

**1997 Economic Census--Construction Sector
Special Study
Housing Starts Statistics--A Profile of the Homebuilding Industry**

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Introduction

The 1997 Economic Census-Construction Sector (hereafter, the “census”) asked establishments involved in the construction of new residential buildings how many housing units they started during the census year. This was the first time these questions were included in the census, and was done at the suggestion of the National Association of Home Builders (NAHB). Although the census has always produced data on homebuilder activity in terms of value of construction work done, we agreed that it would be useful to also collect data on the number of housing units started, the standard measure of the industry. Collecting these data in the census provides a basis for the development of homebuilder profiles which complement the housing starts data collected in the Census Bureau’s Survey of Construction (SOC). SOC produces a great deal of data on new housing units, but is unable to provide any information on the homebuilders themselves.

During 1997, an estimated 92,521 establishments were involved in new single-family construction while an estimated 8,145 establishments were involved in new multifamily construction. The data collected in the census allow for the classification of these establishments into small, medium, and large builders depending on the number of units they started in 1997. The data show, for example, that small single-family builders (i.e., those building less than 25 houses in the year) accounted for a substantial share (39 percent) of total single-family housing starts in 1997.

Background

Statistics presented in this paper are based on data collected in the 1997 Economic Census-Construction Sector. The census includes establishments having one or more paid employees primarily engaged in construction activity. The term “construction” is defined to include new work, additions, alterations, and repairs. “Establishments” (or offices) of multi-establishment companies are counted separately.

The census preferred measure of activity in dollar terms is “value of construction work done” as opposed to receipts (or billings). For most contractors, receipts closely approximate value of work done. This may not be the case, however, for operative builders (defined as establishments building houses for sale on land they own). For those establishments, we ask for their value of work done to reflect the actual work done during the year.

Please refer to any 1997 Economic Census-Construction Sector published report for a complete description of the census including an explanation of terms, coverage and methodology, and reliability of the estimates. All reports are available on the Internet at www.census.gov/mcd.

There were 13 versions of the basic questionnaire used in the 1997 Economic Census-Construction Sector. Each questionnaire was customized to a set of construction industries at roughly the NAICS subsector or industry group level. The housing starts questions were only

included on the questionnaire (see attached CC-1508 form) sent to establishments primarily responsible for entire residential or nonresidential building projects, mainly general contractors and operative builders. (A small number of land subdivider and construction management establishments also received the CC-1508 form.) This particular questionnaire was not intended for general contractors working on nonresidential non-building structures or for specialty trade contractors. Some of these contractors may have received the CC-1508 form in error if they were misclassified on the Census Bureau's business register.

Statistics in this paper show estimates of housing starts production of establishments regardless of their NAICS classification. All general contractor or operative builder establishments reporting some or all of their 1997 value of work done from the construction of new residential buildings are included. Consequently, an establishment working primarily on the construction of commercial buildings but doing some "secondary" homebuilding is included. Likewise, an establishment working primarily on the construction of new single-family houses as a general contractor, but also doing some secondary work as an electrical contractor is also included.

As mentioned, in a few cases a general contractor of nonresidential non-building projects or a speciality trade contractor doing some homebuilding as a secondary activity and who happened to have received the CC-1508 form are included. Other such establishments doing exactly the same work and not receiving the CC-1508 form are not included.

Tabulations of housing starts data are shown separately for those establishments building single-family and multifamily housing units. Establishments involved in building both types of structures are counted in both groups.

As will be seen, two items on the CC-1508 form relate closely to the housing starts questions (item 21) and play an important role in the tabulations. They are item 13 which asks for the percentage of the value of work done by specific kind of builder (KOB) category, and item 14 which asks for the percentage of the value of work done by type of buildings constructed and whether the work involved new construction, renovation, or maintenance and repairs.

Findings

Tables 1a and 1b show a distribution of housing starts and establishments by percent of new single-family and multifamily construction work. Respondents based those percents on their total dollar value of construction work done.

For example, the first row of data in Table 1a shows that 12,350 houses were started by 7,254 establishments each reporting that between 1 and 19 percent of their total value of construction work can be attributed to the construction of new single-family houses.

Table 1a shows that an estimated 40,520 establishments were involved only in the construction of new single-family houses. The reported housing starts of these establishments were 600,381

units, or about 70 percent of the total 856,624 single-family housing starts estimated from the census. Establishments with less than 100 percent new single-family construction were involved in another type or types of construction (i.e., single-family remodeling, multifamily, commercial, etc.).

Table 1b shows that the housing starts from establishments involved in only the construction of new multifamily housing were a much smaller share (33 percent) of the total.

Tables 2a and 2b show the distribution of housing starts and establishments by housing starts size classes.

