

District of Columbia

1997

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**1997 Economic Census**

*Professional, Scientific, and Technical Services*

Geographic Area Series



**U S C E N S U S B U R E A U**

*Helping You Make Informed Decisions*

U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU



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## CONTENTS

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Introduction to the Economic Census .....	1
Professional, Scientific, and Technical Services.....	5
TABLES	
1a. Summary Statistics for Firms Subject to Federal Income Tax for the District: 1997.....	7
1b. Summary Statistics for Firms Exempt From Federal Income Tax for the District: 1997.....	8
2a. Summary Statistics for Firms Subject to Federal Income Tax for Metropolitan Areas: 1997 .....	9
2b. Summary Statistics for Firms Exempt From Federal Income Tax for Metropolitan Areas: 1997 .....	14
3. Summary Statistics for Firms Subject to Federal Income Tax for the County: 1997 .....	15
4. Summary Statistics for Firms Subject to Federal Income Tax for the Place: 1997 .....	16
APPENDIXES	
A. Explanation of Terms .....	A-1
B. NAICS Codes, Titles, and Descriptions .....	B-1
C. Coverage and Methodology.....	C-1
D. Geographic Notes .....	D-1
E. Metropolitan Areas .....	E-1



# Introduction to the Economic Census

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## PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7.

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product estimates, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions. Specific uses of economic census data include the following:

- Policymaking agencies of the Federal Government use the data to monitor economic activity and assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

## ALL-NEW INDUSTRY CLASSIFICATIONS

Data from the 1997 Economic Census are published primarily on the basis of the North American Industry Classification System (NAICS), unlike earlier censuses, which were published according to the Standard Industrial Classification (SIC) system. NAICS is in the process of being adopted in the United States, Canada, and Mexico. Most economic census reports cover one of the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information

52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Foodservices
81	Other Services (except Public Administration)

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 96 subsectors (three-digit codes), 313 industry groups (four-digit codes), and, as implemented in the United States, 1170 industries (five- and six-digit codes).

## RELATIONSHIP TO SIC

While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The industry definitions discuss the relationships between NAICS and SIC industries. Where changes are significant, it will not be possible to construct time series that include data for points both before and after 1997.

For 1997, data for auxiliary establishments (those functioning primarily to manage, service, or support the activities of their company's operating establishments, such as a central administrative office or warehouse) will not be included in the sector-specific reports. These data will be published separately.

## GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were

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required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

## **BASIS OF REPORTING**

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company.

## **DOLLAR VALUES**

All dollar values presented are expressed in current dollars; i.e., 1997 data are expressed in 1997 dollars, and 1992 data, in 1992 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

## **AVAILABILITY OF ADDITIONAL DATA**

### **Reports in Print and Electronic Media**

All results of the 1997 Economic Census are available on the Census Bureau Internet site ([www.census.gov](http://www.census.gov)) and on compact discs (CD-ROM) for sale by the Census Bureau. Unlike previous censuses, only selected highlights are published in printed reports. For more information, including a description of electronic and printed reports being issued, see the Internet site, or write to U.S. Census Bureau, Washington, DC 20233-8300, or call Customer Services at 301-457-4100.

### **Special Tabulations**

Special tabulations of data collected in the 1997 Economic Census may be obtained, depending on availability of time and personnel, in electronic or tabular form. The data will be summaries subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) that govern the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief of the division named below, U.S. Census Bureau, Washington, DC 20233-8300. To discuss a special tabulation before submitting specifications, call the appropriate division:

Manufacturing and Construction Division 301-457-4673  
Service Sector Statistics Division 301-457-2668

## **HISTORICAL INFORMATION**

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some covering service trades in 1933. Censuses of construction, manufacturing, and the other business service censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated: providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other Federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census questionnaires.

The range of industries covered in the economic censuses expanded between 1967 and 1992. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census reports printed since 1967 are still available for sale on microfiche from the Census Bureau. CD-ROMs issued from the 1987 and 1992 Economic Censuses contain databases including nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

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## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1997 Economic Census and Related Statistics* at [www.census.gov/econgguide](http://www.census.gov/econgguide). More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1997 Economic Census* at [www.census.gov/econ/www/history.html](http://www.census.gov/econ/www/history.html).

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with the 1997 Economic Census data:

A	Standard error of 100 percent or more.
D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals.
F	Exceeds 100 percent because data include establishments with payroll exceeding revenue.
N	Not available or not comparable.
Q	Revenue not collected at this level of detail for multiestablishment firms.
S	Withheld because estimates did not meet publication standards.

V	Represents less than 50 vehicles or .05 percent.
X	Not applicable.
Y	Disclosure withheld because of insufficient coverage of merchandise lines.
Z	Less than half the unit shown.
a	0 to 19 employees.
b	20 to 99 employees.
c	100 to 249 employees.
e	250 to 499 employees.
f	500 to 999 employees.
g	1,000 to 2,499 employees.
h	2,500 to 4,999 employees.
i	5,000 to 9,999 employees.
j	10,000 to 24,999 employees.
k	25,000 to 49,999 employees.
l	50,000 to 99,999 employees.
m	100,000 employees or more.
p	10 to 19 percent estimated.
q	20 to 29 percent estimated.
r	Revised.
s	Sampling error exceeds 40 percent.
nec	Not elsewhere classified.
nsk	Not specified by kind.
–	Represents zero (page image/print only).
(CC)	Consolidated city.
(IC)	Independent city.



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# Professional, Scientific, and Technical Services

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## SCOPE

The Professional, Scientific, and Technical Services sector (sector 54) of the 1997 Economic Census covers establishments with payroll that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. The establishments in this sector specialize according to expertise and provide services to clients in a variety of industries and, in some cases, to households. Activities performed include: legal advice and representation; accounting, bookkeeping, and payroll services; architectural, engineering, and specialized design services; computer services; consulting services; research services; advertising services; photographic services; translation and interpretation services; veterinary services; and other professional, scientific, and technical services.

This sector excludes establishments primarily engaged in providing a range of day-to-day office administrative services, such as financial planning, billing and record-keeping, personnel, and physical distribution and logistics. These establishments are classified in Sector 56, Administrative and Support and Waste Management and Remediation Services.

Data for this sector are shown for establishments of firms subject to Federal income tax and separately of firms which are exempt from Federal income tax under provisions of the Internal Revenue Code.

Many of the "kinds of business or operation" included in this sector are not thought of as commercial businesses and the terms (such as "business," "establishment," and "firm") used to describe them may not be descriptive of such services. However, these terms are applied to all "kinds of business or operation" in order to maintain conformity in the measures of the production and delivery of goods and services and in the presentation of data.

The basic tabulations for this sector do not include data for establishments which are auxiliary (primary function is providing a service, such as warehousing or bookkeeping) to service establishments within the same organization. Data for auxiliaries are presented separately.

## GENERAL

A list of reports that provide statistics on sector 54 follows.

**Geographic area reports.** There is a separate report for each state, the District of Columbia, and the United States. For establishments of firms subject to Federal income tax,

each state report presents general statistics on number of establishments, receipts, payroll, and employment by kind of business for the state, metropolitan areas (MAs), counties, and places with 2,500 inhabitants or more. Greater kind-of-business detail is shown for larger areas. For establishments of firms exempt from Federal income tax, each state report presents statistics on number of establishments, revenue, expenses, payroll, and employment by kind of business, for the state and MAs. Greater kind-of-business detail is shown for larger areas.

The United States report presents data for the United States as a whole for establishments with payroll of firms subject to Federal income tax, as well as those exempt from Federal income tax, for detailed kind-of-business classifications.

**Sources of receipts or revenue report.** This report presents sources of receipts or revenue data for establishments with payroll by kind of business. Data are presented for the United States and states.

**Establishment and firm size (including legal form of organization) report.** This report presents receipts/revenue, payroll, and employment data for the United States by receipts/revenue size, by employment size, and by legal form of organization for establishments; and receipts/revenue size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits) for firms.

**Miscellaneous subjects report.** This report presents data for establishments with payroll for a variety of industry-specific questions. Presentation of data varies by kind of business.

**ZIP Code report.** This report presents data for establishments with payroll by United States ZIP Code.

## GEOGRAPHIC AREAS COVERED

The level of geographic detail varies by report. Data may be presented for:

1. The United States as a whole.
2. States and the District of Columbia.
3. Consolidated metropolitan statistical areas (CMSAs) and primary metropolitan statistical areas (PMSAs) defined by the Office of Management and Budget

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(OMB) as of June 30, 1997. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSAs which have a population of at least 1,000,000 (according to the 1990 Census of Population or subsequent special census) and which meet specific criteria of urban character and of social and economic integration.

4. Metropolitan statistical areas (MSAs) defined by the OMB as of June 30, 1997. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants (according to the 1990 Census of Population or subsequent special census). Each MSA consists of one or more counties meeting standards of metropolitan character. In New England, cities and towns rather than counties are the component geographic units.
5. Areas within the state outside metropolitan areas (MAs).
6. Counties and county equivalents defined as of January 1, 1997. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their states. These places are treated as counties and as places.
7. Consolidated cities defined as of January 1, 1997. Consolidated cities are consolidated governments which consist of separately incorporated municipalities.
8. Municipalities of 2,500 inhabitants or more defined as of January 1, 1997. These are areas of significant population incorporated as cities, boroughs, villages, or towns according to the 1990 Census of Population

or subsequent special census. For the economic census, boroughs and census areas in Alaska and boroughs in New York are not included in this category.

9. Special economic urban areas (SEUAs), which include townships in Michigan, New Jersey, and Pennsylvania, and towns in New York, Wisconsin, and the six New England states with 10,000 inhabitants or more (according to the 1990 Census of Population or subsequent special census).

#### **COMPARABILITY OF THE 1992 AND 1997 CENSUSES**

The 1997 Economic Census is the first census to present data based on the new North American Industry Classification System (NAICS). Previous census data were presented according to the Standard Industrial Classification (SIC) system developed some 60 years ago. Due to this change, comparability between census years may be limited. Comparative statistics will be included as part of the Core Business Statistics Reports.

#### **DISCLOSURE**

In accordance with Federal law governing census reports (Title 13 of the United States Code) no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld.

#### **AVAILABILITY OF MORE FREQUENT ECONOMIC DATA**

The Census Bureau conducts the Service Annual Survey (SAS) each year. This survey, while providing more frequent observations, yields less kind-of-business and geographic detail than the economic census. In addition, the County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

**Table 1a. Summary Statistics for Firms Subject to Federal Income Tax for the District: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>DISTRICT OF COLUMBIA</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services .....</b>	<b>3 760</b>	<b>10 365 167</b>	<b>3 935 455</b>	<b>872 521</b>	<b>61 123</b>	<b>7.7</b>	<b>5.0</b>
541	Professional, scientific, & technical services .....	3 760	10 365 167	3 935 455	872 521	61 123	7.7	5.0
5411	Legal services .....	1 600	5 879 757	2 098 451	452 876	28 841	4.1	4.0
54111	Offices of lawyers .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
541110	Offices of lawyers .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
5411101	Offices of lawyers (except legal aid societies) .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
54119	Other legal services .....	20	22 932	5 561	1 355	226	18.4	1.1
541191	Title abstract & settlement offices .....	13	6 661	2 404	534	80	49.2	.4
541199	All other legal services .....	7	16 271	3 157	821	146	5.8	1.4
5412	Accounting, tax return prep, bookkeeping, & payroll services .....	151	575 371	257 863	56 062	5 430	3.8	6.0
54121	Accounting, tax return prep, bookkeeping, & payroll services .....	151	575 371	257 863	56 062	5 430	3.8	6.0
541211	Offices of certified public accountants .....	98	556 382	247 237	53 531	4 488	3.3	5.3
541213	Tax return preparation services .....	12	5 063	1 626	554	305	11.7	43.2
541214	Payroll services .....	16	10 127	7 421	1 589	553	13.8	26.7
541219	Other accounting services .....	25	3 799	1 579	388	84	42.2	11.9
5413	Architectural, engineering, & related services .....	261	500 463	185 301	44 471	3 785	10.6	6.5
54131	Architectural services .....	122	243 985	91 375	21 675	1 901	11.4	1.8
541310	Architectural services .....	122	243 985	91 375	21 675	1 901	11.4	1.8
54133	Engineering services .....	134	253 942	92 467	22 518	1 856	9.9	11.0
541330	Engineering services .....	134	253 942	92 467	22 518	1 856	9.9	11.0
54134	Drafting services .....	2	D	D	D	b	D	D
541340	Drafting services .....	2	D	D	D	b	D	D
54135	Building inspection services .....	1	D	D	D	a	D	D
541350	Building inspection services .....	1	D	D	D	a	D	D
54137	Surveying & mapping (except geophysical) services .....	1	D	D	D	a	D	D
541370	Surveying & mapping (except geophysical) services .....	1	D	D	D	a	D	D
54138	Testing laboratories .....	1	D	D	D	a	D	D
541380	Testing laboratories .....	1	D	D	D	a	D	D
5414	Specialized design services .....	143	121 493	40 622	8 332	820	17.7	1.5
54141	Interior design services .....	51	62 038	20 540	4 279	377	8.8	.3
541410	Interior design services .....	51	62 038	20 540	4 279	377	8.8	.3
54142	Industrial design services .....	1	D	D	D	a	D	D
541420	Industrial design services .....	1	D	D	D	a	D	D
54143	Graphic design services .....	91	D	D	D	e	D	D
541430	Graphic design services .....	91	D	D	D	e	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	84	56 720	19 303	3 877	423	26.7	2.7
5414302	Commercial art .....	7	D	D	D	b	D	D
5415	Computer systems design & related services .....	295	505 015	205 455	48 187	4 188	4.8	10.2
54151	Computer systems design & related services .....	295	505 015	205 455	48 187	4 188	4.8	10.2
541511	Custom computer programming services .....	123	177 700	80 755	19 014	1 622	3.5	16.7
541512	Computer systems design services .....	118	259 949	89 611	20 848	1 705	6.5	7.3
5415121	Computer systems integrators .....	47	177 569	57 541	13 640	1 003	3.0	8.8
5415122	Computer systems consultants (except systems integrators) .....	71	82 380	32 070	7 208	702	14.0	4.0
541513	Computer facilities management services .....	37	62 272	32 543	7 592	787	-	4.3
541519	Other computer related services .....	17	5 094	2 546	733	74	25.6	.3
5416	Management, scientific, & technical consulting services .....	767	1 851 805	743 208	167 560	11 429	12.9	5.4
54161	Management consulting services .....	518	1 491 766	576 987	133 646	9 159	11.8	4.7
541611	Administrative management & general management consulting service .....	291	1 071 362	400 520	92 130	6 871	8.4	2.5
541612	Human resources & executive search consulting services .....	80	205 088	89 003	23 390	1 170	8.5	17.0
5416121	Actuarial consulting .....	6	D	D	D	e	D	D
5416122	Executive placement services .....	32	D	D	D	e	D	D
5416123	Human resources & personnel management consulting .....	42	105 444	44 139	14 245	515	8.5	28.6
541613	Marketing consulting services .....	99	70 847	24 967	5 528	382	27.3	9.4
541614	Process, physical distribution, & logistics consulting services .....	8	9 676	5 849	1 044	48	11.6	3.3
541618	Other management consulting services .....	40	134 793	56 648	11 554	688	35.8	1.6
54162	Environmental consulting services .....	40	41 222	18 047	4 027	300	39.1	6.8
541620	Environmental consulting services .....	40	41 222	18 047	4 027	300	39.1	6.8
54169	Other scientific & technical consulting services .....	209	318 817	148 174	29 887	1 970	14.7	8.4
541690	Other scientific & technical consulting services .....	209	318 817	148 174	29 887	1 970	14.7	8.4
5417	Scientific research & development services .....	81	162 372	61 430	14 521	1 176	11.6	8.9
54171	R&D in the physical, engineering, & life sciences .....	32	76 569	26 377	6 132	485	7.5	6.0
541710	R&D in the physical, engineering, & life sciences .....	32	76 569	26 377	6 132	485	7.5	6.0
5417101	R&D in the physical & engineering sciences .....	26	72 153	25 299	5 962	473	3.6	4.7
5417102	Research & development in the life sciences .....	6	4 416	1 078	170	12	70.1	26.3
54172	Research & development in the social sciences & humanities .....	49	85 803	35 053	8 389	691	15.2	11.5
541720	R&D in the social sciences & humanities .....	49	85 803	35 053	8 389	691	15.2	11.5

See footnotes at end of table.

