

Delaware

1997

Issued October 1999

EC97S54A-DE

1997 Economic Census

Professional, Scientific, and Technical Services

Geographic Area Series



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

Helping You Make Informed Decisions

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



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Introduction to the Economic Census

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

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) 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.

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. 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.

ABBREVIATIONS AND SYMBOLS

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

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

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

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Professional, Scientific, and Technical Services

SCOPE

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

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

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

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

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

GENERAL

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

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

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

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

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

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

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

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

GEOGRAPHIC AREAS COVERED

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

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

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

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

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

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

COMPARABILITY OF THE 1992 AND 1997 CENSUSES

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

DISCLOSURE

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

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

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

Table 1a. Summary Statistics for Firms Subject to Federal Income Tax for the 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 ¹	Estimated ²
DELAWARE								
54	Professional, scientific, & technical services	1 717	1 430 355	553 429	111 164	12 382	14.2	5.4
541	Professional, scientific, & technical services	1 717	1 430 355	553 429	111 164	12 382	14.2	5.4
5411	Legal services	344	441 671	192 111	39 231	3 859	10.0	2.8
54111	Offices of lawyers	327	436 762	190 349	38 865	3 811	9.9	2.7
541110	Offices of lawyers	327	436 762	190 349	38 865	3 811	9.9	2.7
5411101	Offices of lawyers (except legal aid societies)	327	436 762	190 349	38 865	3 811	9.9	2.7
54119	Other legal services	17	4 909	1 762	366	48	24.8	5.0
541191	Title abstract & settlement offices	7	D	D	D	b	D	D
541199	All other legal services	10	D	D	D	b	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	280	91 561	42 967	10 064	1 753	27.4	7.7
54121	Accounting, tax return prep, bookkeeping, & payroll services	280	91 561	42 967	10 064	1 753	27.4	7.7
541211	Offices of certified public accountants	132	62 683	30 279	6 947	832	23.1	5.8
541213	Tax return preparation services	46	6 187	2 546	991	494	32.8	6.5
541214	Payroll services	12	D	D	D	b	D	D
541219	Other accounting services	90	D	D	D	e	D	D
5413	Architectural, engineering, & related services	283	250 158	108 156	25 469	2 548	18.5	7.2
54131	Architectural services	38	30 790	9 918	2 116	227	18.0	.4
541310	Architectural services	38	30 790	9 918	2 116	227	18.0	.4
54133	Engineering services	178	193 356	87 438	20 924	1 931	17.0	8.7
541330	Engineering services	178	193 356	87 438	20 924	1 931	17.0	8.7
54134	Drafting services	5	1 291	595	136	18	92.3	—
541340	Drafting services	5	1 291	595	136	18	92.3	—
54135	Building inspection services	13	2 444	1 223	264	43	27.1	3.1
541350	Building inspection services	13	2 444	1 223	264	43	27.1	3.1
54137	Surveying & mapping (except geophysical) services	24	5 578	2 704	646	108	42.4	6.7
541370	Surveying & mapping (except geophysical) services	24	5 578	2 704	646	108	42.4	6.7
54138	Testing laboratories	25	16 699	6 278	1 383	221	22.9	3.6
541380	Testing laboratories	25	16 699	6 278	1 383	221	22.9	3.6
5414	Specialized design services	73	36 623	16 604	3 841	422	26.2	2.2
54141	Interior design services	24	D	D	D	b	D	D
541410	Interior design services	24	D	D	D	b	D	D
54142	Industrial design services	3	D	D	D	c	D	D
541420	Industrial design services	3	D	D	D	c	D	D
54143	Graphic design services	46	13 359	5 009	966	142	43.6	1.2
541430	Graphic design services	46	13 359	5 009	966	142	43.6	1.2
5414301	Graphic design services (except commercial art & medical artists) ..	35	11 332	4 525	853	108	49.7	.8
5414302	Commercial art	11	2 027	484	113	34	9.5	3.5
5415	Computer systems design & related services	288	355 124	117 338	16 199	1 609	8.1	7.7
54151	Computer systems design & related services	288	355 124	117 338	16 199	1 609	8.1	7.7
541511	Custom computer programming services	113	D	D	D	f	D	D
541512	Computer systems design services	128	93 797	31 942	7 346	732	13.8	24.0
5415121	Computer systems integrators	43	65 927	20 332	4 695	511	2.8	27.6
5415122	Computer systems consultants (except systems integrators)	85	27 870	11 610	2 651	221	39.9	15.3
541513	Computer facilities management services	14	D	D	D	c	D	D
541519	Other computer related services	33	5 337	2 089	417	50	60.1	3.2
5416	Management, scientific, & technical consulting services	270	74 969	31 823	6 462	801	36.5	7.3
54161	Management consulting services	184	41 930	21 025	4 038	483	31.2	8.5
541611	Administrative management & general management consulting service	98	16 823	8 682	1 652	231	37.4	16.5
541612	Human resources & executive search consulting services	24	5 233	2 412	491	54	43.8	8.5
5416121	Actuarial consulting	1	D	D	D	a	D	D
5416122	Executive placement services	12	D	D	D	b	D	D
5416123	Human resources & personnel management consulting	11	3 222	1 461	341	32	31.5	3.4
541613	Marketing consulting services	37	11 273	6 324	1 268	131	27.0	3.0
541614	Process, physical distribution, & logistics consulting services	13	5 080	2 060	406	42	18.9	—
541618	Other management consulting services	12	3 521	1 547	221	25	13.6	—
54162	Environmental consulting services	32	23 176	7 688	1 783	215	33.3	7.0
541620	Environmental consulting services	32	23 176	7 688	1 783	215	33.3	7.0
54169	Other scientific & technical consulting services	54	9 863	3 110	641	103	66.9	2.5
541690	Other scientific & technical consulting services	54	9 863	3 110	641	103	66.9	2.5
5417	Scientific research & development services	22	8 232	2 958	702	102	28.2	.9
54171	R&D in the physical, engineering, & life sciences	17	7 764	2 821	665	91	25.0	1.0
541710	R&D in the physical, engineering, & life sciences	17	7 764	2 821	665	91	25.0	1.0
5417101	R&D in the physical & engineering sciences	11	D	D	D	b	D	D
5417102	Research & development in the life sciences	6	D	D	D	b	D	D
54172	Research & development in the social sciences & humanities	5	468	137	37	11	81.8	—
541720	R&D in the social sciences & humanities	5	468	137	37	11	81.8	—