Data in Table 2a show that about 39 percent of single-family housing starts are built by small builders (less than 25 units in the year); 21 percent by medium builders (25-99 units); and 40 percent by large builders (more than 100 units). The distribution for multifamily housing starts is again quite different with 77 percent of the units being built by large builders.

Note that it is possible to have zero housing starts even though an establishment reported value of construction work on new residential buildings. This was especially true for multifamily builders where 3,213 of the total 8,145 establishments have zero housing starts. A review of the data showed that more than two-thirds of the multifamily builder establishments with zero starts reported less than 20 percent of their value of work done as work done on new multifamily buildings.

Tables 3a and 3b show detailed data for the subset of establishments building only new single-family or new multifamily housing construction **and** working exclusively as general contractors or operative builders. (To further explain, Table 1a shows 40,520 establishments performing 100 percent new single-family construction, whereas Table 3a shows a total of 33,918 establishments. The difference represents establishments which reported some of their work on new single-family houses as specialty trade contractors, land subdividers, or construction managers.)

As with Tables 2a and 2b, data are shown by number of housing starts per establishment. Selected statistics (number of establishments, value of construction work done, etc.) are shown in summary, average per establishment, selected ratios, and average per housing start. (These same statistics for all homebuilder establishments are available upon request.)

Data in Table 3a show that for the establishments doing only new single-family construction as general contractors or operative builders, a larger share of the reported housing starts was done by the larger builders, in comparison to all establishments as shown in Table 2a. In Table 3a, the small builders accounted for 31 percent of the starts; the medium builders, 22 percent; and the large builders, 46 percent.

This table also shows differences in the data items by builder size. For example, the larger builders showed less payroll and material expenditures as a percent of total value of work done,

and more work subcontracted to others. The larger builders also showed fewer construction workers as a percent of all employees. The smaller builders showed a larger average value of construction work per housing start.

Comparison With SOC Housing Starts

Tables 1a and 1b show that an estimated 856,281 single-family and 336,471 multifamily housing units were started in 1997 according to data collected in the census. This compares with an estimated 1,133,700 single-family and 340,300 multifamily housing units started in 1997 from the Survey of Construction (SOC). (See Current Construction Reports, series C20, *Housing Starts*.) SOC data are collected monthly by a nationwide staff of more than 200 interviewers who select a sample of residential building permits each month and follow-up on those units with the builders for starts, sales, completions, and characteristics information.

The following are some reasons for the differences in those estimates:

1. Since both series are based on samples, the estimates are subject to sampling variability as well as errors of response and nonreporting.
2. The SOC figures include an estimated 131,000 single-family housing starts for which the homeowner did all the work him/herself or acted as his/her own general contractor. These units are not included in the census housing starts data.
3. The census figures do not include housing starts done by general contractor or operative builder establishments without employees. In 1997, there were more than 200,000 of these “nonemployer” establishments. There is no information available on their specific kind of work, although most probably were remodelers.
4. As mentioned above, the census estimates do not ordinarily include housing starts done as a secondary activity by establishments classified as nonresidential non-building general contractors or speciality trade contractors. Housing starts data were not collected from these establishments.
5. The census figures also do not include housing starts done by establishments primarily building residential housing on their own land for rent or lease. NAICS classifies these establishments in the Real Estate and Rental and Leasing Sector. NAICS also classifies establishments that provide the volunteer construction of low-cost housing in the Health Care and Social Assistance Sector. Housing starts data were not collected from establishments in these sectors.

Lastly, although SOC and the census use the same definitions for classifying single versus multifamily housing, differences may result in practice. SOC data are collected and coded by trained interviewers. The census questionnaires are completed by respondents with limited

coding instructions, and often those are overlooked. There may be a tendency, for example, for census respondents to report single-family townhouse units as multifamily units.

Limitations

Caution should be used when comparing the housing starts data presented here with published 1997 census data. This is because the housing starts data were not included in the regular census data processing and review. Processing on the housing starts data was delayed for two reasons: (1) the inclusion of the housing starts questions on the census questionnaire was seen as a trial run to evaluate question wording and data collectability, and (2) our main focus was on releasing the census core statistics as soon as possible.

Only after the census publications were released did the review of the housing starts data begin. A relatively high nonresponse rate and some inconsistencies with other census data were found. At that point, the housing starts data underwent an additional edit and review. As part of this, telephone calls were made to clarify responses. A procedure was also developed to impute housing starts for those not reporting.

Partial measures of the reliability of the housing starts statistics, in the form of relative standard errors, are presented in Tables 4 and 5. However, there are no measures of non-sampling errors. We expect the reliability of the housing starts data to be better for the 2002 Economic Census with improved question wording, and where the data will be edited, reviewed and published as part of the census.