**Table 1a. Summary Statistics for Firms Subject to Federal Income Tax for the District: 1997—**  
**Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>DISTRICT OF COLUMBIA—Con.</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services—Con.</b>							
541	Professional, scientific, & technical services—Con.							
5418	Advertising & related services .....	373	611 536	273 844	59 654	3 933	12.6	6.9
54181	Advertising agencies .....	31	44 793	22 772	4 752	344	11.0	3.3
541810	Advertising agencies .....	31	44 793	22 772	4 752	344	11.0	3.3
54182	Public relations agencies .....	312	493 925	230 629	50 290	3 192	13.0	8.1
541820	Public relations agencies .....	312	493 925	230 629	50 290	3 192	13.0	8.1
54183	Media buying services .....	4	3 216	1 670	284	27	—	—
541830	Media buying services .....	4	3 216	1 670	284	27	—	—
54184	Media representatives .....	4	D	D	D	b	D	D
541840	Media representatives .....	4	D	D	D	b	D	D
5418401	Radio & television advertising representatives .....	1	D	D	D	b	D	D
5418402	Publishers' advertising representatives .....	3	D	D	D	b	D	D
54185	Display advertising .....	2	D	D	D	a	D	D
541850	Display advertising .....	2	D	D	D	a	D	D
5418502	Outdoor advertising services .....	2	D	D	D	a	D	D
54186	Direct mail advertising .....	11	34 563	13 236	3 071	248	18.1	1.0
541860	Direct mail advertising .....	11	34 563	13 236	3 071	248	18.1	1.0
54189	Other services related to advertising .....	9	15 782	2 526	562	56	5.6	—
541890	Other services related to advertising .....	9	15 782	2 526	562	56	5.6	—
5418902	Advertising specialties goods distributor .....	7	D	D	D	b	D	D
5418903	Sign painting & lettering shop .....	2	D	D	D	a	D	D
5419	Other professional, scientific, & technical services .....	89	157 355	69 281	20 858	1 521	62.9	5.3
54191	Marketing research & public opinion polling .....	47	135 520	62 144	19 302	1 357	71.4	5.6
541910	Marketing research & public opinion polling .....	47	135 520	62 144	19 302	1 357	71.4	5.6
54192	Photographic services .....	29	7 351	2 133	517	99	22.2	9.4
541921	Photographic studios, portrait .....	11	2 215	507	99	27	33.7	17.4
541922	Commercial photography .....	18	5 136	1 626	418	72	17.3	5.9
54193	Translation & interpretation services .....	4	2 382	483	85	11	.4	—
541930	Translation & interpretation services .....	4	2 382	483	85	11	.4	—
54199	All other professional, scientific, & technical services .....	9	12 102	4 521	954	54	4.7	1.0
541990	All other professional, scientific, & technical services .....	9	12 102	4 521	954	54	4.7	1.0

<sup>1</sup>Includes receipts information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes receipts information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 1b. Summary Statistics for Firms Exempt From Federal Income Tax for the District: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Expenses (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
								From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>DISTRICT OF COLUMBIA</b>									
<b>54</b>	<b>Professional, scientific, &amp; technical services ..</b>	<b>263</b>	<b>1 144 342</b>	<b>1 013 054</b>	<b>323 596</b>	<b>77 128</b>	<b>7 045</b>	<b>7.8</b>	<b>2.6</b>
541	Professional, scientific, & technical services .....	263	1 144 342	1 013 054	323 596	77 128	7 045	7.8	2.6
5411	Legal services .....	42	36 351	32 612	17 191	3 976	485	28.7	13.8
54111	Offices of lawyers .....	42	36 351	32 612	17 191	3 976	485	28.7	13.8
541110	Offices of lawyers .....	42	36 351	32 612	17 191	3 976	485	28.7	13.8
5411102	Legal aid societies & similar legal services .....	42	36 351	32 612	17 191	3 976	485	28.7	13.8
5417	Scientific research & development services .....	221	1 107 991	980 442	306 405	73 152	6 560	7.1	2.2
54171	R&D in the physical, engineering, & life sciences .....	84	579 748	523 859	140 169	33 870	2 898	4.1	1.4
541710	R&D in the physical, engineering, & life sciences .....	84	579 748	523 859	140 169	33 870	2 898	4.1	1.4
5417101	R&D in the physical & engineering sciences .....	44	170 405	165 042	33 209	8 253	697	5.7	3.1
5417102	Research & development in the life sciences .....	40	409 343	358 817	106 960	25 617	2 201	3.4	.7
54172	Research & development in the social sciences & humanities .....	137	528 243	456 583	166 236	39 282	3 662	10.5	3.1
541720	R&D in the social sciences & humanities .....	137	528 243	456 583	166 236	39 282	3 662	10.5	3.1

<sup>1</sup>Includes revenue information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes revenue information which was imputed based on historic company ratios or administrative records, or on industry averages.



**Table 2a. Summary Statistics for Firms Subject to Federal Income Tax for Metropolitan Areas: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services .....</b>	<b>26 290</b>	<b>44 475 026</b>	<b>17 623 807</b>	<b>4 043 757</b>	<b>346 773</b>	<b>10.5</b>	<b>6.6</b>
541	Professional, scientific, & technical services .....	26 290	44 475 026	17 623 807	4 043 757	346 773	10.5	6.6
5411	Legal services .....	6 230	8 591 644	3 223 154	686 563	53 219	9.8	4.3
54111	Offices of lawyers .....	5 748	D	D	D	i	D	D
541110	Offices of lawyers .....	5 748	D	D	D	i	D	D
5411101	Offices of lawyers (except legal aid societies) .....	5 748	D	D	D	i	D	D
54119	Other legal services .....	482	D	D	D	h	D	D
541191	Title abstract & settlement offices .....	392	D	D	D	g	D	D
541199	All other legal services .....	90	D	D	D	f	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services .....	2 925	2 336 834	1 048 503	222 032	30 276	12.7	7.9
54121	Accounting, tax return prep, bookkeeping, & payroll services .....	2 925	2 336 834	1 048 503	222 032	30 276	12.7	7.9
541211	Offices of certified public accountants .....	1 691	1 798 670	790 936	160 790	16 686	11.3	6.2
541213	Tax return preparation services .....	302	58 033	22 254	7 958	4 464	28.5	6.8
541214	Payroll services .....	112	306 587	152 423	34 946	5 824	1.4	14.7
541219	Other accounting services .....	820	173 544	82 890	18 338	3 302	42.0	13.6
5413	Architectural, engineering, & related services .....	3 691	8 472 618	3 484 551	822 059	72 020	9.6	4.5
54131	Architectural services .....	711	714 042	279 545	62 339	5 906	17.1	2.4
541310	Architectural services .....	711	714 042	279 545	62 339	5 906	17.1	2.4
54133	Engineering services .....	2 480	7 394 189	3 047 146	720 798	61 367	8.6	4.7
541330	Engineering services .....	2 480	7 394 189	3 047 146	720 798	61 367	8.6	4.7
54134	Drafting services .....	43	D	D	D	c	D	D
541340	Drafting services .....	43	D	D	D	c	D	D
54135	Building inspection services .....	132	31 865	13 341	2 652	404	40.0	2.4
541350	Building inspection services .....	132	31 865	13 341	2 652	404	40.0	2.4
54137	Surveying & mapping (except geophysical) services .....	185	103 540	47 010	11 203	1 411	23.0	2.8
541370	Surveying & mapping (except geophysical) services .....	185	103 540	47 010	11 203	1 411	23.0	2.8
54138	Testing laboratories .....	137	D	D	D	h	D	D
541380	Testing laboratories .....	137	D	D	D	h	D	D
5414	Specialized design services .....	1 049	D	D	D	h	D	D
54141	Interior design services .....	368	D	D	D	g	D	D
541410	Interior design services .....	368	D	D	D	g	D	D
54142	Industrial design services .....	28	D	D	D	c	D	D
541420	Industrial design services .....	28	D	D	D	c	D	D
54143	Graphic design services .....	635	D	D	D	g	D	D
541430	Graphic design services .....	635	D	D	D	g	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	574	D	D	D	g	D	D
5414302	Commercial art .....	60	D	D	D	c	D	D
54149	Other specialized design services .....	18	D	D	D	c	D	D
541490	Other specialized design services .....	18	D	D	D	c	D	D
5415	Computer systems design & related services .....	4 833	14 047 462	5 373 509	1 277 089	97 727	6.5	8.9
54151	Computer systems design & related services .....	4 833	14 047 462	5 373 509	1 277 089	97 727	6.5	8.9
541511	Custom computer programming services .....	1 948	4 661 155	2 072 900	491 048	36 509	5.3	13.1
541512	Computer systems design services .....	2 205	8 169 477	2 750 894	657 350	49 724	6.9	5.9
5415121	Computer systems integrators .....	805	D	D	D	k	D	D
5415122	Computer systems consultants (except systems integrators) .....	1 400	D	D	D	j	D	D
541513	Computer facilities management services .....	177	D	D	D	i	D	D
541519	Other computer related services .....	503	D	D	D	h	D	D
5416	Management, scientific, & technical consulting services .....	4 580	D	D	D	k	D	D
54161	Management consulting services .....	3 330	D	D	D	k	D	D
541611	Administrative management & general management consulting service .....	1 691	D	D	D	j	D	D
541612	Human resources & executive search consulting services .....	631	D	D	D	f	D	D
5416121	Actuarial consulting .....	34	D	D	D	h	D	D
5416122	Executive placement services .....	261	D	D	D	g	D	D
5416123	Human resources & personnel management consulting .....	336	248 615	109 332	28 718	1 854	28.8	21.6
541613	Marketing consulting services .....	706	D	D	D	h	D	D
541614	Process, physical distribution, & logistics consulting services .....	120	D	D	D	g	D	D
541618	Other management consulting services .....	182	D	D	D	g	D	D
54162	Environmental consulting services .....	315	390 654	177 950	42 126	3 849	17.2	17.4
541620	Environmental consulting services .....	315	390 654	177 950	42 126	3 849	17.2	17.4
54169	Other scientific & technical consulting services .....	935	D	D	D	i	D	D
541690	Other scientific & technical consulting services .....	935	D	D	D	i	D	D
5417	Scientific research & development services .....	645	D	D	D	j	D	D
54171	R&D in the physical, engineering, & life sciences .....	524	D	D	D	j	D	D
541710	R&D in the physical, engineering, & life sciences .....	524	D	D	D	j	D	D
5417101	R&D in the physical & engineering sciences .....	371	D	D	D	j	D	D
5417102	Research & development in the life sciences .....	153	D	D	D	h	D	D
54172	Research & development in the social sciences & humanities .....	121	D	D	D	h	D	D
541720	R&D in the social sciences & humanities .....	121	D	D	D	h	D	D

See footnotes at end of table.

Table 2a. **Summary Statistics for Firms Subject to Federal Income Tax for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services—Con.</b>							
541	Professional, scientific, & technical services—Con.							
5418	Advertising & related services .....	1 552	1 816 155	658 121	145 791	15 679	20.9	6.4
54181	Advertising agencies .....	374	D	D	D	h	D	D
541810	Advertising agencies .....	374	D	D	D	h	D	D
54182	Public relations agencies .....	580	621 106	277 987	59 598	4 095	19.3	8.2
541820	Public relations agencies .....	580	621 106	277 987	59 598	4 095	19.3	8.2
54183	Media buying services .....	28	D	D	D	c	D	D
541830	Media buying services .....	28	D	D	D	c	D	D
54184	Media representatives .....	49	D	D	D	e	D	D
541840	Media representatives .....	49	D	D	D	e	D	D
5418401	Radio & television advertising representatives .....	17	11 653	4 894	1 213	107	22.2	4
5418402	Publishers' advertising representatives .....	32	D	D	D	c	D	D
54185	Display advertising .....	44	76 687	10 133	2 647	866	7.1	11.7
541850	Display advertising .....	44	76 687	10 133	2 647	866	7.1	11.7
5418501	Display advertising (except outdoor) .....	8	D	D	D	f	D	D
5418502	Outdoor advertising services .....	36	D	D	D	e	D	D
54186	Direct mail advertising .....	200	D	D	D	i	D	D
541860	Direct mail advertising .....	200	D	D	D	i	D	D
54187	Advertising material distribution services .....	14	10 801	3 468	837	127	15.8	46.9
541870	Advertising material distribution services .....	14	10 801	3 468	837	127	15.8	46.9
54189	Other services related to advertising .....	263	223 538	38 256	8 776	1 157	28.8	4.0
541890	Other services related to advertising .....	263	223 538	38 256	8 776	1 157	28.8	4.0
5418901	Welcoming services .....	3	D	D	D	a	D	D
5418902	Advertising specialties goods distributor .....	129	179 480	25 443	5 638	667	26.8	1.6
5418903	Sign painting & lettering shop .....	105	23 118	6 560	1 391	300	45.3	10.0
5418909	All other advertising .....	26	D	D	D	c	D	D
5419	Other professional, scientific, & technical services .....	785	D	D	D	i	D	D
54191	Marketing research & public opinion polling .....	202	D	D	D	h	D	D
541910	Marketing research & public opinion polling .....	202	D	D	D	h	D	D
54192	Photographic services .....	447	D	D	D	g	D	D
541921	Photographic studios, portrait .....	320	D	D	D	g	D	D
541922	Commercial photography .....	127	44 619	13 864	3 207	527	23.2	4.8
54193	Translation & interpretation services .....	47	25 455	9 522	2 474	282	13.5	—
541930	Translation & interpretation services .....	47	25 455	9 522	2 474	282	13.5	—
54199	All other professional, scientific, & technical services .....	89	62 112	21 547	4 255	527	14.6	24.8
541990	All other professional, scientific, & technical services .....	89	62 112	21 547	4 255	527	14.6	24.8
<b>Baltimore, MD PMSA</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services .....</b>	<b>6 666</b>	<b>6 654 562</b>	<b>2 613 662</b>	<b>591 324</b>	<b>60 715</b>	<b>16.4</b>	<b>7.4</b>
541	Professional, scientific, & technical services .....	6 666	6 654 562	2 613 662	591 324	60 715	16.4	7.4
5411	Legal services .....	1 820	1 210 886	480 048	101 262	10 611	18.7	5.5
54111	Offices of lawyers .....	1 647	1 120 323	447 076	93 919	9 591	19.0	5.8
541110	Offices of lawyers .....	1 647	1 120 323	447 076	93 919	9 591	19.0	5.8
5411101	Offices of lawyers (except legal aid societies) .....	1 647	1 120 323	447 076	93 919	9 591	19.0	5.8
54119	Other legal services .....	173	90 563	32 972	7 343	1 020	14.0	2.8
541191	Title abstract & settlement offices .....	162	D	D	D	f	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services .....	1 006	579 715	232 638	53 256	7 869	16.1	11.1
54121	Accounting, tax return prep, bookkeeping, & payroll services .....	1 006	579 715	232 638	53 256	7 869	16.1	11.1
541211	Offices of certified public accountants .....	578	380 164	157 779	35 354	3 879	18.0	10.0
541213	Tax return preparation services .....	101	D	D	D	g	D	D
541214	Payroll services .....	35	D	D	D	f	D	D
541219	Other accounting services .....	292	D	D	D	g	D	D
5413	Architectural, engineering, & related services .....	998	1 940 072	769 150	182 276	16 911	11.5	3.4
54131	Architectural services .....	184	160 666	67 669	14 903	1 449	18.2	2.7
541310	Architectural services .....	184	160 666	67 669	14 903	1 449	18.2	2.7
54133	Engineering services .....	635	1 697 221	663 005	158 829	14 160	10.1	3.2
541330	Engineering services .....	635	1 697 221	663 005	158 829	14 160	10.1	3.2
54134	Drafting services .....	21	D	D	D	b	D	D
541340	Drafting services .....	21	D	D	D	b	D	D
54135	Building inspection services .....	41	D	D	D	b	D	D
541350	Building inspection services .....	41	D	D	D	b	D	D
54137	Surveying & mapping (except geophysical) services .....	63	D	D	D	e	D	D
541370	Surveying & mapping (except geophysical) services .....	63	D	D	D	e	D	D
54138	Testing laboratories .....	53	47 343	22 437	5 007	732	14.0	12.9
541380	Testing laboratories .....	53	47 343	22 437	5 007	732	14.0	12.9

See footnotes at end of table.

