100	36,963,781	81,974,319	10,315,590	6,856,857	7,757,794	10,503,246
Income from sales and operations <sup>1</sup> .....	307,198	118,051,264	36,579,414	81,471,850	10,313,972	6,831,605	7,730,142	10,454,512
Other business income.....	4,434	886,836	384,367	502,469	1,618	25,252	27,651	48,734
Business deductions, total <sup>1,2</sup> .....	353,557	98,115,182	32,863,799	65,251,383	8,771,073	4,765,006	6,260,664	8,053,287
Cost of sales and operations.....	97,176	57,082,619	22,567,247	34,515,372	5,219,605	2,197,125	3,659,806	4,687,999
Inventory, beginning of year.....	*48,497	2,352,711	1,688,760	663,950	169,533	*1,902	60,454	*12,621
Cost of labor.....	*4,578	11,404,860	3,299,772	8,105,087	694,747	853,182	573,607	1,927,500
Purchases.....	*42,098	18,113,662	6,680,868	11,452,794	2,734,354	263,330	1,324,141	646,138
Materials and supplies.....	*14,841	17,688,404	6,739,666	10,948,738	1,372,129	771,080	1,501,262	1,486,132
Other costs.....	29,992	9,962,646	5,777,732	4,184,913	407,768	311,104	277,025	673,769
Inventory, end of year.....	*42,829	2,439,663	1,599,551	840,111	158,925	*3,473	76,684	58,161
Advertising expenses.....	570	523,825	108,791	415,035	66,113	49,452	29,417	35,117
Bad debts from sales or services.....	*219	75,915	8,094	67,821	13,028	*32,713	*475	*1,796
Car and truck expenses.....	9,255	6,305,734	1,218,817	5,086,917	504,900	574,570	424,694	695,038
Commissions.....	*747	796,413	325,154	471,259	23,561	16,694	4,344	115,322
Depletion.....	2,821	6,243	*382	*5,861	*3,163		*367	
Depreciation <sup>3</sup> .....	34,402	3,578,649	894,380	2,684,269	249,377	181,214	223,157	174,024
Employee benefit programs.....	*269	157,891	42,218	115,673	18,061	*13,149	13,360	11,130
Insurance.....	5,515	2,669,199	635,330	2,033,869	253,484	194,540	197,268	215,077
Legal and professional services.....	4,681	558,870	240,994	317,876	40,442	29,079	29,129	29,874
Meals and entertainment deducted.....	1,844	185,473	42,809	142,664	8,516	21,185	10,975	12,529
Mortgage interest.....	*1,961	427,988	232,025	195,963	31,351	*16,188	15,223	7,067
Other interest paid on business indebtedness.....	4,220	583,433	214,707	368,727	46,263	11,243	33,582	33,329
Office expenses.....	2,145	554,225	143,154	411,071	65,364	47,247	43,037	29,120
Pension and profit-sharing plans.....	*11	43,549	5,793	37,756	*9,673	*3,376	*3,845	*12,554
Rent on machinery and equipment.....	8,059	822,185	213,022	609,162	37,068	43,058	25,930	92,845
Rent on other business property.....	*9,231	632,358	116,131	516,227	51,835	45,686	44,310	46,157
Repairs.....	23,981	1,315,319	290,057	1,025,261	63,859	77,008	49,067	77,190
Supplies.....	11,784	3,554,278	564,027	2,990,251	432,883	298,804	157,186	278,372
Net salaries and wages.....	33,215	7,377,299	1,962,648	5,414,651	665,545	263,091	659,986	689,216
Taxes paid.....	11,235	1,520,216	410,565	1,109,651	153,284	51,100	159,904	111,185
Travel.....	2,952	364,956	94,358	270,598	25,961	19,363	39,624	39,396
Utilities.....	7,098	1,394,333	321,008	1,073,324	177,340	91,091	120,534	79,759
Home office business deductions.....	*873	297,074	62,950	234,124	22,390	46,052	21,462	26,881
Depreciation, Form 8829.....	*261	80,148	5,768	74,380	*2,947	*4,033	*2,143	3,953
Other business deductions.....	79,264	7,171,742	2,143,030	5,028,712	576,135	430,645	281,074	541,015
Net income less deficit <sup>1,2</sup> .....	-41,915	20,826,810	4,103,070	16,723,740	1,544,517	2,091,850	1,497,129	2,449,958
Net income <sup>1,2</sup> .....	18,515	22,555,523	4,816,854	17,738,670	1,645,872	2,150,825	1,640,302	2,491,657
Deficit <sup>2</sup> .....	60,430	1,728,713	713,783	1,014,930	101,355	58,974	143,173	41,698

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Mining--Cont'd			Construction				
	All other mining	Total	General building and heavy construction contractors	Special trade contractors				
				Total	Plumbing, heating, and air conditioning	Painting and paperhanging	Electrical work	Masonry, stonework, tile setting, and plastering
	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
<b>BUSINESSES WITH NET INCOME</b>								
Number of returns <sup>1</sup> .....	3,913	1,811,166	304,258	1,506,908	125,286	217,964	113,030	178,664
Business receipts, total <sup>1</sup> .....	184,206	106,327,914	31,912,560	74,415,354	9,424,937	6,375,084	6,981,351	10,080,156
Income from sales and operations <sup>1</sup> .....	180,933	105,634,123	31,553,936	74,080,187	9,423,400	6,349,935	6,953,748	10,031,429
Other business income.....	*3,272	693,791	358,624	335,167	1,537	*25,149	27,603	48,727
Business deductions, total <sup>1,2</sup> .....	165,691	83,772,391	27,095,707	56,676,684	7,779,065	4,224,260	5,341,048	7,588,499
Cost of sales and operations.....	30,140	49,044,501	18,901,359	30,143,142	4,631,694	1,859,421	3,095,979	4,516,334
Inventory, beginning of year.....	*2,418	1,884,034	1,351,387	532,647	161,409	*1,902	58,731	*12,473
Cost of labor.....	*1,948	9,712,551	2,534,844	7,177,707	634,751	658,270	361,485	1,927,500
Purchases.....	*8,322	15,549,434	5,431,799	10,117,635	2,450,576	243,924	1,249,876	626,883
Materials and supplies.....	*11,131	15,447,611	5,824,278	9,623,333	1,136,002	688,397	1,278,670	1,395,610
Other costs.....	*8,946	8,299,956	4,919,576	3,380,380	392,828	270,400	222,744	611,883
Inventory, end of year.....	*2,623	1,849,086	1,160,526	688,561	143,872	*3,473	75,527	*58,015
Advertising expenses.....	*227	436,368	85,505	350,864	57,123	44,701	25,195	32,143
Bad debts from sales or services.....	*21	46,525	3,611	42,914	12,873	*14,149	*474	*1,796
Car and truck expenses.....	*705	5,474,653	1,040,333	4,434,320	437,961	524,247	335,714	604,570
Commissions.....	*468	683,524	230,938	452,585	22,437	16,694	4,342	*106,252
Depletion.....	*1,724	2,646	*367	*2,279	--	--	--	--
Depreciation <sup>3</sup> .....	9,116	2,897,890	664,138	2,233,752	218,472	163,510	194,710	161,460
Employee benefit programs.....	*140	138,751	34,400	104,350	17,645	*12,973	10,384	*10,456
Insurance.....	3,432	2,312,673	511,972	1,800,701	229,470	180,383	170,249	201,849
Legal and professional services.....	1,565	401,119	143,309	257,810	33,772	26,697	21,053	28,468
Meals and entertainment deducted.....	*5	154,231	35,043	119,188	6,138	20,246	6,962	11,743
Mortgage interest.....	*531	312,426	145,499	166,927	28,724	*16,188	11,778	*6,339
Other interest paid on business indebtedness.....	3,267	433,706	125,666	308,040	41,504	8,765	33,383	32,925
Office expenses.....	*1,416	478,495	117,325	361,170	57,128	44,460	36,618	27,373
Pension and profit-sharing plans.....	--	43,343	5,607	37,736	*9,673	*3,376	*3,845	*12,554
Rent on machinery and equipment.....	*7,698	634,984	177,209	457,775	29,006	38,652	25,511	77,345
Rent on other business property.....	*9,035	514,507	103,325	411,182	48,420	42,969	38,324	44,986
Repairs.....	12,425	1,041,635	213,982	827,653	56,135	66,475	35,667	60,595
Supplies.....	9,068	3,110,237	428,751	2,681,486	425,767	293,437	147,544	273,552
Net salaries and wages.....	*24,326	6,368,535	1,650,685	4,717,850	597,584	241,627	591,223	615,458
Taxes paid.....	6,939	1,285,995	338,670	947,326	137,788	47,636	126,586	99,602
Travel.....	*1,344	297,166	72,207	224,960	16,771	15,402	36,067	35,265
Utilities.....	2,077	1,175,741	262,663	913,078	159,511	79,162	109,602	74,673
Home office business deductions.....	*660	277,016	59,216	217,800	22,390	44,165	20,915	25,074
Depreciation, Form 8829.....	--	78,832	5,393	73,439	*2,947	*4,033	*1,994	3,953
Other business deductions.....	39,333	6,094,098	1,737,819	4,356,278	469,208	407,592	249,416	516,394
Net income <sup>1,2</sup> .....	18,515	22,555,523	4,816,854	17,738,670	1,645,872	2,150,825	1,640,302	2,491,657
<b>Returns with Schedule C-EZ:</b>								
Number of returns.....	*42	243,499	28,718	214,781	*16,500	35,956	19,314	17,467
Business receipts.....	*36	1,116,420	128,282	988,138	*73,423	191,402	44,272	97,854
Business deductions.....	*30	115,397	6,108	109,289	*11,873	11,332	12,907	11,295
Net income.....	*6	1,001,023	122,174	878,849	*61,551	180,070	31,365	86,559

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Construction—Continued		Manufacturing				
	Special trade contractors—Cont'd		Total	Lumber and wood products, except furniture (including logging)	Printing, publishing, and allied industries	Machinery, except electrical	All other manufacturing industries
	Carpentering and flooring	All other special trade contractors					
	(17)	(18)	(19)	(20)	(21)	(22)	(23)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>							
Number of returns <sup>1</sup> .....	555,260	462,571	497,780	93,471	113,492	48,049	242,767
Business receipts, total <sup>1</sup> .....	20,668,580	25,872,253	32,101,683	8,891,803	5,528,410	4,309,589	13,371,881
Income from sales and operations <sup>1</sup> .....	20,506,840	25,634,779	31,840,354	8,800,656	5,422,324	4,300,716	13,316,658
Other business income.....	161,740	237,474	261,329	91,146	106,086	8,873	55,223
Business deductions, total <sup>1,2</sup> .....	15,494,254	21,907,098	27,960,509	8,258,996	4,765,912	3,479,356	11,456,245
Cost of sales and operations.....	7,941,770	10,809,068	14,188,278	3,871,905	2,092,870	1,643,421	6,580,082
Inventory, beginning of year.....	126,511	292,929	1,029,388	225,530	129,501	70,706	603,651
Cost of labor.....	2,116,713	1,939,339	2,483,914	611,997	293,199	389,299	1,189,419
Purchases.....	2,209,489	4,275,341	7,546,495	2,016,142	889,032	679,208	3,962,114
Materials and supplies.....	2,843,838	2,974,298	2,599,988	469,736	632,904	437,641	1,059,708
Other costs.....	895,775	1,619,473	1,635,677	757,958	333,434	166,281	378,004
Inventory, end of year.....	250,556	292,313	1,107,184	209,457	185,199	99,715	612,814
Advertising expenses.....	79,623	155,312	247,043	17,214	78,470	31,128	120,231
Bad debts from sales or services.....	*3,954	15,856	26,753	*1,018	7,814	*5,001	12,920
Car and truck expenses.....	1,578,823	1,308,892	816,086	214,782	168,055	92,498	340,751
Commissions.....	155,533	155,806	359,481	132,793	70,121	49,161	107,406
Depletion.....	*1,215	*1,117	4,658	*1,086	*964	..	*2,608
Depreciation <sup>3</sup> .....	537,427	1,319,069	1,683,378	694,476	217,175	246,469	525,258
Employee benefit programs.....	23,766	36,207	71,518	9,827	12,659	23,704	25,328
Insurance.....	468,140	705,360	583,093	273,532	49,340	75,416	184,805
Legal and professional services.....	75,669	113,683	207,373	26,450	47,993	25,468	107,464
Meals and entertainment deducted.....	41,051	48,407	65,899	11,688	21,800	4,233	28,179
Mortgage interest.....	45,903	80,232	182,704	63,437	28,931	18,743	71,593
Other interest paid on business indebtedness.....	58,910	185,400	337,910	141,507	54,554	45,730	96,119
Office expenses.....	86,134	140,169	240,408	18,363	95,084	33,821	93,140
Pension and profit-sharing plans.....	*2,571	5,737	24,212	*1,067	11,245	*6,307	5,594
Rent on machinery and equipment.....	116,644	293,616	328,875	133,800	60,538	37,240	97,298
Rent on other business property.....	130,703	197,536	762,098	88,524	154,349	103,273	415,952
Repairs.....	154,235	603,902	731,959	448,929	76,992	59,281	146,756
Supplies.....	840,914	982,091	642,500	117,517	154,427	99,432	271,124
Net salaries and wages.....	1,041,057	2,095,757	2,494,001	640,516	435,029	425,572	992,884
Taxes paid.....	218,940	415,238	617,056	151,113	99,750	107,455	258,739
Travel.....	65,852	80,401	154,810	25,966	50,860	11,045	66,939
Utilities.....	215,212	389,388	574,349	86,200	115,221	115,951	256,977
Home office business deductions.....	70,826	46,512	79,459	*229	35,136	*2,933	41,161
Depreciation, Form 8829.....	5,021	56,283	47,996	*38	41,537	*146	6,275
Other business deductions.....	1,497,850	1,701,992	2,506,572	1,082,759	613,668	215,872	594,273
<b>Net income less deficit <sup>1,2</sup>.....</b>	<b>5,175,130</b>	<b>3,965,155</b>	<b>4,143,519</b>	<b>632,758</b>	<b>765,431</b>	<b>830,233</b>	<b>1,915,098</b>
Net income <sup>1,2</sup> .....	5,437,277	4,372,737	4,962,805	835,422	1,049,369	840,820	2,237,193
Deficit <sup>2</sup> .....	262,147	407,582	819,286	202,665	283,938	10,588	322,096