Table 1a. Housing Starts and Establishments by Percent of New Single-Family Activity: 1997

Percent of new single-family construction	Number of housing starts	Percent distribution	Number of establishments	Percent distribution
1-19%	12,350	1.4	7,254	7.8
20-39%	18,208	2.1	7,971	8.6
40-59%	32,309	3.8	10,391	11.2
60-79%	53,543	6.3	10,605	11.5
80-99%	139,833	16.3	15,780	17.1
100%	600,381	70.1	40,520	43.8
Total	856,624	100.0	92,521	100.0

Table 1b. Housing Starts and Establishments by Percent of New Multifamily Activity: 1997

Percent of new multifamily construction	Number of housing starts	Percent distribution	Number of establishments	Percent distribution
1-19%	50,560	15.9	2,856	35.1
20-39%	45,868	14.4	1,852	22.7
40-59%	35,194	11.1	896	11.0
60-79%	26,437	8.3	474	5.8
80-99%	55,423	17.4	676	8.3
100%	104,749	32.9	1,391	17.1
Total	318,231	100.0	8,145	100.0

Table 2a. Housing Starts and Establishments by Single-Family Housing Starts Size Class: 1997

Number of housing starts per establishment	Number of housing starts	Percent distribution	Number of establishments	Percent distribution
0	0		13,418	14.5
1-4	102,033	11.9	50,661	54.8
5-9	81,900	9.6	12,708	13.7
10-24	148,037	17.3	10,183	11.0
25-99	182,812	21.3	4,338	4.7
100-499	207,687	24.2	1,060	1.1
500+	134,154	15.7	152	0.2
Total	856,624	100.0	92,521	100.0

Table 2b. Housing Starts and Establishments by Multifamily Housing Starts Size Class: 1997

Number of housing starts per establishment	Number of housing starts	Percent distribution	Number of establishments	Percent distribution
0	0		3,213	39.4
2-9	7,995	2.5	1,904	23.4
10-24	22,273	7.0	1,425	17.5
25-99	43,216	13.6	831	10.2
100-499	135,768	42.7	678	8.3
500+	108,978	34.2	94	1.2
Total	318,231	100.0	8,145	100.0

Table 3a. Selected Statistics for Establishments by Single-Family Housing Starts Size Class: 1997

[Thousand dollars unless otherwise noted. Detail may not add to total because of rounding.]

Number of units started	Number of establishments	Number of starts	Total number of employees	Total number of construction workers	Value of construction work	Total payroll	Cost of materials	Cost of work subcontracted out to others
0	3,736	0	10,744	6,733	2,677,959	248,281	859,205	826,090
1-4	14,781	33,363	37,620	26,168	7,275,214	790,536	2,279,750	2,213,506
5-9	6,557	42,175	21,640	13,408	7,138,275	543,938	2,201,927	2,392,112
10-24	5,411	79,226	23,387	12,840	10,751,706	693,135	3,287,734	3,981,909
25-99	2,608	109,258	22,471	10,150	12,840,371	807,905	3,671,217	5,155,046
100-499	720	138,000	23,109	8,006	17,302,072	1,005,418	3,814,289	7,903,676
500+	105	90,772	16,801	5,987	11,448,418	709,739	2,391,131	5,064,495
Total	33,918	492,792	155,772	83,293	69,434,015	4,798,953	18,505,252	27,536,833
AVERAGES PER ESTABLISHMENT								
Number of units started		Average number of starts	Average number of employees	Average number of construction workers	Average value of construction work	Average payroll	Average cost of materials	Average cost of work subcontracted out to others
0		0	3	2	717	66	230	221
1-4		2	3	2	492	53	154	150
5-9		6	3	2	1,089	83	336	365
10-24		15	4	2	1,987	128	608	736
25-99		42	9	4	4,923	310	1,408	1,977
100-499		192	32	11	24,031	1,396	5,298	10,977
500+		864	160	57	109,033	6,759	22,773	48,233
Total		15	5	2	2,047	141	546	812
RATIOS								
Number of units started		Payroll per employee	Construction workers per total employees	Average per dollar value of construction work				
				Payroll	Cost of materials	Cost of work subcontracted out to others		
0		23.1	.627	.093	.321	.308		
1-4		21.0	.696	.109	.313	.304		
5-9		25.1	.620	.076	.308	.335		
10-24		29.6	.549	.064	.306	.370		
25-99		36.0	.452	.063	.286	.401		
100-499		43.5	.346	.058	.220	.457		
500+		42.2	.356	.062	.209	.442		
Total		30.8	.535	.069	.267	.397		
AVERAGES PER HOUSING START								
Number of units started		Average number of employees	Average number of construction workers	Average value of construction work	Average payroll	Average cost of materials	Average cost of work subcontracted out to others	
0		X	X	X	X	X	X	
1-4		1.128	.784	218	24	68	66	
5-9		.513	.318	169	13	52	57	
10-24		.295	.162	136	9	41	50	
25-99		.206	.093	118	7	34	47	
100-499		.167	.058	125	7	28	57	
500+		.185	.066	126	8	26	56	
Total		.316	.169	141	10	38	56	

X-Not applicable

Table 3b. Selected Statistics for Establishments by Multifamily Housing Starts Size Class: 1997

[Thousand dollars unless otherwise noted. Detail may not add to total because of rounding.]