**Table 2a. Summary Statistics for Firms Subject to Federal Income Tax for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>								
<b>Baltimore, MD PMSA—Con.</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services—Con.</b>							
541	Professional, scientific, & technical services—Con.							
5414	Specialized design services .....	312	148 503	35 604	7 995	1 134	47.6	5.6
54141	Interior design services .....	109	56 332	11 313	2 426	393	39.4	5.6
541410	Interior design services .....	109	56 332	11 313	2 426	393	39.4	5.6
54142	Industrial design services .....	11	D	D	D	b	D	D
541420	Industrial design services .....	11	D	D	D	b	D	D
54143	Graphic design services .....	184	63 277	17 995	4 108	610	35.9	7.9
541430	Graphic design services .....	184	63 277	17 995	4 108	610	35.9	7.9
5414301	Graphic design services (except commercial art & medical artists) ..	162	D	D	D	f	D	D
5414302	Commercial art .....	21	D	D	D	b	D	D
54149	Other specialized design services .....	8	D	D	D	c	D	D
541490	Other specialized design services .....	8	D	D	D	c	D	D
5415	Computer systems design & related services .....	912	1 243 626	522 649	118 485	9 809	12.3	9.4
54151	Computer systems design & related services .....	912	1 243 626	522 649	118 485	9 809	12.3	9.4
541511	Custom computer programming services .....	359	387 300	197 410	42 778	3 361	8.3	12.3
541512	Computer systems design services .....	435	766 674	286 678	66 608	5 507	13.6	8.4
5415121	Computer systems integrators .....	162	518 180	178 610	43 286	3 551	9.4	8.0
5415122	Computer systems consultants (except systems integrators) .....	273	248 494	108 068	23 322	1 956	22.4	9.3
541519	Other computer related services .....	106	D	D	D	f	D	D
5416	Management, scientific, & technical consulting services .....	876	570 078	248 491	52 523	5 095	28.7	17.6
54161	Management consulting services .....	670	422 674	190 547	40 199	3 726	31.1	14.4
541611	Administrative management & general management consulting service .....	307	169 831	74 365	15 276	1 425	32.9	12.6
541612	Human resources & executive search consulting services .....	161	94 545	44 900	10 049	866	32.9	23.9
5416122	Executive placement services .....	74	D	D	D	e	D	D
5416123	Human resources & personnel management consulting .....	78	D	D	D	e	D	D
541613	Marketing consulting services .....	131	D	D	D	e	D	D
541614	Process, physical distribution, & logistics consulting services .....	38	D	D	D	f	D	D
541618	Other management consulting services .....	33	D	D	D	c	D	D
54162	Environmental consulting services .....	75	105 337	42 874	9 626	1 029	14.6	26.4
541620	Environmental consulting services .....	75	105 337	42 874	9 626	1 029	14.6	26.4
54169	Other scientific & technical consulting services .....	131	42 067	15 070	2 698	340	40.9	28.4
541690	Other scientific & technical consulting services .....	131	42 067	15 070	2 698	340	40.9	28.4
5417	Scientific research & development services .....	114	291 000	113 182	27 555	2 269	16.6	6.4
54171	R&D in the physical, engineering, & life sciences .....	110	D	D	D	g	D	D
541710	R&D in the physical, engineering, & life sciences .....	110	D	D	D	g	D	D
5417101	R&D in the physical & engineering sciences .....	74	D	D	D	g	D	D
5417102	Research & development in the life sciences .....	36	D	D	D	f	D	D
54172	Research & development in the social sciences & humanities .....	4	D	D	D	b	D	D
541720	R&D in the social sciences & humanities .....	4	D	D	D	b	D	D
5418	Advertising & related services .....	400	486 030	142 604	31 763	4 718	19.6	5.7
54181	Advertising agencies .....	149	136 531	63 115	14 101	1 499	14.2	3.4
541810	Advertising agencies .....	149	136 531	63 115	14 101	1 499	14.2	3.4
54182	Public relations agencies .....	55	16 531	5 785	1 243	195	59.4	8.4
541820	Public relations agencies .....	55	16 531	5 785	1 243	195	59.4	8.4
54185	Display advertising .....	20	58 608	5 118	1 213	682	6.9	.5
541850	Display advertising .....	20	58 608	5 118	1 213	682	6.9	.5
5418501	Display advertising (except outdoor) .....	5	D	D	D	f	D	D
5418502	Outdoor advertising services .....	15	D	D	D	b	D	D
54186	Direct mail advertising .....	45	168 736	49 627	11 032	1 714	17.0	6.8
541860	Direct mail advertising .....	45	168 736	49 627	11 032	1 714	17.0	6.8
54189	Other services related to advertising .....	101	D	D	D	e	D	D
541890	Other services related to advertising .....	101	D	D	D	e	D	D
5418902	Advertising specialties goods distributor .....	52	D	D	D	e	D	D
5418903	Sign painting & lettering shop .....	39	D	D	D	c	D	D
5418909	All other advertising .....	9	D	D	D	b	D	D
5419	Other professional, scientific, & technical services .....	228	184 652	69 296	16 209	2 299	9.1	12.5
54191	Marketing research & public opinion polling .....	40	133 767	53 842	12 992	1 477	3.1	5.7
541910	Marketing research & public opinion polling .....	40	133 767	53 842	12 992	1 477	3.1	5.7
54192	Photographic services .....	154	D	D	D	f	D	D
541921	Photographic studios, portrait .....	121	D	D	D	f	D	D
541922	Commercial photography .....	33	D	D	D	b	D	D
54193	Translation & interpretation services .....	6	D	D	D	b	D	D
541930	Translation & interpretation services .....	6	D	D	D	b	D	D
54199	All other professional, scientific, & technical services .....	28	D	D	D	c	D	D
541990	All other professional, scientific, & technical services .....	28	D	D	D	c	D	D

See footnotes at end of table.

**Table 2a. Summary Statistics for Firms Subject to Federal Income Tax for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>								
<b>Hagerstown, MD PMSA</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services .....</b>	<b>163</b>	<b>63 477</b>	<b>22 729</b>	<b>5 404</b>	<b>854</b>	<b>30.6</b>	<b>4.1</b>
541	Professional, scientific, & technical services .....	163	63 477	22 729	5 404	854	30.6	4.1
5411	Legal services .....	56	11 939	5 281	1 124	176	42.4	13.3
54111	Offices of lawyers .....	51	D	D	D	c	D	D
541110	Offices of lawyers .....	51	D	D	D	c	D	D
5411101	Offices of lawyers (except legal aid societies) .....	51	D	D	D	c	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services .....	39	11 629	4 024	1 032	221	32.5	.3
54121	Accounting, tax return prep, bookkeeping, & payroll services .....	39	11 629	4 024	1 032	221	32.5	.3
541211	Offices of certified public accountants .....	19	9 123	3 089	748	107	25.5	.4
541219	Other accounting services .....	13	D	D	D	b	D	D
5413	Architectural, engineering, & related services .....	24	11 175	5 945	1 520	199	50.4	2.2
5414	Specialized design services .....	4	D	D	D	b	D	D
54143	Graphic design services .....	2	D	D	D	b	D	D
541430	Graphic design services .....	2	D	D	D	b	D	D
5415	Computer systems design & related services .....	11	5 667	2 052	492	51	10.8	2.7
54151	Computer systems design & related services .....	11	5 667	2 052	492	51	10.8	2.7
541512	Computer systems design services .....	7	5 129	1 806	446	43	2.6	3.0
5417	Scientific research & development services .....	2	D	D	D	b	D	D
5418	Advertising & related services .....	7	2 094	370	81	20	48.2	19.2
5419	Other professional, scientific, & technical services .....	11	D	D	D	b	D	D
54192	Photographic services .....	8	D	D	D	b	D	D
541921	Photographic studios, portrait .....	6	D	D	D	b	D	D
541922	Commercial photography .....	2	D	D	D	a	D	D
<b>Washington, DC—MD—VA—WV PMSA</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services .....</b>	<b>19 461</b>	<b>37 756 987</b>	<b>14 987 416</b>	<b>3 447 029</b>	<b>285 204</b>	<b>9.5</b>	<b>6.5</b>
541	Professional, scientific, & technical services .....	19 461	37 756 987	14 987 416	3 447 029	285 204	9.5	6.5
5411	Legal services .....	4 354	7 368 819	2 737 825	584 177	42 432	8.3	4.1
54111	Offices of lawyers .....	4 050	7 204 780	2 681 335	571 694	40 636	8.1	4.1
541110	Offices of lawyers .....	4 050	7 204 780	2 681 335	571 694	40 636	8.1	4.1
5411101	Offices of lawyers (except legal aid societies) .....	4 050	7 204 780	2 681 335	571 694	40 636	8.1	4.1
54119	Other legal services .....	304	164 039	56 490	12 483	1 796	15.5	4.0
541191	Title abstract & settlement offices .....	225	86 041	34 900	7 430	1 062	22.9	6.4
541199	All other legal services .....	79	77 998	21 590	5 053	734	7.4	1.4
5412	Accounting, tax return prep, bookkeeping, & payroll services .....	1 880	1 745 490	811 841	167 744	22 186	11.4	6.9
54121	Accounting, tax return prep, bookkeeping, & payroll services .....	1 880	1 745 490	811 841	167 744	22 186	11.4	6.9
541211	Offices of certified public accountants .....	1 094	1 409 383	630 068	124 688	12 700	9.4	5.2
541213	Tax return preparation services .....	195	40 902	15 408	5 141	2 791	32.2	8.6
541214	Payroll services .....	76	191 240	115 562	26 750	4 860	1.6	14.5
541219	Other accounting services .....	515	103 965	50 803	11 165	1 835	49.4	14.8
5413	Architectural, engineering, & related services .....	2 669	6 521 371	2 709 456	638 263	54 910	9.0	4.8
54131	Architectural services .....	523	551 458	211 210	47 289	4 434	16.8	2.3
541310	Architectural services .....	523	551 458	211 210	47 289	4 434	16.8	2.3
54133	Engineering services .....	1 830	5 690 670	2 380 465	561 103	47 096	8.0	5.1
541330	Engineering services .....	1 830	5 690 670	2 380 465	561 103	47 096	8.0	5.1
54134	Drafting services .....	22	D	D	D	c	D	D
541340	Drafting services .....	22	D	D	D	c	D	D
54135	Building inspection services .....	91	D	D	D	e	D	D
541350	Building inspection services .....	91	D	D	D	e	D	D
54137	Surveying & mapping (except geophysical) services .....	120	82 258	35 489	8 555	1 001	19.6	2.6
541370	Surveying & mapping (except geophysical) services .....	120	82 258	35 489	8 555	1 001	19.6	2.6
54138	Testing laboratories .....	81	163 941	65 885	17 990	1 961	7.7	4.7
541380	Testing laboratories .....	81	163 941	65 885	17 990	1 961	7.7	4.7
5414	Specialized design services .....	733	340 663	108 139	23 487	2 833	29.3	4.2
54141	Interior design services .....	257	130 342	38 297	7 979	982	29.6	4.4
541410	Interior design services .....	257	130 342	38 297	7 979	982	29.6	4.4
54142	Industrial design services .....	17	10 384	4 042	933	99	3.5	1.1
541420	Industrial design services .....	17	10 384	4 042	933	99	3.5	1.1
54143	Graphic design services .....	449	198 998	65 422	14 493	1 740	30.3	4.2
541430	Graphic design services .....	449	198 998	65 422	14 493	1 740	30.3	4.2
5414301	Graphic design services (except commercial art & medical artists) ..	410	185 707	60 953	12 908	1 593	29.9	4.2
5414302	Commercial art .....	39	13 291	4 469	1 585	147	36.2	3.8
5415	Computer systems design & related services .....	3 910	12 798 169	4 848 808	1 158 112	87 867	5.9	8.8
54151	Computer systems design & related services .....	3 910	12 798 169	4 848 808	1 158 112	87 867	5.9	8.8
541511	Custom computer programming services .....	1 585	4 273 317	1 875 244	448 224	33 140	5.0	13.2
541512	Computer systems design services .....	1 763	7 397 674	2 462 410	590 296	44 174	6.3	5.7
5415121	Computer systems integrators .....	638	5 715 683	1 681 840	407 499	29 175	4.2	5.6
5415122	Computer systems consultants (except systems integrators) .....	1 125	1 681 991	780 570	182 797	14 999	13.1	6.0
541513	Computer facilities management services .....	165	775 751	338 577	79 383	7 402	2.6	16.3
541519	Other computer related services .....	397	351 427	172 577	40 209	3 151	15.7	4.2

See footnotes at end of table.

