

# New Hampshire

# 1997

Issued August 1999

EC97S61A-NH

## 1997 Economic Census

*Educational 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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# 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/econguide](http://www.census.gov/econguide). 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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# Educational Services

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## SCOPE

The Educational Services sector (sector 61) comprises establishments that provide instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers. These establishments may be privately owned and operated for profit or not for profit, or they may be publicly owned and operated. They may also offer food and accommodation services to their students.

Educational services are usually delivered by teachers or instructors that explain, tell, demonstrate, supervise, and direct learning. Instruction is imparted in diverse settings, such as educational institutions, the workplace, or the home through correspondence, television, or other means. It can be adapted to the particular needs of the students, for example sign language can replace verbal language for teaching students with hearing impairments. All industries in the sector share this commonality of process, namely, labor inputs of instructors with the requisite subject matter expertise and teaching ability.

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 61 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 (OMB) as of June 30, 1997. A CMSA is an area used to

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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 State: 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>NEW HAMPSHIRE</b> |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>            | <b>Educational services</b> .....                           | <b>204</b>              | <b>63 506</b>      | <b>22 218</b>            | <b>4 773</b>                    | <b>1 085</b>  | <b>29.4</b>                              | <b>5.7</b>             |
| 611                  | Educational services .....                                  | 204                     | 63 506             | 22 218                   | 4 773                           | 1 085   | 29.4                                     | 5.7                    |
| 6114                 | Business schools, & computer & management training .....    | 25                      | 12 918             | 5 246                    | 1 159                           | 112   | 30.3                                     | —                      |
| 61142                | Computer training .....                                     | 13                      | 9 058              | 3 870                    | 875                             | 94  | 14.0                                     | —                      |
| 611420               | Computer training .....                                     | 13                      | 9 058              | 3 870                    | 875                             | 94  | 14.0                                     | —                      |
| 61143                | Professional & management development training .....        | 12                      | 3 860              | 1 376                    | 284                             | 18  | 68.5                                     | —                      |
| 611430               | Professional & management development training .....        | 12                      | 3 860              | 1 376                    | 284                             | 18  | 68.5                                     | —                      |
| 6115                 | Technical & trade schools .....                             | 34                      | 12 538             | 4 864                    | 1 211                           | 281   | 15.8                                     | 19.9                   |
| 61151                | Technical & trade schools .....                             | 34                      | 12 538             | 4 864                    | 1 211                           | 281   | 15.8                                     | 19.9                   |
| 611511               | Cosmetology & barber schools .....                          | 14                      | D                  | D                        | D                               | b   | D  | D                      |
| 611512               | Flight training .....                                       | 3                       | D                  | D                        | D                               | b   | D  | D                      |
| 611513               | Apprenticeship training .....                               | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611519               | Other trade & technical schools .....                       | 16                      | 8 358              | 3 373                    | 849                             | 173   | 13.8                                     | 22.4                   |
| 6116                 | Other schools & instruction .....                           | 128                     | 25 565             | 7 886                    | 1 534                           | 598   | 41.8                                     | 4.2                    |
| 61161                | Fine arts schools .....                                     | 36                      | 4 225              | 1 133                    | 254                             | 141   | 49.2                                     | 8.1                    |
| 611610               | Fine arts schools .....                                     | 36                      | 4 225              | 1 133                    | 254                             | 141   | 49.2                                     | 8.1                    |
| 6116101              | Dance schools (including children's & professionals') ..... | 30                      | 3 587              | 910                      | 219                             | 123   | 46.9                                     | 2.7                    |
| 6116102              | Art, drama, & music schools .....                           | 6                       | 638                | 223                      | 35                              | 18  | 61.8                                     | 38.2                   |
| 61162                | Sports & recreation instruction .....                       | 47                      | 9 563              | 2 704                    | 560                             | 243   | 38.2                                     | 7.5                    |
| 611620               | Sports & recreation instruction .....                       | 47                      | 9 563              | 2 704                    | 560                             | 243   | 38.2                                     | 7.5                    |
| 61163                | Language schools .....                                      | 3                       | D                  | D                        | D                               | a   | D  | D                      |
| 611630               | Language schools .....                                      | 3                       | D                  | D                        | D                               | a   | D  | D                      |
| 61169                | All other schools & instruction .....                       | 42                      | D                  | D                        | D                               | c   | D  | D                      |
| 611691               | Exam preparation & tutoring .....                           | 10                      | 1 996              | 906                      | 153                             | 52  | 36.4                                     | .8                     |
| 611692               | Automobile driving schools .....                            | 17                      | D                  | D                        | D                               | b   | D  | D                      |
| 611699               | All other miscellaneous schools & instruction .....         | 15                      | 7 770              | 2 434                    | 432                             | 120   | 28.6                                     | —                      |
| 6117                 | Educational support services .....                          | 17                      | 12 485             | 4 222                    | 869                             | 94  | 16.8                                     | .2                     |
| 61171                | Educational support services .....                          | 17                      | 12 485             | 4 222                    | 869                             | 94  | 16.8                                     | .2                     |
| 611710               | Educational support services .....                          | 17                      | 12 485             | 4 222                    | 869                             | 94  | 16.8                                     | .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 1b. Summary Statistics for Firms Exempt From Federal Income Tax for the State: 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>NEW HAMPSHIRE</b> |   |                         |                   |                    |                          |                                 |   |  |                        |
| <b>61</b>            | <b>Educational services</b> .....                           | <b>53</b>               | <b>16 068</b>     | <b>15 229</b>      | <b>4 464</b>             | <b>1 074</b>                    | <b>309</b>  | <b>14.7</b>                              | <b>21.0</b>            |
| 611                  | Educational services .....                                  | 53                      | 16 068            | 15 229             | 4 464                    | 1 074                           | 309   | 14.7                                     | 21.0                   |
| 6114                 | Business schools, & computer & management training ..       | 6                       | 3 319             | 3 300              | 690                      | 109                             | 16  | 7.3                                      | 7.3                    |
| 61142                | Computer training .....                                     | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611420               | Computer training .....                                     | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 61143                | Professional & management development training ....         | 5                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611430               | Professional & management development training ..           | 5                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 6115                 | Technical & trade schools .....                             | 4                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 61151                | Technical & trade schools .....                             | 4                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611513               | Apprenticeship training .....                               | 3                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611519               | Other trade & technical schools .....                       | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 6116                 | Other schools & instruction .....                           | 36                      | 9 151             | 8 592              | 2 725                    | 713                             | 241   | 16.5                                     | 34.2                   |
| 61161                | Fine arts schools .....                                     | 6                       | 2 638             | 2 705              | 1 175                    | 293                             | 89  | 32.3                                     | —                      |
| 611610               | Fine arts schools .....                                     | 6                       | 2 638             | 2 705              | 1 175                    | 293                             | 89  | 32.3                                     | —                      |
| 6116101              | Dance schools (including children's & professionals') ..... | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 6116102              | Art, drama, & music schools .....                           | 5                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 61162                | Sports & recreation instruction .....                       | 12                      | 1 156             | 1 103              | 426                      | 164                             | 59  | 10.2                                     | 9.5                    |
| 611620               | Sports & recreation instruction .....                       | 12                      | 1 156             | 1 103              | 426                      | 164                             | 59  | 10.2                                     | 9.5                    |
| 61163                | Language schools .....                                      | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611630               | Language schools .....                                      | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 61169                | All other schools & instruction .....                       | 17                      | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611691               | Exam preparation & tutoring .....                           | 3                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611699               | All other miscellaneous schools & instruction .....         | 14                      | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 6117                 | Educational support services .....                          | 7                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 61171                | Educational support services .....                          | 7                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611710               | Educational support services .....                          | 7                       | D                 | D                  | D                        | D                               | b   | D  | D                      |