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Construction--Continued		Total	Manufacturing			
	Special trade contractors--Cont'd			Lumber and wood products, except furniture (including logging)	Printing, publishing, and allied industries	Machinery, except electrical	All other manufacturing industries
	Carpentering and flooring	All other special trade contractors					
	(17)	(18)	(19)	(20)	(21)	(22)	(23)
<b>BUSINESSES WITH NET INCOME</b>							
Number of returns <sup>1</sup> .....	488,784	383,179	339,476	64,629	83,963	39,173	151,711
Business receipts, total <sup>1</sup> .....	18,757,745	22,796,082	27,364,916	6,823,864	4,529,538	4,080,074	11,931,441
Income from sales and operations <sup>1</sup> .....	18,646,539	22,675,137	27,138,439	6,736,419	4,448,503	4,062,484	11,891,033
Other business income.....	111,206	120,945	226,477	87,445	81,034	17,590	40,408
Business deductions, total <sup>1,2</sup> .....	13,320,468	18,423,345	22,401,858	5,988,442	3,480,168	3,239,253	9,693,995
Cost of sales and operations.....	6,711,512	9,328,201	11,570,171	2,703,903	1,514,918	1,574,766	5,776,584
Inventory, beginning of year.....	83,776	214,356	757,476	180,291	78,312	70,603	428,270
Cost of labor.....	1,927,871	1,667,831	2,160,846	477,462	216,606	389,299	1,077,479
Purchases.....	1,778,296	3,768,080	6,312,503	1,348,501	764,632	679,128	3,520,243
Materials and supplies.....	2,497,108	2,627,545	1,948,985	383,799	294,536	380,122	890,529
Other costs.....	613,666	1,268,859	1,188,072	480,641	293,786	155,226	258,420
Inventory, end of year.....	189,205	218,470	797,711	166,790	132,954	99,611	398,357
Advertising expenses.....	60,557	131,145	179,055	12,842	58,819	29,447	77,947
Bad debts from sales or services.....	*1,369	12,253	17,762	*216	6,617	*5,001	5,928
Car and truck expenses.....	1,421,523	1,110,307	671,034	163,111	130,547	75,720	301,656
Commissions.....	155,515	147,345	320,600	131,950	46,031	49,007	93,613
Depletion.....	*1,215	*697	*2,793	*904	*962	--	*927
Depreciation <sup>3</sup> .....	440,694	1,054,906	1,241,755	480,447	149,126	220,847	391,336
Employee benefit programs.....	18,906	33,987	61,156	9,604	7,415	23,702	20,434
Insurance.....	413,934	604,815	478,706	209,106	38,722	70,880	159,999
Legal and professional services.....	60,668	87,152	138,164	18,364	23,539	23,867	72,395
Meals and entertainment deducted.....	31,620	42,481	48,682	6,226	15,445	3,717	23,294
Mortgage interest.....	41,705	62,192	136,731	43,773	20,749	18,315	53,895
Other interest paid on business indebtedness.....	46,543	144,919	231,311	93,647	35,626	39,029	63,008
Office expenses.....	77,837	117,753	171,115	13,186	60,678	21,698	75,554
Pension and profit-sharing plans.....	*2,571	5,717	24,209	*1,065	11,245	*6,307	5,592
Rent on machinery and equipment.....	73,721	213,541	268,779	95,523	53,837	37,151	82,269
Rent on other business property.....	91,569	144,915	624,515	84,283	108,533	93,622	338,077
Repairs.....	122,388	486,392	556,279	315,430	62,638	49,091	129,120
Supplies.....	742,022	799,163	486,625	79,386	132,767	85,977	188,495
Net salaries and wages.....	939,964	1,731,995	2,132,436	497,633	356,939	401,526	876,339
Taxes paid.....	191,387	344,326	523,066	115,856	79,527	103,116	224,566
Travel.....	50,018	71,437	106,339	14,391	31,785	8,662	51,502
Utilities.....	177,929	312,201	445,773	66,109	76,587	94,902	208,175
Home office business deductions.....	63,014	42,242	64,744	*229	30,863	*2,933	30,719
Depreciation, Form 8829.....	4,794	55,718	45,853	*38	40,982	*146	*4,687
Other business deductions.....	1,340,754	1,372,914	1,870,022	826,963	413,386	199,767	429,906
<b>Net income <sup>1,2</sup>.....</b>	<b>5,437,277</b>	<b>4,372,737</b>	<b>4,962,805</b>	<b>835,422</b>	<b>1,049,369</b>	<b>840,820</b>	<b>2,237,193</b>
<b>Returns with Schedule C-EZ:</b>							
Number of returns.....	68,587	56,957	75,023	*18,622	*19,033	*12,196	25,172
Business receipts.....	357,356	223,831	256,338	*38,226	*103,654	*35,670	78,788
Business deductions.....	41,532	20,349	30,036	*4,298	*12,868	*204	12,666
<b>Net income.....</b>	<b>315,824</b>	<b>203,481</b>	<b>226,302</b>	<b>*33,928</b>	<b>*90,786</b>	<b>*35,466</b>	<b>66,122</b>

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Transportation and public utilities					Wholesale and retail trade			
	Total	Local and interurban passenger transit	Trucking and warehousing	All other transportation	Communication services and utilities, including dumps, snowplowing, road cleaning, etc.	Total	Wholesale trade		
							Total	Durable goods, including machinery, wood, metals, etc.	Nondurable goods, including food, fiber, chemicals, etc.
	(24)	(25)	(26)	(27)	(28)	(29)	(30)	(31)	(32)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>									
Number of returns <sup>1</sup> .....	737,071	98,628	461,633	101,778	75,032	3,026,959	374,280	209,281	164,999
Business receipts, total <sup>1</sup> .....	39,811,359	2,324,098	30,002,756	5,881,328	1,603,176	257,278,099	41,906,934	21,918,649	19,988,286
Income from sales and operations <sup>1</sup> .....	39,427,051	2,262,684	29,807,949	5,817,142	1,539,276	254,429,088	41,208,403	21,627,747	19,580,655
Other business income.....	384,308	61,414	194,807	64,187	63,900	2,849,012	698,532	290,901	407,631
Business deductions, total <sup>1,2</sup> .....	34,014,936	1,758,810	25,619,586	5,308,896	1,327,645	240,671,390	36,856,857	18,507,412	18,349,445
Cost of sales and operations.....	7,198,380	*49,571	3,750,096	3,079,982	318,731	169,936,841	28,191,829	13,908,082	14,283,747
Inventory, beginning of year.....	126,405	*5,778	20,118	88,874	*11,634	22,130,608	1,845,055	1,163,850	681,205
Cost of labor.....	686,877	--	590,172	40,560	56,145	3,999,165	638,465	229,031	409,434
Purchases.....	3,658,467	*30,488	963,851	2,516,206	147,923	156,755,990	25,342,102	12,572,166	12,769,936
Materials and supplies.....	429,326	*1,361	392,428	13,175	22,363	6,102,123	886,215	539,073	347,142
Other costs.....	2,454,007	*16,477	1,806,515	535,422	95,593	5,181,085	1,347,026	638,741	708,285
Inventory, end of year.....	156,702	*4,534	22,988	114,254	*14,927	24,232,131	1,867,034	1,234,778	632,256
Advertising expenses.....	170,502	14,729	70,101	75,155	10,517	2,698,157	218,502	133,863	84,639
Bad debts from sales or services.....	28,423	*225	17,750	5,693	*4,756	308,991	40,840	25,056	15,783
Car and truck expenses.....	5,005,066	345,502	4,398,861	143,605	117,098	5,437,225	1,418,127	792,622	625,505
Commissions.....	801,678	94,311	145,599	145,599	22,834	1,905,557	657,362	368,109	289,254
Depletion.....	4,806	--	*3,528	*1,165	*114	6,824	*57	*48	*10
Depreciation <sup>3</sup> .....	3,201,572	109,714	2,771,351	162,348	158,158	4,263,176	501,984	275,303	226,681
Employee benefit programs.....	43,253	*3,626	31,377	6,392	1,858	235,686	26,994	13,842	13,152
Insurance.....	1,707,673	142,799	1,449,233	69,628	46,013	2,286,636	223,210	124,001	99,209
Legal and professional services.....	180,688	6,417	126,183	38,401	9,687	1,001,375	116,017	71,911	44,106
Meals and entertainment deducted.....	487,548	10,609	441,357	21,807	13,775	521,175	217,531	128,937	88,594
Mortgage interest.....	199,738	*16,449	153,275	23,227	6,787	1,032,771	66,338	16,568	49,770
Other interest paid on business indebtedness.....	590,536	23,897	493,369	44,535	28,735	1,434,537	142,606	78,555	64,050
Office expenses.....	221,357	6,044	123,471	65,522	26,320	1,276,748	266,840	142,378	124,462
Pension and profit-sharing plans.....	20,868	*13,688	4,569	*2,477	*135	52,894	12,089	4,064	8,026
Rent on machinery and equipment.....	965,667	218,578	653,274	79,009	14,806	1,075,502	140,444	68,485	71,959
Rent on other business property.....	371,862	56,760	158,142	135,496	21,464	7,516,338	315,695	158,291	157,404
Repairs.....	2,520,960	124,091	2,278,561	59,658	58,651	1,883,368	170,486	55,371	115,115
Supplies.....	489,875	25,841	368,870	45,139	50,025	2,916,513	363,723	221,033	142,690
Net salaries and wages.....	2,314,846	89,591	1,778,226	330,485	116,543	14,117,838	856,872	487,370	369,502
Taxes paid.....	837,431	34,343	697,788	80,016	25,284	4,491,003	267,133	165,677	101,456
Travel.....	404,788	6,147	250,092	96,692	51,857	1,345,778	435,143	236,691	198,452
Utilities.....	535,292	33,011	362,865	101,039	38,377	5,545,440	534,155	271,072	263,083
Home office business deductions.....	47,795	*778	30,682	6,423	9,911	418,689	140,451	74,350	66,101
Depreciation, Form 8829.....	4,933	*145	3,755	*136	*897	85,137	38,405	8,704	29,701
Other business deductions.....	5,642,459	327,762	4,656,662	485,603	172,432	8,868,979	1,520,308	676,973	843,335
Net income less deficit <sup>1,2</sup> .....	5,797,110	565,289	4,384,576	574,380	272,865	16,615,003	5,050,095	3,411,254	1,638,841
Net income <sup>1,2</sup> .....	6,761,412	636,385	4,935,859	776,085	413,083	23,175,835	5,999,004	3,864,732	2,134,272
Deficit <sup>2</sup> .....	964,302	71,097	551,282	201,705	140,218	6,560,832	948,909	453,478	495,430

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Transportation and public utilities					Wholesale and retail trade			
	Total	Local and interurban passenger transit	Trucking and warehousing	All other transportation	Communication services and utilities, including dumps, snowplowing, road cleaning, etc.	Total	Wholesale trade		
							Total	Durable goods, including machinery, wood, metals, etc.	Nondurable goods, including food, fiber, chemicals, etc.
	(24)	(25)	(26)	(27)	(28)	(29)	(30)	(31)	(32)
<b>BUSINESSES WITH NET INCOME</b>									
Number of returns <sup>1</sup> .....	562,689	87,409	365,072	71,245	38,963	1,717,831	229,223	145,673	83,549
Business receipts, total <sup>1</sup> .....	32,946,184	2,094,253	24,677,077	4,796,396	1,378,459	214,449,150	37,886,885	20,338,416	17,548,469
Income from sales and operations <sup>1</sup> .....	32,645,826	2,035,778	24,544,474	4,746,893	1,318,681	212,266,847	37,282,525	20,052,819	17,229,706
Other business income.....	300,358	*58,475	132,603	49,503	59,777	2,182,303	604,359	285,596	318,763
Business deductions, total <sup>1,2</sup> .....	26,184,930	1,457,868	19,741,218	4,020,422	965,422	191,273,218	31,887,880	16,473,683	15,414,197
Cost of sales and operations.....	5,599,866	*45,038	2,899,988	2,379,583	275,257	140,220,992	25,173,012	12,763,637	12,409,375
Inventory, beginning of year.....	80,163	*5,778	16,843	46,120	*11,422	15,625,584	1,437,636	920,704	516,932
Cost of labor.....	408,558	--	335,971	*17,610	*54,976	3,280,903	483,036	202,943	280,093
Purchases.....	3,070,554	*30,210	823,309	2,074,746	*142,289	129,297,165	22,678,670	11,509,209	11,169,461
Materials and supplies.....	302,470	*285	268,587	*12,165	*21,433	5,110,776	849,708	523,671	326,037
Other costs.....	1,828,645	*13,298	1,477,662	278,650	*59,035	4,183,407	1,272,623	622,927	649,696
Inventory, end of year.....	90,523	*4,534	22,384	49,707	*13,898	17,276,842	1,548,662	1,015,818	532,844
Advertising expenses.....	116,452	5,626	44,783	59,631	6,412	1,973,270	156,567	115,587	40,979
Bad debts from sales or services.....	22,566	*225	16,728	3,923	*1,690	208,851	15,156	6,507	8,649
Car and truck expenses.....	3,922,698	317,577	3,414,967	94,504	95,650	3,714,978	1,018,143	640,423	377,720
Commissions.....	639,418	86,180	416,552	126,388	10,297	1,513,562	619,379	332,677	286,702
Depletion.....	4,429	--	*3,154	*1,162	*114	4,526	*50	*47	*3
Depreciation <sup>3</sup> .....	2,257,715	77,972	2,010,193	68,887	100,664	2,846,396	361,486	189,439	172,047
Employee benefit programs.....	33,758	*3,098	25,020	4,191	*1,449	188,983	23,002	13,267	9,735
Insurance.....	1,304,690	107,484	1,110,401	48,560	38,245	1,761,010	188,591	108,925	79,666
Legal and professional services.....	142,550	4,737	106,221	25,433	6,159	699,423	85,889	57,471	28,418
Meals and entertainment deducted.....	413,712	6,857	379,882	19,271	7,702	375,712	176,237	110,542	65,695
Mortgage interest.....	156,520	*12,794	120,068	17,335	6,323	734,857	45,919	12,839	33,080
Other interest paid on business indebtedness.....	396,450	18,235	346,497	20,690	11,029	982,164	107,403	65,347	42,055
Office expenses.....	162,954	4,121	98,028	40,603	20,202	857,639	195,151	113,944	81,207
Pension and profit-sharing plans.....	20,197	*13,688	4,269	*2,151	*89	52,060	11,779	3,832	7,947
Rent on machinery and equipment.....	787,921	206,422	529,918	41,508	10,073	742,508	91,561	48,402	43,159
Rent on other business property.....	271,753	28,527	126,645	101,655	14,926	5,349,976	249,689	133,187	116,502
Repairs.....	1,963,886	106,052	1,774,003	35,883	47,948	1,410,164	132,665	36,507	96,157
Supplies.....	409,710	19,826	314,242	35,734	39,909	1,814,302	251,755	133,142	118,613
Net salaries and wages.....	1,760,311	63,970	1,309,984	289,522	96,835	10,842,142	725,274	408,729	316,545
Taxes paid.....	622,934	25,783	518,050	60,922	18,179	3,399,999	221,735	134,783	86,953
Travel.....	329,265	*1,060	202,543	82,345	43,317	898,285	340,703	203,761	136,941
Utilities.....	412,725	18,461	285,304	79,266	29,694	4,001,871	423,107	230,677	192,429
Home office business deductions.....	44,941	*481	28,729	*6,420	*9,311	293,351	116,024	62,159	53,865
Depreciation, Form 8829.....	4,631	*145	3,463	*132	*892	54,538	34,677	6,204	28,473
Other business deductions.....	4,365,678	279,330	3,644,082	371,097	71,170	6,294,500	1,145,485	539,091	606,394
<b>Net income <sup>1,2</sup>.....</b>	<b>6,761,412</b>	<b>636,385</b>	<b>4,935,859</b>	<b>776,085</b>	<b>413,083</b>	<b>23,175,835</b>	<b>5,999,004</b>	<b>3,864,732</b>	<b>2,134,272</b>
<b>Returns with Schedule C-EZ:</b>									
Number of returns.....	60,695	*12,572	30,127	12,525	*5,471	224,234	22,845	*12,687	10,158
Business receipts.....	183,352	*32,343	94,571	42,940	*13,498	760,100	165,706	*35,481	130,225
Business deductions.....	21,872	*4,327	10,969	3,799	*2,777	93,352	12,119	*8,758	3,362
<b>Net income.....</b>	<b>161,481</b>	<b>*28,017</b>	<b>83,602</b>	<b>39,141</b>	<b>*10,721</b>	<b>666,748</b>	<b>153,587</b>	<b>*26,723</b>	<b>126,863</b>

Footnotes at end of table.



# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade--Continued						
	Retail trade						
	Total	Building materials, paint, hardware, garden supply, and mobile home dealers					General merchandise stores
		Total	Lumber and other building materials dealers	Paint, glass, and wallpaper stores	Hardware stores	Retail nurseries, garden supply stores, and mobile home dealers	
(33)	(34)	(35)	(36)	(37)	(38)	(39)	
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>							
Number of returns <sup>1</sup> .....	2,652,679	75,483	26,327	4,691	14,956	29,509	44,917
Business receipts, total <sup>1</sup> .....	215,371,165	9,667,826	2,673,267	627,918	2,815,575	3,551,067	4,805,923
Income from sales and operations <sup>1</sup> .....	213,220,685	9,584,393	2,657,407	627,912	2,775,219	3,523,855	4,743,985
Other business income.....	2,150,480	83,433	15,860	*6	40,355	27,212	61,938
Business deductions, total <sup>1,2</sup> .....	203,814,533	9,026,263	2,440,421	577,298	2,690,833	3,317,711	4,493,062
Cost of sales and operations.....	141,745,011	6,207,088	1,740,489	322,987	1,948,269	2,195,342	3,472,006
Inventory, beginning of year.....	20,285,553	1,233,499	255,122	*48,928	679,526	249,923	640,026
Cost of labor.....	3,360,700	395,201	146,148	*16,784	*12,441	219,828	*11,438
Purchases.....	131,413,888	5,198,761	1,354,574	*157,263	1,859,710	1,827,214	3,398,517
Materials and supplies.....	5,215,908	495,599	211,685	*144,958	*58,512	80,444	4,136
Other costs.....	3,834,059	137,133	60,354	*7,653	22,205	46,921	125,121
Inventory, end of year.....	22,365,097	1,253,106	287,393	*52,600	684,124	228,988	707,232
Advertising expenses.....	2,479,655	132,565	28,277	*10,600	39,170	54,518	49,393
Bad debts from sales or services.....	268,151	30,918	2,173	*4,080	9,423	*15,242	4,215
Car and truck expenses.....	4,019,097	176,065	47,017	13,488	46,024	69,536	65,059
Commissions.....	1,248,194	47,020	6,867	*5	*30,178	9,970	16,697
Depletion.....	6,766	*70	*70	--	--	--	*33
Depreciation <sup>3</sup> .....	3,761,192	185,782	59,181	*9,506	42,199	74,895	57,817
Employee benefit programs.....	208,692	18,230	*2,098	*6,351	8,203	*1,578	4,200
Insurance.....	2,063,426	146,192	42,644	14,618	37,373	51,557	32,595
Legal and professional services.....	885,358	38,881	6,712	*2,190	10,104	19,875	14,813
Meals and entertainment deducted.....	303,644	7,859	2,651	*88	2,101	3,020	5,307
Mortgage interest.....	966,433	62,321	16,806	*2,307	15,657	27,551	*13,640
Other interest paid on business indebtedness.....	1,291,931	86,408	22,923	*3,940	26,062	33,482	25,098
Office expenses.....	1,009,908	42,932	16,169	*2,560	12,219	11,984	16,809
Pension and profit-sharing plans.....	40,804	*1,639	*458	*757	--	*425	*355
Rent on machinery and equipment.....	935,058	35,009	13,222	*4,998	10,242	6,546	10,474
Rent on other business property.....	7,200,643	155,752	22,606	*22,220	54,842	56,084	158,675
Repairs.....	1,712,882	104,795	21,711	*4,722	21,303	57,059	27,673
Supplies.....	2,552,790	144,328	81,506	*6,037	8,322	48,462	26,577
Net salaries and wages.....	13,260,966	657,383	99,797	*100,988	188,750	267,849	229,449
Taxes paid.....	4,223,870	215,415	48,726	16,843	56,770	93,076	66,831
Travel.....	910,635	44,958	31,009	*2	2,630	11,317	11,810
Utilities.....	5,011,284	184,547	39,601	*12,579	53,823	78,543	86,130
Home office business deductions.....	278,238	*7,278	--	--	*7,234	*43	*2,039
Depreciation, Form 8829.....	46,731	*730	--	--	*730	--	*434
Other business deductions.....	7,348,671	291,652	87,707	15,431	59,936	128,578	94,761
Net income less deficit <sup>1,2</sup> .....	11,564,907	641,533	232,846	50,619	124,742	233,325	312,861
Net income <sup>1,2</sup> .....	17,176,831	831,074	268,039	*56,937	178,278	327,820	387,445
Deficit <sup>2</sup> .....	5,611,924	189,541	35,193	*6,317	53,537	94,495	74,584

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade--Continued						
	Retail trade						General merchandise stores
	Total	Building materials, paint, hardware, garden supply, and mobile home dealers					
		Total	Lumber and other building materials dealers	Paint, glass, and wallpaper stores	Hardware stores	Retail nurseries, garden supply stores, and mobile home dealers	
(33)	(34)	(35)	(36)	(37)	(38)	(39)	
<b>BUSINESSES WITH NET INCOME</b>							
Number of returns <sup>1</sup> .....	1,488,608	53,571	17,774	*4,318	9,080	22,400	31,805
Business receipts, total <sup>1</sup> .....	176,562,265	8,032,074	2,265,734	*475,278	2,140,475	3,150,588	4,222,335
Income from sales and operations <sup>1</sup> .....	174,984,322	7,984,936	2,250,595	*475,277	2,135,722	3,123,342	4,179,704
Other business income.....	1,577,944	47,138	15,139	*1	4,753	27,246	42,631
Business deductions, total <sup>1,2</sup> .....	159,385,338	7,201,000	1,997,695	*418,341	1,962,197	2,822,768	3,834,890
Cost of sales and operations.....	115,047,980	5,158,296	1,508,466	*247,435	1,433,466	1,968,929	3,019,550
Inventory, beginning of year.....	14,187,948	907,158	222,825	*33,326	460,505	190,503	500,807
Cost of labor.....	2,797,867	392,593	146,148	*16,784	*12,441	217,220	*11,438
Purchases.....	106,618,495	4,246,842	1,182,419	*88,585	1,336,522	1,639,316	2,963,115
Materials and supplies.....	4,261,067	428,530	149,295	*144,368	*58,147	76,720	*3,437
Other costs.....	2,910,784	122,623	60,250	*323	*21,078	40,972	124,110
Inventory, end of year.....	15,728,180	939,450	252,471	*35,952	455,226	195,801	583,356
Advertising expenses.....	1,816,703	98,815	16,362	*9,489	25,646	47,318	38,603
Bad debts from sales or services.....	193,695	18,328	*1,104	*1,159	3,730	*12,335	1,399
Car and truck expenses.....	2,696,835	142,468	46,271	*12,237	26,447	57,513	48,329
Commissions.....	894,183	43,083	*6,835	--	*30,125	*6,123	16,572
Depletion.....	4,477	*70	*70	--	--	--	*33
Depreciation <sup>3</sup> .....	2,484,910	152,289	54,210	*4,456	27,109	66,514	46,216
Employee benefit programs.....	165,981	17,160	*2,098	*6,351	7,252	*1,459	1,909
Insurance.....	1,572,419	114,308	39,186	*10,002	28,168	36,953	23,716
Legal and professional services.....	613,534	26,507	3,995	*797	6,492	15,224	13,309
Meals and entertainment deducted.....	199,475	5,387	2,594	*88	*656	2,048	2,938
Mortgage interest.....	688,937	49,528	15,291	*1	11,718	22,518	*10,984
Other interest paid on business indebtedness.....	874,761	65,757	21,463	*901	18,677	24,716	14,654
Office expenses.....	662,488	34,318	14,243	*2,152	7,758	10,165	12,290
Pension and profit-sharing plans.....	40,281	*1,637	*458	*757	--	*422	*355
Rent on machinery and equipment.....	650,947	24,098	13,214	*1,924	*3,658	5,303	9,740
Rent on other business property.....	5,100,287	105,564	11,000	*14,593	39,267	40,704	142,705
Repairs.....	1,277,500	76,256	20,222	*3,253	10,304	42,478	25,957
Supplies.....	1,562,547	34,474	4,976	*4,946	5,431	19,122	21,864
Net salaries and wages.....	10,116,868	485,123	82,394	*67,696	144,166	190,867	180,495
Taxes paid.....	3,178,264	174,562	45,239	*9,517	44,085	75,721	50,737
Travel.....	557,582	13,543	4,415	--	1,780	7,348	7,186
Utilities.....	3,578,764	141,925	27,976	*8,490	36,403	69,056	73,338
Home office business deductions.....	177,327	*6,908	--	--	*6,864	*43	*881
Depreciation, Form 8829.....	19,861	*730	--	--	*730	--	*212
Other business deductions.....	5,149,015	209,418	55,614	*12,100	42,995	98,709	70,525
<b>Net income <sup>1,2</sup>.....</b>	<b>17,176,831</b>	<b>831,074</b>	<b>268,039</b>	<b>*56,937</b>	<b>178,278</b>	<b>327,820</b>	<b>387,445</b>
<b>Returns with Schedule C-EZ:</b>							
Number of returns.....	201,389	*4,426	*1,285	--	--	*3,141	*4,190
Business receipts.....	594,394	*13,407	*6,812	--	--	*6,595	*8,286
Business deductions.....	81,233	*1,178	--	--	--	*1,178	*607
<b>Net income.....</b>	<b>513,162</b>	<b>*12,229</b>	<b>*6,812</b>	<b>--</b>	<b>--</b>	<b>*5,418</b>	<b>*7,680</b>

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade--Continued							
	Retail trade--Continued							
	Food stores			Automotive dealers and service stations				
	Total	Grocery stores	All other food stores	Total	New car dealers (franchised)	Used car dealers	Gasoline service stations	All other automotive dealers
(40)	(41)	(42)	(43)	(44)	(45)	(46)	(47)	
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>								
Number of returns <sup>1</sup> .....	152,501	91,076	61,425	183,175	13,577	79,223	28,941	61,434
Business receipts, total <sup>1</sup> .....	36,046,872	28,023,974	8,022,898	53,504,090	1,426,808	16,988,391	25,486,897	9,601,994
Income from sales and operations <sup>1</sup> .....	35,697,200	27,686,809	8,010,392	53,511,680	1,417,757	17,250,062	25,306,050	9,537,811
Other business income.....	349,672	337,166	12,506	-7,590	9,051	-261,671	180,847	64,183
Business deductions, total <sup>1,2</sup> .....	34,686,468	27,012,580	7,673,887	51,790,181	1,297,870	16,392,880	24,945,231	9,154,200
Cost of sales and operations.....	27,086,417	21,648,665	5,437,752	43,678,057	1,173,872	13,944,229	21,355,877	7,204,079
Inventory, beginning of year.....	2,025,854	1,772,152	253,702	3,950,292	152,025	1,801,730	556,409	1,440,128
Cost of labor.....	489,638	325,515	164,123	635,663	4,013	250,041	260,472	121,137
Purchases.....	25,354,427	20,743,067	4,611,360	41,199,131	1,151,625	12,844,747	20,290,362	6,912,396
Materials and supplies.....	824,313	258,686	565,627	1,314,584	--	480,946	714,650	118,989
Other costs.....	556,398	485,397	71,001	938,914	*51,303	672,476	114,059	101,077
Inventory, end of year.....	2,164,213	1,936,152	228,061	4,360,528	185,093	2,105,712	580,075	1,489,648
Advertising expenses.....	148,377	94,922	53,455	256,741	9,781	95,428	56,765	94,766
Bad debts from sales or services.....	20,565	15,195	5,371	84,067	897	58,032	16,650	8,487
Car and truck expenses.....	229,755	115,048	114,707	333,035	8,769	131,123	60,202	132,940
Commissions.....	35,906	17,851	*18,055	-177,495	*3,244	127,318	-11,505	35,427
Depletion.....	*207	*207	--	929	*16	*(*)	*11	*901
Depreciation <sup>3</sup> .....	515,133	336,562	178,571	488,350	3,544	91,223	262,970	130,613
Employee benefit programs.....	34,237	21,594	12,643	34,462	3,013	8,910	11,536	11,002
Insurance.....	256,969	189,646	67,323	408,610	5,377	143,820	164,735	94,678
Legal and professional services.....	105,685	75,872	29,813	122,866	2,077	41,713	54,751	24,325
Meals and entertainment deducted.....	11,330	5,700	5,630	35,947	1,277	22,123	4,473	8,074
Mortgage interest.....	174,787	123,556	51,231	178,628	*526	64,118	64,235	49,749
Other interest paid on business indebtedness.....	148,685	118,833	29,852	301,628	8,114	115,600	73,330	104,585
Office expenses.....	65,344	33,159	32,184	114,585	3,451	43,111	26,476	41,547
Pension and profit-sharing plans.....	4,875	4,417	*457	3,469	*282	*748	*1,496	*943
Rent on machinery and equipment.....	143,219	101,538	41,681	96,028	4,767	18,100	45,787	27,375
Rent on other business property.....	876,651	549,331	327,321	660,570	5,979	135,938	401,052	117,601
Repairs.....	271,005	203,921	67,084	286,371	1,460	130,273	106,621	48,017
Supplies.....	252,815	173,962	78,853	383,673	3,393	152,511	170,120	57,649
Net salaries and wages.....	1,868,622	1,298,068	570,553	1,899,680	35,627	269,079	1,177,359	417,615
Taxes paid.....	554,232	417,025	137,207	656,076	6,314	153,341	341,894	154,527
Travel.....	28,597	17,731	10,866	69,285	567	43,387	2,966	22,365
Utilities.....	906,167	690,969	215,198	582,644	5,121	160,422	276,208	140,892
Home office business deductions.....	*868	*395	*472	4,853	--	*2,014	*633	*2,206
Depreciation, Form 8829.....	*65	*65	--	*1,003	--	*497	*97	*409
Other business deductions.....	945,906	758,297	187,609	927,151	10,401	438,515	256,147	222,088
Net income less deficit <sup>1,2</sup> .....	1,361,708	1,012,544	349,164	1,711,781	128,938	593,383	541,666	447,794
Net income <sup>1,2</sup> .....	1,759,077	1,214,204	544,872	2,275,054	130,421	863,670	637,317	643,647
Deficit <sup>2</sup> .....	397,369	201,660	195,709	563,273	*1,482	270,286	95,651	195,853