**Table 2a. Summary Statistics for Firms Subject to Federal Income Tax for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>								
<b>Washington, DC—MD—VA—WV PMSA—Con.</b>								
<b>54</b>	<b>Professional, scientific, &amp; technical services—Con.</b>							
541	Professional, scientific, & technical services—Con.							
5416	Management, scientific, & technical consulting services .....	3 695	4 815 278	2 106 678	482 766	39 100	16.3	6.9
54161	Management consulting services .....	2 653	3 623 656	1 576 196	361 412	29 115	16.4	5.6
541611	Administrative management & general management consulting service .....	1 381	2 581 310	1 141 289	265 592	21 432	11.0	4.7
541612	Human resources & executive search consulting services .....	466	430 352	198 398	45 682	3 190	22.3	11.4
5416121	Actuarial consulting .....	25	92 609	37 693	8 282	596	2.2	1.9
5416122	Executive placement services .....	184	133 462	71 860	13 808	1 193	26.9	9.2
5416123	Human resources & personnel management consulting .....	257	204 281	88 845	23 592	1 401	28.4	17.2
541613	Marketing consulting services .....	575	292 440	105 619	22 931	2 083	43.5	8.8
541614	Process, physical distribution, & logistics consulting services .....	82	91 330	36 540	7 400	664	16.2	4.6
541618	Other management consulting services .....	149	228 224	94 350	19 807	1 746	31.4	1.6
54162	Environmental consulting services .....	240	285 317	135 076	32 500	2 820	18.2	14.1
541620	Environmental consulting services .....	240	285 317	135 076	32 500	2 820	18.2	14.1
54169	Other scientific & technical consulting services .....	802	906 305	395 406	88 854	7 165	15.3	9.8
541690	Other scientific & technical consulting services .....	802	906 305	395 406	88 854	7 165	15.3	9.8
5417	Scientific research & development services .....	529	2 379 261	974 052	233 682	19 949	3.5	5.1
54171	R&D in the physical, engineering, & life sciences .....	413	2 053 337	838 730	203 898	16 378	3.0	5.3
541710	R&D in the physical, engineering, & life sciences .....	413	2 053 337	838 730	203 898	16 378	3.0	5.3
5417101	R&D in the physical & engineering sciences .....	296	1 705 225	687 874	165 844	13 447	1.8	3.7
5417102	Research & development in the life sciences .....	117	348 112	150 856	38 054	2 931	9.2	13.5
54172	Research & development in the social sciences & humanities .....	116	325 924	135 322	29 784	3 571	6.7	3.4
541720	R&D in the social sciences & humanities .....	116	325 924	135 322	29 784	3 571	6.7	3.4
5418	Advertising & related services .....	1 145	1 328 031	515 147	113 947	10 941	21.4	6.7
54181	Advertising agencies .....	223	186 523	87 496	19 307	1 635	18.7	3.5
541810	Advertising agencies .....	223	186 523	87 496	19 307	1 635	18.7	3.5
54182	Public relations agencies .....	525	604 575	272 202	58 355	3 900	18.2	8.2
541820	Public relations agencies .....	525	604 575	272 202	58 355	3 900	18.2	8.2
54183	Media buying services .....	17	18 802	5 452	1 147	105	3.7	—
541830	Media buying services .....	17	18 802	5 452	1 147	105	3.7	—
54184	Media representatives .....	38	40 022	9 816	2 362	212	18.2	2.6
541840	Media representatives .....	38	40 022	9 816	2 362	212	18.2	2.6
5418401	Radio & television advertising representatives .....	13	D	D	D	b	D	D
5418402	Publishers' advertising representatives .....	25	D	D	D	c	D	D
54185	Display advertising .....	24	18 079	5 015	1 434	184	8.0	48.2
541850	Display advertising .....	24	18 079	5 015	1 434	184	8.0	48.2
5418502	Outdoor advertising services .....	21	D	D	D	c	D	D
54186	Direct mail advertising .....	154	323 678	109 039	25 313	4 162	29.2	5.6
541860	Direct mail advertising .....	154	323 678	109 039	25 313	4 162	29.2	5.6
54189	Other services related to advertising .....	158	D	D	D	f	D	D
541890	Other services related to advertising .....	158	D	D	D	f	D	D
5418901	Welcoming services .....	2	D	D	D	a	D	D
5418902	Advertising specialties goods distributor .....	76	109 353	17 696	3 956	411	20.0	.6
5418903	Sign painting & lettering shop .....	63	13 861	3 920	817	171	47.1	7.7
5418909	All other advertising .....	17	D	D	D	c	D	D
5419	Other professional, scientific, & technical services .....	546	459 905	175 470	44 851	4 986	36.6	4.9
54191	Marketing research & public opinion polling .....	161	306 414	125 566	33 764	3 119	43.8	5.1
541910	Marketing research & public opinion polling .....	161	306 414	125 566	33 764	3 119	43.8	5.1
54192	Photographic services .....	285	86 610	25 757	5 555	1 290	29.1	5.5
541921	Photographic studios, portrait .....	193	51 296	14 404	2 871	859	34.5	6.2
541922	Commercial photography .....	92	35 314	11 353	2 684	431	21.1	4.5
54193	Translation & interpretation services .....	40	22 388	8 359	2 209	239	11.5	—
541930	Translation & interpretation services .....	40	22 388	8 359	2 209	239	11.5	—
54199	All other professional, scientific, & technical services .....	60	44 493	15 788	3 323	338	14.8	5.2
541990	All other professional, scientific, & technical services .....	60	44 493	15 788	3 323	338	14.8	5.2

<sup>1</sup>Includes receipts information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes receipts information which was imputed based on historic company ratios or administrative records, or on industry averages.



Table 2b. **Summary Statistics for Firms Exempt From Federal Income Tax for Metropolitan Areas: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Expenses (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
								From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA</b>									
<b>54</b>	<b>Professional, scientific, &amp; technical services ..</b>	<b>543</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>j</b>	<b>D</b>	<b>D</b>
541	Professional, scientific, & technical services .....	543	D	D	D	D	j	D	D
5411	Legal services .....	107	D	D	D	D	f	D	D
54111	Offices of lawyers .....	107	D	D	D	D	f	D	D
541110	Offices of lawyers .....	107	D	D	D	D	f	D	D
5411102	Legal aid societies & similar legal services .....	107	D	D	D	D	f	D	D
5417	Scientific research & development services .....	436	D	D	D	D	i	D	D
54171	R&D in the physical, engineering, & life sciences .....	241	D	D	D	D	i	D	D
541710	R&D in the physical, engineering, & life sciences .....	241	D	D	D	D	i	D	D
5417101	R&D in the physical & engineering sciences .....	110	D	D	D	D	i	D	D
5417102	Research & development in the life sciences .....	131	D	D	D	D	h	D	D
54172	Research & development in the social sciences & humanities .....	195	D	D	D	D	h	D	D
541720	R&D in the social sciences & humanities .....	195	D	D	D	D	h	D	D
<b>Baltimore, MD PMSA</b>									
<b>54</b>	<b>Professional, scientific, &amp; technical services ..</b>	<b>71</b>	<b>593 271</b>	<b>576 191</b>	<b>236 986</b>	<b>58 376</b>	<b>4 542</b>	<b>6.1</b>	<b>2.0</b>
541	Professional, scientific, & technical services .....	71	593 271	576 191	236 986	58 376	4 542	6.1	2.0
5411	Legal services .....	24	D	D	D	D	e	D	D
54111	Offices of lawyers .....	24	D	D	D	D	e	D	D
541110	Offices of lawyers .....	24	D	D	D	D	e	D	D
5411102	Legal aid societies & similar legal services .....	24	D	D	D	D	e	D	D
5417	Scientific research & development services .....	47	D	D	D	D	h	D	D
54171	R&D in the physical, engineering, & life sciences .....	38	D	D	D	D	h	D	D
541710	R&D in the physical, engineering, & life sciences .....	38	D	D	D	D	h	D	D
5417101	R&D in the physical & engineering sciences .....	13	D	D	D	D	h	D	D
5417102	Research & development in the life sciences .....	25	D	D	D	D	e	D	D
54172	Research & development in the social sciences & humanities .....	9	D	D	D	D	c	D	D
541720	R&D in the social sciences & humanities .....	9	D	D	D	D	c	D	D
<b>Hagerstown, MD PMSA</b>									
<b>54</b>	<b>Professional, scientific, &amp; technical services ..</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>
<b>Washington, DC-MD-VA-WV PMSA</b>									
<b>54</b>	<b>Professional, scientific, &amp; technical services ..</b>	<b>470</b>	<b>2 172 287</b>	<b>1 977 764</b>	<b>831 848</b>	<b>188 648</b>	<b>16 297</b>	<b>6.0</b>	<b>5.9</b>
541	Professional, scientific, & technical services .....	470	2 172 287	1 977 764	831 848	188 648	16 297	6.0	5.9
5411	Legal services .....	81	52 571	45 756	24 796	5 757	721	25.1	12.4
54111	Offices of lawyers .....	81	52 571	45 756	24 796	5 757	721	25.1	12.4
541110	Offices of lawyers .....	81	52 571	45 756	24 796	5 757	721	25.1	12.4
5411102	Legal aid societies & similar legal services .....	81	52 571	45 756	24 796	5 757	721	25.1	12.4
5417	Scientific research & development services .....	389	2 119 716	1 932 008	807 052	182 891	15 576	5.6	5.7
54171	R&D in the physical, engineering, & life sciences .....	203	1 522 741	1 407 210	614 288	137 519	11 089	3.2	6.5
541710	R&D in the physical, engineering, & life sciences .....	203	1 522 741	1 407 210	614 288	137 519	11 089	3.2	6.5
5417101	R&D in the physical & engineering sciences .....	97	876 237	847 374	419 518	90 150	7 047	1.9	8.4
5417102	Research & development in the life sciences .....	106	646 504	559 836	194 770	47 369	4 042	4.8	3.9
54172	Research & development in the social sciences & humanities .....	186	596 975	524 798	192 764	45 372	4 487	11.7	3.7
541720	R&D in the social sciences & humanities .....	186	596 975	524 798	192 764	45 372	4 487	11.7	3.7

<sup>1</sup>Includes revenue information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes revenue information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 3. Summary Statistics Firms Subject to Federal Income Tax for the County: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>DISTRICT OF COLUMBIA, DC</b>							
<b>54</b>	<b>Professional, scientific, &amp; technical services .....</b>	<b>3 760</b>	<b>10 365 167</b>	<b>3 935 455</b>	<b>872 521</b>	<b>61 123</b>	<b>7.7</b>	<b>5.0</b>
541	Professional, scientific, & technical services .....	3 760	10 365 167	3 935 455	872 521	61 123	7.7	5.0
5411	Legal services .....	1 600	5 879 757	2 098 451	452 876	28 841	4.1	4.0
54111	Offices of lawyers .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
541110	Offices of lawyers .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
5411101	Offices of lawyers (except legal aid societies) .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
54119	Other legal services .....	20	22 932	5 561	1 355	226	18.4	1.1
541191	Title abstract & settlement offices .....	13	6 661	2 404	534	80	49.2	.4
541199	All other legal services .....	7	16 271	3 157	821	146	5.8	1.4
5412	Accounting, tax return prep, bookkeeping, & payroll services .....	151	575 371	257 863	56 062	5 430	3.8	6.0
54121	Accounting, tax return prep, bookkeeping, & payroll services .....	151	575 371	257 863	56 062	5 430	3.8	6.0
541211	Offices of certified public accountants .....	98	556 382	247 237	53 531	4 488	3.3	5.3
541213	Tax return preparation services .....	12	5 063	1 626	554	305	11.7	43.2
541214	Payroll services .....	16	10 127	7 421	1 589	553	13.8	26.7
541219	Other accounting services .....	25	3 799	1 579	388	84	42.2	11.9
5413	Architectural, engineering, & related services .....	261	500 463	185 301	44 471	3 785	10.6	6.5
54131	Architectural services .....	122	243 985	91 375	21 675	1 901	11.4	1.8
541310	Architectural services .....	122	243 985	91 375	21 675	1 901	11.4	1.8
54133	Engineering services .....	134	253 942	92 467	22 518	1 856	9.9	11.0
541330	Engineering services .....	134	253 942	92 467	22 518	1 856	9.9	11.0
54134	Drafting services .....	2	D	D	D	b	D	D
541340	Drafting services .....	2	D	D	D	b	D	D
54135	Building inspection services .....	1	D	D	D	a	D	D
541350	Building inspection services .....	1	D	D	D	a	D	D
54137	Surveying & mapping (except geophysical) services .....	1	D	D	D	a	D	D
541370	Surveying & mapping (except geophysical) services .....	1	D	D	D	a	D	D
54138	Testing laboratories .....	1	D	D	D	a	D	D
541380	Testing laboratories .....	1	D	D	D	a	D	D
5414	Specialized design services .....	143	121 493	40 622	8 332	820	17.7	1.5
54141	Interior design services .....	51	62 038	20 540	4 279	377	8.8	.3
541410	Interior design services .....	51	62 038	20 540	4 279	377	8.8	.3
54142	Industrial design services .....	1	D	D	D	a	D	D
541420	Industrial design services .....	1	D	D	D	a	D	D
54143	Graphic design services .....	91	D	D	D	e	D	D
541430	Graphic design services .....	91	D	D	D	e	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	84	56 720	19 303	3 877	423	26.7	2.7
5414302	Commercial art .....	7	D	D	D	b	D	D
5415	Computer systems design & related services .....	295	505 015	205 455	48 187	4 188	4.8	10.2
54151	Computer systems design & related services .....	295	505 015	205 455	48 187	4 188	4.8	10.2
541511	Custom computer programming services .....	123	177 700	80 755	19 014	1 622	3.5	16.7
541512	Computer systems design services .....	118	259 949	89 611	20 848	1 705	6.5	7.3
5415121	Computer systems integrators .....	47	177 569	57 541	13 640	1 003	3.0	8.8
5415122	Computer systems consultants (except systems integrators) .....	71	82 380	32 070	7 208	702	14.0	4.0
541513	Computer facilities management services .....	37	62 272	32 543	7 592	787	-	4.3
541519	Other computer related services .....	17	5 094	2 546	733	74	25.6	.3
5416	Management, scientific, & technical consulting services .....	767	1 851 805	743 208	167 560	11 429	12.9	5.4
54161	Management consulting services .....	518	1 491 766	576 987	133 646	9 159	11.8	4.7
541611	Administrative management & general management consulting service .....	291	1 071 362	400 520	92 130	6 871	8.4	2.5
541612	Human resources & executive search consulting services .....	80	205 088	89 003	23 390	1 170	8.5	17.0
5416121	Actuarial consulting .....	6	D	D	D	e	D	D
5416122	Executive placement services .....	32	D	D	D	e	D	D
5416123	Human resources & personnel management consulting .....	42	105 444	44 139	14 245	515	8.5	28.6
541613	Marketing consulting services .....	99	70 847	24 967	5 528	382	27.3	9.4
541614	Process, physical distribution, & logistics consulting services .....	8	9 676	5 849	1 044	48	11.6	3.3
541618	Other management consulting services .....	40	134 793	56 648	11 554	688	35.8	1.6
54162	Environmental consulting services .....	40	41 222	18 047	4 027	300	39.1	6.8
541620	Environmental consulting services .....	40	41 222	18 047	4 027	300	39.1	6.8
54169	Other scientific & technical consulting services .....	209	318 817	148 174	29 887	1 970	14.7	8.4
541690	Other scientific & technical consulting services .....	209	318 817	148 174	29 887	1 970	14.7	8.4
5417	Scientific research & development services .....	81	162 372	61 430	14 521	1 176	11.6	8.9
54171	R&D in the physical, engineering, & life sciences .....	32	76 569	26 377	6 132	485	7.5	6.0
541710	R&D in the physical, engineering, & life sciences .....	32	76 569	26 377	6 132	485	7.5	6.0
5417101	R&D in the physical & engineering sciences .....	26	72 153	25 299	5 962	473	3.6	4.7
5417102	Research & development in the life sciences .....	6	4 416	1 078	170	12	70.1	26.3
54172	Research & development in the social sciences & humanities .....	49	85 803	35 053	8 389	691	15.2	11.5
541720	R&D in the social sciences & humanities .....	49	85 803	35 053	8 389	691	15.2	11.5

**Table 3. Summary Statistics Firms Subject to Federal Income Tax for the County: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>DISTRICT OF COLUMBIA, DC—Con.</b>							
<b>54</b>	<b>Professional, scientific, &amp; technical services—Con.</b>							
541	Professional, scientific, & technical services—Con.							
5418	Advertising & related services .....	373	611 536	273 844	59 654	3 933	12.6	6.9
54181	Advertising agencies .....	31	44 793	22 772	4 752	344	11.0	3.3
541810	Advertising agencies .....	31	44 793	22 772	4 752	344	11.0	3.3
54182	Public relations agencies .....	312	493 925	230 629	50 290	3 192	13.0	8.1
541820	Public relations agencies .....	312	493 925	230 629	50 290	3 192	13.0	8.1
54183	Media buying services .....	4	3 216	1 670	284	27	—	—
541830	Media buying services .....	4	3 216	1 670	284	27	—	—
54184	Media representatives .....	4	D	D	D	b	D	D
541840	Media representatives .....	4	D	D	D	b	D	D
5418401	Radio & television advertising representatives .....	1	D	D	D	b	D	D
5418402	Publishers' advertising representatives .....	3	D	D	D	b	D	D
54185	Display advertising .....	2	D	D	D	a	D	D
541850	Display advertising .....	2	D	D	D	a	D	D
5418502	Outdoor advertising services .....	2	D	D	D	a	D	D
54186	Direct mail advertising .....	11	34 563	13 236	3 071	248	18.1	1.0
541860	Direct mail advertising .....	11	34 563	13 236	3 071	248	18.1	1.0
54189	Other services related to advertising .....	9	15 782	2 526	562	56	5.6	—
541890	Other services related to advertising .....	9	15 782	2 526	562	56	5.6	—
5418902	Advertising specialties goods distributor .....	7	D	D	D	b	D	D
5418903	Sign painting & lettering shop .....	2	D	D	D	a	D	D
5419	Other professional, scientific, & technical services .....	89	157 355	69 281	20 858	1 521	62.9	5.3
54191	Marketing research & public opinion polling .....	47	135 520	62 144	19 302	1 357	71.4	5.6
541910	Marketing research & public opinion polling .....	47	135 520	62 144	19 302	1 357	71.4	5.6
54192	Photographic services .....	29	7 351	2 133	517	99	22.2	9.4
541921	Photographic studios, portrait .....	11	2 215	507	99	27	33.7	17.4
541922	Commercial photography .....	18	5 136	1 626	418	72	17.3	5.9
54193	Translation & interpretation services .....	4	2 382	483	85	11	.4	—
541930	Translation & interpretation services .....	4	2 382	483	85	11	.4	—
54199	All other professional, scientific, & technical services .....	9	12 102	4 521	954	54	4.7	1.0
541990	All other professional, scientific, & technical services .....	9	12 102	4 521	954	54	4.7	1.0