<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>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA</b> |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b>                          | <b>995</b>              | <b>574 671</b>     | <b>185 257</b>           | <b>41 137</b>                   | <b>8 534</b>  | <b>24.6</b>                              | <b>9.6</b>             |
| 611  | Educational services                                 | 995                     | 574 671            | 185 257                  | 41 137                          | 8 534   | 24.6                                     | 9.6                    |
| 6114   | Business schools, & computer & management training   | 206                     | 237 733            | 85 437                   | 17 808                          | 2 693   | 18.6                                     | 8.5                    |
| 61141  | Business & secretarial schools                       | 22                      | D                  | D                        | D                               | e   | D  | D                      |
| 611410   | Business & secretarial schools                       | 22                      | D                  | D                        | D                               | e   | D  | D                      |
| 61142  | Computer training                                    | 98                      | D                  | D                        | D                               | g   | D  | D                      |
| 611420   | Computer training                                    | 98                      | D                  | D                        | D                               | g   | D  | D                      |
| 61143  | Professional & management development training       | 86                      | 110 580            | 37 909                   | 8 065                           | 893   | 9.9                                      | 3.1                    |
| 611430   | Professional & management development training       | 86                      | 110 580            | 37 909                   | 8 065                           | 893   | 9.9                                      | 3.1                    |
| 6115   | Technical & trade schools                            | 128                     | D                  | D                        | D                               | g   | D  | D                      |
| 61151  | Technical & trade schools                            | 128                     | D                  | D                        | D                               | g   | D  | D                      |
| 611511   | Cosmetology & barber schools                         | 44                      | 15 134             | 5 287                    | 1 178                           | 336   | 21.4                                     | 6.7                    |
| 611512   | Flight training                                      | 17                      | 19 257             | 8 189                    | 2 957                           | 284   | 25.5                                     | 35.8                   |
| 611519   | Other trade & technical schools                      | 60                      | 59 544             | 17 945                   | 4 311                           | 877   | 31.8                                     | 7.8                    |
| 6116   | Other schools & instruction                          | 573                     | D                  | D                        | D                               | h   | D  | D                      |
| 61161  | Fine arts schools                                    | 173                     | 27 676             | 8 765                    | 2 068                           | 841   | 40.8                                     | 15.5                   |
| 611610   | Fine arts schools                                    | 173                     | 27 676             | 8 765                    | 2 068                           | 841   | 40.8                                     | 15.5                   |
| 6116101  | Dance schools (including children's & professionals) | 140                     | 21 978             | 6 944                    | 1 756                           | 722   | 39.0                                     | 7.8                    |
| 6116102  | Art, drama, & music schools                          | 33                      | 5 698              | 1 821                    | 312                             | 119   | 47.4                                     | 45.2                   |
| 61162  | Sports & recreation instruction                      | 178                     | 40 161             | 12 112                   | 2 518                           | 1 081   | 43.0                                     | 11.8                   |
| 611620   | Sports & recreation instruction                      | 178                     | 40 161             | 12 112                   | 2 518                           | 1 081   | 43.0                                     | 11.8                   |
| 61163  | Language schools                                     | 25                      | 29 894             | 8 435                    | 1 587                           | 444   | 6.3                                      | 18.0                   |
| 611630   | Language schools                                     | 25                      | 29 894             | 8 435                    | 1 587                           | 444   | 6.3                                      | 18.0                   |
| 61169  | All other schools & instruction                      | 197                     | D                  | D                        | D                               | g   | D  | D                      |
| 611691   | Exam preparation & tutoring                          | 45                      | 22 588             | 7 645                    | 1 658                           | 659   | 13.0                                     | 4.9                    |
| 611692   | Automobile driving schools                           | 67                      | 10 556             | 3 053                    | 611                             | 223   | 59.9                                     | 30.7                   |
| 611699   | All other miscellaneous schools & instruction        | 85                      | D                  | D                        | D                               | f   | D  | D                      |
| 6117   | Educational support services                         | 88                      | D                  | D                        | D                               | e   | D  | D                      |
| 61171  | Educational support services                         | 88                      | D                  | D                        | D                               | e   | D  | D                      |
| 611710   | Educational support services                         | 88                      | D                  | D                        | D                               | e   | D  | D                      |
| <b>Boston, MA-NH PMSA</b>                          |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b>                          | <b>661</b>              | <b>463 765</b>     | <b>149 185</b>           | <b>32 687</b>                   | <b>6 482</b>  | <b>23.1</b>                              | <b>10.3</b>            |
| 611  | Educational services                                 | 661                     | 463 765            | 149 185                  | 32 687                          | 6 482   | 23.1                                     | 10.3                   |
| 6114   | Business schools, & computer & management training   | 158                     | 212 672            | 77 157                   | 15 940                          | 2 402   | 17.5                                     | 8.6                    |
| 61141  | Business & secretarial schools                       | 17                      | 11 180             | 4 425                    | 965                             | 184   | 13.7                                     | 56.1                   |
| 611410   | Business & secretarial schools                       | 17                      | 11 180             | 4 425                    | 965                             | 184   | 13.7                                     | 56.1                   |
| 61142  | Computer training                                    | 69                      | 93 945             | 35 402                   | 7 016                           | 1 344   | 28.9                                     | 9.1                    |
| 611420   | Computer training                                    | 69                      | 93 945             | 35 402                   | 7 016                           | 1 344   | 28.9                                     | 9.1                    |
| 61143  | Professional & management development training       | 72                      | 107 547            | 37 330                   | 7 959                           | 874   | 7.9                                      | 3.2                    |
| 611430   | Professional & management development training       | 72                      | 107 547            | 37 330                   | 7 959                           | 874   | 7.9                                      | 3.2                    |
| 6115   | Technical & trade schools                            | 70                      | 70 062             | 23 470                   | 6 425                           | 1 027   | 29.8                                     | 14.4                   |
| 61151  | Technical & trade schools                            | 70                      | 70 062             | 23 470                   | 6 425                           | 1 027   | 29.8                                     | 14.4                   |
| 611511   | Cosmetology & barber schools                         | 22                      | D                  | D                        | D                               | c   | D  | D                      |
| 611512   | Flight training                                      | 10                      | 16 365             | 7 192                    | 2 717                           | 224   | 17.8                                     | 41.9                   |
| 611519   | Other trade & technical schools                      | 33                      | 43 029             | 12 712                   | 2 934                           | 587   | 36.8                                     | 6.2                    |
| 6116   | Other schools & instruction                          | 371                     | 124 869            | 39 021                   | 8 208                           | 2 805   | 28.1                                     | 14.8                   |
| 61161  | Fine arts schools                                    | 99                      | D                  | D                        | D                               | f   | D  | D                      |
| 611610   | Fine arts schools                                    | 99                      | D                  | D                        | D                               | f   | D  | D                      |
| 6116101  | Dance schools (including children's & professionals) | 75                      | D                  | D                        | D                               | e   | D  | D                      |
| 6116102  | Art, drama, & music schools                          | 24                      | 4 814              | 1 555                    | 259                             | 97  | 39.2                                     | 52.1                   |
| 61162  | Sports & recreation instruction                      | 115                     | 27 621             | 8 624                    | 1 775                           | 722   | 47.8                                     | 13.7                   |
| 611620   | Sports & recreation instruction                      | 115                     | 27 621             | 8 624                    | 1 775                           | 722   | 47.8                                     | 13.7                   |
| 61163  | Language schools                                     | 22                      | D                  | D                        | D                               | e   | D  | D                      |
| 611630   | Language schools                                     | 22                      | D                  | D                        | D                               | e   | D  | D                      |
| 61169  | All other schools & instruction                      | 135                     | D                  | D                        | D                               | g   | D  | D                      |
| 611691   | Exam preparation & tutoring                          | 30                      | 18 363             | 6 237                    | 1 378                           | 529   | 6.2                                      | 5.9                    |
| 611692   | Automobile driving schools                           | 46                      | 8 762              | 2 422                    | 471                             | 162   | 52.4                                     | 37.0                   |
| 611699   | All other miscellaneous schools & instruction        | 59                      | D                  | D                        | D                               | e   | D  | D                      |
| 6117   | Educational support services                         | 62                      | 56 162             | 9 537                    | 2 114                           | 248   | 24.6                                     | 1.9                    |
| 61171  | Educational support services                         | 62                      | 56 162             | 9 537                    | 2 114                           | 248   | 24.6                                     | 1.9                    |
| 611710   | Educational support services                         | 62                      | 56 162             | 9 537                    | 2 114                           | 248   | 24.6                                     | 1.9                    |
| <b>Brockton, MA PMSA</b>                           |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b>                          | <b>23</b>               | <b>5 440</b>       | <b>1 787</b>             | <b>439</b>                      | <b>123</b>  | <b>18.1</b>                              | <b>21.2</b>            |
| 611  | Educational services                                 | 23                      | 5 440              | 1 787                    | 439                             | 123   | 18.1                                     | 21.2                   |
| 6115   | Technical & trade schools                            | 7                       | 2 772              | 1 042                    | 261                             | 55  | 6.3                                      | 21.1                   |
| 61151  | Technical & trade schools                            | 7                       | 2 772              | 1 042                    | 261                             | 55  | 6.3                                      | 21.1                   |
| 611511   | Cosmetology & barber schools                         | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116   | Other schools & instruction                          | 13                      | 2 177              | 530                      | 127                             | 58  | 27.0                                     | 26.1                   |
| 61161  | Fine arts schools                                    | 6                       | 990                | 270                      | 71                              | 35  | 20.0                                     | -                      |
| 611610   | Fine arts schools                                    | 6                       | 990                | 270                      | 71                              | 35  | 20.0                                     | -                      |
| 6116101  | Dance schools (including children's & professionals) | 5                       | D                  | D                        | D                               | b   | D  | D                      |
| 61162  | Sports & recreation instruction                      | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| 611620   | Sports & recreation instruction                      | 6                       | D                  | D                        | D                               | b   | 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>BOSTON–WORCESTER–LAWRENCE, MA–NH–ME–CT CMSA—Con.</b> |  |                         |                    |                          |                                 |   |  |                        |
| <b>Fitchburg–Leominster, MA PMSA</b>                    |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>10</b>               | <b>2 226</b>       | <b>919</b>               | <b>224</b>                      | <b>34</b>   | <b>18.6</b>                              | <b>14.7</b>            |
| 611   | Educational services .....                                 | 10                      | 2 226              | 919                      | 224                             | 34  | 18.6                                     | 14.7                   |
| 6115  | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151   | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511  | Cosmetology & barber schools .....                         | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>Lawrence, MA–NH PMSA</b>                             |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>58</b>               | <b>18 625</b>      | <b>4 536</b>             | <b>1 008</b>                    | <b>299</b>  | <b>41.5</b>                              | <b>1.9</b>             |
| 611   | Educational services .....                                 | 58                      | 18 625             | 4 536                    | 1 008                           | 299   | 41.5                                     | 1.9                    |
| 6114  | Business schools, & computer & management training .....   | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| 61142   | Computer training .....                                    | 5                       | D                  | D                        | D                               | b   | D  | D                      |
| 611420  | Computer training .....                                    | 5                       | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                            | 7                       | 5 458              | 1 126                    | 252                             | 40  | 24.4                                     | 1.0                    |
| 61151   | Technical & trade schools .....                            | 7                       | 5 458              | 1 126                    | 252                             | 40  | 24.4                                     | 1.0                    |
| 611511  | Cosmetology & barber schools .....                         | 3                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116  | Other schools & instruction .....                          | 42                      | 9 482              | 2 241                    | 508                             | 213   | 44.2                                     | 3.2                    |
| 61161   | Fine arts schools .....                                    | 14                      | 1 593              | 362                      | 114                             | 50  | 52.1                                     | 6.2                    |
| 611610  | Fine arts schools .....                                    | 14                      | 1 593              | 362                      | 114                             | 50  | 52.1                                     | 6.2                    |
| 6116101   | Dance schools (including children's & professionals) ..... | 13                      | D                  | D                        | D                               | b   | D  | D                      |
| 61162   | Sports & recreation instruction .....                      | 13                      | 4 147              | 1 158                    | 238                             | 113   | 48.7                                     | —                      |
| 611620  | Sports & recreation instruction .....                      | 13                      | 4 147              | 1 158                    | 238                             | 113   | 48.7                                     | —                      |
| 61169   | All other schools & instruction .....                      | 13                      | D                  | D                        | D                               | b   | D  | D                      |
| <b>Lowell, MA–NH PMSA</b>                               |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>41</b>               | <b>17 075</b>      | <b>6 229</b>             | <b>1 680</b>                    | <b>326</b>  | <b>32.4</b>                              | <b>1.7</b>             |
| 611   | Educational services .....                                 | 41                      | 17 075             | 6 229                    | 1 680                           | 326   | 32.4                                     | 1.7                    |
| 6114  | Business schools, & computer & management training .....   | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                            | 8                       | 5 667              | 1 472                    | 322                             | 67  | 25.7                                     | —                      |
| 61151   | Technical & trade schools .....                            | 8                       | 5 667              | 1 472                    | 322                             | 67  | 25.7                                     | —                      |
| 611511  | Cosmetology & barber schools .....                         | 3                       | D                  | D                        | D                               | b   | D  | D                      |
| 6116  | Other schools & instruction .....                          | 22                      | 4 272              | 1 439                    | 322                             | 110   | 54.5                                     | 6.6                    |
| 61161   | Fine arts schools .....                                    | 9                       | 899                | 210                      | 50                              | 22  | 38.9                                     | —                      |
| 611610  | Fine arts schools .....                                    | 9                       | 899                | 210                      | 50                              | 22  | 38.9                                     | —                      |
| 6116101   | Dance schools (including children's & professionals) ..... | 7                       | D                  | D                        | D                               | a   | D  | D                      |
| 61162   | Sports & recreation instruction .....                      | 8                       | 1 660              | 304                      | 55                              | 38  | 37.7                                     | 15.1                   |
| 611620  | Sports & recreation instruction .....                      | 8                       | 1 660              | 304                      | 55                              | 38  | 37.7                                     | 15.1                   |
| 61169   | All other schools & instruction .....                      | 5                       | 1 713              | 925                      | 217                             | 50  | 79.1                                     | 1.9                    |
| 6117  | Educational support services .....                         | 2                       | D                  | D                        | D                               | c   | D  | D                      |
| 61171   | Educational support services .....                         | 2                       | D                  | D                        | D                               | c   | D  | D                      |
| 611710  | Educational support services .....                         | 2                       | D                  | D                        | D                               | c   | D  | D                      |
| <b>Manchester, NH PMSA</b>                              |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>39</b>               | <b>12 773</b>      | <b>5 606</b>             | <b>1 253</b>                    | <b>319</b>  | <b>23.6</b>                              | <b>12.9</b>            |
| 611   | Educational services .....                                 | 39                      | 12 773             | 5 606                    | 1 253                           | 319   | 23.6                                     | 12.9                   |
| 6114  | Business schools, & computer & management training .....   | 7                       | D                  | D                        | D                               | b   | D  | D                      |
| 61142   | Computer training .....                                    | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 611420  | Computer training .....                                    | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                            | 5                       | 3 324              | 2 165                    | 567                             | 121   | 12.8                                     | 49.4                   |
| 61151   | Technical & trade schools .....                            | 5                       | 3 324              | 2 165                    | 567                             | 121   | 12.8                                     | 49.4                   |
| 611511  | Cosmetology & barber schools .....                         | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116  | Other schools & instruction .....                          | 25                      | 3 500              | 1 179                    | 290                             | 139   | 54.4                                     | —                      |
| 61161   | Fine arts schools .....                                    | 9                       | 976                | 376                      | 98                              | 45  | 44.6                                     | —                      |
| 611610  | Fine arts schools .....                                    | 9                       | 976                | 376                      | 98                              | 45  | 44.6                                     | —                      |
| 6116101   | Dance schools (including children's & professionals) ..... | 9                       | 976                | 376                      | 98                              | 45  | 44.6                                     | —                      |
| 61162   | Sports & recreation instruction .....                      | 10                      | 1 284              | 304                      | 86                              | 65  | 42.4                                     | —                      |
| 611620  | Sports & recreation instruction .....                      | 10                      | 1 284              | 304                      | 86                              | 65  | 42.4                                     | —                      |
| 61169   | All other schools & instruction .....                      | 5                       | D                  | D                        | D                               | b   | D  | D                      |
| 6117  | Educational support services .....                         | 2                       | D                  | D                        | D                               | b   | D  | D                      |
| 61171   | Educational support services .....                         | 2                       | D                  | D                        | D                               | b   | D  | D                      |
| 611710  | Educational support services .....                         | 2                       | D                  | D                        | D                               | b   | 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>BOSTON–WORCESTER–LAWRENCE, MA–NH–ME–CT CMSA—Con.</b> |  |                         |                    |                          |                                 |   |  |                        |
| <b>Nashua, NH PMSA</b>                                  |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>39</b>               | <b>10 233</b>      | <b>3 776</b>             | <b>790</b>                      | <b>195</b>  | <b>20.5</b>                              | <b>6.0</b>             |
| 611   | Educational services .....                                 | 39                      | 10 233             | 3 776                    | 790                             | 195   | 20.5                                     | 6.0                    |
| 6115  | Technical & trade schools .....                            | 9                       | 2 615              | 891                      | 218                             | 59  | 21.1                                     | 17.6                   |
| 61151   | Technical & trade schools .....                            | 9                       | 2 615              | 891                      | 218                             | 59  | 21.1                                     | 17.6                   |
| 611511  | Cosmetology & barber schools .....                         | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116  | Other schools & instruction .....                          | 22                      | 4 431              | 1 561                    | 290                             | 98  | 30.8                                     | 2.9                    |
| 61161   | Fine arts schools .....                                    | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| 611610  | Fine arts schools .....                                    | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| 61162   | Sports & recreation instruction .....                      | 10                      | 2 219              | 795                      | 169                             | 53  | 11.9                                     | 3.3                    |
| 611620  | Sports & recreation instruction .....                      | 10                      | 2 219              | 795                      | 169                             | 53  | 11.9                                     | 3.3                    |
| 61169   | All other schools & instruction .....                      | 6                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>New Bedford, MA PMSA</b>                             |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>18</b>               | <b>5 960</b>       | <b>1 684</b>             | <b>529</b>                      | <b>110</b>  | <b>59.5</b>                              | <b>.9</b>              |
| 611   | Educational services .....                                 | 18                      | 5 960              | 1 684                    | 529                             | 110   | 59.5                                     | .9                     |
| 6115  | Technical & trade schools .....                            | 7                       | 3 838              | 898                      | 310                             | 90  | 40.7                                     | —                      |
| 61151   | Technical & trade schools .....                            | 7                       | 3 838              | 898                      | 310                             | 90  | 40.7                                     | —                      |
| 611511  | Cosmetology & barber schools .....                         | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>Portsmouth–Rochester, NH–ME PMSA</b>                 |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>36</b>               | <b>13 487</b>      | <b>4 314</b>             | <b>979</b>                      | <b>170</b>  | <b>31.9</b>                              | <b>.2</b>              |
| 611   | Educational services .....                                 | 36                      | 13 487             | 4 314                    | 979                             | 170   | 31.9                                     | .2                     |
| 6115  | Technical & trade schools .....                            | 8                       | D                  | D                        | D                               | b   | D  | D                      |
| 61151   | Technical & trade schools .....                            | 8                       | D                  | D                        | D                               | b   | D  | D                      |
| 611511  | Cosmetology & barber schools .....                         | 4                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116  | Other schools & instruction .....                          | 18                      | D                  | D                        | D                               | b   | D  | D                      |
| 6117  | Educational support services .....                         | 6                       | 8 402              | 2 915                    | 658                             | 53  | 13.3                                     | —                      |
| 61171   | Educational support services .....                         | 6                       | 8 402              | 2 915                    | 658                             | 53  | 13.3                                     | —                      |
| 611710  | Educational support services .....                         | 6                       | 8 402              | 2 915                    | 658                             | 53  | 13.3                                     | —                      |
| <b>Worcester, MA–CT PMSA</b>                            |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>70</b>               | <b>25 087</b>      | <b>7 221</b>             | <b>1 548</b>                    | <b>476</b>  | <b>27.1</b>                              | <b>11.2</b>            |
| 611   | Educational services .....                                 | 70                      | 25 087             | 7 221                    | 1 548                           | 476   | 27.1                                     | 11.2                   |
| 6114  | Business schools, & computer & management training .....   | 14                      | 10 479             | 3 136                    | 704                             | 126   | 10.1                                     | 17.7                   |
| 61142   | Computer training .....                                    | 10                      | D                  | D                        | D                               | b   | D  | D                      |
| 611420  | Computer training .....                                    | 10                      | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                            | 6                       | 960                | 330                      | 76                              | 35  | 8.6                                      | 39.5                   |
| 61151   | Technical & trade schools .....                            | 6                       | 960                | 330                      | 76                              | 35  | 8.6                                      | 39.5                   |
| 611511  | Cosmetology & barber schools .....                         | 3                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116  | Other schools & instruction .....                          | 46                      | 12 147             | 3 436                    | 690                             | 303   | 35.4                                     | 3.5                    |
| 61161   | Fine arts schools .....                                    | 21                      | 2 988              | 880                      | 236                             | 130   | 36.2                                     | 3.6                    |
| 611610  | Fine arts schools .....                                    | 21                      | 2 988              | 880                      | 236                             | 130   | 36.2                                     | 3.6                    |
| 6116101   | Dance schools (including children's & professionals) ..... | 20                      | D                  | D                        | D                               | c   | D  | D                      |
| 61169   | All other schools & instruction .....                      | 19                      | 8 067              | 2 110                    | 375                             | 141   | 38.4                                     | 3.0                    |
| 611699  | All other miscellaneous schools & instruction .....        | 10                      | D                  | D                        | D                               | b   | D  | D                      |
| <b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS</b>    |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                          | <b>76</b>               | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                                 | <b>D</b>               |
| 611   | Educational services .....                                 | 76                      | D                  | D                        | D                               | e   | D  | D                      |
| 6114  | Business schools, & computer & management training .....   | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                            | 10                      | D                  | D                        | D                               | b   | D  | D                      |
| 61151   | Technical & trade schools .....                            | 10                      | D                  | D                        | D                               | b   | D  | D                      |
| 611511  | Cosmetology & barber schools .....                         | 5                       | D                  | D                        | D                               | b   | D  | D                      |
| 6116  | Other schools & instruction .....                          | 52                      | D                  | D                        | D                               | c   | D  | D                      |
| 61161   | Fine arts schools .....                                    | 12                      | D                  | D                        | D                               | b   | D  | D                      |
| 611610  | Fine arts schools .....                                    | 12                      | D                  | D                        | D                               | b   | D  | D                      |
| 6116101   | Dance schools (including children's & professionals) ..... | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 61162   | Sports & recreation instruction .....                      | 18                      | D                  | D                        | D                               | b   | D  | D                      |
| 611620  | Sports & recreation instruction .....                      | 18                      | D                  | D                        | D                               | b   | D  | D                      |
| 61169   | All other schools & instruction .....                      | 21                      | D                  | D                        | D                               | c   | D  | D                      |
| 611699  | All other miscellaneous schools & instruction .....        | 8                       | D                  | D                        | D                               | b   | D  | D                      |