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade--Continued							
	Food stores			Retail trade--Continued				
	Total	Grocery stores	All other food stores	Automotive dealers and service stations				
				Total	New car dealers (franchised)	Used car dealers	Gasoline service stations	All other automotive dealers
(40)	(41)	(42)	(43)	(44)	(45)	(46)	(47)	
<b>BUSINESSES WITH NET INCOME</b>								
Number of returns <sup>1</sup> .....	106,272	71,509	34,762	128,077	13,368	54,474	22,938	37,297
Business receipts, total <sup>1</sup> .....	29,735,676	23,174,561	6,561,115	45,716,809	1,315,533	14,014,946	22,134,321	8,252,009
Income from sales and operations <sup>1</sup> .....	29,450,071	22,896,092	6,553,980	45,788,321	1,306,650	14,305,440	21,967,631	8,208,600
Other business income.....	285,605	278,469	7,136	-71,512	8,883	-290,494	166,690	43,409
Business deductions, total <sup>1, 2</sup> .....	27,977,750	21,961,507	6,016,243	43,439,597	1,185,113	13,149,118	21,497,004	7,608,362
Cost of sales and operations.....	22,197,668	17,695,934	4,501,734	37,009,934	1,068,991	11,276,602	18,501,444	6,162,898
Inventory, beginning of year.....	1,597,960	1,407,984	189,976	2,843,110	127,516	1,213,815	430,523	1,071,256
Cost of labor.....	364,878	313,350	51,528	597,914	*2,683	223,419	256,481	115,332
Purchases.....	20,699,284	16,777,601	3,921,684	34,867,992	1,043,267	10,434,406	17,466,140	5,924,180
Materials and supplies.....	713,486	249,141	464,346	1,181,622	--	364,380	709,361	107,880
Other costs.....	517,500	451,090	66,409	784,884	--	549,796	106,719	77,067
Inventory, end of year.....	1,695,441	1,503,232	192,209	3,265,589	155,777	1,509,213	467,781	1,132,818
Advertising expenses.....	103,918	69,743	34,175	218,389	9,186	81,380	50,043	77,780
Bad debts from sales or services.....	17,798	13,096	4,702	59,065	875	40,426	10,265	7,501
Car and truck expenses.....	168,175	98,112	70,063	273,018	8,681	111,218	53,289	99,831
Commissions.....	20,196	5,010	*15,186	141,866	*3,244	106,659	8,294	23,669
Depletion.....	*34	*34	--	*435	*16	* (*)	*11	*408
Depreciation <sup>3</sup> .....	379,499	269,663	109,836	391,405	2,717	67,599	223,475	97,613
Employee benefit programs.....	24,677	15,334	9,343	30,827	2,839	6,590	11,057	10,341
Insurance.....	202,746	148,031	54,715	316,066	5,031	99,040	143,341	68,654
Legal and professional services.....	78,440	61,857	16,583	92,568	1,077	30,362	42,991	18,138
Meals and entertainment deducted.....	5,644	4,945	699	29,461	1,255	19,521	4,295	4,390
Mortgage interest.....	121,442	95,960	25,482	128,704	*479	37,660	57,417	33,148
Other interest paid on business indebtedness.....	99,307	85,551	13,756	214,974	7,447	64,784	62,043	80,700
Office expenses.....	42,524	23,100	19,424	92,263	3,406	35,827	20,908	32,121
Pension and profit-sharing plans.....	4,822	4,365	*457	3,465	*282	*748	*1,492	*943
Rent on machinery and equipment.....	96,774	82,232	14,542	79,543	4,766	10,456	41,352	22,968
Rent on other business property.....	673,130	437,625	235,505	506,067	5,613	97,693	320,705	82,057
Repairs.....	212,413	164,549	47,864	232,984	1,341	104,459	88,841	38,343
Supplies.....	170,804	130,171	40,633	258,629	3,010	118,771	102,249	34,599
Net salaries and wages.....	1,439,963	1,030,371	409,592	1,600,618	34,140	221,651	1,015,163	329,663
Taxes paid.....	434,095	336,072	98,023	543,586	6,034	117,827	290,834	129,091
Travel.....	18,264	14,646	3,618	49,644	515	28,224	2,813	18,091
Utilities.....	709,699	552,978	156,721	452,342	4,827	118,622	223,853	105,040
Home office business deductions.....	*395	*395	--	4,853	--	*2,014	*633	*2,206
Depreciation, Form 8829.....	*65	*65	--	*1,003	--	*497	*97	*409
Other business deductions.....	755,206	621,616	133,590	703,910	9,341	349,380	218,766	126,424
<b>Net income <sup>1, 2</sup>.....</b>	<b>1,759,077</b>	<b>1,214,204</b>	<b>544,872</b>	<b>2,275,054</b>	<b>130,421</b>	<b>863,670</b>	<b>637,317</b>	<b>643,647</b>
<b>Returns with Schedule C-EZ:</b>								
Number of returns.....	*6,622	*2,575	*4,048	17,369	*3,187	*11,756	*1,141	*1,285
Business receipts.....	*27,913	*2,657	*25,256	50,262	*12,396	*23,386	*8,854	*5,627
Business deductions.....	*116	*116	--	4,982	--	*1,805	*1,429	*1,748
<b>Net income.....</b>	<b>*27,797</b>	<b>*2,541</b>	<b>*25,256</b>	<b>45,280</b>	<b>*12,396</b>	<b>*21,581</b>	<b>*7,424</b>	<b>*3,879</b>

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade--Continued							
	Retail trade--Continued							
	Apparel and accessory stores	Furniture and home furnishings stores	Eating places	Drinking places	Drug stores	Liquor stores	Used merchandise and antique stores	Sporting goods and bicycle shops
	(48)	(49)	(50)	(51)	(52)	(53)	(54)	(55)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>								
Number of returns <sup>1</sup> .....	101,610	111,443	134,268	53,929	6,691	15,815	118,502	55,000
Business receipts, total <sup>1</sup> .....	7,979,217	11,002,191	21,892,551	4,565,808	3,674,868	5,110,302	3,957,587	3,984,970
Income from sales and operations <sup>1</sup> .....	7,921,598	10,941,659	21,757,306	4,362,467	3,664,367	4,931,575	3,863,137	3,958,901
Other business income.....	57,619	60,532	135,245	203,341	10,501	178,726	94,450	26,070
Business deductions, total <sup>1,2</sup> .....	7,488,143	10,150,828	21,092,078	4,229,848	3,401,506	4,879,907	3,720,989	3,792,881
Cost of sales and operations.....	4,749,731	6,485,303	9,355,477	2,044,523	2,773,427	3,948,560	2,143,472	2,715,045
Inventory, beginning of year.....	1,393,524	1,338,799	293,811	100,909	308,862	619,064	1,306,758	760,976
Cost of labor.....	103,466	409,423	431,173	*90,578	*26,175	*220,391	14,626	*38,485
Purchases.....	4,441,086	5,714,530	8,128,863	1,800,927	2,754,135	3,653,843	1,990,244	2,678,105
Materials and supplies.....	168,766	374,353	405,447	76,922	*9,326	*6,132	88,781	47,428
Other costs.....	157,788	200,672	428,902	*63,635	664	*6,145	147,609	120,493
Inventory, end of year.....	1,514,899	1,552,475	332,719	88,449	325,736	557,015	1,404,546	930,441
Advertising expenses.....	163,495	271,692	419,306	87,779	24,418	19,753	60,734	75,344
Bad debts from sales or services.....	6,452	13,732	2,605	*10,910	2,033	7,742	1,998	5,222
Car and truck expenses.....	99,159	232,399	147,389	53,302	16,001	23,959	161,840	43,096
Commissions.....	29,956	88,284	71,415	*2,427	*8,759	*90	40,339	36,197
Depletion.....	*59	*19	*7	--	* (4)	*1	*3	*253
Depreciation <sup>3</sup> .....	92,708	246,923	762,113	122,358	23,640	81,633	76,170	80,343
Employee benefit programs.....	5,109	19,482	28,957	*2,186	6,058	*178	1,522	*1,969
Insurance.....	74,344	125,037	357,205	122,568	24,180	29,117	38,440	26,051
Legal and professional services.....	49,426	66,263	134,501	43,464	12,322	21,989	16,257	8,707
Meals and entertainment deducted.....	13,953	19,538	5,043	1,655	420	*458	14,516	7,489
Mortgage interest.....	45,458	86,723	149,475	49,971	5,249	32,161	22,598	12,200
Other interest paid on business indebtedness.....	27,268	80,459	190,290	22,265	3,142	30,825	26,699	25,664
Office expenses.....	48,761	77,597	72,072	13,222	11,263	10,785	29,322	29,994
Pension and profit-sharing plans.....	*1,190	*3,144	4,345	--	5,315	*2,142	*1,134	*904
Rent on machinery and equipment.....	24,091	42,955	136,879	38,825	15,825	5,231	47,433	19,077
Rent on other business property.....	662,164	434,574	1,502,845	244,483	52,969	187,117	310,980	121,573
Repairs.....	48,555	82,916	343,494	119,725	14,121	26,445	36,436	15,683
Supplies.....	95,411	120,898	351,247	67,908	10,241	16,153	60,222	38,665
Net salaries and wages.....	492,057	777,802	3,971,221	446,858	233,991	148,218	175,102	200,255
Taxes paid.....	163,966	230,085	971,221	275,565	42,124	93,231	78,801	93,140
Travel.....	61,374	50,568	22,071	*1,851	3,524	*564	46,689	24,723
Utilities.....	194,097	260,007	1,064,022	275,351	34,304	112,755	109,495	75,150
Home office business deductions.....	21,742	25,655	797	*1	--	--	10,012	*12,801
Depreciation, Form 8829.....	*3,118	*4,013	*63	* (4)	--	--	1,837	*1,479
Other business deductions.....	306,852	307,393	1,026,756	182,653	78,179	80,802	207,334	123,335
Net income less deficit <sup>1,2</sup> .....	490,777	851,363	809,442	335,961	273,362	230,395	236,394	192,090
Net income <sup>1,2</sup> .....	740,343	1,087,976	1,503,784	493,010	278,941	270,505	461,484	336,970
Deficit <sup>2</sup> .....	249,566	236,613	694,342	157,050	*5,578	40,110	225,091	144,881

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade--Continued							
	Retail trade--Continued							
	Apparel and accessory stores	Furniture and home furnishings stores	Eating places	Drinking places	Drug stores	Liquor stores	Used merchandise and antique stores	Sporting goods and bicycle shops
	(48)	(49)	(50)	(51)	(52)	(53)	(54)	(55)
<b>BUSINESSES WITH NET INCOME</b>								
Number of returns <sup>1</sup> .....	68,444	80,529	78,934	34,727	5,601	11,122	68,353	27,327
Business receipts, total <sup>1</sup> .....	6,325,937	9,358,554	16,032,121	3,516,265	3,315,189	4,278,180	2,963,304	3,071,158
Income from sales and operations <sup>1</sup> .....	6,306,050	9,321,471	15,905,073	3,358,175	3,305,663	4,115,131	2,893,460	3,057,595
Other business income.....	19,887	37,082	127,048	158,090	9,526	163,049	69,844	13,563
Business deductions, total <sup>1,2</sup> .....	5,585,594	8,270,578	14,528,359	3,023,254	3,036,248	4,007,675	2,501,820	2,734,188
Cost of sales and operations.....	3,678,135	5,450,352	6,677,964	1,481,309	2,485,093	3,249,600	1,501,201	2,011,964
Inventory, beginning of year.....	887,986	966,838	198,559	81,040	263,188	434,483	627,209	582,781
Cost of labor.....	64,599	346,276	322,815	*80,458	*26,175	*220,391	8,179	*38,485
Purchases.....	3,509,089	4,888,423	5,797,314	1,276,698	2,465,828	3,020,247	1,392,793	1,870,747
Materials and supplies.....	132,863	213,556	329,802	51,650	*6,553	*6,132	68,756	47,319
Other costs.....	69,746	152,053	247,873	*61,012	*306	*2,069	103,030	118,831
Inventory, end of year.....	986,148	1,116,794	218,398	69,550	276,957	433,721	698,766	646,200
Advertising expenses.....	112,673	206,825	302,552	56,217	21,361	17,732	40,170	55,460
Bad debts from sales or services.....	3,423	10,878	542	*8,938	2,016	7,025	*1,364	5,146
Car and truck expenses.....	61,682	181,835	102,868	34,648	14,939	12,502	80,514	28,600
Commissions.....	20,928	74,256	32,853	*2,427	*8,759	*90	29,324	*4,393
Depletion.....	*16	*19	*(*)	--	*(*)	*1	*(*)	*253
Depreciation <sup>3</sup> .....	53,135	186,333	409,652	83,555	16,682	67,986	45,571	49,529
Employee benefit programs.....	3,411	11,175	19,912	*2,185	6,058	*178	*1,504	*1,341
Insurance.....	59,905	102,138	244,803	93,898	22,151	25,123	27,031	20,754
Legal and professional services.....	36,871	33,115	87,221	33,441	10,493	17,946	7,856	5,585
Meals and entertainment deducted.....	8,992	16,341	3,528	*1,186	393	*398	7,724	3,379
Mortgage interest.....	24,342	74,300	104,554	28,692	5,131	30,799	9,515	7,665
Other interest paid on business indebtedness.....	18,846	51,591	103,763	18,435	3,055	27,083	21,181	22,521
Office expenses.....	38,199	57,879	35,301	9,596	10,904	9,606	18,637	12,925
Pension and profit-sharing plans.....	*1,190	*3,144	4,298	--	5,315	*2,142	*1,134	*904
Rent on machinery and equipment.....	11,869	37,927	99,083	24,539	14,304	1,800	41,311	15,416
Rent on other business property.....	474,255	339,211	951,639	156,939	41,506	141,397	185,932	67,067
Repairs.....	38,427	66,908	246,423	83,368	11,756	23,886	25,008	8,526
Supplies.....	71,057	65,887	230,783	50,011	9,493	13,567	34,448	23,292
Net salaries and wages.....	307,479	604,370	2,744,818	382,275	202,847	131,561	166,355	172,653
Taxes paid.....	122,922	193,818	682,718	198,865	38,344	69,452	55,080	57,848
Travel.....	50,008	38,754	14,079	*1,456	3,472	*558	20,506	11,700
Utilities.....	150,666	201,691	707,729	168,847	30,116	87,434	66,720	48,880
Home office business deductions.....	*20,031	25,188	647	*1	--	--	*6,479	*837
Depreciation, Form 8829.....	*3,118	*4,013	*63	*(*)	--	--	*394	*5
Other business deductions.....	206,368	235,265	719,301	102,427	72,063	69,810	103,814	97,552
<b>Net Income <sup>1,2</sup>.....</b>	<b>740,343</b>	<b>1,087,976</b>	<b>1,503,784</b>	<b>493,010</b>	<b>278,941</b>	<b>270,505</b>	<b>461,484</b>	<b>336,970</b>
<b>Returns with Schedule C-EZ:</b>								
Number of returns.....	16,523	*8,852	*6,261	*1,285	--	--	*7,185	--
Business receipts.....	77,210	*37,988	*43,399	*2,099	--	--	*4,564	--
Business deductions.....	10,764	*1,379	*1,326	--	--	--	*3,441	--
<b>Net Income.....</b>	<b>66,447</b>	<b>*36,609</b>	<b>*42,073</b>	<b>*2,099</b>	<b>--</b>	<b>--</b>	<b>*1,122</b>	<b>--</b>