See footnotes at end of table.

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

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

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records ¹	Estimated ²
DELAWARE—Con.								
54	Professional, scientific, & technical services—Con.							
541	Professional, scientific, & technical services—Con.							
5418	Advertising & related services	94	158 914	37 466	8 352	1 079	10.2	3.8
54181	Advertising agencies	32	D	D	D	e	D	D
541810	Advertising agencies	32	D	D	D	e	D	D
54182	Public relations agencies	9	D	D	D	a	D	D
541820	Public relations agencies	9	D	D	D	a	D	D
54183	Media buying services	1	D	D	D	a	D	D
541830	Media buying services	1	D	D	D	a	D	D
54184	Media representatives	2	D	D	D	b	D	D
541840	Media representatives	2	D	D	D	b	D	D
5418402	Publishers' advertising representatives	2	D	D	D	b	D	D
54185	Display advertising	8	14 551	3 088	792	73	1.6	31.6
541850	Display advertising	8	14 551	3 088	792	73	1.6	31.6
5418501	Display advertising (except outdoor)	1	D	D	D	a	D	D
5418502	Outdoor advertising services	7	D	D	D	b	D	D
54186	Direct mail advertising	16	82 949	11 835	2 628	488	4.4	.1
541860	Direct mail advertising	16	82 949	11 835	2 628	488	4.4	.1
54189	Other services related to advertising	26	14 068	2 295	450	78	16.6	.5
541890	Other services related to advertising	26	14 068	2 295	450	78	16.6	.5
5418902	Advertising specialties goods distributor	13	11 278	1 830	341	45	1.7	—
5418903	Sign painting & lettering shop	11	D	D	D	b	D	D
5418909	All other advertising	2	D	D	D	a	D	D
5419	Other professional, scientific, & technical services	63	13 103	4 006	844	209	21.6	3.0
54191	Marketing research & public opinion polling	5	D	D	D	b	D	D
541910	Marketing research & public opinion polling	5	D	D	D	b	D	D
54192	Photographic services	45	8 892	2 865	643	143	12.9	3.8
541921	Photographic studios, portrait	35	6 138	1 936	454	114	17.8	5.1
541922	Commercial photography	10	2 754	929	189	29	2.2	.9
54193	Translation & interpretation services	2	D	D	D	a	D	D
541930	Translation & interpretation services	2	D	D	D	a	D	D
54199	All other professional, scientific, & technical services	11	D	D	D	b	D	D
541990	All other professional, scientific, & technical services	11	D	D	D	b	D	D