<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>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA</b> |  |                         |                   |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b> .....                          | <b>296</b>              | <b>D</b>          | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>h</b>  | <b>D</b>                                 | <b>D</b>               |
| 611  | Educational services .....                                 | 296                     | D                 | D                  | D                        | D                               | h   | D  | D                      |
| 6114   | Business schools, & computer & management training ..      | 32                      | D                 | D                  | D                        | D                               | e   | D  | D                      |
| 61143  | Professional & management development training ....        | 29                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 611430   | Professional & management development training ..          | 29                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 6115   | Technical & trade schools .....                            | 39                      | 16 355            | 14 432             | 6 492                    | 1 548                           | 360   | 28.5                                     | 6.4                    |
| 61151  | Technical & trade schools .....                            | 39                      | 16 355            | 14 432             | 6 492                    | 1 548                           | 360   | 28.5                                     | 6.4                    |
| 611513   | Apprenticeship training .....                              | 20                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 611519   | Other trade & technical schools .....                      | 18                      | 8 647             | 7 506              | 3 672                    | 873                             | 136   | 17.4                                     | 5.7                    |
| 6116   | Other schools & instruction .....                          | 171                     | D                 | D                  | D                        | D                               | g   | D  | D                      |
| 61161  | Fine arts schools .....                                    | 52                      | 17 471            | 17 642             | 6 995                    | 1 757                           | 692   | 31.2                                     | 19.3                   |
| 611610   | Fine arts schools .....                                    | 52                      | 17 471            | 17 642             | 6 995                    | 1 757                           | 692   | 31.2                                     | 19.3                   |
| 6116101  | Dance schools (including children's & professionals) ..... | 8                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 6116102  | Art, drama, & music schools .....                          | 44                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 61162  | Sports & recreation instruction .....                      | 27                      | 5 785             | 5 534              | 2 069                    | 384                             | 65  | 8.5                                      | 7.9                    |
| 611620   | Sports & recreation instruction .....                      | 27                      | 5 785             | 5 534              | 2 069                    | 384                             | 65  | 8.5                                      | 7.9                    |
| 61163  | Language schools .....                                     | 8                       | 11 489            | 10 528             | 2 932                    | 610                             | 84  | 3.9                                      | 38.2                   |
| 611630   | Language schools .....                                     | 8                       | 11 489            | 10 528             | 2 932                    | 610                             | 84  | 3.9                                      | 38.2                   |
| 61169  | All other schools & instruction .....                      | 84                      | D                 | D                  | D                        | D                               | g   | D  | D                      |
| 611691   | Exam preparation & tutoring .....                          | 10                      | 2 862             | 2 839              | 1 357                    | 252                             | 79  | 18.5                                     | 60.9                   |
| 611692   | Automobile driving schools .....                           | 2                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611699   | All other miscellaneous schools & instruction .....        | 72                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 6117   | Educational support services .....                         | 54                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 61171  | Educational support services .....                         | 54                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 611710   | Educational support services .....                         | 54                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| <b>Boston, MA-NH PMSA</b>                          |  |                         |                   |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b> .....                          | <b>229</b>              | <b>301 060</b>    | <b>297 284</b>     | <b>62 547</b>            | <b>14 384</b>                   | <b>2 751</b>  | <b>5.6</b>                               | <b>7.8</b>             |
| 611  | Educational services .....                                 | 229                     | 301 060           | 297 284            | 62 547                   | 14 384                          | 2 751   | 5.6                                      | 7.8                    |
| 6114   | Business schools, & computer & management training ..      | 26                      | 27 127            | 26 513             | 7 149                    | 1 708                           | 233   | 11.1                                     | 16.0                   |
| 61143  | Professional & management development training ....        | 24                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 611430   | Professional & management development training ..          | 24                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 6115   | Technical & trade schools .....                            | 27                      | 13 670            | 12 417             | 5 308                    | 1 243                           | 286   | 28.1                                     | 5.8                    |
| 61151  | Technical & trade schools .....                            | 27                      | 13 670            | 12 417             | 5 308                    | 1 243                           | 286   | 28.1                                     | 5.8                    |
| 611513   | Apprenticeship training .....                              | 13                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 611519   | Other trade & technical schools .....                      | 13                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 6116   | Other schools & instruction .....                          | 141                     | 216 294           | 215 691            | 34 820                   | 7 982                           | 1 718   | 3.4                                      | 6.9                    |
| 61161  | Fine arts schools .....                                    | 44                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 611610   | Fine arts schools .....                                    | 44                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 6116101  | Dance schools (including children's & professionals) ..... | 7                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 6116102  | Art, drama, & music schools .....                          | 37                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 61162  | Sports & recreation instruction .....                      | 21                      | 5 307             | 5 057              | 1 888                    | 358                             | 49  | 6.8                                      | 8.5                    |
| 611620   | Sports & recreation instruction .....                      | 21                      | 5 307             | 5 057              | 1 888                    | 358                             | 49  | 6.8                                      | 8.5                    |
| 61163  | Language schools .....                                     | 7                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611630   | Language schools .....                                     | 7                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 61169  | All other schools & instruction .....                      | 69                      | D                 | D                  | D                        | D                               | g   | D  | D                      |
| 611691   | Exam preparation & tutoring .....                          | 8                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611692   | Automobile driving schools .....                           | 2                       | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 611699   | All other miscellaneous schools & instruction .....        | 59                      | D                 | D                  | D                        | D                               | f   | D  | D                      |
| 6117   | Educational support services .....                         | 35                      | 43 969            | 42 663             | 15 270                   | 3 451                           | 514   | 6.5                                      | 8.3                    |
| 61171  | Educational support services .....                         | 35                      | 43 969            | 42 663             | 15 270                   | 3 451                           | 514   | 6.5                                      | 8.3                    |
| 611710   | Educational support services .....                         | 35                      | 43 969            | 42 663             | 15 270                   | 3 451                           | 514   | 6.5                                      | 8.3                    |
| <b>Brockton, MA PMSA</b>                           |  |                         |                   |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b> .....                          | <b>5</b>                | <b>1 641</b>      | <b>1 579</b>       | <b>860</b>               | <b>176</b>                      | <b>39</b>   | <b>13.5</b>                              | <b>13.2</b>            |
| 611  | Educational services .....                                 | 5                       | 1 641             | 1 579              | 860                      | 176                             | 39  | 13.5                                     | 13.2                   |
| 6115   | Technical & trade schools .....                            | 2                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 61151  | Technical & trade schools .....                            | 2                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| <b>Fitchburg-Leominster, MA PMSA</b>               |  |                         |                   |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b> .....                          | <b>4</b>                | <b>437</b>        | <b>440</b>         | <b>116</b>               | <b>34</b>                       | <b>8</b>  | <b>66.1</b>                              | <b>33.9</b>            |
| 611  | Educational services .....                                 | 4                       | 437               | 440                | 116                      | 34                              | 8   | 66.1                                     | 33.9                   |
| <b>Lawrence, MA-NH PMSA</b>                        |  |                         |                   |                    |                          |                                 |   |  |                        |
| <b>61</b>  | <b>Educational services</b> .....                          | <b>4</b>                | <b>D</b>          | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                                 | <b>D</b>               |
| 611  | Educational services .....                                 | 4                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 6115   | Technical & trade schools .....                            | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 61151  | Technical & trade schools .....                            | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 6117   | Educational support services .....                         | 3                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 61171  | Educational support services .....                         | 3                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611710   | Educational support services .....                         | 3                       | D                 | D                  | D                        | D                               | a   | D  | D                      |