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued**

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade—Continued			Total	Finance, insurance, and real estate			
	Retail trade—Continued				Total	Finance		
	Sales by door-to-door, telephone, etc.	Gift, novelty, and souvenir shops	All other retail stores			Total	Credit agencies and mortgage bankers	Security and commodity brokers and services
	(56)	(57)	(58)	(59)	(60)	(61)	(62)	(63)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>								
Number of returns <sup>1</sup> .....	979,213	77,714	542,419	1,275,117	135,239	16,367	55,834	63,037
Business receipts, total <sup>1</sup> .....	16,069,248	2,790,591	30,319,121	57,473,784	10,930,057	885,903	5,394,430	4,649,724
Income from sales and operations <sup>1</sup> .....	15,619,687	2,775,239	29,887,491	55,798,024	10,668,620	844,614	5,261,966	4,562,041
Other business income.....	449,562	15,352	431,631	1,675,760	261,436	41,288	132,464	87,684
<b>Business deductions, total <sup>1,2</sup>.....</b>	<b>13,962,794</b>	<b>2,824,436</b>	<b>28,275,150</b>	<b>36,867,365</b>	<b>9,736,526</b>	<b>616,694</b>	<b>4,744,060</b>	<b>4,375,772</b>
Cost of sales and operations.....	7,311,360	1,644,092	18,130,452	9,937,169	5,705,208	*176,273	2,880,069	2,648,866
Inventory, beginning of year.....	1,157,682	632,561	4,522,936	1,565,846	209,739	*28	154,928	54,783
Cost of labor.....	179,220	*3,066	312,155	308,679	*17,599	*1,149	*16,398	*52
Purchases.....	6,247,934	1,646,003	17,207,381	5,877,379	4,071,899	*175,029	2,013,503	1,883,367
Materials and supplies.....	644,474	19,409	736,239	197,544	5,982	--	*3,157	*2,825
Other costs.....	436,077	49,609	464,901	3,419,198	1,529,824	*95	779,784	749,944
Inventory, end of year.....	1,354,027	706,555	5,113,158	1,431,477	129,834	*28	87,702	42,105
Advertising expenses.....	213,679	47,919	508,463	1,348,561	75,557	18,621	20,241	36,695
Bad debts from sales or services.....	45,617	3,151	28,925	219,966	68,691	27,939	6,314	34,438
Car and truck expenses.....	1,600,859	81,610	755,569	3,684,837	252,261	25,307	99,185	127,769
Commissions.....	408,437	9,505	275,669	2,812,024	413,826	*78,173	160,806	174,847
Depletion.....	*3,785	*103	*1,297	11,886	4,762	--	3,755	1,006
Depreciation <sup>3</sup> .....	327,812	68,768	631,642	1,380,319	159,132	13,763	81,091	64,278
Employee benefit programs.....	12,469	*1,416	38,218	107,028	9,218	*65	6,519	2,634
Insurance.....	99,267	29,014	293,838	531,487	39,281	7,231	16,484	15,566
Legal and professional services.....	88,138	13,358	148,688	667,699	126,502	16,387	78,669	31,445
Meals and entertainment deducted.....	125,617	4,399	50,113	570,954	57,753	4,511	36,043	17,199
Mortgage interest.....	33,919	10,389	88,914	461,757	36,753	*9,679	10,198	16,876
Other interest paid on business indebtedness.....	88,750	17,927	216,824	914,129	530,207	11,688	163,932	354,587
Office expenses.....	222,102	20,414	234,706	1,299,001	99,760	12,704	44,919	42,137
Pension and profit-sharing plans.....	3,773	*4	8,516	38,728	3,072	--	1,833	*1,239
Rent on machinery and equipment.....	134,270	21,788	163,954	486,707	37,155	*5,334	24,122	7,698
Rent on other business property.....	226,318	299,587	1,306,386	1,345,361	262,544	22,441	187,773	52,330
Repairs.....	88,859	31,001	215,803	374,879	25,194	5,031	11,173	8,990
Supplies.....	436,678	34,588	513,386	589,481	53,437	9,676	24,871	18,891
Net salaries and wages.....	296,158	214,201	1,649,968	2,301,713	232,728	23,623	139,572	69,532
Taxes paid.....	124,238	66,762	592,182	607,091	56,213	6,068	23,653	26,493
Travel.....	333,907	30,476	180,238	632,036	109,603	11,847	40,122	57,635
Utilities.....	358,032	62,502	706,082	1,389,822	126,219	23,840	48,921	53,458
Home office business deductions.....	110,584	*20,062	61,548	187,258	32,976	--	12,870	20,106
Depreciation, Form 8829.....	27,500	*1,491	4,997	21,482	3,724	--	380	3,344
Other business deductions.....	1,226,722	90,919	1,458,255	4,925,864	1,212,981	104,892	620,149	487,940
<b>Net income less deficit <sup>1,2</sup>.....</b>	<b>2,106,458</b>	<b>-33,846</b>	<b>2,044,630</b>	<b>20,600,260</b>	<b>1,180,779</b>	<b>269,208</b>	<b>647,244</b>	<b>264,328</b>
Net income <sup>1,2</sup> .....	3,432,246	144,103	3,174,819	23,208,762	2,269,197	287,044	1,138,994	843,160
Deficit <sup>2</sup> .....	1,325,788	177,948	1,130,189	2,608,501	1,088,418	17,836	491,750	578,832

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Wholesale and retail trade--Continued			Total	Finance, insurance, and real estate				
	Retail trade--Continued				Total	Finance			
	Sales by door-to-door, telephone, etc.	Gift, novelty, and souvenir shops	All other retail stores			Total	Credit agencies and mortgage bankers	Security and commodity brokers and services	Other financial services
	(56)	(57)	(58)	(59)	(60)	(61)	(62)	(63)	
<b>BUSINESSES WITH NET INCOME</b>									
Number of returns <sup>1</sup> .....	481,500	31,667	280,676	980,141	92,614	10,957	32,746	48,912	
Business receipts, total <sup>1</sup> .....	12,939,834	1,960,438	25,094,393	51,909,422	8,220,007	838,298	3,698,723	3,682,985	
Income from sales and operations <sup>1</sup> .....	12,617,203	1,953,883	24,747,586	50,305,716	8,003,564	801,073	3,614,908	3,587,583	
Other business income.....	322,631	6,554	346,807	1,603,706	216,442	*37,225	83,815	95,402	
Business deductions, total <sup>1,2</sup> .....	9,507,588	1,816,335	21,920,463	28,708,696	5,950,183	551,254	2,559,730	2,839,199	
Cost of sales and operations.....	5,302,744	1,097,032	14,727,140	7,023,864	3,652,644	*176,273	1,494,594	1,981,777	
Inventory, beginning of year.....	682,244	315,467	3,299,115	824,062	162,458	*28	*122,359	40,071	
Cost of labor.....	109,569	*721	213,376	293,581	*17,599	*1,149	*16,398	*52	
Purchases.....	4,495,085	1,154,596	13,970,442	3,846,823	2,406,598	*175,029	999,918	1,231,651	
Materials and supplies.....	502,227	*4,848	570,287	170,383	*3,410	--	*3,157	*253	
Other costs.....	294,574	5,962	306,212	2,607,184	1,138,871	*95	396,248	742,127	
Inventory, end of year.....	780,956	384,562	3,632,292	718,168	75,892	*28	*43,487	32,377	
Advertising expenses.....	146,580	28,810	368,599	1,201,717	50,149	17,618	17,598	14,933	
Bad debts from sales or services.....	34,919	*726	22,128	94,715	32,345	*25,444	*3,149	3,752	
Car and truck expenses.....	1,020,212	35,986	491,059	3,184,899	191,466	22,971	80,799	87,696	
Commissions.....	279,024	*5,427	214,986	2,442,509	244,991	*48,209	54,229	142,552	
Depletion.....	*3,614	--	*2	6,886	886	--	*390	*496	
Depreciation <sup>3</sup> .....	211,436	37,071	354,552	1,034,857	85,804	10,424	40,618	34,763	
Employee benefit programs.....	12,454	*767	32,424	100,330	7,737	*65	5,192	2,479	
Insurance.....	76,178	15,214	228,387	439,401	32,995	5,945	13,381	13,668	
Legal and professional services.....	51,380	7,909	110,894	439,903	66,143	12,737	37,931	15,475	
Meals and entertainment deducted.....	77,840	2,528	33,736	496,066	46,305	4,470	27,588	14,246	
Mortgage interest.....	28,323	7,530	57,429	249,539	21,109	*9,512	7,356	4,241	
Other interest paid on business indebtedness.....	60,552	10,650	142,392	323,958	74,019	*4,742	46,320	22,957	
Office expenses.....	120,181	13,427	154,438	1,136,214	80,451	11,728	36,630	32,093	
Pension and profit-sharing plans.....	3,773	*4	8,099	36,029	2,848	--	1,694	*1,154	
Rent on machinery and equipment.....	60,426	13,810	120,306	429,809	25,129	*4,896	17,309	2,924	
Rent on other business property.....	163,041	205,100	946,735	1,092,974	129,014	21,228	66,185	41,601	
Repairs.....	62,940	12,702	149,946	295,512	19,568	3,962	8,208	7,398	
Supplies.....	215,933	20,605	341,699	495,848	35,038	9,458	13,499	12,081	
Net salaries and wages.....	253,908	145,293	1,299,111	2,116,981	187,763	*23,504	105,498	58,761	
Taxes paid.....	79,582	45,924	430,731	462,733	46,433	5,332	17,876	23,225	
Travel.....	198,324	10,174	119,914	539,266	92,320	11,723	30,058	50,540	
Utilities.....	214,903	39,593	484,882	1,188,029	104,524	22,322	39,609	42,593	
Home office business deductions.....	62,223	*6,354	42,530	169,599	28,521	--	8,459	20,062	
Depreciation, Form 8829.....	7,675	*165	*2,417	18,244	3,637	--	*308	3,330	
Other business deductions.....	727,309	53,217	1,022,830	3,666,218	687,055	97,087	385,353	204,615	
Net income <sup>1,2</sup> .....	3,432,246	144,103	3,174,819	23,208,762	2,269,197	287,044	1,138,994	843,160	
<b>Returns with Schedule C-EZ:</b>									
Number of returns.....	83,919	*4,345	40,412	87,847	13,396	*2,968	732	9,696	
Business receipts.....	203,015	*9,255	116,996	279,023	57,016	*12,080	2,319	42,616	
Business deductions.....	41,443	*482	15,515	41,607	5,494	*1,602	774	3,118	
Net income.....	161,572	*8,773	101,481	237,417	51,522	*10,478	1,545	39,499	

Footnotes at end of table.



# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued**

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	Finance, insurance, and real estate—Continued						
	Insurance		Total	Real estate			
	Insurance agents and brokers	Insurance services		Operators and lessors	Real estate agents and brokers	Subdividers and developers	All other real estate
	(64)	(65)	(66)	(67)	(68)	(69)	(70)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>							
Number of returns <sup>1</sup> .....	350,400	52,427	737,051	12,802	651,101	14,126	59,022
Business receipts, total <sup>1</sup> .....	17,964,367	2,321,879	26,257,481	1,087,619	21,284,903	2,227,111	1,657,848
Income from sales and operations <sup>1</sup> .....	17,268,773	2,177,594	25,683,036	1,055,790	20,867,428	2,147,853	1,611,966
Other business income.....	695,594	144,285	574,445	31,829	417,475	79,258	45,883
Business deductions, total <sup>1,2</sup> .....	9,569,335	1,203,298	16,358,207	1,068,799	11,934,487	2,139,904	1,215,017
Cost of sales and operations.....	847,382	145,240	3,239,339	191,211	1,370,295	1,549,748	128,085
Inventory, beginning of year.....	2,669	*782	1,352,657	120,732	227,622	955,698	48,605
Cost of labor.....	28,739	*84,350	177,990	*29,589	91,820	*38,735	17,846
Purchases.....	409,630	*4,730	1,391,120	107,082	587,640	598,868	97,530
Materials and supplies.....	14,730	*7,642	169,190	*10,936	26,221	123,807	8,226
Other costs.....	394,997	*49,026	1,445,352	21,377	660,203	739,052	24,720
Inventory, end of year.....	*3,382	*1,290	1,296,970	98,505	223,211	906,412	68,842
Advertising expenses.....	337,776	10,909	924,319	15,739	879,590	6,412	22,577
Bad debts from sales or services.....	58,303	*2,584	90,387	624	29,233	5,233	55,297
Car and truck expenses.....	1,065,803	204,345	2,162,428	15,711	2,019,516	22,844	104,357
Commissions.....	884,330	75,583	1,438,286	19,868	1,332,658	40,769	44,990
Depletion.....	1,074	*4	6,047	*97	5,566	235	*150
Depreciation <sup>3</sup> .....	370,917	54,573	795,697	149,132	553,697	29,635	63,232
Employee benefit programs.....	72,580	*9,082	16,149	923	10,043	1,320	3,863
Insurance.....	227,098	17,434	247,674	33,899	172,319	10,282	31,175
Legal and professional services.....	160,555	29,479	351,163	18,266	256,790	35,424	40,683
Meals and entertainment deducted.....	211,269	34,173	267,759	1,776	251,475	3,359	11,149
Mortgage interest.....	71,092	*11,444	342,468	134,009	102,823	77,039	28,598
Other interest paid on business indebtedness.....	122,906	13,450	247,565	54,618	113,788	53,253	25,906
Office expenses.....	425,018	67,090	707,133	7,770	652,128	8,284	38,950
Pension and profit-sharing plans.....	27,017	*898	7,741	*107	6,043	*77	1,514
Rent on machinery and equipment.....	203,610	27,788	218,154	5,718	200,984	2,108	9,344
Rent on other business property.....	561,883	29,781	491,152	12,242	409,529	7,350	62,032
Repairs.....	99,644	24,598	225,444	53,663	119,802	20,769	31,210
Supplies.....	185,656	14,058	336,330	15,096	282,285	6,363	32,586
Net salaries and wages.....	1,499,065	105,712	464,209	45,600	254,337	43,734	120,538
Taxes paid.....	227,605	19,253	304,020	75,004	157,779	41,883	29,354
Travel.....	222,272	62,534	237,626	3,714	209,540	4,933	19,438
Utilities.....	506,645	60,573	696,385	80,452	549,647	10,732	55,554
Home office business deductions.....	64,025	17,857	72,399	*769	43,399	*224	28,007
Depreciation, Form 8829.....	5,648	*1,991	10,118	*285	3,443	*48	6,342
Other business deductions.....	1,097,794	161,137	2,453,952	132,789	1,942,653	157,834	220,675
<b>Net income less deficit <sup>1,2</sup>.....</b>	<b>8,400,804</b>	<b>1,118,585</b>	<b>9,900,092</b>	<b>17,115</b>	<b>9,354,254</b>	<b>85,881</b>	<b>442,843</b>
Net income <sup>1,2</sup> .....	8,614,682	1,151,107	11,173,776	153,341	10,071,576	297,442	651,418
Deficit <sup>2</sup> .....	213,878	32,522	1,273,684	136,226	717,322	211,561	208,575