Number of units started	Number of establishments	Number of starts	Total number of employees	Total number of construction workers	Value of construction work	Total payroll	Cost of materials	Cost of work subcontracted to others
0	288	0	1,165	853	181,846	30,091	46,561	74,200
2-9	227	969	723	550	146,380	17,957	51,654	57,400
10-24	186	3,060	947	606	256,977	25,760	76,367	101,019
25-99	179	9,870	1,425	933	626,443	48,611	133,340	277,953
100-499	277	53,106	3,730	2,310	2,052,576	133,908	393,680	1,068,739
500+	18	17,262	1,164	535	789,200	43,038	200,987	496,052
Total	1,174	84,267	9,153	5,787	4,053,422	299,365	902,588	2,075,363
AVERAGES PER ESTABLISHMENT								
Number of units started		Average number of starts	Average number of employees	Average number of construction workers	Average value of construction work	Average payroll	Average cost of materials	Average cost of work subcontracted to others
0		0	4	3	631	104	162	258
2-9		4	3	2	645	79	228	253
10-24		16	5	3	1,382	138	411	543
25-99		55	8	5	3,500	272	745	1,553
100-499		192	13	8	7,410	483	1,421	3,858
500+		959	65	30	43,844	2,391	11,166	27,558
Total		72	8	5	3,453	255	769	1,768
RATIOS								
Number of units started		Payroll per employee	Construction workers per total employees	Average per dollar value of construction work				
				Payroll	Cost of materials	Cost of work subcontracted out to others		
0		25.8	.732	.165	.256	.408		
2-9		24.8	.761	.123	.353	.392		
10-24		27.2	.640	.100	.297	.393		
25-99		34.1	.655	.078	.213	.444		
100-499		35.9	.619	.065	.192	.521		
500+		37.0	.460	.055	.255	.629		
Total		32.7	.632	.074	.223	.512		
AVERAGES PER HOUSING START								
Number of units started		Average number of employees	Average number of construction workers	Average value of construction work	Average payroll	Average cost of materials	Average cost of work subcontracted to others	
0		X	X	X	X	X	X	
2-9		.746	.568	151	19	53	59	
10-24		.309	.198	84	8	25	33	
25-99		.144	.095	64	5	14	28	
100-499		.070	.043	39	3	7	20	
500+		.067	.031	46	3	12	29	
Total		.109	.069	48	4	11	25	

X-Not applicable

**Table 4. Relative Standard Errors for Tables 1a and 1b
[Percent]**

Percent of New Construction	Single-Family		Multifamily	
	Number of establishments	Number of starts	Number of establishments	Number of starts
1-19%	3.4	3.5	4.5	1.9
20-39%	3.4	4.1	6.1	2.9
40-59%	3.1	3.9	8.0	2.4
60-79%	2.9	5.6	9.9	5.9
80-99%	2.3	2.7	10.5	7.3
100%	1.5	1.5	6.8	7.2
Total	1.0	1.2	2.8	2.8

**Table 5. Relative Standard Errors for Tables 3a and 3b
[Percent]**

Housing Starts Size Category	Single-Family		Multifamily	
	Number of establishments	Value of construction work	Number of establishments	Value of construction work
0	5.1	8.0	16.3	21.6
1-4	2.6	3.0	X	X
5-9	3.6	4.1	X	X
2-9	X	X	17.9	20.9
10-24	3.6	3.7	20.1	19.7
25-99	4.4	3.7	15.3	9.1
100-499	6.3	2.0	15.9	21.6
500+	5.4	0.3	0.0	0.0
Total	1.6	1.2	7.6	11.2

X-Not applicable



1997 ECONOMIC CENSUS
CENSUS OF CONSTRUCTION INDUSTRIES

DUE DATE
FEBRUARY 12, 1998

If you have questions about completing this report, please call or write the Census Bureau. In any communication, be sure to refer to the 11-digit Census File Number (CFN) printed in the label to the right. Return your completed form to:

BUREAU OF THE CENSUS
1201 East 10th Street
Jeffersonville, IN 47134-0001

Toll-free assistance, 8:00 a.m. to 8:00 p.m., eastern time, Monday through Friday:

1-800-233-6136

CC-1508

Please read the accompanying instruction guide before answering the questions.