<sup>1</sup>Includes receipts information obtained from administrative records of other Federal agencies.  
<sup>2</sup>Includes receipts information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 4. Summary Statistics for Firms Subject to Federal Income Tax for the Place: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>WASHINGTON, DC</b>							
<b>54</b>	<b>Professional, scientific, &amp; technical services .....</b>	<b>3 760</b>	<b>10 365 167</b>	<b>3 935 455</b>	<b>872 521</b>	<b>61 123</b>	<b>7.7</b>	<b>5.0</b>
541	Professional, scientific, & technical services .....	3 760	10 365 167	3 935 455	872 521	61 123	7.7	5.0
5411	Legal services .....	1 600	5 879 757	2 098 451	452 876	28 841	4.1	4.0
54111	Offices of lawyers .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
541110	Offices of lawyers .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
5411101	Offices of lawyers (except legal aid societies) .....	1 580	5 856 825	2 092 890	451 521	28 615	4.1	4.0
54119	Other legal services .....	20	22 932	5 561	1 355	226	18.4	1.1
541191	Title abstract & settlement offices .....	13	6 661	2 404	534	80	49.2	.4
541199	All other legal services .....	7	16 271	3 157	821	146	5.8	1.4
5412	Accounting, tax return prep, bookkeeping, & payroll services .....	151	575 371	257 863	56 062	5 430	3.8	6.0
54121	Accounting, tax return prep, bookkeeping, & payroll services .....	151	575 371	257 863	56 062	5 430	3.8	6.0
541211	Offices of certified public accountants .....	98	556 382	247 237	53 531	4 488	3.3	5.3
541213	Tax return preparation services .....	12	5 063	1 626	554	305	11.7	43.2
541214	Payroll services .....	16	10 127	7 421	1 589	553	13.8	26.7
541219	Other accounting services .....	25	3 799	1 579	388	84	42.2	11.9

See footnotes at end of table.

**Table 4. Summary Statistics for Firms Subject to Federal Income Tax for the Place: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>WASHINGTON, DC—Con.</b>							
<b>54</b>	<b>Professional, scientific, &amp; technical services—Con.</b>							
541	Professional, scientific, & technical services—Con.							
5413	Architectural, engineering, & related services	261	500 463	185 301	44 471	3 785	10.6	6.5
54131	Architectural services	122	243 985	91 375	21 675	1 901	11.4	1.8
541310	Architectural services	122	243 985	91 375	21 675	1 901	11.4	1.8
54133	Engineering services	134	253 942	92 467	22 518	1 856	9.9	11.0
541330	Engineering services	134	253 942	92 467	22 518	1 856	9.9	11.0
54134	Drafting services	2	D	D	D	b	D	D
541340	Drafting services	2	D	D	D	b	D	D
54135	Building inspection services	1	D	D	D	a	D	D
541350	Building inspection services	1	D	D	D	a	D	D
54137	Surveying & mapping (except geophysical) services	1	D	D	D	a	D	D
541370	Surveying & mapping (except geophysical) services	1	D	D	D	a	D	D
54138	Testing laboratories	1	D	D	D	a	D	D
541380	Testing laboratories	1	D	D	D	a	D	D
5414	Specialized design services	143	121 493	40 622	8 332	820	17.7	1.5
54141	Interior design services	51	62 038	20 540	4 279	377	8.8	.3
541410	Interior design services	51	62 038	20 540	4 279	377	8.8	.3
54142	Industrial design services	1	D	D	D	a	D	D
541420	Industrial design services	1	D	D	D	a	D	D
54143	Graphic design services	91	D	D	D	e	D	D
541430	Graphic design services	91	D	D	D	e	D	D
5414301	Graphic design services (except commercial art & medical artists)	84	56 720	19 303	3 877	423	26.7	2.7
5414302	Commercial art	7	D	D	D	b	D	D
5415	Computer systems design & related services	295	505 015	205 455	48 187	4 188	4.8	10.2
54151	Computer systems design & related services	295	505 015	205 455	48 187	4 188	4.8	10.2
541511	Custom computer programming services	123	177 700	80 755	19 014	1 622	3.5	16.7
541512	Computer systems design services	118	259 949	89 611	20 848	1 705	6.5	7.3
5415121	Computer systems integrators	47	177 569	57 541	13 640	1 003	3.0	8.8
5415122	Computer systems consultants (except systems integrators)	71	82 380	32 070	7 208	702	14.0	4.0
541513	Computer facilities management services	37	62 272	32 543	7 592	787	—	4.3
541519	Other computer related services	17	5 094	2 546	733	74	25.6	.3
5416	Management, scientific, & technical consulting services	767	1 851 805	743 208	167 560	11 429	12.9	5.4
54161	Management consulting services	518	1 491 766	576 987	133 646	9 159	11.8	4.7
541611	Administrative management & general management consulting service	291	1 071 362	400 520	92 130	6 871	8.4	2.5
541612	Human resources & executive search consulting services	80	205 088	89 003	23 390	1 170	8.5	17.0
5416121	Actuarial consulting	6	D	D	D	e	D	D
5416122	Executive placement services	32	D	D	D	e	D	D
5416123	Human resources & personnel management consulting	42	105 444	44 139	14 245	515	8.5	28.6
541613	Marketing consulting services	99	70 847	24 967	5 528	382	27.3	9.4
541614	Process, physical distribution, & logistics consulting services	8	9 676	5 849	1 044	48	11.6	3.3
541618	Other management consulting services	40	134 793	56 648	11 554	688	35.8	1.6
54162	Environmental consulting services	40	41 222	18 047	4 027	300	39.1	6.8
541620	Environmental consulting services	40	41 222	18 047	4 027	300	39.1	6.8
54169	Other scientific & technical consulting services	209	318 817	148 174	29 887	1 970	14.7	8.4
541690	Other scientific & technical consulting services	209	318 817	148 174	29 887	1 970	14.7	8.4
5417	Scientific research & development services	81	162 372	61 430	14 521	1 176	11.6	8.9
54171	R&D in the physical, engineering, & life sciences	32	76 569	26 377	6 132	485	7.5	6.0
541710	R&D in the physical, engineering, & life sciences	32	76 569	26 377	6 132	485	7.5	6.0
5417101	R&D in the physical & engineering sciences	26	72 153	25 299	5 962	473	3.6	4.7
5417102	Research & development in the life sciences	6	4 416	1 078	170	12	70.1	26.3
54172	Research & development in the social sciences & humanities	49	85 803	35 053	8 389	691	15.2	11.5
541720	R&D in the social sciences & humanities	49	85 803	35 053	8 389	691	15.2	11.5
5418	Advertising & related services	373	611 536	273 844	59 654	3 933	12.6	6.9
54181	Advertising agencies	31	44 793	22 772	4 752	344	11.0	3.3
541810	Advertising agencies	31	44 793	22 772	4 752	344	11.0	3.3
54182	Public relations agencies	312	493 925	230 629	50 290	3 192	13.0	8.1
541820	Public relations agencies	312	493 925	230 629	50 290	3 192	13.0	8.1
54183	Media buying services	4	3 216	1 670	284	27	—	—
541830	Media buying services	4	3 216	1 670	284	27	—	—
54184	Media representatives	4	D	D	D	b	D	D
541840	Media representatives	4	D	D	D	b	D	D
5418401	Radio & television advertising representatives	1	D	D	D	b	D	D
5418402	Publishers' advertising representatives	3	D	D	D	b	D	D
54185	Display advertising	2	D	D	D	a	D	D
541850	Display advertising	2	D	D	D	a	D	D
5418502	Outdoor advertising services	2	D	D	D	a	D	D
54186	Direct mail advertising	11	34 563	13 236	3 071	248	18.1	1.0
541860	Direct mail advertising	11	34 563	13 236	3 071	248	18.1	1.0
54189	Other services related to advertising	9	15 782	2 526	562	56	5.6	—
541890	Other services related to advertising	9	15 782	2 526	562	56	5.6	—
5418902	Advertising specialties goods distributor	7	D	D	D	b	D	D
5418903	Sign painting & lettering shop	2	D	D	D	a	D	D

See footnotes at end of table.

**Table 4. Summary Statistics for Firms Subject to Federal Income Tax for the Place: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>WASHINGTON, DC—Con.</b>							
<b>54</b>	<b>Professional, scientific, &amp; technical services—Con.</b>							
541	Professional, scientific, & technical services—Con.							
5419	Other professional, scientific, & technical services .....	89	157 355	69 281	20 858	1 521	62.9	5.3
54191	Marketing research & public opinion polling .....	47	135 520	62 144	19 302	1 357	71.4	5.6
541910	Marketing research & public opinion polling .....	47	135 520	62 144	19 302	1 357	71.4	5.6
54192	Photographic services .....	29	7 351	2 133	517	99	22.2	9.4
541921	Photographic studios, portrait .....	11	2 215	507	99	27	33.7	17.4
541922	Commercial photography .....	18	5 136	1 626	418	72	17.3	5.9
54193	Translation & interpretation services .....	4	2 382	483	85	11	.4	—
541930	Translation & interpretation services .....	4	2 382	483	85	11	.4	—
54199	All other professional, scientific, & technical services .....	9	12 102	4 521	954	54	4.7	1.0
541990	All other professional, scientific, & technical services .....	9	12 102	4 521	954	54	4.7	1.0

<sup>1</sup>Includes receipts information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes receipts information which was imputed based on historic company ratios or administrative records, or on industry averages.



# Appendix A.

## Explanation of Terms

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### **ANNUAL PAYROLL**

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees. Also included are tips and gratuities received by employees from patrons and reported to employers and the value of payments in kind (e.g., free meals and lodging). If an employee works at more than one location, the payroll is included in the one location where they spend most of their time. Also included are salaries of professional service organizations or associations which operate under state professional corporation statutes and file a corporate Federal income tax return. Excluded are payrolls of departments or concessions operated by other companies at the establishment. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the Internal Revenue Service (IRS) on Form 941.

### **EXPENSES (\$1,000)**

Includes program service grants, specified assistance to individuals, benefits paid to or for members, payroll, employee benefits, payroll taxes, interest and rent expenses, cost of supplies used for operation, cost of merchandise sold, depreciation expenses, fundraising expenses, contracted or purchased services, and other expenses charged to operations during 1997. Expenses exclude outlays for the purchase of real estate; construction and all other capital improvements; funds invested; assessments or dues paid to the parent or other chapters of the same organization; incomes taxes; sales and other taxes collected directly from customers or clients and paid directly to a local, state, or Federal tax agency; and, for fundraising organizations, funds transferred to charities and other organizations.

### **FIRST-QUARTER PAYROLL (\$1,000)**

Represents payroll paid to persons employed at any time during the quarter January to March 1997.

### **NUMBER OF ESTABLISHMENTS**

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise,

which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 1997.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census. An establishment is included in the census if it is an employer, the establishment has \$1,000 in payroll, and was in operation at any time during 1997. Leased service departments (separately owned businesses operated as departments or concessions of other service establishments or of retail businesses, such as a separately owned shoeshine parlor in a barber shop, or a beauty shop in a department store) are treated as separate service establishments for census purposes. Leased retail departments located in service establishments (e.g., a gift shop located in a hotel) are considered separate retail establishments.

### **NUMBER OF PAID EMPLOYEES FOR PAY PERIOD INCLUDING MARCH 12**

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll during the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; and members of a professional service organization or association which operates under state professional corporation statutes and files a corporate Federal income tax return. Not included are proprietors and partners of unincorporated businesses, and employees of departments or concessions operated by other companies at the establishment. The definition of paid employees is the same as that used on IRS Form 941.

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## **RECEIPTS/REVENUE (\$1,000)**

Receipts (basic dollar volume measure for service establishments of firms subject to Federal income tax). Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold during 1997 whether or not payment was received in 1997. For advertising agencies, travel industries, and other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc., which are paid by the manufacturer or wholesaler and passed on in the cost of goods purchased by the service establishment, are also included. The establishments share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services preformed for foreign parent firms, subsidiaries, and branches are included.

Receipts are net after deductions for refunds and allowances for merchandise returned by customers. Receipts do not include sales, occupancy, admissions, or other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency, nor do they include income from such sources as contributions, gifts, and grants; dividends, interest, and investments; or sale or rental of real estate. Also excluded are receipts (gross) of departments and concessions which are operated by others; sales of used equipment rented or leased to customers; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income, such as royalties, franchise fees, etc. Receipts do not include service receipts of manufacturers, wholesalers, retail establishments, or other businesses whose primary activity is other than service. They do, however, include receipts other

than from services rendered (e.g., sale of merchandise to individuals or other businesses) by establishments primarily engaged in performing services and classified in the service industries.

Revenue (basic dollar volume measure for firms exempt from Federal income tax). Includes revenue from customers or clients for services rendered and merchandise sold during 1997, whether or not payment was received in 1997, and gross sales of merchandise, minus returns and allowances. Also included are income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), gross contributions, gifts, grants (whether or not restricted for use in operations), royalties, dues and assessments from members and affiliates, commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators), and gross receipts from fundraising activities. Receipts from taxable business activities of firms exempt from Federal income tax (unrelated business income) are also included in revenue.

Revenue does not include sales, admissions, or other taxes collected by the organization from customers or clients and paid directly to a local, state, or Federal tax agency; income from the sale of real estate, investments, or other assets (except inventory held for resale); gross receipts of departments, concessions, etc., that are operated by others; and amounts transferred to operating funds from capital or reserve funds.

## **SALES, RECEIPTS, OR REVENUE ESTIMATED (PERCENT)**

Percent of total sales/receipts/revenue that was imputed based on historic company ratios or administrative records, or on industry averages.

## **SALES, RECEIPTS, OR REVENUE FROM ADMINISTRATIVE RECORDS (PERCENT)**

Percent of total sales/receipts/revenue obtained from administrative records of other Federal agencies.

# Appendix B.

## NAICS Codes, Titles, and Descriptions

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### **54 PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES**

The Professional, Scientific, and Technical Services sector comprises establishments that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. The establishments in this sector specialize according to expertise and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: legal advice and representation; accounting, bookkeeping, and payroll services; architectural, engineering, and specialized design services; computer services; consulting services; research services; advertising services; photographic services; translation and interpretation services; veterinary services; and other professional, scientific, and technical services.

This sector excludes establishments primarily engaged in providing a range of day-to-day office administrative services, such as financial planning, billing and record-keeping, personnel, and physical distribution and logistics. These establishments are classified in Sector 56, Administrative and Support and Waste Management and Remediation Services.

### **541 Professional, Scientific, and Technical Services**

Industries in the Professional, Scientific, and Technical Services subsector group establishments engaged in processes where human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis, where an individual or team is responsible for the delivery of services to the client. The individual industries of this subsector are defined on the basis of the particular expertise and training of the services provider.

The distinguishing feature of the Professional, Scientific, and Technical Services subsector is the fact that most of the industries grouped in it have production processes that are almost wholly dependent on worker skills. In most of these industries, equipment and materials are not of major importance, unlike health care, for example, where “high tech” machines and materials are important collaborating inputs to labor skills in the production of health care. Thus, the establishments classified in this subsector sell expertise. Much of the expertise requires degrees, though not in every case.

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

### **5411 Legal Services**

This NAICS industry group includes establishments classified in the following NAICS industries: 54111, Offices of Lawyers; and 54119, Other Legal Services.