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Finance, insurance, and real estate--Continued						
	Insurance		Real estate				
	Insurance agents and brokers	Insurance services	Total	Operators and lessors	Real estate agents and brokers	Subdividers and developers	All other real estate
	(64)	(65)	(66)	(67)	(68)	(69)	(70)
<b>BUSINESSES WITH NET INCOME</b>							
Number of returns <sup>1</sup> .....	298,843	47,017	541,667	7,649	483,612	7,983	42,423
Business receipts, total <sup>1</sup> .....	17,349,923	2,238,346	24,101,147	701,871	20,203,032	1,769,928	1,426,316
Income from sales and operations <sup>1</sup> .....	16,622,621	2,094,791	23,584,740	689,808	19,801,582	1,701,742	1,391,607
Other business income.....	727,301	143,555	516,407	12,062	401,450	68,186	34,709
Business deductions, total <sup>1,2</sup> .....	8,741,634	1,087,243	12,929,636	548,429	10,133,822	1,472,467	774,898
Cost of sales and operations.....	720,322	131,279	2,519,619	81,172	1,160,500	1,197,592	80,355
Inventory, beginning of year.....	*2,396	*782	658,425	38,545	102,985	479,061	*37,835
Cost of labor.....	28,640	*84,350	162,991	*20,627	91,491	*38,476	*12,397
Purchases.....	408,052	*4,730	1,027,442	44,930	478,263	447,802	56,447
Materials and supplies.....	*14,473	*7,642	144,858	*6,037	18,864	114,333	*5,625
Other costs.....	269,488	*35,065	1,164,161	*7,688	587,449	557,136	11,888
Inventory, end of year.....	*2,728	*1,290	638,258	36,655	118,551	439,216	*43,836
Advertising expenses.....	318,890	10,909	821,768	9,729	792,811	2,922	16,306
Bad debts from sales or services.....	47,892	*2,584	11,893	*584	6,707	*1,149	*3,453
Car and truck expenses.....	968,887	177,328	1,847,218	9,097	1,745,724	10,512	81,884
Commissions.....	797,427	64,883	1,335,208	11,746	1,250,478	32,032	40,952
Depletion.....	908	*4	5,089	*90	4,813	*35	*150
Depreciation <sup>3</sup> .....	328,290	45,404	575,359	90,391	427,143	9,466	48,358
Employee benefit programs.....	71,894	*9,082	11,618	718	8,033	503	2,364
Insurance.....	210,212	15,820	180,374	19,883	135,078	5,317	20,097
Legal and professional services.....	126,915	25,075	221,770	9,062	170,400	18,019	24,289
Meals and entertainment deducted.....	199,856	25,905	224,000	640	214,362	896	8,101
Mortgage interest.....	65,541	*11,440	151,448	53,295	48,395	39,750	10,009
Other interest paid on business indebtedness.....	114,115	7,044	128,780	37,206	71,492	11,758	8,325
Office expenses.....	396,124	66,705	592,934	4,353	553,132	5,001	30,448
Pension and profit-sharing plans.....	26,068	*898	6,214	*16	4,914	*54	1,231
Rent on machinery and equipment.....	193,453	22,694	188,533	5,420	175,910	1,687	5,517
Rent on other business property.....	530,175	25,059	408,726	9,213	364,815	4,827	29,871
Repairs.....	95,397	24,427	156,119	33,948	94,826	15,004	12,341
Supplies.....	172,532	12,827	275,451	5,760	236,360	5,401	27,931
Net salaries and wages.....	1,472,327	105,182	351,709	23,755	233,134	27,385	67,435
Taxes paid.....	216,194	18,814	181,293	33,590	116,233	16,718	14,751
Travel.....	199,510	61,239	186,197	1,474	171,581	872	12,269
Utilities.....	472,242	57,173	554,090	49,915	459,651	5,815	38,708
Home office business deductions.....	56,210	17,751	67,118	*407	42,054	*217	24,440
Depreciation, Form 8829.....	4,040	*1,991	8,575	*143	3,326	*41	5,065
Other business deductions.....	922,284	143,999	1,912,880	56,963	1,636,861	59,496	159,560
<b>Net income <sup>1,2</sup>.....</b>	<b>8,614,682</b>	<b>1,151,107</b>	<b>11,173,776</b>	<b>153,341</b>	<b>10,071,576</b>	<b>297,442</b>	<b>651,418</b>
<b>Returns with Schedule C-EZ:</b>							
Number of returns.....	39,025	*5,642	29,784	*5	20,200	*395	9,184
Business receipts.....	105,113	*35,034	81,860	*6	50,689	*2,924	28,241
Business deductions.....	18,013	*3,719	14,380	*3	8,566	*59	5,752
<b>Net income.....</b>	<b>87,099</b>	<b>*31,315</b>	<b>67,480</b>	<b>*3</b>	<b>42,123</b>	<b>*2,866</b>	<b>22,488</b>

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Services							
	Total	Hotels and other lodging places			Personal services			
		Total	Hotels, motels, and tourist courts	Other lodging places	Total	Coin-operated laundry and dry cleaning	Other cleaning, including laundry, dry cleaning, etc.	Photographic portrait studios
(71)	(72)	(73)	(74)	(75)	(76)	(77)	(78)	
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>								
Number of returns <sup>1</sup> .....	7,957,579	52,503	38,928	13,575	1,193,865	15,802	52,654	38,978
Business receipts, total <sup>1</sup> .....	275,272,662	4,679,724	3,991,861	687,863	27,562,326	1,058,285	2,835,474	1,370,203
Income from sales and operations <sup>1</sup> .....	271,224,766	4,586,626	3,901,480	685,146	27,210,000	1,053,983	2,822,132	1,370,172
Other business income.....	4,047,896	93,098	90,382	2,716	352,325	*4,302	13,342	*31
Business deductions, total <sup>1,2</sup> .....	178,087,441	4,520,232	3,807,118	713,114	19,594,382	933,065	2,415,029	1,198,503
Cost of sales and operations.....	41,661,502	472,813	409,381	63,433	5,259,603	156,174	625,665	314,667
Inventory, beginning of year.....	3,531,416	61,044	51,761	*9,283	371,864	*2,970	7,864	17,239
Cost of labor.....	4,784,056	72,097	72,017	*80	892,491	*19,655	147,068	*2,255
Purchases.....	23,542,350	328,773	263,542	65,230	2,862,151	11,369	354,087	151,239
Materials and supplies.....	6,460,093	19,194	19,194	--	968,775	119,146	49,803	39,686
Other costs.....	6,784,220	63,655	63,117	*538	618,163	*5,049	73,502	129,786
Inventory, end of year.....	3,440,633	71,951	60,252	*11,699	453,841	*2,015	*6,659	25,537
Advertising expenses.....	3,163,014	110,301	92,780	17,521	420,500	2,526	79,437	36,902
Bad debts from sales or services.....	305,716	2,303	2,285	*18	30,403	*182	1,683	*646
Car and truck expenses.....	10,314,085	77,886	59,639	18,247	1,073,802	8,396	132,093	91,777
Commissions.....	2,784,215	19,395	18,120	1,275	421,572	*6,209	9,837	39,511
Depletion.....	20,322	*92	*92	--	315	*60	--	--
Depreciation <sup>3</sup> .....	10,354,801	519,518	441,660	77,858	968,731	89,501	116,757	71,482
Employee benefit programs.....	644,360	8,858	8,636	*222	16,523	*887	*1,710	*2,618
Insurance.....	4,634,245	142,916	123,181	19,734	331,813	22,722	74,595	15,853
Legal and professional services.....	3,476,244	50,509	39,737	10,772	220,371	8,813	15,414	10,515
Meals and entertainment deducted.....	1,302,978	5,916	4,686	1,231	100,519	*110	1,202	4,216
Mortgage interest.....	1,586,525	411,102	341,150	69,951	141,140	12,539	9,724	*3,229
Other interest paid on business indebtedness.....	1,760,723	135,308	119,855	15,453	138,694	17,405	19,156	*4,942
Office expenses.....	4,560,423	39,562	33,579	5,983	328,975	3,642	17,450	30,354
Pension and profit-sharing plans.....	457,858	1,864	*1,855	*10	2,878	*12	*275	*632
Rent on machinery and equipment.....	2,309,650	26,777	17,993	8,784	346,431	*10,448	55,060	17,218
Rent on other business property.....	10,330,077	107,192	90,844	16,348	2,136,490	138,956	230,781	73,745
Repairs.....	2,635,629	230,551	191,684	38,867	341,794	32,064	42,149	15,921
Supplies.....	7,939,285	199,101	165,677	33,424	1,305,026	13,756	152,963	124,741
Net salaries and wages.....	23,585,661	581,612	501,855	79,757	1,871,217	104,087	429,716	71,844
Taxes paid.....	4,830,352	301,328	264,053	37,275	498,017	35,183	79,216	29,821
Travel.....	3,471,902	14,518	13,087	1,431	282,042	*2,710	5,015	15,213
Utilities.....	7,273,958	511,727	443,724	68,003	1,153,431	172,496	147,910	43,925
Home office business deductions.....	2,214,613	10,219	*5,473	*4,746	229,412	*896	*5,710	26,182
Depreciation, Form 8829.....	259,894	*1,225	*169	*1,056	26,026	*198	*731	*2,401
Other business deductions.....	25,885,744	535,883	413,114	122,769	1,885,701	93,284	157,190	151,792
Net income less deficit <sup>1,2</sup> .....	97,180,886	156,962	182,213	-25,251	7,967,947	125,220	420,445	171,699
Net income <sup>1,2</sup> .....	105,135,639	492,685	444,460	48,225	8,903,692	139,254	522,670	257,256
Deficit <sup>2</sup> .....	7,954,752	335,723	262,247	73,476	935,745	14,034	102,225	85,557

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued**

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	Services							
	Total	Hotels and other lodging places			Personal services			
		Total	Hotels, motels, and tourist courts	Other lodging places	Total	Coin-operated laundry and dry cleaning	Other cleaning, including laundry, dry cleaning, etc.	Photographic portrait studios
(71)	(72)	(73)	(74)	(75)	(76)	(77)	(78)	
<b>BUSINESSES WITH NET INCOME</b>								
Number of returns <sup>1</sup> .....	6,216,845	29,925	24,197	5,728	922,868	12,770	38,804	24,258
Business receipts, total <sup>1</sup> .....	252,496,064	3,277,539	2,962,668	314,871	24,751,683	938,463	2,260,599	1,176,019
Income from sales and operations <sup>1</sup> .....	248,919,163	3,204,788	2,890,856	313,932	24,453,480	934,167	2,247,286	1,175,988
Other business income.....	3,576,901	72,751	71,812	*939	298,203	*4,296	13,313	*31
Business deductions, total <sup>1,2</sup> .....	147,360,447	2,784,861	2,518,215	266,646	15,847,992	799,208	1,737,929	918,763
Cost of sales and operations.....	35,154,737	306,962	299,075	*7,886	4,572,586	149,414	379,988	259,077
Inventory, beginning of year.....	2,389,252	20,230	17,133	*3,097	252,258	*2,540	*1,921	*5,167
Cost of labor.....	4,255,585	64,668	64,668	--	835,572	*18,920	*108,298	*2,255
Purchases.....	19,469,787	181,099	173,448	*7,651	2,353,343	*7,275	*171,177	*97,824
Materials and supplies.....	5,490,961	10,724	10,724	--	834,947	118,004	*30,972	*38,359
Other costs.....	5,963,374	48,676	48,176	*500	588,559	*4,676	68,145	*126,095
Inventory, end of year.....	2,414,222	18,436	15,074	*3,362	292,093	*2,001	*526	*10,624
Advertising expenses.....	2,530,495	63,619	58,028	5,591	329,400	2,185	53,461	30,002
Bad debts from sales or services.....	200,153	1,252	1,233	*18	9,858	*182	*694	*450
Car and truck expenses.....	8,033,630	50,047	40,768	9,279	778,211	6,744	98,413	54,175
Commissions.....	2,357,233	11,141	10,474	*667	317,711	*5,874	*7,863	*30,609
Depletion.....	17,580	*75	*75	--	*234	--	--	--
Depreciation <sup>3</sup> .....	7,628,988	300,413	274,557	25,856	734,518	68,302	90,149	54,269
Employee benefit programs.....	586,403	6,269	6,046	*222	14,311	*887	*1,710	*1,792
Insurance.....	4,023,466	87,161	79,838	7,323	258,981	19,636	57,682	13,165
Legal and professional services.....	2,801,559	24,927	23,027	1,900	143,809	6,586	12,086	7,272
Meals and entertainment deducted.....	1,039,966	5,005	3,940	1,065	70,002	*99	658	2,950
Mortgage interest.....	1,181,108	249,601	215,263	34,338	123,568	10,247	*2,992	*3,046
Other interest paid on business indebtedness.....	1,316,490	72,658	70,431	*2,227	111,286	13,139	14,256	*4,942
Office expenses.....	3,888,557	22,514	20,696	1,818	251,502	3,184	13,569	21,279
Pension and profit-sharing plans.....	441,922	*1,862	*1,853	*10	2,839	*12	*275	*632
Rent on machinery and equipment.....	1,882,163	19,913	11,228	*8,685	257,484	*8,826	39,397	16,311
Rent on other business property.....	8,810,149	93,251	84,702	*8,549	1,790,336	113,096	185,973	49,119
Repairs.....	1,967,141	142,613	131,967	10,646	249,605	25,447	30,486	13,579
Supplies.....	6,592,576	132,714	125,607	7,106	1,081,063	9,755	127,456	85,916
Net salaries and wages.....	21,087,959	361,459	317,774	43,686	1,503,962	99,884	317,550	62,935
Taxes paid.....	4,078,618	186,821	174,710	12,111	404,917	33,041	53,734	26,452
Travel.....	2,746,925	7,349	6,966	*382	204,407	*1,766	4,379	8,932
Utilities.....	5,871,869	357,974	331,983	25,991	896,569	143,812	109,110	28,902
Home office business deductions.....	1,782,128	*6,974	*4,860	*2,114	162,049	*896	*3,803	*15,287
Depreciation, Form 8829.....	198,743	*693	*161	*532	15,554	*198	*343	*1,394
Other business deductions.....	20,775,048	269,309	220,132	49,177	1,492,381	76,195	127,923	126,913
Net Income <sup>1,2</sup> .....	105,135,639	492,685	444,460	48,225	8,903,692	139,254	522,670	257,256
<b>Returns with Schedule C-EZ:</b>								
Number of returns.....	1,331,765	*2,570	*2,570	--	174,416	*7	*5,144	*1,141
Business receipts.....	4,681,748	*7,400	*7,400	--	640,162	*8	*8,581	*2,254
Business deductions.....	583,560	*2,980	*2,980	--	88,981	*8	*4,320	*756
Net Income.....	4,096,340	*4,420	*4,420	--	551,181	--	*4,261	*1,498