¹Includes receipts information obtained from administrative records of other Federal agencies.

²Includes 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 ¹	Estimated ²
DELAWARE									
54	Professional, scientific, & technical services ..	10	7 763	7 034	3 142	718	99	9.6	.9
541	Professional, scientific, & technical services	10	7 763	7 034	3 142	718	99	9.6	.9
5411	Legal services	5	D	D	D	D	b	D	D
54111	Offices of lawyers	5	D	D	D	D	b	D	D
541110	Offices of lawyers	5	D	D	D	D	b	D	D
5411102	Legal aid societies & similar legal services	5	D	D	D	D	b	D	D
5417	Scientific research & development services	5	D	D	D	D	b	D	D
54171	R&D in the physical, engineering, & life sciences	4	D	D	D	D	b	D	D
541710	R&D in the physical, engineering, & life sciences	4	D	D	D	D	b	D	D
5417101	R&D in the physical & engineering sciences	1	D	D	D	D	a	D	D
5417102	Research & development in the life sciences	3	D	D	D	D	b	D	D
54172	Research & development in the social sciences & humanities	1	D	D	D	D	a	D	D
541720	R&D in the social sciences & humanities	1	D	D	D	D	a	D	D

¹Includes revenue information obtained from administrative records of other Federal agencies.

²Includes 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 ¹	Estimated ²
DOVER, DE MSA								
54	Professional, scientific, & technical services	155	69 406	30 255	6 136	1 091	29.0	4.7
541	Professional, scientific, & technical services	155	69 406	30 255	6 136	1 091	29.0	4.7
5411	Legal services	26	22 159	12 559	2 187	291	11.4	3.8
54111	Offices of lawyers	24	D	D	D	e	D	D
541110	Offices of lawyers	24	D	D	D	e	D	D
5411101	Offices of lawyers (except legal aid societies)	24	D	D	D	e	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	44	10 235	3 912	915	208	39.4	5.8
54121	Accounting, tax return prep, bookkeeping, & payroll services	44	10 235	3 912	915	208	39.4	5.8
541211	Offices of certified public accountants	17	7 417	2 670	660	101	30.7	2.5
541219	Other accounting services	16	D	D	D	b	D	D
5413	Architectural, engineering, & related services	32	16 694	7 514	1 683	213	37.7	1.4
54133	Engineering services	17	11 367	5 018	1 179	135	39.3	1.0
541330	Engineering services	17	11 367	5 018	1 179	135	39.3	1.0
54137	Surveying & mapping (except geophysical) services	7	2 450	1 251	285	41	52.1	1.8
541370	Surveying & mapping (except geophysical) services	7	2 450	1 251	285	41	52.1	1.8
5415	Computer systems design & related services	19	8 385	2 879	614	106	46.5	9.6
54151	Computer systems design & related services	19	8 385	2 879	614	106	46.5	9.6
5418	Advertising & related services	8	6 253	1 865	404	183	12.3	1.5
5419	Other professional, scientific, & technical services	7	D	D	D	b	D	D
PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA								
54	Professional, scientific, & technical services	15 494	19 882 819	8 074 293	1 844 762	164 081	15.3	7.1
541	Professional, scientific, & technical services	15 494	19 882 819	8 074 293	1 844 762	164 081	15.3	7.1
5411	Legal services	4 438	4 426 760	1 820 485	410 471	35 501	16.2	4.8
54111	Offices of lawyers	4 173	D	D	D	k	D	D
541110	Offices of lawyers	4 173	D	D	D	k	D	D
5411101	Offices of lawyers (except legal aid societies)	4 173	D	D	D	k	D	D