#### **54111 Offices of Lawyers**

This industry comprises offices of legal practitioners known as lawyers or attorneys (i.e., counselors-at-law) primarily engaged in the practice of law. Establishments in this industry may provide expertise in a range or in specific areas of law, such as criminal law, corporate law, family and estate law, patent law, real estate law, or tax law.

#### **541110 Offices of Lawyers**

This industry comprises offices of legal practitioners known as lawyers or attorneys (i.e., counselors-at-law) primarily engaged in the practice of law. Establishments in this industry may provide expertise in a range or in specific areas of law, such as criminal law, corporate law, family and estate law, patent law, real estate law, or tax law.

The data published with NAICS code 541110 are comprised of the following SIC industry:

8111 Legal Services

#### **5411101 Offices of Lawyers (Except Legal Aid Societies)**

Establishments, headed by members of the bar, primarily engaged in the practice of law. These establishments may specialize in a particular form of law practice or provide a range of legal services.

#### **5411102 Legal Aid Societies and Similar Legal Services**

Establishments primarily engaged in providing legal aid or advice and are nonprofit and tax-exempt.

#### **54119 Other Legal Services**

This industry comprises establishments of legal practitioners (except lawyers and attorneys) primarily engaged in providing specialized legal or paralegal services.

#### **541191 Title Abstract and Settlement Offices**

This U.S. industry comprises establishments (except offices of lawyers and attorneys) primarily engaged in one or more of the following activities: (1) researching public land records to gather information relating to real estate

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titles; (2) preparing documents necessary for the transfer of the title, financing, and settlement; (3) conducting final real estate settlements and closings; and (4) filing legal and other documents relating to the sale of real estate. Real estate settlement offices, title abstract companies, and title search companies are included in this industry.

The data published with NAICS code 541191 are comprised of the following SIC industry:

6541 Title and Settlement Offices

### **541199 All Other Legal Services**

This U.S. industry comprises establishments of legal practitioners (except offices of lawyers and attorneys, settlement offices, and title abstract offices). These establishments are primarily engaged in providing specialized legal or paralegal services.

The data published with NAICS code 541199 are comprised of this part of the following SIC industry:

7389 (pt) Process Services, Patent Agents, Notaries Public, and Paralegal Services

### **5412 Accounting, Tax Preparation, Bookkeeping, and Payroll Services**

This industry comprises establishments primarily engaged in providing services, such as auditing of accounting records, designing accounting systems, preparing financial statements, developing budgets, preparing tax returns, processing payrolls, bookkeeping, and billing.

#### **54121 Accounting, Tax Preparation, Bookkeeping, and Payroll Services**

This industry comprises establishments primarily engaged in providing services, such as auditing of accounting records, designing accounting systems, preparing financial statements, developing budgets, preparing tax returns, processing payrolls, bookkeeping, and billing.

#### **541211 Offices of Certified Public Accountants**

This U.S. industry comprises establishments of accountants that are certified to audit the accounting records of public and private organizations and to attest to compliance with generally accepted accounting practices. Offices of certified public accountants (CPAs) may provide one or more of the following accounting services: (1) auditing financial statements; (2) designing accounting systems; (3) preparing financial statements; (4) developing budgets; and (5) providing advice on matters related to accounting. These establishments may also provide related services, such as bookkeeping, tax return preparation, and payroll processing.

The data published with NAICS code 541211 are comprised of this part of the following SIC industry:

8721 (pt) Offices of Certified Public Accountants

#### **541213 Tax Preparation Services**

This U.S. industry comprises establishments (except offices of CPAs) engaged in providing tax return preparation services without also providing accounting, bookkeeping, billing, or payroll processing services. Basic knowledge of tax law and filing requirements is required.

The data published with NAICS code 541213 are comprised of the following SIC industry:

7291 Tax Preparation Services

#### **541214 Payroll Services**

This U.S. industry comprises establishments (except offices of CPAs) engaged in the following without also providing accounting, bookkeeping, or billing services: (1) collecting information on hours worked, pay rates, deductions, and other payroll-related data from their clients and (2) using that information to generate paychecks, payroll reports, and tax filings. These establishments may use data processing and tabulating techniques as part of providing their services.

The data published with NAICS code 541214 are comprised of these parts of the following SIC industries:

7819 (pt) Talent Payment Services

8721 (pt) Payroll Services

#### **5412141 Talent Payment Services**

Establishments primarily engaged in providing payment services for actors, actresses, and other entertainment professionals.

#### **5412142 Payroll Services (Except Talent Payment Services)**

Establishments primarily engaged in the following, without also providing accounting or accounts auditing services: (a) collecting information on hours worked, pay rates, deductions, and other payroll-related data from their clients; and (b) using that information to generate paychecks, payroll reports, and tax filings. These establishments may use data processing and tabulating techniques in the execution of their services.

#### **541219 Other Accounting Services**

This U.S. industry comprises establishments (except offices of CPAs) engaged in providing accounting services (except tax return preparation services only or payroll services only). These establishments may also provide tax return preparation or payroll services. Accountant (except CPA) offices, bookkeeper offices, and billing offices are included in this industry.

The data published with NAICS code 541219 are comprised of this part of the following SIC industry:

8721 (pt) Other Accounting Services



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## **5413 Architectural, Engineering, and Related Services**

This NAICS industry group includes establishments classified in the following NAICS industries: 54131, Architectural Services; 54133, Engineering Services; 54134, Drafting Services; 54135, Building Inspection Services; 54136, Geophysical Surveying and Mapping Services; 54137, Surveying and Mapping (Except Geophysical) Services; and 54138, Testing Laboratories.

### **54131 Architectural Services**

This industry comprises establishments primarily engaged in planning and designing residential, institutional, leisure, commercial, and industrial buildings and structures by applying knowledge of design, construction procedures, zoning regulations, building codes, and building materials.

### **541310 Architectural Services**

This industry comprises establishments primarily engaged in planning and designing residential, institutional, leisure, commercial, and industrial buildings and structures by applying knowledge of design, construction procedures, zoning regulations, building codes, and building materials.

The data published with NAICS code 541310 are comprised of the following SIC industry:

8712 Architectural Services

### **54133 Engineering Services**

This industry comprises establishments primarily engaged in applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. The assignments undertaken by these establishments may involve any of the following activities: provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

### **541330 Engineering Services**

This industry comprises establishments primarily engaged in applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. The assignments undertaken by these establishments may involve any of the following activities: provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

The data published with NAICS code 541330 are comprised of the following SIC industry:

8711 Engineering Services

### **54134 Drafting Services**

This industry comprises establishments primarily engaged in drawing detailed layouts, plans, and illustrations of buildings, structures, systems, or components from engineering and architectural specifications.

### **541340 Drafting Services**

This industry comprises establishments primarily engaged in drawing detailed layouts, plans, and illustrations of buildings, structures, systems, or components from engineering and architectural specifications.

The data published with NAICS code 541340 are comprised of this part of the following SIC industry:

7389 (pt) Drafting Services

### **54135 Building Inspection Services**

This industry comprises establishments primarily engaged in providing building inspection services. These establishments typically evaluate all aspects of the building structure and component systems and prepare a report on the physical condition of the property, generally for buyers or others involved in real estate transactions. Building inspection bureaus and establishments providing home inspection services are included in this industry.

### **541350 Building Inspection Services**

This industry comprises establishments primarily engaged in providing building inspection services. These establishments typically evaluate all aspects of the building structure and component systems and prepare a report on the physical condition of the property, generally for buyers or others involved in real estate transactions. Building inspection bureaus and establishments providing home inspection services are included in this industry.

The data published with NAICS code 541350 are comprised of this part of the following SIC industry:

7389 (pt) Building Inspection Services

### **54136 Geophysical Surveying and Mapping Services**

This industry comprises establishments primarily engaged in gathering, interpreting, and mapping geophysical data. Establishments in this industry often specialize in locating and measuring the extent of subsurface resources, such as oil, gas, and minerals, but they may also conduct surveys for engineering purposes. Establishments in this industry use a variety of surveying techniques depending on the purpose of the survey, including magnetic surveys, gravity surveys, seismic surveys, or electrical and electromagnetic surveys.



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### **541360 Geophysical Surveying and Mapping Services**

This industry comprises establishments primarily engaged in gathering, interpreting, and mapping geophysical data. Establishments in this industry often specialize in locating and measuring the extent of subsurface resources, such as oil, gas, and minerals, but they may also conduct surveys for engineering purposes. Establishments in this industry use a variety of surveying techniques depending on the purpose of the survey, including magnetic surveys, gravity surveys, seismic surveys, or electrical and electromagnetic surveys.

The data published with NAICS code 541360 are comprised of these parts of the following SIC industries:

- 1081 (pt) Geophysical Surveying Services for Metal Mining, on a Contract Basis
- 1382 (pt) Geophysical Surveying Services for Oil and Gas Fields, on a Contract Basis
- 1481 (pt) Geophysical Surveying Services for Nonmetallic Minerals (Except Fuels) on a Contract Basis
- 8713 (pt) Geophysical Surveying

#### **5413601 Geophysical Surveying**

Establishments primarily engaged in surveying and mapping of subsurface terrain or formations. Establishments in this industry specialize in such areas as identifying the location of subsurface fault lines and mineral deposits using a variety of surveying techniques including magnetic surveys, gravity surveys, seismic surveys, or electrical and electromagnetic surveys.

#### **5413602 Geophysical Surveying Services Only for Metal Mining, Contract Basis**

Establishments primarily engaged in surveying and mapping subsurface terrain or formations for metal mining.

#### **5413603 Geophysical Surveying Services Only for Oil and Gas Fields, Contract Basis**

Establishments primarily engaged in surveying and mapping subsurface and surface terrain or formations for oil and gas fields.

#### **5413604 Geophysical Surveying Services Only for Nonmetallic Mineral (Except Fuels), Contract Basis**

Establishments primarily engaged in surveying and mapping subsurface terrain or formations for nonmetallic minerals, except fuels.

### **54137 Surveying and Mapping (Except Geophysical) Services**

This industry comprises establishments primarily engaged in performing surveying and mapping services of the surface of the earth, including the sea floor. These services may include surveying and mapping of areas above

or below the surface of the earth, such as the creation of view easements or segregating rights in parcels of land by creating underground utility easements.

### **541370 Surveying and Mapping (Except Geophysical) Services**

This industry comprises establishments primarily engaged in performing surveying and mapping services of the surface of the earth, including the sea floor. These services may include surveying and mapping of areas above or below the surface of the earth, such as the creation of view easements or segregating rights in parcels of land by creating underground utility easements.

The data published with NAICS code 541370 are comprised of these parts of the following SIC industries:

- 7389 (pt) Map Making Services
- 8713 (pt) Surveying Services

#### **5413701 Surveying Services**

Establishments primarily engaged in providing professional land and water surveying services (except geophysical) or providing land, water, and underwater terrain survey mapping services.

#### **5413702 Map Making Services**

Establishments primarily engaged in providing land, water, and underwater terrain mapping services, without surveying services.

### **54138 Testing Laboratories**

This industry comprises establishments primarily engaged in performing physical, chemical, and other analytical testing services, such as acoustics or vibration testing, assaying, biological testing (except medical and veterinary), calibration testing, electrical and electronic testing, geotechnical testing, mechanical testing, nondestructive testing, or thermal testing. The testing may occur in a laboratory or on-site.

#### **541380 Testing Laboratories**

This industry comprises establishments primarily engaged in performing physical, chemical, and other analytical testing services, such as acoustics or vibration testing, assaying, biological testing (except medical and veterinary), calibration testing, electrical and electronic testing, geotechnical testing, mechanical testing, nondestructive testing, or thermal testing. The testing may occur in a laboratory or on-site.

The data published with NAICS code 541380 are comprised of this part of the following SIC industry:

- 8734 (pt) Testing Laboratories

## **5414 Specialized Design Services**

This industry group comprises establishments providing specialized design services (except architectural, engineering, and computer systems design).

### **54141 Interior Design Services**

This industry comprises establishments primarily engaged in planning, designing, and administering projects in interior spaces to meet the physical and aesthetic needs of people using them, taking into consideration building codes, health and safety regulations, traffic patterns and floor planning, mechanical and electrical needs, and interior fittings and furniture. Interior designers and interior design consultants work in areas, such as hospitality design, health care design, institutional design, commercial and corporate design, and residential design. This industry also includes interior decorating consultants engaged exclusively in providing aesthetic services associated with interior spaces.

#### **541410 Interior Design Services**

This industry comprises establishments primarily engaged in planning, designing, and administering projects in interior spaces to meet the physical and aesthetic needs of people using them, taking into consideration building codes, health and safety regulations, traffic patterns and floor planning, mechanical and electrical needs, and interior fittings and furniture. Interior designers and interior design consultants work in areas, such as hospitality design, health care design, institutional design, commercial and corporate design, and residential design. This industry also includes interior decorating consultants engaged exclusively in providing aesthetic services associated with interior spaces.

The data published with NAICS code 541410 are comprised of this part of the following SIC industry:

7389 (pt) Interior Design Services

### **54142 Industrial Design Services**

This industry comprises establishments primarily engaged in creating and developing designs and specifications that optimize the use, value, and appearance of their products. These services can include the determination of the materials, construction, mechanisms, shape, color, and surface finishes of the product, taking into consideration human characteristics and needs, safety, market appeal, and efficiency in production, distribution, use, and maintenance. Establishments providing automobile or furniture industrial design services or industrial design consulting services are included in this industry.

#### **541420 Industrial Design Services**

This industry comprises establishments primarily engaged in creating and developing designs and specifications that optimize the use, value, and appearance of their

products. These services can include the determination of the materials, construction, mechanisms, shape, color, and surface finishes of the product, taking into consideration human characteristics and needs, safety, market appeal, and efficiency in production, distribution, use, and maintenance. Establishments providing automobile or furniture industrial design services or industrial design consulting services are included in this industry.

The data published with NAICS code 541420 are comprised of this part of the following SIC industry:

7389 (pt) Industrial Design Services

### **54143 Graphic Design Services**

This industry comprises establishments primarily engaged in planning, designing, and managing the production of visual communication in order to convey specific messages or concepts, clarify complex information, or project visual identities. These services can include the design of printed materials, packaging, advertising, signage systems, and corporate identification (logos). This industry also includes commercial artists engaged exclusively in generating drawings and illustrations requiring technical accuracy or interpretative skills.

#### **541430 Graphic Design Services**

This industry comprises establishments primarily engaged in planning, designing, and managing the production of visual communication in order to convey specific messages or concepts, clarify complex information, or project visual identities. These services can include the design of printed materials, packaging, advertising, signage systems, and corporate identification (logos). This industry also includes commercial artists engaged exclusively in generating drawings and illustrations requiring technical accuracy or interpretative skills.

The data published with NAICS code 541430 are comprised of these parts of the following SIC industries:

7336 Commercial Art and Graphic Design

8099 (pt) Medical Artists

#### **5414301 Graphic Design Services (Except Commercial Art and Medical Artists)**

Establishments primarily engaged in planning, designing and managing the production of the design of printed materials, packaging video screen displays, advertising signage systems, and corporate logos.

#### **5414302 Commercial Art**

Establishments primarily engaged in providing commercial art and illustration services.

#### **5414303 Medical Artists**

Establishments primarily engaged in providing commercial sketches and drawings of body parts and other biological objects.

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### **54149 Other Specialized Design Services**

This industry comprises establishments primarily engaged in providing professional design services (except architectural, landscape architecture, engineering, interior, industrial, graphic, and computer system design).

### **541490 Other Specialized Design Services**

This industry comprises establishments primarily engaged in providing professional design services (except architectural, landscape architecture, engineering, interior, industrial, graphic, and computer system design).