See footnotes at end of table.



Table 2b. **Summary Statistics for Firms Exempt From 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) | 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>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b> |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| <b>Lowell, MA-NH PMSA</b>                               |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| 61  | Educational services .....            | 8                       | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 611   | Educational services .....            | 8                       | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 6117  | Educational support services .....    | 2                       | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 61171   | Educational support services .....    | 2                       | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 611710  | Educational support services .....    | 2                       | D                 | D                  | D                        | D                               | c   | D  | D                      |
| <b>Manchester, NH PMSA</b>                              |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| 61  | Educational services .....            | 6                       | 1 330             | 1 461              | 454                      | 105                             | 34  | 22.5                                     | 1.7                    |
| 611   | Educational services .....            | 6                       | 1 330             | 1 461              | 454                      | 105                             | 34  | 22.5                                     | 1.7                    |
| 6116  | Other schools & instruction .....     | 5                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 61161   | Fine arts schools .....               | 2                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611610  | Fine arts schools .....               | 2                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 6116102   | Art, drama, & music schools .....     | 2                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| <b>Nashua, NH PMSA</b>                                  |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| 61  | Educational services .....            | 6                       | 1 259             | 1 222              | 542                      | 110                             | 23  | 27.7                                     | 5.7                    |
| 611   | Educational services .....            | 6                       | 1 259             | 1 222              | 542                      | 110                             | 23  | 27.7                                     | 5.7                    |
| 6115  | Technical & trade schools .....       | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 61151   | Technical & trade schools .....       | 1                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| <b>New Bedford, MA PMSA</b>                             |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| 61  | Educational services .....            | 5                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 611   | Educational services .....            | 5                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| <b>Portsmouth-Rochester, NH-ME PMSA</b>                 |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| 61  | Educational services .....            | 8                       | 3 164             | 3 110              | 561                      | 105                             | 25  | 13.5                                     | 10.9                   |
| 611   | Educational services .....            | 8                       | 3 164             | 3 110              | 561                      | 105                             | 25  | 13.5                                     | 10.9                   |
| <b>Worcester, MA-CT PMSA</b>                            |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| 61  | Educational services .....            | 21                      | 5 268             | 4 872              | 2 109                    | 488                             | 156   | 40.8                                     | 4.9                    |
| 611   | Educational services .....            | 21                      | 5 268             | 4 872              | 2 109                    | 488                             | 156   | 40.8                                     | 4.9                    |
| 6115  | Technical & trade schools .....       | 4                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 61151   | Technical & trade schools .....       | 4                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 6116  | Other schools & instruction .....     | 7                       | 3 207             | 3 287              | 1 248                    | 298                             | 112   | 46.3                                     | 1.7                    |
| 61161   | Fine arts schools .....               | 4                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611610  | Fine arts schools .....               | 4                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 6116102   | Art, drama, & music schools .....     | 4                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| <b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS</b>    |                                       |                         |                   |                    |                          |                                 |   |  |                        |
| 61  | Educational services .....            | 32                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 611   | Educational services .....            | 32                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 6116  | Other schools & instruction .....     | 23                      | D                 | D                  | D                        | D                               | c   | D  | D                      |
| 61161   | Fine arts schools .....               | 3                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611610  | Fine arts schools .....               | 3                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 6116102   | Art, drama, & music schools .....     | 2                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 61169   | All other schools & instruction ..... | 11                      | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611691  | Exam preparation & tutoring .....     | 2                       | D                 | D                  | D                        | D                               | a   | D  | D                      |
| 6117  | Educational support services .....    | 5                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 61171   | Educational support services .....    | 5                       | D                 | D                  | D                        | D                               | b   | D  | D                      |
| 611710  | Educational support services .....    | 5                       | D                 | D                  | D                        | D                               | b   | D  | D                      |