Census use only

(Please correct any error in name, address, and ZIP Code)

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by Census Bureau employees and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

Item 1. EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown in the label the SAME as that used for this establishment on its latest 1997 Employer's Quarterly Federal Tax Return, Treasury Form 941?

094 1 Yes

2 No - Enter current EIN (9 digits) →

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Item 2. PHYSICAL LOCATION - Answer parts a-d
(P.O. boxes or rural routes are not physical locations.)

a. Is this establishment's physical location the same as the address shown in the label?

093 1 Yes 2 No - Enter physical location below ↗

Number and street

City, town, village, etc.

State

ZIP Code

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

095 1 Yes 3 No legal boundaries

2 No 4 Do not know

c. In what type of municipality is this establishment located?

096 1 City, village, or borough

2 Town or township

3 Other or do not know

d. In what COUNTY is this establishment located?

Item 3. OPERATIONAL STATUS

a. How many months during 1997 did this firm or organization actively operate this establishment?

Number of months
002

b. Mark (X) the ONE box which best describes this establishment at the end of 1997

001 1 In operation

2 Temporarily or seasonally inactive

3 Ceased operation - Give date →

4 Sold or leased to another operator - Give date → AND enter name, etc., below ↗

Figures only

Month	Day	Year

Name of new owner or operator

Number and street

City

State

ZIP Code

Item 4. ORGANIZATIONAL STATUS - Mark (X) the ONE box which best describes this establishment during 1997

003 1 Individual proprietorship

2 Partnership

3 Cooperative association (taxable)

4 Cooperative association (tax-exempt)

5 Government - Specify _____

0 Corporation (Do not mark if any form of cooperative association)

9 Other - Specify _____

If this establishment is primarily engaged in construction activities as shown on the Kind of Construction Activities List enclosed, then complete the entire questionnaire. Otherwise, complete items 5, 6, and 12, describe your business in item 13, and enter your name and telephone number in item 23.

Item 5. EMPLOYMENT IN 1997 - Your answers should be based on all employees included on your Employer's Quarterly Federal Tax Return, Treasury Form 941. Do not include your subcontractors or their employees.

During the pay periods including the 12th of March, May, August, and November 1997 -

a. how many construction workers were on the payroll of this establishment?

INCLUDE -

- Apprentices
- Working foremen
- Equipment operators and mechanics
- Journeymen
- Job-site record keepers
- Others engaged directly in construction
- Craftsmen
- Laborers
- Truck drivers and helpers

b. how many other employees were on the payroll of this establishment?

INCLUDE -

- Supervisors above working foremen
- Office staff
- Executives
- Personnel staff
- Architects
- Others engaged in nonconstruction activities
- Accounting staff
- Engineers
- Purchasing agents

c. how many total employees were on the payroll of this establishment?

Sum lines a and b

Number of employees of this establishment during the pay periods including the 12th of -			
March 1997	May 1997	August 1997	November 1997
101	102	103	104
105	106	107	108
109	110	111	112

HOW TO REPORT DOLLAR FIGURES

Report dollars rounded to thousands.

Example: If a value is \$1,025,739.00 – REPORT →

If a value is "0" (or less than \$500.00) – MARK (X) →

Millions (000)	Thousands (000)	Mark (X) if "0"
1	026	<input type="checkbox"/> 0
		<input checked="" type="checkbox"/> 0