The data published with NAICS code 541490 are comprised of this part of the following SIC industry:

7389 (pt) Other Design Services

### **5415 Computer Systems Design and Related Services**

This industry comprises establishments primarily engaged in providing expertise in the field of information technologies through one or more of the following activities: (1) writing, modifying, testing, and supporting software to meet the needs of a particular customer; (2) planning and designing computer systems that integrate computer hardware, software, and communication technologies; (3) on-site management and operation of clients' computer systems and/or data processing facilities; and (4) other professional and technical computer-related advice and services.

### **54151 Computer Systems Design and Related Services**

This industry comprises establishments primarily engaged in providing expertise in the field of information technologies through one or more of the following activities: (1) writing, modifying, testing, and supporting software to meet the needs of a particular customer; (2) planning and designing computer systems that integrate computer hardware, software, and communication technologies; (3) on-site management and operation of clients' computer systems and/or data processing facilities; and (4) other professional and technical computer-related advice and services.

### **541511 Custom Computer Programming Services**

This U.S. industry comprises establishments primarily engaged in writing, modifying, testing, and supporting software to meet the needs of a particular customer.

The data published with NAICS code 541511 are comprised of the following SIC industry:

7371 Custom Computer Programming Services

### **541512 Computer Systems Design Services**

This U.S. industry comprises establishments primarily engaged in planning and designing computer systems that integrate computer hardware, software, and communication technologies. The hardware and software components

of the system may be provided by this establishment or company as part of integrated services or may be provided by third parties or vendors. These establishments often install the system and train and support users of the system.

The data published with NAICS code 541512 are comprised of these parts of the following SIC industries:

7373 Computer Systems Integrators

7379 (pt) Computer Systems Consultants

### **5415121 Computer Systems Integrators**

Establishments primarily engaged in developing or modifying computer software, and packaging or bundling the software with computer hardware (computers and computer peripheral equipment) to create and market an integrated system for specific applications. These establishments must provide each of the following services: (1) the development or modification of the computer software; (2) the marketing of purchased computer hardware; and (3) involvement in all phases of system development from design through installation.

### **5415122 Computer Systems Consultants (Except Systems Integrators)**

Establishments primarily engaged in consulting with clients and planning and designing systems that integrate computer hardware, software, and communication technologies.

### **541513 Computer Facilities Management Services**

This U.S. industry comprises establishments primarily engaged in providing on-site management and operation of clients' computer systems and/or data processing facilities. Establishments providing computer systems or data processing facilities support services are included in this industry.

The data published with NAICS code 541513 are comprised of the following SIC industry:

7376 Computer Facilities Management Services

### **541519 Other Computer Related Services**

This U.S. industry comprises establishments primarily engaged in providing computer related services (except custom programming, systems integration design, and facilities management services). Establishments providing computer disaster recovery services or software installation services are included in this industry.

The data published with NAICS code 541519 are comprised of these parts of the following SIC industries:

7379 (pt) All Other Computer Consultants, (Except Computer Systems Consultants)

7379 (pt) All Other Computer Related Services

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### **5415191 Computer Consultants (Except Computer Systems Consultants)**

Establishments primarily engaged in providing computer consulting services (except computer systems consulting).

### **5415199 All Other Computer Related Services**

Establishments primarily engaged in supplying computer related services (except computer programming services, computer systems integrators, computer facilities management services, and computer consultants).

### **5416 Management, Scientific, and Technical Consulting Services**

This NAICS industry group includes establishments classified in the following NAICS industries: 54161, Management Consulting Services; 54162, Environmental Consulting Services; and 54169, Other Scientific and Technical Consulting Services.

#### **54161 Management Consulting Services**

This industry comprises establishments primarily engaged in providing advice and assistance to businesses and other organizations on management issues, such as strategic and organizational planning; financial planning and budgeting; marketing objectives and policies; human resource policies, practices, and planning; production scheduling; and control planning.

#### **541611 Administrative Management and General Management Consulting Services**

This U.S. industry comprises establishments primarily engaged in providing operating advice and assistance to businesses and other organizations on administrative management issues, such as financial planning and budgeting, equity and asset management, records management, office planning, strategic and organizational planning, site selection, new business startup, and business process improvement. This industry also includes establishments of general management consultants that provide a full range of administrative; human resource; marketing; process, physical distribution, and logistics; or other management consulting services to clients.

The data published with NAICS code 541611 are comprised of this part of the following SIC industry:

8742 (pt) Administrative Management and General Management Consulting Services

#### **541612 Human Resources and Executive Search Consulting Services**

This U.S. industry comprises establishments primarily engaged in providing advice and assistance to businesses and other organizations in one or more of the following

areas: (1) human resource and personnel policies, practices, and procedures; (2) employee benefits planning, communication, and administration; (3) compensation systems planning; (4) wage and salary administration; and (5) executive search and recruitment.

The data published with NAICS code 541612 are comprised of these parts of the following SIC industries:

7361 (pt) Executive Placement Services

8742 (pt) Human Resources and Personnel Management Consulting

8999 (pt) Actuarial Consulting Services

#### **5416121 Actuarial Consulting**

Establishments primarily engaged in applying statistical calculation especially of life expectancy in assessing life, health, social, and casualty insurance; annuities; pensions; and compensation and benefits planning.

#### **5416122 Executive Placement Services**

Establishments primarily engaged in executive search and recruitment services or executive placement services.

#### **5416123 Human Resources and Personnel Management Consulting**

Establishments primarily engaged in one or more of the following: (a) providing operating advice and assistance in areas, such as human resource and personnel policies, practices, and procedures; (b) employee benefits planning, communication, and administration; (c) compensation systems planning; and (d) wage and salary administration.

#### **541613 Marketing Consulting Services**

This U.S. industry comprises establishments primarily engaged in providing operating advice and assistance to businesses and other organizations on marketing issues, such as developing marketing objectives and policies, sales forecasting, new product developing and pricing, licensing and franchise planning, and marketing planning and strategy.

The data published with NAICS code 541613 are comprised of this part of the following SIC industry:

8742 (pt) Marketing Consulting Services

#### **541614 Process, Physical Distribution, and Logistics Consulting Services**

This U.S. industry comprises establishments primarily engaged in providing operating advice and assistance to businesses and other organizations in areas, such as: (1) manufacturing operations improvement; (2) productivity improvement; (3) production planning and control; (4)



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quality assurance and quality control; (5) inventory management; (6) distribution networks; (7) warehouse use, operations, and utilization; (8) transportation and shipment of goods and materials; and (9) materials management and handling.

The data published with NAICS code 541614 are comprised of this part of the following SIC industry:

8742 (pt) Process, Physical, Distribution, and Logistics Consulting

### **541618 Other Management Consulting Services**

This U.S. industry comprises establishments primarily engaged in providing management consulting services (except administrative and general management consulting; human resources consulting; marketing consulting; or process, physical distribution, and logistics consulting). Establishments providing telecommunications or utilities management consulting services are included in this industry.

The data published with NAICS code 541618 are comprised of these parts of the following SIC industries:

4731 (pt) Tariff Consultants

8748 (pt) Other Management Consulting Services

### **5416181 Tariff Consulting**

Establishments primarily engaged in providing information and advise on freight shipping or tariffs.

### **5416182 All Other Management Consulting Services**

Establishments primarily engaged in providing management consulting services (expert administrative and general management consulting; human resource consulting; marketing consulting; tariff consulting; or process, physical distribution, and logistics consulting). Establishments providing telecommunications or utilities management consulting services are included in this industry.

### **54162 Environmental Consulting Services**

This industry comprises establishments primarily engaged in providing advice and assistance to businesses and other organizations on environmental issues, such as the control of environmental contamination from pollutants, toxic substances, and hazardous materials. These establishments identify problems (e.g., inspect buildings for hazardous materials), measure and evaluate risks, and recommend solutions. They employ a multidisciplinary staff of scientists, engineers, and other technicians with expertise in areas, such as air and water quality, asbestos contamination, remediation, and environmental law. Establishments providing sanitation or site remediation consulting services are included in this industry.

### **541620 Environmental Consulting Services**

This industry comprises establishments primarily engaged in providing advice and assistance to businesses and other organizations on environmental issues, such as the control of environmental contamination from pollutants, toxic substances, and hazardous materials. These establishments identify problems (e.g., inspect buildings for hazardous materials), measure and evaluate risks, and recommend solutions. They employ a multidisciplinary staff of scientists, engineers, and other technicians with expertise in areas, such as air and water quality, asbestos contamination, remediation, and environmental law. Establishments providing sanitation or site remediation consulting services are included in this industry.

The data published with NAICS code 541620 are comprised of this part of the following SIC industry:

8999 (pt) Environmental Consulting Services

### **54169 Other Scientific and Technical Consulting Services**

This industry comprises establishments primarily engaged in providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental).

### **541690 Other Scientific and Technical Consulting Services**

This industry comprises establishments primarily engaged in providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental).

The data published with NAICS code 541690 are comprised of these parts of the following SIC industries:

8748 (pt) Other Scientific and Technical Consulting Services

8999 (pt) Scientific and Related Consulting Services (Except Environmental and Actuarial)

### **5416901 Economic and Related Consulting Services**

Establishments primarily engaged in providing advice and assistance to business and other organizations on scientific and technical issues (except environmental).

### **5416902 Scientific and Related Consulting Services (Except Environmental and Actuarial)**

Establishments primarily engaged in furnishing scientific or related advice on a contract or fee basis.

### **5417 Scientific Research and Development Services**

This industry group comprises establishments engaged in conducting original investigation undertaken on a systematic basis to gain new knowledge (research) and/or the

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application of research findings or other scientific knowledge for the creation of new or significantly improved products or processes (experimental development). The industries within this industry group are defined on the basis of the domain of research; that is, on the scientific expertise of the establishment.

### **54171 Research and Development in the Physical, Engineering, and Life Sciences**

This industry comprises establishments primarily engaged in conducting research and experimental development in the physical, engineering, or life sciences, such as agriculture, electronics, environmental, biology, botany, biotechnology, computers, chemistry, food, fisheries, forests, geology, health, mathematics, medicine, oceanography, pharmacy, physics, veterinary, and other allied subjects.

#### **541710 Research and Development in the Physical, Engineering, and Life Sciences**

This industry comprises establishments primarily engaged in conducting research and experimental development in the physical, engineering, or life sciences, such as agriculture, electronics, environmental, biology, botany, biotechnology, computers, chemistry, food, fisheries, forests, geology, health, mathematics, medicine, oceanography, pharmacy, physics, veterinary, and other allied subjects.

The data published with NAICS code 541710 are comprised of these parts of the following SIC industries:

- 8731 (pt) Commercial Physical and Engineering Sciences Research
- 8733 (pt) Noncommercial Physical and Engineering Sciences Research
- 8731 (pt) Commercial Life Sciences Research
- 8733 (pt) Noncommercial Life Sciences Research

#### **5417101 Research and Development in the Physical and Engineering Sciences**

Establishments primarily engaged in conducting research and experimental development in the physical sciences, engineering, electronics, computer, chemistry, oceanography, geology, mathematics, physics, environmental, and other allied subjects.

#### **54171011 Noncommercial Research and Development in the Physical and Engineering Sciences**

Establishments primarily engaged in conducting noncommercial research and experimental development in the physical sciences, engineering, electronics, computer, chemistry, oceanography, geology, mathematics, physics, environmental, and other allied subjects funded from gifts, grants, and contributions.

#### **54171012 Commercial Research and Development in the Physical and Engineering Sciences**

Establishments primarily engaged in conducting commercial research and experimental development in the physical sciences, engineering, electronics, computer, chemistry, oceanography, geology, mathematics, physics, environmental, and other allied subjects on a fee or contract basis.

#### **5417102 Research and Development in the Life Sciences**

Establishments primarily engaged in conducting research and experimental development in medicine, health, biology, botany, biotechnology, agriculture, fisheries, forests, pharmacy, and other life sciences including veterinary sciences.

#### **54171021 Noncommercial Research and Development in the Life Sciences**

This industry comprises establishments primarily engaged in conducting research and experimental development in medicine, health, biology, botany, biotechnology, agriculture, fisheries, forests, pharmacy, and other life sciences including veterinary sciences. The noncommercial establishments included here operate primarily on funds from gifts, grants, and contributions.

#### **54171022 Commercial Research and Development in the Life Sciences**

Establishments primarily engaged in conducting research and experimental development in medicine, health, biology, botany, biotechnology, agriculture, fisheries, forests, pharmacy, and other life sciences including veterinary sciences, on a contract or fee (commercial) basis.

#### **54172 Research and Development in the Social Sciences and Humanities**

This industry comprises establishments primarily engaged in conducting research and analyses in cognitive development, sociology, psychology, language, behavior, economic, and other social science and humanities research.

#### **541720 Research and Development in the Social Sciences and Humanities**

This industry comprises establishments primarily engaged in conducting research and analyses in cognitive development, sociology, psychology, language, behavior, economic, and other social science and humanities research.

The data published with NAICS code 541720 are comprised of these parts of the following SIC industries:

- 8732 (pt) Social Science and Humanities Research

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8733 (pt) Noncommercial Research in Social Sciences and Humanities

### **5417201 Noncommercial Research and Development in the Social Sciences and Humanities**

This industry comprises establishments primarily engaged in conducting research and analysis in education, sociology, psychology, language, behavior, economic, legal, and other social science and humanities research. The noncommercial establishments included here operate primarily on funds from gifts, grants, and contributions.

### **5417202 Commercial Research and Development in the Social Sciences and Humanities**

Establishments primarily engaged in conducting research and analysis in education, sociology, psychology, language, behavior, economic, legal, and other social science and humanities research on a contract or fee (commercial) basis.

### **5418 Advertising and Related Services**

This NAICS industry group includes establishments classified in the following NAICS industries: 54181, Advertising Agencies; 54182, Public Relations Agencies; 54183, Media Buying Agencies; 54184, Media Representatives; 54185, Display Advertising; 54186, Direct Mail Advertising; 54187, Advertising Material Distribution Services; and 84189, Other Services Related to Advertising.

#### **54181 Advertising Agencies**

This industry comprises establishments primarily engaged in creating advertising campaigns and placing such advertising in periodicals, newspapers, radio and television, or other media. These establishments are organized to provide a full range of services (i.e., through in-house capabilities or subcontracting), including advice, creative services, account management, production of advertising material, media planning, and buying (i.e., placing advertising).

#### **541810 Advertising Agencies**

This industry comprises establishments primarily engaged in creating advertising campaigns and placing such advertising in periodicals, newspapers, radio and television, or other media. These establishments are organized to provide a full range of services (i.e., through in-house capabilities or subcontracting), including advice, creative services, account management, production of advertising material, media planning, and buying (i.e., placing advertising).

The data published with NAICS code 541810 are comprised of the following SIC industry:

7311 Advertising Agencies

#### **54182 Public Relations Agencies**

This industry comprises establishments primarily engaged in designing and implementing public relations campaigns. These campaigns are designed to promote the interests and image of their clients. Establishments providing lobbying, political consulting, or public relations consulting are included in this industry.

#### **541820 Public Relations Agencies**

This industry comprises establishments primarily engaged in designing and implementing public relations campaigns. These campaigns are designed to promote the interests and image of their clients. Establishments providing lobbying, political consulting, or public relations consulting are included in this industry.

The data published with NAICS code 541820 are comprised of the following SIC industry:

8743 Public Relations Services

#### **54183 Media Buying Agencies**

This industry comprises establishments primarily engaged in purchasing advertising time or space from media outlets and reselling it to advertising agencies or individual companies directly.

#### **541830 Media Buying Agencies**

This industry comprises establishments primarily engaged in purchasing advertising time or space from media outlets and reselling it to advertising agencies or individual companies directly.

The data published with NAICS code 541830 are comprised of this part of the following SIC industry:

7319 (pt) Media Buying Services

#### **54184 Media Representatives**

This industry comprises establishments of independent representatives primarily engaged in selling media time or space for media owners.

#### **541840 Media Representatives**

This industry comprises establishments of independent representatives primarily engaged in selling media time or space for media owners.