<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 for Firms Subject to Federal Income Tax for Counties: 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>BELKNAP COUNTY, NH</b>      |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                      | <b>Educational services</b> .....                          | <b>4</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                                 | <b>D</b>               |
| 611                            | Educational services .....                                 | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 6115                           | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                          | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                         | Cosmetology & barber schools .....                         | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>CARROLL COUNTY, NH</b>      |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                      | <b>Educational services</b> .....                          | <b>12</b>               | <b>3 360</b>       | <b>1 081</b>             | <b>207</b>                      | <b>62</b>   | <b>19.2</b>                              | <b>-</b>               |
| 611                            | Educational services .....                                 | 12                      | 3 360              | 1 081                    | 207                             | 62  | 19.2                                     | -                      |
| 6116                           | Other schools & instruction .....                          | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 61162                          | Sports & recreation instruction .....                      | 5                       | 1 973              | 509                      | 65                              | 28  | 22.9                                     | -                      |
| 611620                         | Sports & recreation instruction .....                      | 5                       | 1 973              | 509                      | 65                              | 28  | 22.9                                     | -                      |
| 61169                          | All other schools & instruction .....                      | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>CHESHIRE COUNTY, NH</b>     |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                      | <b>Educational services</b> .....                          | <b>14</b>               | <b>2 172</b>       | <b>825</b>               | <b>153</b>                      | <b>60</b>   | <b>33.1</b>                              | <b>23.8</b>            |
| 611                            | Educational services .....                                 | 14                      | 2 172              | 825                      | 153                             | 60  | 33.1                                     | 23.8                   |
| 6115                           | Technical & trade schools .....                            | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                          | Technical & trade schools .....                            | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                         | Cosmetology & barber schools .....                         | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                           | Other schools & instruction .....                          | 11                      | 1 469              | 514                      | 94                              | 45  | 25.6                                     | 35.3                   |
| <b>COOS COUNTY, NH</b>         |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                      | <b>Educational services</b> .....                          | <b>2</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| 611                            | Educational services .....                                 | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>GRAFTON COUNTY, NH</b>      |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                      | <b>Educational services</b> .....                          | <b>11</b>               | <b>2 636</b>       | <b>578</b>               | <b>88</b>                       | <b>19</b>   | <b>80.6</b>                              | <b>-</b>               |
| 611                            | Educational services .....                                 | 11                      | 2 636              | 578                      | 88                              | 19  | 80.6                                     | -                      |
| 6115                           | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                          | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                         | Cosmetology & barber schools .....                         | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                           | Other schools & instruction .....                          | 8                       | 2 190              | 325                      | 32                              | 10  | 97.0                                     | -                      |
| <b>HILLSBOROUGH COUNTY, NH</b> |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                      | <b>Educational services</b> .....                          | <b>72</b>               | <b>26 167</b>      | <b>10 608</b>            | <b>2 295</b>                    | <b>510</b>  | <b>17.0</b>                              | <b>8.8</b>             |
| 611                            | Educational services .....                                 | 72                      | 26 167             | 10 608                   | 2 295                           | 510   | 17.0                                     | 8.8                    |
| 6114                           | Business schools, & computer & management training .....   | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 61142                          | Computer training .....                                    | 6                       | 5 921              | 2 703                    | 622                             | 62  | 2.7                                      | -                      |
| 611420                         | Computer training .....                                    | 6                       | 5 921              | 2 703                    | 622                             | 62  | 2.7                                      | -                      |
| 6115                           | Technical & trade schools .....                            | 14                      | 5 939              | 3 056                    | 785                             | 180   | 16.5                                     | 35.4                   |
| 61151                          | Technical & trade schools .....                            | 14                      | 5 939              | 3 056                    | 785                             | 180   | 16.5                                     | 35.4                   |
| 611511                         | Cosmetology & barber schools .....                         | 4                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                           | Other schools & instruction .....                          | 43                      | 10 741             | 3 544                    | 669                             | 221   | 30.3                                     | 1.5                    |
| 61161                          | Fine arts schools .....                                    | 14                      | 1 836              | 641                      | 147                             | 68  | 42.9                                     | 2.9                    |
| 611610                         | Fine arts schools .....                                    | 14                      | 1 836              | 641                      | 147                             | 68  | 42.9                                     | 2.9                    |
| 6116101                        | Dance schools (including children's & professionals) ..... | 12                      | D                  | D                        | D                               | b   | D  | D                      |
| 61162                          | Sports & recreation instruction .....                      | 17                      | 3 134              | 1 052                    | 225                             | 80  | 31.2                                     | 3.4                    |
| 611620                         | Sports & recreation instruction .....                      | 17                      | 3 134              | 1 052                    | 225                             | 80  | 31.2                                     | 3.4                    |
| 61169                          | All other schools & instruction .....                      | 12                      | 5 771              | 1 851                    | 297                             | 73  | 25.7                                     | -                      |
| 611699                         | All other miscellaneous schools & instruction .....        | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 6117                           | Educational support services .....                         | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| 61171                          | Educational support services .....                         | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| 611710                         | Educational support services .....                         | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>MERRIMACK COUNTY, NH</b>    |  |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                      | <b>Educational services</b> .....                          | <b>18</b>               | <b>3 775</b>       | <b>1 586</b>             | <b>380</b>                      | <b>131</b>  | <b>21.3</b>                              | <b>17.9</b>            |
| 611                            | Educational services .....                                 | 18                      | 3 775              | 1 586                    | 380                             | 131   | 21.3                                     | 17.9                   |
| 6115                           | Technical & trade schools .....                            | 3                       | 441                | 139                      | 29                              | 18  | -  | 88.9                   |
| 61151                          | Technical & trade schools .....                            | 3                       | 441                | 139                      | 29                              | 18  | -  | 88.9                   |
| 6116                           | Other schools & instruction .....                          | 12                      | 1 753              | 846                      | 167                             | 92  | 32.0                                     | 16.3                   |

See footnotes at end of table.

**Table 3. Summary Statistics for Firms Subject to Federal Income Tax for Counties: 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>ROCKINGHAM COUNTY, NH</b> |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                    | <b>Educational services</b> .....                           | <b>53</b>               | <b>20 184</b>      | <b>5 602</b>             | <b>1 197</b>                    | <b>188</b>  | <b>33.6</b>                              | <b>.5</b>              |
| 611                          | Educational services .....                                  | 53                      | 20 184             | 5 602                    | 1 197                           | 188   | 33.6                                     | .5                     |
| 6115                         | Technical & trade schools .....                             | 9                       | 4 829              | 1 083                    | 255                             | 43  | 18.3                                     | —                      |
| 61151                        | Technical & trade schools .....                             | 9                       | 4 829              | 1 083                    | 255                             | 43  | 18.3                                     | —                      |
| 611511                       | Cosmetology & barber schools .....                          | 4                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                         | Other schools & instruction .....                           | 30                      | 4 590              | 907                      | 204                             | 83  | 65.8                                     | 2.1                    |
| 61161                        | Fine arts schools .....                                     | 10                      | D                  | D                        | D                               | b   | D  | D                      |
| 611610                       | Fine arts schools .....                                     | 10                      | D                  | D                        | D                               | b   | D  | D                      |
| 6116101                      | Dance schools (including children's & professionals') ..... | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 61162                        | Sports & recreation instruction .....                       | 11                      | D                  | D                        | D                               | b   | D  | D                      |
| 611620                       | Sports & recreation instruction .....                       | 11                      | D                  | D                        | D                               | b   | D  | D                      |
| 61169                        | All other schools & instruction .....                       | 7                       | D                  | D                        | D                               | a   | D  | D                      |
| 6117                         | Educational support services .....                          | 6                       | 8 728              | 2 924                    | 634                             | 50  | 16.6                                     | —                      |
| 61171                        | Educational support services .....                          | 6                       | 8 728              | 2 924                    | 634                             | 50  | 16.6                                     | —                      |
| 611710                       | Educational support services .....                          | 6                       | 8 728              | 2 924                    | 634                             | 50  | 16.6                                     | —                      |
| <b>STRAFFORD COUNTY, NH</b>  |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                    | <b>Educational services</b> .....                           | <b>9</b>                | <b>3 029</b>       | <b>716</b>               | <b>156</b>                      | <b>61</b>   | <b>73.0</b>                              | <b>.4</b>              |
| 611                          | Educational services .....                                  | 9                       | 3 029              | 716                      | 156                             | 61  | 73.0                                     | .4                     |
| 6115                         | Technical & trade schools .....                             | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                        | Technical & trade schools .....                             | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                       | Cosmetology & barber schools .....                          | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                         | Other schools & instruction .....                           | 6                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>SULLIVAN COUNTY, NH</b>   |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                    | <b>Educational services</b> .....                           | <b>9</b>                | <b>1 403</b>       | <b>849</b>               | <b>202</b>                      | <b>30</b>   | <b>31.5</b>                              | <b>—</b>               |
| 611                          | Educational services .....                                  | 9                       | 1 403              | 849                      | 202                             | 30  | 31.5                                     | —                      |

<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 Places: 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>BEDFORD TOWN, NH</b> |                                      |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>               | <b>Educational services</b> .....    | <b>7</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                                 | <b>D</b>               |
| 611                     | Educational services .....           | 7                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>CLAREMONT, NH</b>    |                                      |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>               | <b>Educational services</b> .....    | <b>4</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| 611                     | Educational services .....           | 4                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>CONCORD, NH</b>      |                                      |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>               | <b>Educational services</b> .....    | <b>8</b>                | <b>2 608</b>       | <b>1 211</b>             | <b>235</b>                      | <b>55</b>   | <b>15.2</b>                              | <b>6.3</b>             |
| 611                     | Educational services .....           | 8                       | 2 608              | 1 211                    | 235                             | 55  | 15.2                                     | 6.3                    |
| 6116                    | Other schools & instruction .....    | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>DERRY TOWN, NH</b>   |                                      |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>               | <b>Educational services</b> .....    | <b>4</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| 611                     | Educational services .....           | 4                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>DOVER, NH</b>        |                                      |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>               | <b>Educational services</b> .....    | <b>5</b>                | <b>915</b>         | <b>446</b>               | <b>118</b>                      | <b>42</b>   | <b>27.9</b>                              | <b>1.4</b>             |
| 611                     | Educational services .....           | 5                       | 915                | 446                      | 118                             | 42  | 27.9                                     | 1.4                    |
| 6115                    | Technical & trade schools .....      | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                   | Technical & trade schools .....      | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                  | Cosmetology & barber schools .....   | 1                       | D                  | D                        | D                               | a   | D  | D                      |

See footnotes at end of table.