Item	Key	Mil.	Thou.	Mark (X) if "0"
Item 6. PAYROLL IN 1997 BEFORE DEDUCTIONS				
What were the annual payroll costs to this establishment for – <i>Exclude fringe benefits listed in item 8.</i>				
a. construction workers (as defined in item 5a)?	117			<input type="checkbox"/> 0
b. other employees (as defined in item 5b)?	118			<input type="checkbox"/> 0
c. all employees? <i>Sum lines a and b</i>	119			<input type="checkbox"/> 0
Item 7. FIRST QUARTER PAYROLL IN 1997				
What were the first quarter payroll costs (January to March) for all employees before deductions in 1997?				
	120			<input type="checkbox"/> 0
Item 8. EMPLOYER'S COST FOR FRINGE BENEFITS				
What were your employer costs of this establishment in 1997 for –				
a. legally required fringe benefits? <i>Include employer payments for Social Security, unemployment compensation, workman's compensation, and State disability programs, if required.</i>	121			<input type="checkbox"/> 0
b. voluntarily provided fringe benefits? <i>Include such items as payments for life insurance, medical insurance, pensions, welfare benefits, and union-negotiated benefits.</i>	122			<input type="checkbox"/> 0
c. all fringe benefits? <i>Sum lines a and b</i>	123			<input type="checkbox"/> 0
Item 9. CONSTRUCTION WORK SUBCONTRACTED OUT				
What was the total cost to this establishment for construction work subcontracted out in 1997? <i>Exclude the cost of materials purchased by this establishment for subcontractors.</i>				
	124			<input type="checkbox"/> 0
Item 10. MATERIALS, COMPONENTS, AND SUPPLIES				
What were the job-site, general office, and all other costs to this establishment for materials, components, and supplies in 1997? <i>Include the cost of materials purchased by this establishment for subcontractors.</i> <i>Exclude the cost of –</i>				
<ul style="list-style-type: none"> items purchased by this establishment that were installed in a building but were not part of its structure, such as production machinery, furniture, etc. items listed in item 11. 				
	125			<input type="checkbox"/> 0
Item 11. SELECTED COSTS				
What were the job-site, general office, and all other costs to this establishment in 1997 for – <i>Where items are combined on your books, separate estimates are preferred.</i>				
a. purchased electricity?	126			<input type="checkbox"/> 0
b. natural gas and manufactured gas (propane)?	127			<input type="checkbox"/> 0
c. gasoline and diesel fuel – ON highway?	128			<input type="checkbox"/> 0
d. gasoline and diesel fuel – OFF highway?	129			<input type="checkbox"/> 0
e. all other fuels and lubricants, including heating oils, lubricating oils and greases?	130			<input type="checkbox"/> 0
f. communication services, including telephone, pager, data transmission, fax, and related service contracts?	131			<input type="checkbox"/> 0
g. purchased maintenance and repair of construction equipment and tools; machinery; office equipment, furniture, and vehicles, including related service contracts?	132			<input type="checkbox"/> 0
h. purchased maintenance and repair of buildings, job-site trailers, and other structures? <i>Exclude janitorial services.</i>	133			<input type="checkbox"/> 0
i. the rental or lease of construction equipment and tools; machinery; office equipment, furniture, and vehicles? <i>Exclude capital leases (leases with a contract to own at the end of the lease).</i>	134			<input type="checkbox"/> 0
j. the rental or lease of buildings, job-site trailers, and other structures? <i>Exclude capital leases (leases with a contract to own at the end of the lease).</i>	135			<input type="checkbox"/> 0
Item 12. DOLLAR VALUE OF BUSINESS DONE IN 1997				
For this establishment in 1997 –				
a. (1) what were the receipts (or billings) for construction work done for others? <i>Include receipts (or billings) derived from contract construction, design-build contracts, and construction management.</i> <i>Exclude the cost of items purchased by this establishment that were installed in a building but were not part of its structure, such as production machinery, furniture, etc.</i>	136			<input type="checkbox"/> 0
(2) what was the estimated dollar value of construction work done on residential and other building projects which you sold or intended to sell, rent, or lease? <i>INCLUDE the estimated dollar value of –</i> <ul style="list-style-type: none"> all improvements to land associated with these building projects done by or for you in 1997. work actually done in 1997, whether buildings were sold or not. subdividing and preparing your own land into lots. <i>EXCLUDE the estimated dollar value of –</i> <ul style="list-style-type: none"> land. Even though land would generally be included in the value of your building project, the value of the land is not considered construction work done. 	137			<input type="checkbox"/> 0
(3) what was the total dollar value of construction work done? <i>Sum lines (1) and (2)</i>	139			<input type="checkbox"/> 0
b. what were the receipts for all other business activities done by this establishment in 1997? <i>INCLUDE –</i> <ul style="list-style-type: none"> architectural services, except the design portion of integrated design-build contracts engineering services manufacturing mining rental or lease of properties real estate commissions and property management fees <ul style="list-style-type: none"> rental of construction machinery or equipment to others, without an operator retail trade transportation wholesale trade other business activities 	140			<input type="checkbox"/> 0
c. what was the total dollar value of all business done by this establishment in 1997? <i>Sum lines 12a(3) and 12b</i>	141			<input type="checkbox"/> 0

If not shown, please enter your 11-digit Census File Number from the address label on page 1

Census File Number

HOW TO REPORT PERCENTAGES

Report percents rounded to whole percents.

Example: If figure is 38.8% - REPORT 39 %

Percent

39 %

Item 13. KIND OF BUSINESS IN 1997

What percent of the amount that you reported in item 12c (the total dollar value of business done in 1997) was due to -

a. each of the following construction activities? (As reported in item 12a)

	201 Code	Percent of total business done
Building construction on land owned by others - general contractor or design-builder	5201	%
Building construction on land owned by you, for sale	5310	%
Building construction on land owned by you, for rent or lease	9923	%
Construction management	8741	%
Remodeling - general contractor or design-builder	5202	%
Subdividing/developing land owned by you into lots for sale	5655	%
Excavation work, earthmoving, or land clearing contractor, connected with buildings	7941	%
Other kinds of construction - Refer to list of construction activities - Specify kind(s) of construction and enter code(s)	211	%
	212	%

b. each of the following other business activities? (As reported in item 12b)