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	Services--Continued						
	Personal services--Continued			Total	Business services		
	Beauty shops	Barber shops	All other personal services		Advertising, except direct mail	Janitorial and related services to buildings	All other business services
	(79)	(80)	(81)	(82)	(83)	(84)	(85)
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>							
Number of returns <sup>1</sup> .....	401,136	78,799	606,496	1,812,942	68,412	457,224	1,287,307
Business receipts, total <sup>1</sup> .....	9,490,948	1,444,067	11,363,350	43,641,384	3,047,096	6,965,782	33,628,506
Income from sales and operations <sup>1</sup> .....	9,373,992	1,435,056	11,154,666	43,055,683	3,004,343	6,844,944	33,206,395
Other business income.....	116,956	*9,011	208,684	585,701	42,753	120,838	422,110
Business deductions, total <sup>1,2</sup> .....	6,701,497	788,818	7,557,469	31,383,701	2,322,344	4,604,642	24,456,715
Cost of sales and operations.....	1,369,895	74,239	2,718,963	10,201,265	1,129,158	941,227	8,130,879
Inventory, beginning of year.....	107,887	*1,601	234,303	655,744	*2,931	15,329	637,484
Cost of labor.....	449,250	*45,922	228,340	1,344,986	*3,861	358,004	983,121
Purchases.....	480,553	*24,712	1,840,191	5,065,181	443,324	254,650	4,367,207
Materials and supplies.....	410,282	*4,178	345,680	1,614,381	43,028	197,337	1,374,016
Other costs.....	32,303	*630	376,893	2,163,400	638,743	133,913	1,390,744
Inventory, end of year.....	110,380	*2,804	306,446	642,428	*2,729	18,006	621,693
Advertising expenses.....	146,669	9,901	145,065	605,205	76,586	82,191	446,428
Bad debts from sales or services.....	2,359	*1,118	24,415	52,835	*509	*3,085	49,241
Car and truck expenses.....	199,756	32,824	608,956	2,613,257	159,516	701,434	1,752,307
Commissions.....	227,977	*442	137,596	786,365	91,219	98,177	596,969
Depletion.....	*234	--	*22	3,618	*8	--	3,610
Depreciation <sup>3</sup> .....	251,125	24,271	415,595	2,209,197	85,334	208,416	1,915,448
Employee benefit programs.....	6,817	*1	4,490	83,171	1,465	5,979	75,726
Insurance.....	111,961	13,973	92,708	541,298	14,621	151,651	375,026
Legal and professional services.....	53,211	6,924	125,494	388,874	26,144	43,214	319,516
Meals and entertainment deducted.....	18,917	3,802	72,272	225,467	25,744	15,305	184,419
Mortgage interest.....	67,749	*13,118	34,781	138,259	*7,975	*10,404	119,880
Other interest paid on business indebtedness.....	37,942	*553	58,697	289,317	5,615	25,991	257,711
Office expenses.....	87,899	9,674	179,955	612,309	27,352	53,217	531,741
Pension and profit-sharing plans.....	*1,045	--	914	25,988	*397	*848	24,743
Rent on machinery and equipment.....	135,602	37,319	90,783	323,152	25,386	34,537	263,229
Rent on other business property.....	1,198,258	175,253	319,499	789,317	43,882	61,112	684,323
Repairs.....	145,155	21,873	84,632	449,702	22,922	71,327	355,454
Supplies.....	551,313	90,215	372,038	1,173,727	85,623	279,222	808,882
Net salaries and wages.....	942,106	*91,653	231,811	2,803,168	46,649	744,661	2,011,858
Taxes paid.....	202,186	29,160	122,450	556,596	21,556	97,299	437,741
Travel.....	54,269	*255	204,580	558,215	54,576	30,525	473,114
Utilities.....	419,950	79,577	289,572	880,792	53,957	117,889	708,946
Home office business deductions.....	37,575	*1,737	157,312	393,757	43,643	35,089	315,025
Depreciation, Form 8829.....	*3,424	--	19,271	43,053	3,010	2,987	37,056
Other business deductions.....	416,570	64,327	1,002,538	4,524,376	266,747	735,808	3,521,821
Net income less deficit <sup>1,2</sup> .....	2,789,451	655,249	3,805,883	12,256,560	724,783	2,361,140	9,170,637
Net income <sup>1,2</sup> .....	3,000,159	688,002	4,296,349	13,856,950	804,729	2,448,161	10,604,060
Deficit <sup>2</sup> .....	210,709	*32,753	490,466	1,600,390	79,947	87,020	1,433,423

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued**

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Services--Continued						
	Personal services--Continued			Total	Business services		
	Beauty shops	Barber shops	All other personal services		Advertising, except direct mail	Janitorial and related services to buildings	All other business services
(79)	(80)	(81)	(82)	(83)	(84)	(85)	
<b>BUSINESSES WITH NET INCOME</b>							
Number of returns <sup>1</sup> .....	343,713	72,020	431,304	1,422,474	47,428	417,514	957,533
Business receipts, total <sup>1</sup> .....	8,502,397	1,415,036	10,459,170	39,514,652	2,764,836	6,253,588	30,496,228
Income from sales and operations <sup>1</sup> .....	8,398,454	1,406,025	10,291,561	39,059,209	2,722,059	6,239,350	30,097,800
Other business income.....	103,942	*9,011	167,610	455,443	*42,777	14,239	398,427
Business deductions, total <sup>1,2</sup> .....	5,502,237	727,034	6,162,821	25,657,703	1,960,107	3,805,428	19,892,168
Cost of sales and operations.....	1,240,157	71,766	2,472,183	8,850,705	1,004,526	739,020	7,107,159
Inventory, beginning of year.....	82,671	*909	159,050	483,818	*1,078	15,329	467,412
Cost of labor.....	444,741	*45,922	215,434	1,123,080	*3,136	202,749	917,195
Purchases.....	428,116	*22,259	1,626,691	4,323,775	423,047	251,196	3,649,532
Materials and supplies.....	342,598	*4,178	300,835	1,422,020	43,028	155,658	1,223,334
Other costs.....	21,598	*630	367,416	1,933,333	534,472	132,094	1,266,767
Inventory, end of year.....	79,567	*2,131	197,243	435,322	*235	18,006	417,081
Advertising expenses.....	123,689	9,310	110,753	486,887	71,636	76,588	338,663
Bad debts from sales or services.....	1,833	*1,118	5,581	39,251	*467	*3,085	35,700
Car and truck expenses.....	177,657	14,931	426,292	2,021,008	109,262	579,433	1,332,313
Commissions.....	143,046	*442	129,877	705,969	69,422	98,146	538,401
Depletion.....	*229	--	*6	2,142	*8	--	2,134
Depreciation <sup>3</sup> .....	186,519	22,397	312,881	1,474,506	61,524	197,160	1,215,823
Employee benefit programs.....	5,614	*1	4,307	72,697	*1,240	5,007	66,450
Insurance.....	86,455	12,937	69,106	432,593	8,683	131,030	292,879
Legal and professional services.....	39,160	6,561	72,143	304,874	21,665	40,743	242,467
Meals and entertainment deducted.....	15,654	3,802	46,839	163,662	18,392	8,544	136,726
Mortgage interest.....	63,421	*13,118	30,745	106,370	*4,545	*10,404	91,421
Other interest paid on business indebtedness.....	26,655	*553	51,741	182,026	2,805	24,515	154,707
Office expenses.....	76,083	9,490	127,897	486,158	18,890	49,623	417,646
Pension and profit-sharing plans.....	*1,042	--	878	24,491	*391	*848	23,253
Rent on machinery and equipment.....	98,551	37,319	57,080	253,616	18,274	30,604	204,738
Rent on other business property.....	1,010,383	158,856	272,908	628,331	40,144	52,000	536,186
Repairs.....	97,782	18,227	64,084	328,875	18,551	60,618	249,706
Supplies.....	475,662	82,507	299,767	953,051	76,984	243,102	632,965
Net salaries and wages.....	709,348	*91,653	222,592	2,402,979	42,941	560,139	1,799,900
Taxes paid.....	163,939	28,007	99,743	461,294	21,024	89,319	350,951
Travel.....	40,921	*207	148,200	417,221	47,302	24,887	345,032
Utilities.....	339,354	71,829	203,563	706,275	39,965	110,802	555,509
Home office business deductions.....	28,756	*1,737	111,571	316,680	33,492	33,570	249,618
Depreciation, Form 8829.....	*2,182	--	11,437	33,382	3,008	2,675	27,698
Other business deductions.....	335,368	63,657	762,324	3,681,567	222,217	580,208	2,879,142
<b>Net Income <sup>1,2</sup>.....</b>	<b>3,000,159</b>	<b>688,002</b>	<b>4,296,349</b>	<b>13,856,950</b>	<b>804,729</b>	<b>2,448,161</b>	<b>10,604,060</b>
<b>Returns with Schedule C-EZ:</b>							
Number of returns.....	28,305	*10,472	129,347	396,543	*9,128	130,953	256,462
Business receipts.....	109,604	*66,196	453,520	1,276,494	*14,708	432,904	828,882
Business deductions.....	14,957	*6,608	62,332	154,475	*5,759	56,036	92,679
<b>Net Income.....</b>	<b>94,646</b>	<b>*59,589</b>	<b>391,188</b>	<b>1,122,019</b>	<b>*8,948</b>	<b>376,868</b>	<b>736,203</b>

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

## Table 2.--Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups--Continued

[All figures are estimates based on samples--money amounts are in thousands of dollars]

Net income status, item	Services--Continued						
	Automotive repair and services			Miscellaneous repair services	Amusement and recreation services, including motion pictures		
	Total	Automotive repair shops	All other automotive services		Total	Entertainers, producers, agents, and related services	All other amusement and recreation services
(86)	(87)	(88)	(89)	(90)	(91)	(92)	
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>							
Number of returns <sup>1</sup> .....	385,021	281,469	103,552	294,278	701,680	345,742	355,938
Business receipts, total <sup>1</sup> .....	24,049,776	19,358,643	4,691,134	9,936,903	16,534,041	6,339,381	10,194,660
Income from sales and operations <sup>1</sup> .....	23,909,876	19,236,532	4,673,344	9,920,057	16,146,299	6,200,424	9,945,875
Other business income.....	139,900	122,110	17,790	16,845	387,742	138,957	248,785
Business deductions, total <sup>1,2</sup> .....	21,615,960	17,512,109	4,103,851	7,679,624	12,317,021	3,857,116	8,459,905
Cost of sales and operations.....	10,887,999	9,277,553	1,610,445	3,616,154	2,843,576	258,488	2,585,089
Inventory, beginning of year.....	849,571	726,407	123,164	365,546	612,501	40,720	571,781
Cost of labor.....	711,630	602,257	109,373	223,435	150,344	*40,109	110,235
Purchases.....	7,633,311	6,373,793	1,259,518	2,911,150	1,685,799	20,635	1,665,164
Materials and supplies.....	2,060,246	1,892,924	167,322	321,110	225,348	106,810	118,539
Other costs.....	471,677	361,363	110,314	184,789	549,506	92,818	456,688
Inventory, end of year.....	838,436	679,190	159,245	389,876	379,921	42,604	337,317
Advertising expenses.....	300,881	249,613	51,269	115,354	275,934	102,451	173,483
Bad debts from sales or services.....	21,972	18,964	3,009	10,431	4,673	*255	4,418
Car and truck expenses.....	689,250	432,817	256,433	746,391	874,391	417,347	457,043
Commissions.....	-90,674	61,811	-28,863	-11,244	-450,618	274,884	175,734
Depletion.....	*90	--	*90	*103	1,016	*623	393
Depreciation <sup>3</sup> .....	1,149,914	734,558	415,356	298,850	1,169,552	394,575	774,978
Employee benefit programs.....	43,525	36,309	7,216	*12,046	12,841	3,105	9,736
Insurance.....	542,433	387,900	154,533	166,937	179,514	51,183	128,331
Legal and professional services.....	135,337	109,246	26,091	47,383	270,230	161,271	108,959
Meals and entertainment deducted.....	24,130	15,274	8,856	24,855	120,331	72,971	47,359
Mortgage interest.....	137,114	82,363	54,751	33,699	68,139	6,389	61,750
Other interest paid on business indebtedness.....	181,473	137,318	44,154	53,929	125,524	34,540	90,984
Office expenses.....	187,777	144,629	43,148	90,666	173,619	74,826	98,793
Pension and profit-sharing plans.....	4,383	*3,479	*904	*2,102	4,979	2,447	2,532
Rent on machinery and equipment.....	227,802	208,522	19,280	60,295	147,598	61,740	85,858
Rent on other business property.....	1,073,021	885,389	187,633	220,858	653,938	142,797	511,141
Repairs.....	258,852	171,450	87,402	96,749	248,882	55,896	192,985
Supplies.....	714,001	623,139	90,862	417,363	457,832	220,834	236,998
Net salaries and wages.....	2,125,880	1,791,117	334,763	465,265	605,619	104,740	500,879
Taxes paid.....	618,097	524,986	93,112	158,101	194,723	30,836	163,888
Travel.....	36,124	21,529	14,595	39,180	433,310	209,020	224,289
Utilities.....	731,549	551,182	180,367	303,828	424,735	150,059	274,676
Home office business deductions.....	16,796	*11,161	*5,635	46,285	101,153	62,720	38,433
Depreciation, Form 8829.....	*2,543	*2,386	*157	8,258	8,127	6,781	1,347
Other business deductions.....	1,398,431	1,020,094	378,337	625,256	2,431,395	945,345	1,486,050
Net income less deficit <sup>1,2</sup> .....	2,430,005	1,841,734	588,270	2,257,278	4,217,101	2,482,335	1,734,766
Net income <sup>1,2</sup> .....	3,060,663	2,314,406	746,257	2,534,661	5,515,358	2,956,902	2,558,457
Deficit <sup>2</sup> .....	630,658	472,672	157,986	277,382	1,298,258	474,567	823,691

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued**

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	Services—Continued						
	Automotive repair and services			Miscellaneous repair services	Amusement and recreation services, including motion pictures		
	Total	Automotive repair shops	All other automotive services		Total	Entertainers, producers, agents and related services	All other amusement and recreation services
(86)	(87)	(88)	(89)	(90)	(91)	(92)	
<b>BUSINESSES WITH NET INCOME</b>							
Number of returns <sup>1</sup> .....	276,890	202,470	74,421	221,251	461,425	250,701	210,724
Business receipts, total <sup>1</sup> .....	20,438,324	16,348,097	4,090,226	9,047,182	13,476,410	5,703,412	7,772,998
Income from sales and operations <sup>1</sup> .....	20,327,466	16,247,377	4,080,089	9,036,761	13,166,509	5,603,724	7,562,785
Other business income.....	110,858	100,721	10,137	10,421	309,901	99,688	210,213
Business deductions, total <sup>1,2</sup> .....	17,377,487	14,033,691	3,343,796	6,512,521	7,961,129	2,746,580	5,214,549
Cost of sales and operations.....	9,020,172	7,558,884	1,461,288	3,147,808	1,845,692	200,249	1,645,443
Inventory, beginning of year.....	638,287	535,527	102,761	239,217	291,242	*36,891	254,351
Cost of labor.....	603,470	494,834	108,636	191,529	125,594	*23,358	102,237
Purchases.....	6,342,669	5,226,735	1,115,934	2,534,292	1,175,880	16,808	1,159,071
Materials and supplies.....	1,658,344	1,492,326	166,018	274,533	142,123	91,350	50,772
Other costs.....	383,541	276,094	107,447	178,521	416,011	69,802	346,210
Inventory, end of year.....	606,141	466,633	139,508	270,285	305,157	37,960	267,197
Advertising expenses.....	237,028	193,279	43,749	89,680	193,180	75,514	117,666
Bad debts from sales or services.....	12,451	11,167	1,283	10,045	4,403	*234	4,169
Car and truck expenses.....	501,920	318,572	183,347	580,988	606,326	296,552	309,774
Commissions.....	42,570	37,146	*5,423	3,128	361,964	250,835	111,129
Depletion.....	*42	--	*42	--	*856	*623	*233
Depreciation <sup>3</sup> .....	842,701	566,474	276,228	230,918	657,442	269,448	387,994
Employee benefit programs.....	38,931	32,382	6,549	*11,168	6,125	1,998	4,126
Insurance.....	452,831	322,089	130,742	140,474	123,256	38,032	85,223
Legal and professional services.....	107,465	85,776	21,689	40,331	165,207	85,067	80,140
Meals and entertainment deducted.....	18,126	11,373	6,753	19,227	81,296	55,200	26,096
Mortgage interest.....	86,756	59,647	27,109	22,910	38,648	6,034	32,614
Other interest paid on business indebtedness.....	111,877	83,561	28,316	42,959	70,306	20,153	50,153
Office expenses.....	141,710	113,388	28,322	78,463	126,699	49,721	76,978
Pension and profit-sharing plans.....	4,352	*3,448	*904	*2,102	3,585	2,442	1,143
Rent on machinery and equipment.....	174,469	163,316	11,153	52,676	92,429	34,663	57,766
Rent on other business property.....	870,272	713,040	157,233	184,793	399,422	83,734	315,688
Repairs.....	197,663	137,946	59,718	69,160	118,089	32,560	85,529
Supplies.....	535,905	473,020	62,886	376,836	298,206	166,866	131,341
Net salaries and wages.....	1,770,481	1,474,098	296,383	410,537	447,817	82,542	365,275
Taxes paid.....	499,849	422,024	77,825	132,188	142,912	27,485	115,427
Travel.....	20,540	10,021	10,520	36,913	287,466	149,256	138,210
Utilities.....	571,504	430,455	141,049	247,891	269,000	93,797	175,203
Home office business deductions.....	*7,007	*1,408	*5,599	38,864	91,073	52,826	38,247
Depreciation, Form 8829.....	*374	*225	*149	5,156	7,107	5,767	1,340
Other business deductions.....	1,092,437	799,470	292,966	526,162	1,496,584	655,289	841,295
<b>Net income <sup>1,2</sup>.....</b>	<b>3,060,663</b>	<b>2,314,406</b>	<b>746,257</b>	<b>2,534,661</b>	<b>5,515,358</b>	<b>2,956,902</b>	<b>2,558,457</b>
<b>Returns with Schedule C-EZ:</b>							
Number of returns.....	32,567	*16,569	15,998	30,644	104,446	45,860	58,586
Business receipts.....	191,038	*159,177	31,862	87,305	255,751	137,414	118,337
Business deductions.....	18,454	*11,707	6,747	16,299	42,900	17,773	25,127
<b>Net income <sup>1,2</sup>.....</b>	<b>172,584</b>	<b>*147,470</b>	<b>25,115</b>	<b>71,005</b>	<b>212,851</b>	<b>119,641</b>	<b>93,211</b>

Footnotes at end of table.



# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued**

(All figures are estimates based on samples—money amounts are in thousands of dollars)

Net income status, item	Services—Continued									Nature of business not allocable
	Medical and health services				Legal services	Educational services	Accounting, auditing, and bookkeeping	Counseling, except health	Other services	
	Total	Offices of physicians	Offices of dentists	All other medical and health services						
(93)	(94)	(95)	(96)	(97)	(98)	(99)	(100)	(101)	(102)	
<b>BUSINESSES WITH AND WITHOUT NET INCOME</b>										
Number of returns <sup>1</sup> .....	802,433	197,308	108,958	496,168	281,073	250,054	343,399	102,503	1,737,827	188,689
Business receipts, total <sup>1</sup> .....	73,109,797	28,020,543	22,564,977	22,524,278	23,536,158	2,557,223	7,250,097	2,491,041	39,924,192	2,693,452
Income from sales and operations <sup>1</sup> .....	72,502,750	27,793,474	22,410,246	22,299,030	23,232,825	2,473,873	7,093,915	2,481,199	38,611,662	2,568,178
Other business income.....	607,048	227,069	154,732	225,247	303,333	83,350	156,182	9,842	1,312,530	125,275
Business deductions, total <sup>1,2</sup> .....	39,432,398	12,139,550	14,109,220	13,183,628	12,805,956	1,764,929	4,343,016	1,280,284	21,349,939	1,736,259
Cost of sales and operations.....	4,013,508	627,534	1,362,965	2,023,009	535,324	218,959	127,591	100,411	3,384,298	992,130
Inventory, beginning of year.....	252,498	13,732	8,603	230,162	92,115	15,351	*2,508	*81	252,592	104,062
Cost of labor.....	522,508	60,057	228,644	233,807	30,874	*94,290	*20,701	*139	720,563	*70,935
Purchases.....	1,493,651	228,799	143,803	1,121,049	112,246	66,049	19,685	*11,335	1,353,018	358,498
Materials and supplies.....	795,996	121,141	356,698	318,156	40,353	35,436	13,598	*7,191	358,465	58,390
Other costs.....	1,176,609	222,549	632,105	321,956	373,419	*24,227	73,818	*82,347	1,002,610	515,120
Inventory, end of year.....	227,754	18,744	6,889	202,121	113,684	16,393	*2,719	*682	302,949	114,874
Advertising expenses.....	592,162	107,601	192,695	291,867	340,758	79,670	69,783	23,050	229,416	7,016
Bad debts from sales or services.....	64,729	7,056	18,150	39,522	15,284	*2,128	*8,113	(*)	92,843	*10,979
Car and truck expenses.....	1,185,496	350,204	139,268	696,024	482,348	195,627	407,019	149,190	1,819,430	114,030
Commissions.....	305,274	98,352	72,616	134,306	118,899	36,840	37,555	11,098	494,680	*39,657
Depreciation.....	5,574	259	*5,056	*259	1,747	*476	*915	*7	6,370	*2
Depreciation <sup>3</sup> .....	1,755,879	479,440	658,268	618,171	455,275	161,549	360,302	71,376	1,234,659	29,927
Employee benefit programs.....	272,095	97,935	97,855	76,305	80,219	*3,265	45,356	*838	65,623	*5,682
Insurance.....	1,788,295	986,486	404,912	396,897	455,941	26,308	107,150	29,244	322,397	10,449
Legal and professional services.....	974,463	404,675	261,289	308,500	528,379	32,199	59,105	55,829	713,563	29,724
Meals and entertainment deducted.....	221,059	86,862	50,909	83,288	135,410	16,901	43,755	14,841	369,795	8,034
Mortgage interest.....	374,710	88,855	136,619	149,235	81,100	*14,466	32,655	*2,074	152,068	*8,169
Other interest paid on business indebtedness.....	390,214	83,877	179,508	126,830	144,067	8,116	103,804	15,398	174,878	17,441
Office expenses.....	1,372,679	426,461	465,202	481,016	738,093	47,289	235,724	72,304	661,425	11,806
Pension and profit-sharing plans.....	289,734	141,009	110,868	37,857	65,036	*4	7,108	*169	53,614	*1
Rent on machinery and equipment.....	499,362	147,027	191,718	160,618	213,462	11,372	109,039	13,112	331,248	21,454
Rent on other business property.....	2,954,013	994,271	915,023	1,044,719	1,133,212	141,081	297,360	162,045	661,549	10,027
Repairs.....	518,913	147,896	191,160	179,856	141,834	23,191	65,029	20,805	239,326	31,333
Supplies.....	2,262,058	580,956	1,049,568	631,534	260,029	116,345	147,267	40,510	846,027	33,624
Net salaries and wages.....	9,295,875	2,840,937	4,312,197	2,142,740	2,999,080	115,956	812,506	105,504	1,803,979	37,460
Taxes paid.....	1,505,126	445,813	618,745	440,568	428,835	37,705	125,947	16,432	389,445	5,860
Travel.....	483,486	162,254	78,980	242,252	195,496	45,565	74,443	33,810	1,275,713	12,271
Utilities.....	1,425,506	444,973	417,457	563,076	644,375	82,512	241,399	51,396	822,708	31,526
Home office business deductions.....	199,205	20,466	*7,162	171,578	65,306	47,278	79,741	23,747	1,001,713	*46,996
Depreciation, Form 8829.....	19,788	1,870	*1,735	16,183	8,013	4,567	10,839	*3,236	124,218	*479
Other business deductions.....	6,657,331	2,367,261	2,170,552	2,119,518	2,537,341	276,673	715,071	256,095	4,042,189	201,796
Net income less deficit <sup>1,2</sup> .....	33,677,378	15,880,972	8,455,757	9,340,650	10,730,199	792,294	2,907,664	1,210,757	18,576,741	957,193
Net income <sup>1,2</sup> .....	34,256,647	16,019,161	8,511,470	9,726,016	11,012,226	963,599	3,133,379	1,284,957	20,120,822	1,069,106
Deficit <sup>2</sup> .....	579,268	138,189	55,713	385,366	282,027	171,305	225,715	74,199	1,544,081	111,913

Footnotes at end of table.

# Sole Proprietorship Returns, 1995

**Table 2.—Nonfarm Sole Proprietorships: Income Statements, by Selected Industrial Groups—Continued**

[All figures are estimates based on samples—money amounts are in thousands of dollars]

Net income status, item	Services—Continued									
	Medical and health services				Legal services	Educational services	Accounting, auditing, and bookkeeping	Counseling, except health	Other services	Nature of business not allocable
	Total	Offices of physicians	Offices of dentists	All other medical and health services						
(93)	(94)	(95)	(96)	(97)	(98)	(99)	(100)	(101)	(102)	
<b>BUSINESSES WITH NET INCOME</b>										
Number of returns <sup>1</sup> .....	669,575	177,786	101,070	390,718	238,393	200,958	284,523	86,520	1,402,042	159,098
Business receipts, total <sup>1</sup> .....	70,530,694	27,545,675	22,199,302	21,185,718	22,584,418	2,202,395	6,882,890	2,338,239	37,051,637	2,307,093
Income from sales and operations <sup>1</sup> .....	70,365,193	27,330,343	22,049,368	20,985,481	22,290,805	2,125,497	6,730,841	2,328,431	35,830,184	2,182,469
Other business income.....	565,502	215,331	149,934	200,236	293,613	*76,898	152,049	9,808	1,221,453	124,624
Business deductions, total <sup>1,2</sup> .....	36,674,027	11,526,492	13,687,833	11,459,702	11,572,191	1,238,796	3,749,510	1,053,282	16,930,947	1,237,987
Cost of sales and operations.....	3,776,470	605,083	1,344,495	1,826,892	419,476	196,207	124,799	99,816	2,794,044	783,563
Inventory, beginning of year.....	219,064	11,310	6,035	201,719	70,799	*6,657	*2,508	--	165,172	28,164
Cost of labor.....	504,302	60,507	228,644	215,601	30,874	*94,290	*20,701	--	661,506	*55,235
Purchases.....	1,343,636	225,336	143,803	974,497	100,280	54,531	19,685	*10,995	1,029,602	250,328
Materials and supplies.....	754,950	120,267	353,058	281,625	37,980	29,777	*11,057	*7,186	307,320	*53,236
Other costs.....	1,124,357	203,031	616,477	304,850	275,863	*17,429	73,567	*82,265	841,251	*422,502
Inventory, end of year.....	169,839	14,916	3,521	151,401	96,319	*6,476	*2,719	*630	210,806	25,902
Advertising expenses.....	540,399	102,692	185,562	252,144	311,049	35,313	55,516	14,738	173,686	2,399
Bad debts from sales or services.....	50,189	7,054	18,150	24,984	9,142	*1,914	*4,879	*(*)	56,771	*1
Car and truck expenses.....	1,046,065	314,462	133,979	597,624	431,923	145,465	319,502	102,716	1,449,458	108,359
Commissions.....	292,312	91,992	68,241	132,080	105,650	31,474	35,229	10,490	439,596	*10,248
Depletion.....	5,422	107	*5,066	*259	1,704	*476	*915	*7	5,707	*(*)
Depreciation <sup>3</sup> .....	1,637,331	456,649	623,187	557,494	419,159	108,644	287,195	50,604	885,555	19,935
Employee benefit programs.....	265,742	97,006	96,471	72,264	75,382	*3,265	44,247	*821	47,445	*5,682
Insurance.....	1,703,383	943,926	397,429	362,028	421,436	16,389	94,348	26,267	266,348	5,351
Legal and professional services.....	877,638	357,779	248,417	271,441	470,162	26,194	48,280	47,409	545,264	10,915
Meals and entertainment deducted.....	207,503	82,296	48,778	76,429	121,095	6,270	36,227	11,600	299,954	4,322
Mortgage interest.....	330,419	88,473	124,842	117,104	79,256	*7,364	26,630	*968	108,598	*1,848
Other interest paid on business indebtedness.....	365,802	81,639	171,448	112,715	130,079	6,341	88,407	12,165	122,584	12,926
Office expenses.....	1,298,753	418,736	454,015	428,000	680,805	35,302	198,832	55,067	512,750	9,894
Pension and profit-sharing plans.....	285,369	139,671	107,842	37,857	59,917	*4	7,108	*169	50,124	*1
Rent on machinery and equipment.....	469,027	141,019	185,153	142,855	190,818	3,011	104,495	12,921	251,304	13,231
Rent on other business property.....	2,790,259	968,156	889,066	933,036	1,015,089	95,904	275,430	145,872	521,190	*8,596
Repairs.....	474,780	144,300	185,066	145,414	130,627	12,758	55,755	13,971	173,246	28,264
Supplies.....	2,086,074	567,345	1,027,344	491,385	235,761	79,452	123,389	34,792	655,333	18,291
Net salaries and wages.....	8,998,767	2,798,180	4,221,343	1,979,245	2,754,545	78,462	783,502	90,595	1,484,852	33,502
Taxes paid.....	1,429,883	438,314	605,475	386,093	389,486	26,044	114,960	13,832	276,431	2,250
Travel.....	393,789	142,479	70,510	180,800	169,504	31,441	65,871	30,536	1,081,889	10,014
Utilities.....	1,302,425	427,549	405,209	469,667	586,041	55,683	187,331	43,441	647,734	15,773
Home office business deductions.....	156,950	17,219	*7,162	132,569	65,180	40,038	64,903	16,049	816,359	*10,482
Depreciation, Form 8829.....	18,530	1,824	*1,735	14,971	7,976	*3,284	8,054	*1,117	97,518	*479
Other business deductions.....	5,866,027	2,093,493	2,063,112	1,709,422	2,289,798	171,929	572,484	207,415	3,108,955	106,557
<b>Net Income<sup>1,2</sup>.....</b>	<b>34,256,647</b>	<b>16,019,161</b>	<b>8,511,470</b>	<b>9,726,016</b>	<b>11,012,226</b>	<b>963,599</b>	<b>3,133,379</b>	<b>1,284,957</b>	<b>20,120,822</b>	<b>1,069,106</b>
<b>Returns with Schedule C-EZ:</b>										
Number of returns.....	91,178	13,133	*7,863	70,183	24,159	61,766	65,943	20,513	327,020	79,228
Business receipts.....	500,674	106,222	*20,917	373,535	79,954	119,691	259,806	41,227	1,222,247	278,562
Business deductions.....	25,652	1,088	*479	24,086	9,106	23,454	29,277	10,999	160,983	18,867
<b>Net Income.....</b>	<b>473,175</b>	<b>103,287</b>	<b>*20,438</b>	<b>349,450</b>	<b>70,847</b>	<b>96,237</b>	<b>230,529</b>	<b>30,227</b>	<b>1,061,264</b>	<b>256,707</b>

\* Estimate should be used with caution because of the small number of sample returns on which it is based.

<sup>1</sup> Includes returns with Schedule C-EZ attached. Schedule C-EZ was filed for certain small businesses, i.e., those with net income and with receipts of \$25,000 or less and business deductions of \$2,000 or less, with no inventories or employees, and with no deduction for a home office business and no allowable "passive" activity losses. Because only a total is reported for business deductions on Schedule C-EZ, the totals shown in the statistics exceed the sum of the detailed deductions; the detailed deductions are, therefore, slightly understated.

<sup>2</sup> Total business deductions are before subtraction of nonallowable "passive" activity losses and any "passive loss" carryover from the prior years. However, these losses (after subtraction) and any carryover are reflected in net income or deficit. Therefore, total business receipts minus total business deductions may not always equal net income or deficit.

<sup>3</sup> Depreciation does not include depreciation reported on Form 8829 for home office businesses.

<sup>4</sup> Less than \$500.

NOTE: Detail may not add to totals because of rounding.