**Table 4. Summary Statistics for Firms Subject to Federal Income Tax for Places: 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>DURHAM TOWN, NH</b>      |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>EXETER TOWN, NH</b>      |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>FRANKLIN, NH</b>         |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611                         | Educational services .....                                 | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 6115                        | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                       | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>HAMPTON TOWN, NH</b>     |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 611                         | Educational services .....                                 | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>HUDSON TOWN, NH</b>      |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 5                       | 2 274              | 671                      | 125                             | 21  | 42.7                                     | —                      |
| 611                         | Educational services .....                                 | 5                       | 2 274              | 671                      | 125                             | 21  | 42.7                                     | —                      |
| 6115                        | Technical & trade schools .....                            | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                       | Technical & trade schools .....                            | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                      | Cosmetology & barber schools .....                         | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                        | Other schools & instruction .....                          | 3                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>KEENE, NH</b>            |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 9                       | 1 210              | 448                      | 91                              | 49  | 31.1                                     | 14.5                   |
| 611                         | Educational services .....                                 | 9                       | 1 210              | 448                      | 91                              | 49  | 31.1                                     | 14.5                   |
| 6115                        | Technical & trade schools .....                            | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                       | Technical & trade schools .....                            | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                      | Cosmetology & barber schools .....                         | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                        | Other schools & instruction .....                          | 7                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>LEBANON, NH</b>          |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 5                       | 1 016              | 310                      | 58                              | 12  | 69.3                                     | —                      |
| 611                         | Educational services .....                                 | 5                       | 1 016              | 310                      | 58                              | 12  | 69.3                                     | —                      |
| 6115                        | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151                       | Technical & trade schools .....                            | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511                      | Cosmetology & barber schools .....                         | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                        | Other schools & instruction .....                          | 4                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>LONDONDERRY TOWN, NH</b> |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 7                       | 1 418              | 286                      | 30                              | 16  | 64.2                                     | —                      |
| 611                         | Educational services .....                                 | 7                       | 1 418              | 286                      | 30                              | 16  | 64.2                                     | —                      |
| 6116                        | Other schools & instruction .....                          | 5                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>MANCHESTER, NH</b>       |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 20                      | 6 821              | 3 475                    | 829                             | 214   | 19.7                                     | 24.1                   |
| 611                         | Educational services .....                                 | 20                      | 6 821              | 3 475                    | 829                             | 214   | 19.7                                     | 24.1                   |
| 6115                        | Technical & trade schools .....                            | 4                       | D                  | D                        | D                               | c   | D  | D                      |
| 61151                       | Technical & trade schools .....                            | 4                       | D                  | D                        | D                               | c   | D  | D                      |
| 611511                      | Cosmetology & barber schools .....                         | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 6116                        | Other schools & instruction .....                          | 13                      | D                  | D                        | D                               | b   | D  | D                      |
| 61161                       | Fine arts schools .....                                    | 7                       | D                  | D                        | D                               | b   | D  | D                      |
| 611610                      | Fine arts schools .....                                    | 7                       | D                  | D                        | D                               | b   | D  | D                      |
| 6116101                     | Dance schools (including children's & professionals) ..... | 7                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>MERRIMACK TOWN, NH</b>   |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 7                       | 2 006              | 740                      | 147                             | 29  | 5.4                                      | —                      |
| 611                         | Educational services .....                                 | 7                       | 2 006              | 740                      | 147                             | 29  | 5.4                                      | —                      |
| <b>MILFORD TOWN, NH</b>     |  |                         |                    |                          |                                 |   |  |                        |
| 61                          | Educational services .....                                 | 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 Places: 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>NASHUA, NH</b>   |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>15</b>               | <b>3 969</b>       | <b>1 371</b>             | <b>329</b>                      | <b>107</b>  | <b>16.6</b>                              | <b>13.8</b>            |
| 611   | Educational services .....                          | 15                      | 3 969              | 1 371                    | 329                             | 107   | 16.6                                     | 13.8                   |
| 6115  | Technical & trade schools .....                     | 4                       | 1 327              | 368                      | 91                              | 40  | 6.2                                      | 34.7                   |
| 61151   | Technical & trade schools .....                     | 4                       | 1 327              | 368                      | 91                              | 40  | 6.2                                      | 34.7                   |
| 6116  | Other schools & instruction .....                   | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>PORTSMOUTH, NH</b>                                     |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>8</b>                | <b>4 057</b>       | <b>1 807</b>             | <b>414</b>                      | <b>50</b>   | <b>7.3</b>                               | <b>—</b>               |
| 611   | Educational services .....                          | 8                       | 4 057              | 1 807                    | 414                             | 50  | 7.3                                      | —                      |
| 6115  | Technical & trade schools .....                     | 3                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151   | Technical & trade schools .....                     | 3                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511  | Cosmetology & barber schools .....                  | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| 6117  | Educational support services .....                  | 1                       | D                  | D                        | D                               | b   | D  | D                      |
| 61171   | Educational support services .....                  | 1                       | D                  | D                        | D                               | b   | D  | D                      |
| 611710  | Educational support services .....                  | 1                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>ROCHESTER, NH</b>                                      |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>1</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| <b>SALEM TOWN, NH</b>                                     |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>5</b>                | <b>1 596</b>       | <b>505</b>               | <b>113</b>                      | <b>19</b>   | <b>93.7</b>                              | <b>—</b>               |
| 611   | Educational services .....                          | 5                       | 1 596              | 505                      | 113                             | 19  | 93.7                                     | —                      |
| <b>SOMERSWORTH, NH</b>                                    |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>1</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| 611   | Educational services .....                          | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>HILLSBOROUGH COUNTY, NH—PSEUDO REMAINDER OF COUNTY</b> |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>16</b>               | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                                 | <b>D</b>               |
| 611   | Educational services .....                          | 16                      | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                     | 3                       | 650                | 307                      | 61                              | 7   | D  | —                      |
| 61151   | Technical & trade schools .....                     | 3                       | 650                | 307                      | 61                              | 7   | D  | —                      |
| 6116  | Other schools & instruction .....                   | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 61162   | Sports & recreation instruction .....               | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 611620  | Sports & recreation instruction .....               | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 61169   | All other schools & instruction .....               | 3                       | D                  | D                        | D                               | b   | D  | D                      |
| 611699  | All other miscellaneous schools & instruction ..... | 2                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>MERRIMACK COUNTY, NH—PSEUDO REMAINDER OF COUNTY</b>    |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>9</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                                 | <b>D</b>               |
| 611   | Educational services .....                          | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>ROCKINGHAM COUNTY, NH—PSEUDO REMAINDER OF COUNTY</b>   |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>25</b>               | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                                 | <b>D</b>               |
| 611   | Educational services .....                          | 25                      | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                     | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 61151   | Technical & trade schools .....                     | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 6116  | Other schools & instruction .....                   | 13                      | D                  | D                        | D                               | b   | D  | D                      |
| 6117  | Educational support services .....                  | 3                       | D                  | D                        | D                               | b   | D  | D                      |
| 61171   | Educational support services .....                  | 3                       | D                  | D                        | D                               | b   | D  | D                      |
| 611710  | Educational support services .....                  | 3                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>STRAFFORD COUNTY, NH—PSEUDO REMAINDER OF COUNTY</b>    |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>1</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| <b>BALANCE OF BELKNAP COUNTY, NH</b>                      |   |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>   | <b>Educational services .....</b>                   | <b>4</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                                 | <b>D</b>               |
| 611   | Educational services .....                          | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| 6115  | Technical & trade schools .....                     | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 61151   | Technical & trade schools .....                     | 1                       | D                  | D                        | D                               | a   | D  | D                      |
| 611511  | Cosmetology & barber schools .....                  | 1                       | D                  | D                        | D                               | a   | D  | D                      |

See footnotes at end of table.

**Table 4. Summary Statistics for Firms Subject to Federal Income Tax for Places: 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>BALANCE OF CARROLL COUNTY, NH</b>  |                                       |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                             | <b>Educational services .....</b>     | <b>12</b>               | <b>3 360</b>       | <b>1 081</b>             | <b>207</b>                      | <b>62</b>   | <b>19.2</b>                              | <b>—</b>               |
| 611                                   | Educational services .....            | 12                      | 3 360              | 1 081                    | 207                             | 62  | 19.2                                     | —                      |
| 6116                                  | Other schools & instruction .....     | 9                       | D                  | D                        | D                               | b   | D  | D                      |
| 61162                                 | Sports & recreation instruction ..... | 5                       | 1 973              | 509                      | 65                              | 28  | 22.9                                     | —                      |
| 611620                                | Sports & recreation instruction ..... | 5                       | 1 973              | 509                      | 65                              | 28  | 22.9                                     | —                      |
| 61169                                 | All other schools & instruction ..... | 4                       | D                  | D                        | D                               | b   | D  | D                      |
| <b>BALANCE OF CHESHIRE COUNTY, NH</b> |                                       |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                             | <b>Educational services .....</b>     | <b>5</b>                | <b>962</b>         | <b>377</b>               | <b>62</b>                       | <b>11</b>   | <b>35.6</b>                              | <b>35.7</b>            |
| 611                                   | Educational services .....            | 5                       | 962                | 377                      | 62                              | 11  | 35.6                                     | 35.7                   |
| <b>BALANCE OF COOS COUNTY, NH</b>     |                                       |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                             | <b>Educational services .....</b>     | <b>2</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| 611                                   | Educational services .....            | 2                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>BALANCE OF GRAFTON COUNTY, NH</b>  |                                       |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                             | <b>Educational services .....</b>     | <b>6</b>                | <b>1 620</b>       | <b>268</b>               | <b>30</b>                       | <b>7</b>  | <b>87.7</b>                              | <b>—</b>               |
| 611                                   | Educational services .....            | 6                       | 1 620              | 268                      | 30                              | 7   | 87.7                                     | —                      |
| 6116                                  | Other schools & instruction .....     | 4                       | D                  | D                        | D                               | a   | D  | D                      |
| <b>BALANCE OF SULLIVAN COUNTY, NH</b> |                                       |                         |                    |                          |                                 |   |  |                        |
| <b>61</b>                             | <b>Educational services .....</b>     | <b>5</b>                | <b>D</b>           | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                                 | <b>D</b>               |
| 611                                   | Educational services .....            | 5                       | D                  | D                        | D                               | a   | D  | D                      |

<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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### **61 EDUCATIONAL SERVICES**

The Educational Services sector comprises establishments that provide instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers. These establishments may be privately owned and operated for profit or not for profit, or they may be publicly owned and operated. They may also offer food and accommodation services to their students.