Architectural services, except the design portion of integrated design-build contracts reported above	9911	%
Engineering services	9914	%
Manufacturing - products manufactured and sold to others - Specify kind	9915	%
Mining - minerals produced and sold to others	9916	%
Real estate commissions and property management fees	9917	%
Rental or lease of properties	9918	%
Retail trade - Specify kind	9920	%
Transportation of goods for others (e.g., dirt hauling)	9921	%
Wholesale trade - Specify kind	9922	%
Other business activities - Specify kind 299	9999	%

The sum of the percentages reported should equal 100%

100 %

Item 14. TYPE OF CONSTRUCTION

What percent of the amount you reported in item 12a(3) (the dollar value of construction work done by this establishment in 1997) involved the following types of construction? Report these percentages in column (1) of the table below. Then in columns (2), (3), and (4) allocate this percent according to the three categories of construction. The sum of columns (2) through (4) should equal the entry in column (1). Refer to the Instruction Guide for a step by step example and for definitions of the three categories of construction.

Type of construction	Percent of dollar value of construction work done		Three categories of construction					
			New construction		Additions, alterations, or reconstruction		Maintenance and repair work	
	Key	(1)	Key	(2)	Key	(3)	Key	(4)
BUILDING CONSTRUCTION								
Single-family houses, detached	316	%	416	%	516	%	616	%
Single-family houses, attached	317	%	417	%	517	%	617	%
Apartment buildings with two or more units, including rentals, apartment type condominiums, and cooperatives	318	%	418	%	518	%	618	%
Other residential buildings - Specify kind 219	319	%	419	%	519	%	619	%
Manufacturing and light industrial buildings, such as factories, assembly plants, and industrial research laboratories	321	%	421	%	521	%	621	%
Manufacturing and light industrial warehouses	322	%	422	%	522	%	622	%
Hotels, motels, and tourist cabins	323	%	423	%	523	%	623	%
Office buildings	324	%	424	%	524	%	624	%
Other commercial buildings, such as stores, restaurants, and automobile service stations	325	%	425	%	525	%	625	%
Commercial warehouses such as distribution buildings and mini-storage	326	%	426	%	526	%	626	%
Religious buildings	327	%	427	%	527	%	627	%
Educational buildings	328	%	428	%	528	%	628	%
Health care and institutional buildings	331	%	431	%	531	%	631	%
Public safety buildings such as prisons, police and fire stations	332	%	432	%	532	%	632	%
Farm buildings, nonresidential	333	%	433	%	533	%	633	%
Amusement, social, and recreational buildings	334	%	434	%	534	%	634	%
Other nonresidential buildings - Specify kind 238	338	%	438	%	538	%	638	%
NONBUILDING CONSTRUCTION								
Highways, streets, and related work, such as installation of guardrails, highway signs, etc.	341	%	441	%	541	%	641	%
Bridges and elevated highways	346	%	446	%	546	%	646	%
Tunnels: highway, pedestrian, railroad, etc.	347	%	447	%	547	%	647	%
Sewage treatment plants	361	%	461	%	561	%	661	%
Water treatment plants	362	%	462	%	562	%	662	%
Other nonbuilding construction - Specify kind 288	388	%	488	%	588	%	688	%
TOTAL value of construction work done in 1997								
Sum of columns (2), (3), and (4) TOTALS should equal 100% in column (1).		100 %	400	%	500	%	600	%

Item 15. OWNERSHIP OF CONSTRUCTION PROJECTS

What percent of the amount you reported in item 12a(3) (the dollar value of construction work done by this establishment in 1997) was on projects owned by the following?

	Key	Percent
Private businesses and individuals	801	%
State and local governments	802	%
Federal Government	803	%

TOTAL value of construction work done in 1997

100 %

Item 16. CONSTRUCTION WORK DONE AS A SUBCONTRACTOR

What percent of the amount that you reported in item 12a(3) (the dollar value of construction work done by this establishment in 1997) represents work you did for other contractors or builders? Enter "0" if you did not subcontract work from other contractors or builders.

Key	Percent
805	%

Item 17. STATES IN WHICH CONSTRUCTION WORK WAS DONE IN 1997
What percent of the amount that you reported in item 12a(3) (the dollar value of construction work done by this establishment in 1997) occurred in each State? The sum of the percentages reported should equal 100%.