The data published with NAICS code 541840 are comprised of the following SIC industry:

7313 Radio, Television, and Publishers' Advertising Representatives

#### **5418401 Radio and Television Advertising Representatives**

Establishments primarily engaged in selling time or space to advertisers or advertising agencies for radio or television station (or network) owners.

## **5418402 Publishers' Advertising Representatives**

Establishments primarily engaged in selling time or space to advertisers or advertising agencies for newspapers, magazines, and other publications.

## **54185 Display Advertising**

This industry comprises establishments primarily engaged in creating and designing public display advertising, campaign materials, such as printed, painted, or electronic displays, and/or placing such displays on indoor or outdoor billboards and panels, or on or within transit vehicles or facilities, shopping malls, retail (in-store) displays, and other display structures or sites.

## **541850 Display Advertising**

This industry comprises establishments primarily engaged in creating and designing public display advertising, campaign materials, such as printed, painted, or electronic displays, and/or placing such displays on indoor or outdoor billboards and panels, or on or within transit vehicles or facilities, shopping malls, retail (in-store) displays, and other display structures or sites.

The data published with NAICS code 541850 are comprised of these parts of the following SIC industries:

- 7312 Outdoor Advertising Services
- 7319 (pt) Display Advertising, Except Outdoor

## **5418501 Display Advertising (Except Outdoor)**

Establishments primarily engaged in preparing display advertising services (except outdoor).

## **5418502 Outdoor Advertising Services**

Establishments primarily engaged in the preparation and presentation of poster displays and painted and electric sign displays on billboards, panels, bulletins, and frames principally outdoors.

## **54186 Direct Mail Advertising**

This industry comprises establishments primarily engaged in (1) creating and designing advertising campaigns for the purpose of distributing advertising materials (e.g., coupons, flyers, samples) or specialties (e.g., key chains, magnets, pens with customized messages imprinted) by mail or other direct distribution; and/or (2) preparing advertising materials or specialties for mailing or other direct distribution. These establishments may also compile, maintain, sell, and rent mailing lists.

## **541860 Direct Mail Advertising**

This industry comprises establishments primarily engaged in (1) creating and designing advertising campaigns for the purpose of distributing advertising materials (e.g., coupons, flyers, samples) or specialties (e.g., key

chains, magnets, pens with customized messages imprinted) by mail or other direct distribution; and/or (2) preparing advertising materials or specialties for mailing or other direct distribution. These establishments may also compile, maintain, sell, and rent mailing lists.

The data published with NAICS code 541860 are comprised of this part of the following SIC industry:

- 7331 (pt) Direct Mail Advertising Services (Except Mail List Services)

## **54187 Advertising Material Distribution Services**

This industry comprises establishments primarily engaged in the direct distribution or delivery of advertisements (e.g., circulars, coupons, handbills) or samples. Establishments in this industry use methods, such as delivering advertisements or samples door-to-door, placing flyers or coupons on car windshields in parking lots, or handing out samples in retail stores.

## **541870 Advertising Material Distribution Services**

This industry comprises establishments primarily engaged in the direct distribution or delivery of advertisements (e.g., circulars, coupons, handbills) or samples. Establishments in this industry use methods, such as delivering advertisements or samples door-to-door, placing flyers or coupons on car windshields in parking lots, or handing out samples in retail stores.

The data published with NAICS code 541870 are comprised of this part of the following SIC industry:

- 7319 (pt) Advertising Materials Distribution Services

## **54189 Other Services Related to Advertising**

This industry comprises establishments primarily engaged in providing advertising services (except advertising agency services, public relations agency services, media buying agency services, media representative services, display advertising services, direct mail advertising services, advertising material distribution services, and marketing consulting services).

## **541890 Other Services Related to Advertising**

This industry comprises establishments primarily engaged in providing advertising services (except advertising agency services, public relations agency services, media buying agency services, media representative services, display advertising services, direct mail advertising services, advertising material distribution services, and marketing consulting services).

The data published with NAICS code 541890 are comprised of these parts of the following SIC industries:

- 5199 (pt) Advertising Specialties Goods Distributors
- 7319 (pt) Other Advertising Services
- 7389 (pt) Sign Painting and Lettering Shop



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7389 (pt) Welcoming Services

### **5418901 Welcoming Services**

Establishments primarily engaged in providing promotional business services to tourists and new residents of a community.

### **5418902 Advertising Specialties Goods Distributors**

Establishments primarily engaged in the wholesale distribution of advertising novelties and specialties.

### **5418903 Sign Painting and Lettering Shop**

Establishments primarily engaged in making signs to individual order or in office door and window lettering.

### **5418909 All Other Advertising**

This industry comprises establishments primarily engaged in providing advertising services (except advertising agency services, public relations agency services, media buying agency services, media representative services, display advertising services, direct mail advertising services, advertising material distribution services, sign painting and lettering shops, marketing consulting services, and welcoming services).

### **5419 Other Professional, Scientific, and Technical Services**

This industry group comprises establishments engaged in professional, scientific, and technical services (except legal services; accounting, tax preparation, bookkeeping, and related services; architectural, engineering, and related services; specialized design services; computer systems design and related services; management, scientific, and technical consulting services; scientific research and development services; and advertising and related services).

### **54191 Marketing Research and Public Opinion Polling**

This industry comprises establishments primarily engaged in systematically gathering, recording, tabulating, and presenting marketing and public opinion data.

### **541910 Marketing Research and Public Opinion Polling**

This industry comprises establishments primarily engaged in systematically gathering, recording, tabulating, and presenting marketing and public opinion data.

The data published with NAICS code 541910 are comprised of this part of the following SIC industry:

8732 (pt) Marketing Research and Public Opinion Polling

### **54192 Photographic Services**

This industry comprises establishments primarily engaged in providing still, video, or digital photography services. These establishments may specialize in a particular field of photography, such as commercial and industrial photography, portrait photography, and special events photography. Commercial or portrait photography studios are included in this industry.

### **541921 Photography Studios, Portrait**

This U.S. industry comprises establishments known as portrait studios primarily engaged in providing still, video, or digital portrait photography services.

The data published with NAICS code 541921 are comprised of the following SIC industry:

7221 Photographic Studios, Portrait

### **541922 Commercial Photography**

This U.S. industry comprises establishments primarily engaged in providing commercial photography services, generally for advertising agencies, publishers, and other business and industrial users.

The data published with NAICS code 541922 are comprised of these parts of the following SIC industries:

7335 Commercial Photography

8099 (pt) Medical Photography

### **5419221 Commercial Photography (Except Medical Photography)**

Establishments primarily engaged in providing commercial photography services (except medical photography).

### **5419222 Medical Photography**

Establishments primarily engaged in making still photographs or motion pictures of body parts, medical specimens, or other biological objects.

### **54193 Translation and Interpretation Services**

This industry comprises establishments primarily engaged in translating written material and interpreting speech from one language to another and establishments primarily engaged in providing sign language services.

### **541930 Translation and Interpretation Services**

This industry comprises establishments primarily engaged in translating written material and interpreting speech from one language to another and establishments primarily engaged in providing sign language services.

The data published with NAICS code 541930 are comprised of this part of the following SIC industry:

7389 (pt) Translation and Interpretation Services

## **PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES**

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**54199 All Other Professional, Scientific, and Technical Services**

This industry comprises establishments primarily engaged in the provision of professional, scientific, or technical services (except legal services; accounting, tax preparation, bookkeeping, and related services; architectural, engineering, and related services; specialized design services; computer systems design and related services; management, scientific, and technical consulting services; scientific research and development services; advertising and related services; market research and public opinion polling; photographic services; translation and interpretation services; and veterinary services).

**541990 All Other Professional, Scientific, and Technical Services**

This industry comprises establishments primarily engaged in the provision of professional, scientific, or

technical services (except legal services; accounting, tax preparation, bookkeeping, and related services; architectural, engineering, and related services; specialized design services; computer systems design and related services; management, scientific, and technical consulting services; scientific research and development services; advertising and related services; market research and public opinion polling; photographic services; translation and interpretation services; and veterinary services).

The data published with NAICS code 541990 are comprised of this part of the following SIC industry:

7389 (pt) All Other Professional, Scientific, and Technical Services

# Appendix C.

## Coverage and Methodology

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### MAIL/NONMAIL UNIVERSE

For this sector, large- and medium-size firms, plus all firms known to operate more than one establishment, were sent questionnaires to be completed and returned to the Census Bureau by mail. For most very small firms, data from existing administrative records of other Federal agencies were used instead. These records provided basic information on location, kind of business, receipts, payroll, number of employees, and legal form of organization.

Firms in the 1997 Economic Census were divided into the mail universe and nonmail universe. The coverage of and the method of obtaining census information from each are described below:

1. The mail universe consisted of firms for which information was obtained by means of a mail canvass and included:
  - a. Large employers, i.e., all multiestablishment firms, and all employer firms with payroll above a specified cutoff (The term “employers” refers to firms with one or more paid employees at any time during 1997 as shown in the active administrative records of other Federal agencies.).
  - b. A sample of small employers, i.e., single-establishment firms with payroll below a specified cutoff, in classifications for which specialized data precluded reliance solely on administrative records sources.
2. The nonmail universe consisted of firms that were not required to file a regular census return and included:
  - a. Selected small employers, i.e., single-establishment firms with payroll below a specified cutoff. Although the payroll cutoff varied by kind of business, small employers in the nonmail universe generally included firms with less than 10 employees and represented about 10 percent of total receipts of establishments covered in the census. Data on receipts, payroll, and employment for small employers in the nonmail universe were derived or estimated from administrative records of other Federal agencies.
  - b. All taxable nonemployers, i.e., all firms subject to Federal income tax with no paid employees during 1997. Receipts information for these firms was obtained from administrative records of other Federal agencies. Although consisting of many firms,

nonemployers accounted for less than 10-percent of total receipts of all establishments covered in the census. The census included only those nonemployer firms which reported a receipts volume of \$1,000 or more during 1997. Establishments exempt from Federal income tax with no paid employees were excluded as in previous censuses. Data for nonemployers are not included in this report, but are released as part of the Core Business Statistics Series.

### INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

The classifications for all establishments in this sector were assigned in accordance with the 1997 North American Industry Classification System (NAICS) Manual, United States. NAICS is a common classification system developed by the United States, Canada, and Mexico. This system replaces the 1987 Standard Industrial Classification (SIC) that was used in previous censuses. Appendix A of the 1997 NAICS manual provides information on the comparability between the 1987 SIC and the 1997 NAICS. More information on NAICS is available in the NAICS manual and at [www.census.gov/naics](http://www.census.gov/naics).

The method of assigning classifications, and the level of detail at which establishments were classified, differed between the mail and nonmail universe as follows:

1. The mail universe.
  - a. Establishments in the mail universe were classified on the basis of their self-designation, sources of receipts, and other industry-specific inquiries.
2. The nonmail universe.
  - a. Selected small employers were classified on the basis of the most current kind-of-business classification available from one of the Census Bureau's current sample surveys or the 1992 Economic Census. Otherwise, the classification was obtained from administrative records of other Federal agencies. If the census or administrative record classifications proved inadequate (none corresponded to a 1997 Economic Census classification in the detail required for employers), the firm was sent a brief inquiry requesting information necessary to assign a 1997 census kind-of-business code.
  - b. Nonemployers were classified on the basis of information obtained from administrative records of other Federal agencies.

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## METHOD OF ASSIGNING TAX STATUS

For kind-of-business classifications where there were substantial numbers of taxable and tax-exempt establishments, establishments were classified based on the Federal income tax filing requirement for the establishment or organization. This classification was based primarily on the response to an inquiry on the census questionnaire. Establishments that indicated that all or part of their income was exempt from Federal income tax under provisions of section 501 of the Internal Revenue Service (IRS) code were classified as tax-exempt; establishments indicating no such exemption were classified as taxable. All government-operated hospitals were classified as tax-exempt. For establishments in the nonmail universe, the tax status classification was based upon the type of tax return filed by the firm or organization.

For selected kind-of-business classifications that are comprised primarily of tax-exempt establishments, all establishments in those classifications were defined as tax-exempt. All establishments in the remaining kind-of-business classifications (comprised primarily of taxable establishments) were defined as taxable.

## RELIABILITY OF DATA

All data compiled for this sector are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, processing, and estimation for missing or misreported data.

Data presented in the Miscellaneous Subjects and the Sources of Receipt or Revenue reports for this sector are subject to sampling errors as well as nonsampling errors. Specifically, these data are estimated based on information obtained from census questionnaires mailed to all large employers and to a sample of small employers in the universe. Sampling errors affect these estimates insofar as they may differ from results that would be obtained from a complete enumeration.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data;

however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Census Bureau obtains limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

## TREATMENT OF NONRESPONSE

Census report forms included two different types of inquiries, "basic" and "industry-specific." Data for the basic inquiries, which include location, kind of business or operation, receipts or revenue, payroll, number of employees, and legal form of organization, were available from a combination of sources for all establishments. Data for industry-specific inquiries, tailored to the particular kinds of business or operation covered by the report, were available only from the establishments in the mail universe that completed the appropriate inquiries on the questionnaire.

Two methods were used to account for nonresponse to industry-specific inquiries. For some inquiries, missing data was imputed for individual records based on responses from similar establishments. For other inquiries, the total of reported data was expanded to represent 100 percent of the mail and nonmail universe. Data presented for industry-specific inquiries based on a December 31 reference date were expanded in direct relationship to total receipts or revenue of only those establishments in business at the end of the year. Unless otherwise noted in specific reports, data for other industry-specific inquiries were expanded in direct relationship to total receipts or revenue of all establishments included in the category. In a few cases, expansion on the basis of the receipts or revenue item was not appropriate, and another basic data item was used as the basis for expansion.

All reports in which data were expanded to account for nonmail employers and nonrespondents include a coverage indicator for each publication category, which shows the receipts or revenue of establishments responding to the industry-specific inquiry as a percent of total receipts or revenue for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

# Appendix D. Geographic Notes

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## **DISTRICT OF COLUMBIA**

There are no geographic notes for the District of Columbia.

# Appendix E. Metropolitan Areas

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## **DISTRICT OF COLUMBIA**

### **Washington, DC—MD—VA—WV PMSA**

District of Columbia, DC  
Calvert County, MD  
Charles County, MD  
Frederick County, MD  
Montgomery County, MD  
Prince George's County, MD  
Arlington County, VA  
Clarke County, VA  
Culpeper County, VA  
Fairfax County, VA  
Fauquier County, VA  
King George County, VA  
Loudoun County, VA  
Prince William County, VA  
Spotsylvania County, VA  
Stafford County, VA  
Warren County, VA  
Alexandria, VA (IC)  
Fairfax, VA (IC)  
Falls Church, VA (IC)  
Fredericksburg, VA (IC)  
Manassas, VA (IC)  
Manassas Park, VA (IC)  
Berkeley County, WV  
Jefferson County, WV

### **Washington—Baltimore, DC—MD—VA—WV CMSA**

Baltimore, MD PMSA  
Anne Arundel County, MD  
Baltimore County, MD  
Carroll County, MD

### **Washington—Baltimore, DC—MD—VA—WV CMSA—Con.**

Baltimore, MD PMSA—Con.  
Harford County, MD  
Howard County, MD  
Queen Anne's County, MD  
Baltimore, MD (IC)  
Hagerstown, MD PMSA  
Washington County, MD  
Washington, DC—MD—VA—WV PMSA  
District of Columbia, DC  
Calvert County, MD  
Charles County, MD  
Frederick County, MD  
Montgomery County, MD  
Prince George's County, MD  
Arlington County, VA  
Clarke County, VA  
Culpeper County, VA  
Fairfax County, VA  
Fauquier County, VA  
King George County, VA  
Loudoun County, VA  
Prince William County, VA  
Spotsylvania County, VA  
Stafford County, VA  
Warren County, VA  
Alexandria, VA (IC)  
Fairfax, VA (IC)  
Falls Church, VA (IC)  
Fredericksburg, VA (IC)  
Manassas, VA (IC)  
Manassas Park, VA (IC)  
Berkeley County, WV  
Jefferson County, WV