Educational services are usually delivered by teachers or instructors that explain, tell, demonstrate, supervise, and direct learning. Instruction is imparted in diverse settings, such as educational institutions, the workplace, or the home through correspondence, television, or other means. It can be adapted to the particular needs of the students, for example sign language can replace verbal language for teaching students with hearing impairments. All industries in the sector share this commonality of process, namely, labor inputs of instructors with the requisite subject matter expertise and teaching ability.

### **611 Educational Services**

Industries in the Educational Services subsector provide instruction and training in a wide variety of subjects. The instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers.

The subsector is structured according to level and type of educational services. Elementary and secondary schools, junior colleges and colleges, universities, and professional schools correspond to a recognized series of formal levels of education designated by diplomas, associate degrees (including equivalent certificates), and degrees. The remaining industry groups are based more on the type of instruction or training offered and the levels are not always as formally defined. The establishments are often highly specialized, many offering instruction in a very limited subject matter, for example ski lessons or one specific computer software package. Within the sector, the level and types of training that are required of the instructors and teachers vary depending on the industry.

Establishments that manage schools and other educational establishments on a contractual basis are classified in this subsector if they both manage the operation and provide the operating staff. Such establishments are classified in the educational services subsector based on the type of facility managed and operated.

### **6114 Business Schools and Computer and Management Training**

This NAICS industry group includes establishments classified in the following NAICS industries: 61141, Business and Secretarial Schools; 61142, Computer Training; and 61143, Professional and Management Development Training.

### **61141 Business and Secretarial Schools**

This industry comprises establishments primarily engaged in offering courses in office procedures and secretarial and stenographic skills and may offer courses in basic office skills, such as word processing. In addition, these establishments may offer such classes as office machine operation, reception, communications, and other skills designed for individuals pursuing a clerical or secretarial career.

### **611410 Business and Secretarial Schools**

This industry comprises establishments primarily engaged in offering courses in office procedures and secretarial and stenographic skills and may offer courses in basic office skills, such as word processing. In addition, these establishments may offer such classes as office machine operation, reception, communications, and other skills designed for individuals pursuing a clerical or secretarial career.

The data published with NAICS code 611410 are comprised of the following SIC industry:

8244 Business and Secretarial Schools

### **61142 Computer Training**

This industry comprises establishments primarily engaged in conducting computer training (except computer repair), such as computer programming, software packages, computerized business systems, computer electronics technology, computer operations, and local area network management. Instruction may be provided at the establishment's facilities or at an off-site location, including the client's own facilities.

### **611420 Computer Training**

This industry comprises establishments primarily engaged in conducting computer training (except computer repair), such as computer programming, software

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packages, computerized business systems, computer electronics technology, computer operations, and local area network management. Instruction may be provided at the establishment's facilities or at an off-site location, including the client's own facilities.

The data published with NAICS code 611420 are comprised of this part of the following SIC industry:

8243 (pt) Computer Training, (Except Computer Repair Training)

### **61143 Professional and Management Development Training**

This industry comprises establishments primarily engaged in offering an array of short duration courses and seminars for management and professional development. Training for career development may be provided directly to individuals or through employers' training programs; and courses may be customized or modified to meet the special needs of customers. Instruction may be provided at the establishment's facilities or at an off-site location, including the client's own facilities.

### **611430 Professional and Management Development Training**

This industry comprises establishments primarily engaged in offering an array of short duration courses and seminars for management and professional development. Training for career development may be provided directly to individuals or through employers' training programs; and courses may be customized or modified to meet the special needs of customers. Instruction may be provided at the establishment's facilities or at an off-site location, including the client's own facilities.

The data published with NAICS code 611430 are comprised of this part of the following SIC industry:

8299 (pt) Professional and Management Development Training

### **6115 Technical and Trade Schools**

This industry comprises establishments primarily engaged in offering vocational and technical training in a variety of technical subjects and trades. The training often leads to job-specific certification.

### **61151 Technical and Trade Schools**

This industry comprises establishments primarily engaged in offering vocational and technical training in a variety of technical subjects and trades. The training often leads to job-specific certification.

### **611511 Cosmetology and Barber Schools**

This U.S. industry comprises establishments primarily engaged in offering training in barbering, hair styling, or the cosmetic arts, such as makeup or skin care. These schools provide job-specific certification.

The data published with NAICS code 611511 are comprised of these parts of the following SIC industries:

7231 (pt) Beauty and Cosmetology Schools

7241 (pt) Barber Colleges

### **6115111 Beauty and Cosmetology Schools**

Establishments primarily engaged in offering training in hair styling or the cosmetic arts, such as makeup or skin care. These schools provide job-specific certification.

### **6115112 Barber Colleges**

Establishments primarily engaged in offering training in barbering. These schools provide nonacademic certification.

### **611512 Flight Training**

This U.S. industry comprises establishments primarily engaged in offering aviation and flight training. These establishments may offer vocational training, recreational training, or both.

The data published with NAICS code 611512 are comprised of these parts of the following SIC industries:

8249 (pt) Aviation Schools (Excluding Flying Instruction)

8299 (pt) Flying Instruction

### **6115121 Flying Instruction**

Establishments primarily engaged in offering flight training. These establishments may offer vocational training, recreational training, or both.

### **6115122 Aviation Schools (Except Flying Instruction)**

Establishments primarily engaged in offering aviation training (except flight training). These establishments may offer vocational training, recreational training, or both.

### **611513 Apprenticeship Training**

This U.S. industry comprises establishments primarily engaged in offering apprenticeship training programs. These programs involve applied training as well as course work.

The data published with NAICS code 611513 are comprised of this part of the following SIC industry:

8249 (pt) Apprenticeship Training

### **611519 Other Technical and Trade Schools**

This U.S. industry comprises establishments primarily engaged in offering job or career vocational or technical courses (except cosmetology and barber training, aviation

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and flight training, and apprenticeship training). The curriculums offered by these schools are highly structured and specialized and lead to job-specific certification.

The data published with NAICS code 611519 are comprised of these parts of the following SIC industries:

8243 (pt) Computer Repair Training

8249 (pt) Other Technical and Trade Schools

8249 (pt) Truck Driving Schools

### **6115191 Other Technical and Trade Schools (Except Computer Repair and Truck Driving Schools)**

Establishments primarily engaged in offering job or career vocational or technical courses (except cosmetology and barber training, aviation and flight training, computer repair training, truck driving instruction, and apprenticeship training). The curriculums offered by these establishments are highly structured and specialized and generally lead to job-specific certification.

### **6115192 Computer Repair Training**

Establishments primarily engaged in conducting training in the repair and maintenance of computers and computer peripheral equipment.

### **6115193 Truck Driving Schools**

Establishments primarily engaged in offering truck and bus driving instruction. Also included are construction equipment operation schools.

### **6116 Other Schools and Instruction**

This industry group comprises establishments primarily engaged in offering or providing instruction (except academic schools, colleges, and universities; and business, computer, management, technical, or trade instruction).

### **61161 Fine Arts Schools**

This industry comprises establishments primarily engaged in offering instruction in the arts, including dance, art, drama, and music.

### **611610 Fine Arts Schools**

This industry comprises establishments primarily engaged in offering instruction in the arts, including dance, art, drama, and music.

The data published with NAICS code 611610 are comprised of these parts of the following SIC industries:

7911 (pt) Dance School or Studio Providing Instruction (Including Children's and Professionals')

8299 (pt) Art, Drama, and Music Schools

### **6116101 Dance Schools (Including Children's and Professionals')**

Establishments primarily engaged in teaching dance to children and adults.

### **6116102 Art, Drama, and Music Schools**

Establishments primarily engaged in offering instruction in the arts, including art, drama, and music.

### **61162 Sports and Recreation Instruction**

This industry comprises establishments, such as camps and schools, primarily engaged in offering instruction in athletic activities to groups of individuals. Overnight and day sports instruction camps are included in this industry.

### **611620 Sports and Recreation Instruction**

This industry comprises establishments, such as camps and schools, primarily engaged in offering instruction in athletic activities to groups of individuals. Overnight and day sports instruction camps are included in this industry.

The data published with NAICS code 611620 are comprised of this part of the following SIC industry:

7999 (pt) Sports and Recreation Instruction

### **61163 Language Schools**

This industry comprises establishments primarily engaged in offering foreign language instruction (including sign language). These establishments are designed to offer language instruction ranging from conversational skills for personal enrichment to intensive training courses for career or educational opportunities.

### **611630 Language Schools**

This industry comprises establishments primarily engaged in offering foreign language instruction (including sign language). These establishments are designed to offer language instruction ranging from conversational skills for personal enrichment to intensive training courses for career or educational opportunities.

The data published with NAICS code 611630 are comprised of this part of the following SIC industry:

8299 (pt) Language Schools

### **61169 All Other Schools and Instruction**

This industry comprises establishments primarily engaged in offering instruction (except business, computer, management, technical, trade, fine arts, athletic, and language instruction). Also excluded from this industry are academic schools, colleges, and universities.

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### **611691 Exam Preparation and Tutoring**

This U.S. industry comprises establishments primarily engaged in offering preparation for standardized examinations and/or academic tutoring services.

The data published with NAICS code 611691 are comprised of this part of the following SIC industry:

8299 (pt) Exam Preparation and Tutoring

### **611692 Automobile Driving Schools**

This U.S. industry comprises establishments primarily engaged in offering automobile driving instruction.

The data published with NAICS code 611692 are comprised of this part of the following SIC industry:

8299 (pt) Automobile Driving Instruction

### **611699 All Other Miscellaneous Schools and Instruction**

This U.S. industry comprises establishments primarily engaged in offering instruction (except business, computer, management, technical, trade, fine arts, athletic, language instruction, tutoring, and automobile driving instruction). Also excluded from this industry are academic schools, colleges, and universities.

The data published with NAICS code 611699 are comprised of this part of the following SIC industry:

8299 (pt) All Other Miscellaneous Schools and Instruction

### **6117 Educational Support Services**

This industry comprises establishments primarily engaged in providing noninstructional services that support educational processes or systems.

#### **61171 Educational Support Services**

This industry comprises establishments primarily engaged in providing noninstructional services that support educational processes or systems.

#### **611710 Educational Support Services**

This industry comprises establishments primarily engaged in providing noninstructional services that support educational processes or systems.