State	Percent	State	Percent	State	Percent	State	Percent	State	Percent	State	Percent						
AL	701	%	FL	712	%	LA	722	%	NE	731	%	OK	740	%	VT	750	%
AK	702	%	GA	713	%	ME	723	%	NV	732	%	OR	741	%	VA	751	%
AZ	704	%	HI	715	%	MD	724	%	NH	733	%	PA	742	%	WA	753	%
AR	705	%	ID	716	%	MA	725	%	NJ	734	%	RI	744	%	WV	754	%
CA	706	%	IL	717	%	MI	726	%	NM	735	%	SC	745	%	WI	755	%
CO	708	%	IN	718	%	MN	727	%	NY	736	%	SD	746	%	WY	756	%
CT	709	%	IA	719	%	MS	728	%	NC	737	%	TN	747	%	US		100%
DE	710	%	KS	720	%	MO	729	%	ND	738	%	TX	748	%			
DC	711	%	KY	721	%	MT	730	%	OH	739	%	UT	749	%			

Item 18. ASSETS, CAPITAL EXPENDITURES, AND DEPRECIATION IN 1997
What was the dollar value of assets, capital expenditures, and depreciation for this establishment in 1997?

	Key	Mil.	Thou.	Mark (X) if "0"
a. Gross value of depreciable assets (usually original costs) at the BEGINNING of 1997	813			<input type="checkbox"/> 0
b. Capital expenditures for NEW and USED depreciable assets in 1997	816			<input type="checkbox"/> 0
c. Gross value of depreciable assets sold, retired, scrapped, destroyed, etc. in 1997	824			<input type="checkbox"/> 0
d. Gross value of depreciable assets at the END of 1997 (should equal lines a+b-c=d)	827			<input type="checkbox"/> 0
e. Depreciation charges for 1997	830			<input type="checkbox"/> 0

Item 19. INVENTORIES OF THIS ESTABLISHMENT AT END OF YEAR

What was the value of inventories for this establishment at the end of 1996 and 1997 for materials and supplies?

NOTE: Exclude work in progress and finished units not sold.

	End of 1996				End of 1997			
	Key	Mil.	Thou.	Mark (X) if "0"	Key	Mil.	Thou.	Mark (X) if "0"
	831			<input type="checkbox"/> 0	832			<input type="checkbox"/> 0

Item 20. OWNERSHIP OR CONTROL - Answer item 20 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.

a. Does another domestic company own more than 50% of the voting stock of this company OR have the power to direct the management and policies of this company?

- 097 Yes - Enter owning or controlling company's name, address, ZIP Code, and EI number
 No

Name		EI Number	
Number and street			
City		State	ZIP Code

b. Does this company own more than 50% of the voting stock of any other domestic companies OR have the power to direct the management and policies of any other domestic companies?

- If more space is needed, attach a separate sheet.
 098 Yes - Enter owned or controlled company's name, address, ZIP Code, and EI number
 No

Name		EI Number	
Number and street			
City		State	ZIP Code

Item 21. HOUSING STARTS

Were you involved in the construction of new residential buildings as a General Contractor or Builder during 1997?

- 099 No - Go to item 22 Yes - Continue

a. How many SINGLE-FAMILY HOUSES did you START during 1997?

Include attached single-family houses (townhouses) if each house is separated by an unbroken ground to roof wall. Otherwise report as multifamily (item 21b).
 Note: Structures are started when excavation for the building has begun.

- (1) Houses built for sale (whether sold or not) or for rent
 (2) Houses built for customers on their land (Do not report houses where the customer acted as the general contractor.)

Single-family Houses					
Detached			Attached		
Key	Number of houses	Mark (X) if "0"	Key	Number of houses	Mark (X) if "0"
840		<input type="checkbox"/> 0	841		<input type="checkbox"/> 0
842		<input type="checkbox"/> 0	843		<input type="checkbox"/> 0

b. How many MULTIFAMILY BUILDINGS/UNITS did you START during 1997?

Include multifamily buildings with two or more units, including rentals, apartment type condominiums, and cooperatives.

Note: Structures are started when excavation for the building has begun.

Multifamily Buildings/Units					
Key	Number of buildings	Mark (X) if "0"	Key	Number of housing units	Mark (X) if "0"
844		<input type="checkbox"/> 0	845		<input type="checkbox"/> 0

Item 22. NONRESIDENTIAL DESIGN-BUILD

What percent of the amount that you reported in item 12a(3) (the dollar value of construction work done by this establishment in 1997) represents DESIGN-BUILD work you did on NONRESIDENTIAL buildings and structures? Enter "0" if you did not work as a design-builder. Do not include work done on residential buildings, such as single-family houses and apartment buildings.

Key	Percent
846	%

COMMENTS - Please use this space for any explanation that may be essential in understanding your reported data.

Item 23. CERTIFICATION - Print or type

Period covered by this report	FROM: Mo. Year	TO: Mo. Year	Name of person to contact regarding this report		
Contact person's position or title	Telephone		Area code	Number	Extension
Email or Internet address	Fax		Area code	Number	
This report is substantially accurate and has been prepared in accordance with the instructions.	Signature			Date	