The data published with NAICS code 611710 are comprised of these parts of the following SIC industries:

8299 (pt) Educational Support Services

8748 (pt) Educational Testing and Evaluation Services

#### **6117101 Educational Support Services (Except Educational Test Development and Evaluation Services)**

Establishments primarily engaged in providing noninstructional services that support educational processes systems, such as educational counseling, educational curriculum development, and student exchange programs.

#### **6117102 Educational Test Development and Evaluation Services**

Establishments primarily engaged in providing educational test development and evaluation 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.
  - 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.

Data for industry-specific inquiries in this sector were expanded in most cases to account for establishments that did not respond to the particular inquiry for which data are presented. 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 of reported data to account for nonrespondents.

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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## **NEW HAMPSHIRE**

There are no geographic notes for the state of New Hampshire.

# Appendix E. Metropolitan Areas

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## NEW HAMPSHIRE

### Boston, MA—NH PMSA

Bristol County, MA (Part)

Mansfield town, MA

Norton town, MA

Taunton city, MA

Essex County, MA (Part)

Amesbury town, MA

Beverly city, MA

Danvers town, MA

Gloucester city, MA

Ipswich town, MA

Lynn city, MA

Lynnfield town, MA

Marblehead town, MA

Newburyport city, MA

Peabody city, MA

Salem city, MA

Saugus town, MA

Swampscott town, MA

Middlesex County, MA (Part)

Acton town, MA

Arlington town, MA

Ashland town, MA

Bedford town, MA

Belmont town, MA

Burlington town, MA

Cambridge city, MA

Concord town, MA

Everett city, MA

Framingham town, MA

Holliston town, MA

### Boston, MA—NH PMSA—Con.

Middlesex County, MA (Part)—Con.

Hopkinton town, MA

Hudson town, MA

Lexington town, MA

Malden city, MA

Marlborough city, MA

Maynard town, MA

Medford city, MA

Melrose city, MA

Natick town, MA

Newton city, MA

North Reading town, MA

Reading town, MA

Somerville city, MA

Stoneham town, MA

Sudbury town, MA

Wakefield town, MA

Waltham city, MA

Watertown city, MA

Wayland town, MA

Weston town, MA

Wilmington town, MA

Winchester town, MA

Woburn city, MA

Norfolk County, MA (Part)

Bellingham town, MA

Braintree town, MA

Brookline town, MA

Canton town, MA

Dedham town, MA

Foxborough town, MA



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**Boston, MA—NH PMSA—Con.**

Norfolk County, MA (Part)—Con.

Franklin city, MA  
Holbrook town, MA  
Medfield town, MA  
Medway town, MA  
Milton town, MA  
Needham town, MA  
Norfolk town, MA  
Norwood town, MA  
Quincy city, MA  
Randolph town, MA  
Sharon town, MA  
Stoughton town, MA  
Walpole town, MA  
Wellesley town, MA  
Westwood town, MA  
Weymouth town, MA  
Wrentham town, MA

Plymouth County, MA (Part)

Carver town, MA  
Duxbury town, MA  
Hanover town, MA  
Hingham town, MA  
Hull town, MA  
Kingston town, MA  
Marshfield town, MA  
Pembroke town, MA  
Plymouth town, MA  
Rockland town, MA  
Scituate town, MA  
Wareham town, MA

Suffolk County, MA (Part)

Boston city, MA  
Chelsea city, MA  
Revere city, MA  
Winthrop town, MA

**Boston, MA—NH PMSA—Con.**

Worcester County, MA (Part)  
Harvard town, MA  
Milford town, MA  
Rockingham County, NH (Part)

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA**

Boston, MA—NH PMSA  
Bristol County, MA (Part)  
Mansfield town, MA  
Norton town, MA  
Taunton city, MA  
Essex County, MA (Part)  
Amesbury town, MA  
Beverly city, MA  
Danvers town, MA  
Gloucester city, MA  
Ipswich town, MA  
Lynn city, MA  
Lynnfield town, MA  
Marblehead town, MA  
Newburyport city, MA  
Peabody city, MA  
Salem city, MA  
Saugus town, MA  
Swampscott town, MA  
Middlesex County, MA (Part)  
Acton town, MA  
Arlington town, MA  
Ashland town, MA  
Bedford town, MA  
Belmont town, MA  
Burlington town, MA  
Cambridge city, MA  
Concord town, MA  
Everett city, MA  
Framingham town, MA  
Holliston town, MA

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**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Boston, MA—NH PMSA—Con.

Middlesex County, MA (Part)—Con.

Hopkinton town, MA  
Hudson town, MA  
Lexington town, MA  
Malden city, MA  
Marlborough city, MA  
Maynard town, MA  
Medford city, MA  
Melrose city, MA  
Natick town, MA  
Newton city, MA  
North Reading town, MA  
Reading town, MA  
Somerville city, MA  
Stoneham town, MA  
Sudbury town, MA  
Wakefield town, MA  
Waltham city, MA  
Watertown city, MA  
Wayland town, MA  
Weston town, MA  
Wilmington town, MA  
Winchester town, MA  
Woburn city, MA

Norfolk County, MA (Part)

Bellingham town, MA  
Braintree town, MA  
Brookline town, MA  
Canton town, MA  
Dedham town, MA  
Foxborough town, MA  
Franklin city, MA  
Holbrook town, MA  
Medfield town, MA  
Medway town, MA

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Boston, MA—NH PMSA—Con.

Norfolk County, MA (Part)—Con.

Milton town, MA  
Needham town, MA  
Norfolk town, MA  
Norwood town, MA  
Quincy city, MA  
Randolph town, MA  
Sharon town, MA  
Stoughton town, MA  
Walpole town, MA  
Wellesley town, MA  
Westwood town, MA  
Weymouth town, MA  
Wrentham town, MA

Plymouth County, MA (Part)

Carver town, MA  
Duxbury town, MA  
Hanover town, MA  
Hingham town, MA  
Hull town, MA  
Kingston town, MA  
Marshfield town, MA  
Pembroke town, MA  
Plymouth town, MA  
Rockland town, MA  
Scituate town, MA  
Wareham town, MA

Suffolk County, MA (Part)

Boston city, MA  
Chelsea city, MA  
Revere city, MA  
Winthrop town, MA

Worcester County, MA (Part)

Harvard town, MA  
Milford town, MA

Rockingham County, NH (Part)

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**Brockton, MA PMSA**

Bristol County, MA (Part)  
Easton town, MA  
Raynham town, MA  
Norfolk County, MA (Part)  
Plymouth County, MA (Part)  
Abington town, MA  
Bridgewater town, MA  
Brockton city, MA  
East Bridgewater town, MA  
Middleborough town, MA  
Whitman town, MA

**Fitchburg—Leominster, MA PMSA**

Middlesex County, MA (Part)  
Worcester County, MA (Part)  
Fitchburg city, MA  
Gardner city, MA  
Leominster city, MA

**Lawrence, MA—NH PMSA**

Essex County, MA (Part)  
Andover town, MA  
Haverhill city, MA  
Lawrence city, MA  
Methuen city, MA  
North Andover town, MA  
Rockingham County, NH (Part)  
Derry town, NH  
Salem town, NH

**Lowell, MA—NH PMSA**

Middlesex County, MA (Part)  
Billerica town, MA  
Chelmsford town, MA  
Dracut town, MA  
Lowell city, MA  
Pepperell town, MA  
Tewksbury town, MA  
Westford town, MA  
Hillsborough County, NH (Part)  
Pelham town, NH

**Manchester, NH PMSA**

Hillsborough County, NH (Part)  
Bedford town, NH  
Goffstown town, NH  
Manchester city, NH  
Merrimack County, NH (Part)  
Rockingham County, NH (Part)  
Londonderry town, NH

**Nashua, NH PMSA**

Hillsborough County, NH  
Hudson town, NH  
Merrimack town, NH  
Milford town, NH  
Nashua city, NH

**New Bedford, MA PMSA**

Bristol County, MA (Part)  
Dartmouth town, MA  
Fairhaven town, MA  
New Bedford city, MA  
Plymouth County, MA (Part)

**Portsmouth—Rochester, NH—ME PMSA**

York County, ME (Part)  
York town, ME  
Rockingham County, NH (Part)  
Exeter town, NH  
Hampton town, NH  
Portsmouth city, NH  
Strafford County, NH (Part)  
Dover city, NH  
Durham town, NH  
Rochester city, NH  
Somersworth city, NH

**Worcester, MA—CT PMSA**

Windham County, CT (Part)  
Hampden County, MA (Part)  
Worcester County, MA (Part)  
Auburn town, MA  
Charlton town, MA

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**Worcester, MA—CT PMSA—Con.**

Worcester County, MA (Part)—Con.

Clinton town, MA  
Grafton town, MA  
Holden town, MA  
Leicester town, MA  
Millbury town, MA  
Northborough town, MA  
Northbridge town, MA  
Oxford town, MA  
Shrewsbury town, MA  
Southbridge town, MA  
Spencer town, MA  
Uxbridge town, MA  
Webster town, MA  
Westborough town, MA  
Worcester city, MA

**Lawrence, MA—NH PMSA**

Essex County, MA (Part)  
Andover town, MA  
Haverhill city, MA  
Lawrence city, MA  
Methuen city, MA  
North Andover town, MA  
Rockingham County, NH (Part)  
Derry town, NH  
Salem town, NH

**Lowell, MA—NH PMSA**

Middlesex County, MA (Part)  
Billerica town, MA  
Chelmsford town, MA  
Dracut town, MA  
Lowell city, MA

**Lowell, MA—NH PMSA—Con.**

Middlesex County, MA (Part)—Con.

Pepperell town, MA  
Tewksbury town, MA  
Westford town, MA  
Hillsborough County, NH (Part)  
Pelham town, NH

**Manchester, NH PMSA**

Hillsborough County, NH (Part)  
Bedford town, NH  
Goffstown town, NH  
Manchester city, NH  
Merrimack County, NH (Part)  
Rockingham County, NH (Part)  
Londonderry town, NH

**Nashua, NH PMSA**

Hillsborough County, NH  
Hudson town, NH  
Merrimack town, NH  
Milford town, NH  
Nashua city, NH

**Portsmouth—Rochester, NH—ME PMSA**

York County, ME (Part)  
York town, ME  
Rockingham County, NH (Part)  
Exeter town, NH  
Hampton town, NH  
Portsmouth city, NH  
Strafford County, NH (Part)  
Dover city, NH  
Durham town, NH  
Rochester city, NH  
Somersworth city, NH