54119	Other legal services	265	D	D	D	g	D	D
541191	Title abstract & settlement offices	206	D	D	D	g	D	D
541199	All other legal services	59	D	D	D	e	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	1 979	1 509 268	610 197	138 778	18 554	17.8	5.8
54121	Accounting, tax return prep, bookkeeping, & payroll services	1 979	1 509 268	610 197	138 778	18 554	17.8	5.8
541211	Offices of certified public accountants	1 159	1 155 304	455 178	99 973	10 482	17.0	2.9
541213	Tax return preparation services	194	34 970	14 450	5 189	3 313	30.9	7.9
541214	Payroll services	86	191 704	83 898	20 723	2 460	2.8	15.2
541219	Other accounting services	540	127 290	56 671	12 893	2 299	43.6	17.8
5413	Architectural, engineering, & related services	2 149	D	D	D	k	D	D
54131	Architectural services	451	429 170	173 242	36 370	3 945	21.7	1.8
541310	Architectural services	451	429 170	173 242	36 370	3 945	21.7	1.8
54133	Engineering services	1 347	D	D	D	k	D	D
541330	Engineering services	1 347	D	D	D	k	D	D
54134	Drafting services	32	D	D	D	c	D	D
541340	Drafting services	32	D	D	D	c	D	D
54135	Building inspection services	72	D	D	D	e	D	D
541350	Building inspection services	72	D	D	D	e	D	D
54137	Surveying & mapping (except geophysical) services	122	42 916	19 518	4 341	610	27.4	4.0
541370	Surveying & mapping (except geophysical) services	122	42 916	19 518	4 341	610	27.4	4.0
54138	Testing laboratories	120	D	D	D	g	D	D
541380	Testing laboratories	120	D	D	D	g	D	D
5414	Specialized design services	639	D	D	D	h	D	D
54141	Interior design services	229	D	D	D	f	D	D
541410	Interior design services	229	D	D	D	f	D	D
54142	Industrial design services	35	D	D	D	g	D	D
541420	Industrial design services	35	D	D	D	g	D	D
54143	Graphic design services	359	169 135	52 041	10 804	1 304	38.2	3.9
541430	Graphic design services	359	169 135	52 041	10 804	1 304	38.2	3.9
5414301	Graphic design services (except commercial art & medical artists) ..	304	D	D	D	g	D	D
5414302	Commercial art	52	D	D	D	c	D	D
54149	Other specialized design services	16	D	D	D	b	D	D
541490	Other specialized design services	16	D	D	D	b	D	D
5415	Computer systems design & related services	2 132	D	D	D	k	D	D
54151	Computer systems design & related services	2 132	D	D	D	k	D	D
541511	Custom computer programming services	907	D	D	D	i	D	D
541512	Computer systems design services	919	2 591 590	945 595	225 265	17 335	7.1	6.6
5415121	Computer systems integrators	290	D	D	D	j	D	D
5415122	Computer systems consultants (except systems integrators)	629	D	D	D	h	D	D
541513	Computer facilities management services	52	D	D	D	g	D	D
541519	Other computer related services	254	219 375	63 514	15 031	1 091	20.1	5.4

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 ¹	Estimated ²
	PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA—Con.							
54	Professional, scientific, & technical services—Con.							
541	Professional, scientific, & technical services—Con.							
5416	Management, scientific, & technical consulting services	2 388	2 531 164	1 005 307	236 872	18 456	21.7	9.1
54161	Management consulting services	1 810	2 114 329	850 245	201 644	14 862	17.4	9.6
541611	Administrative management & general management consulting service	812	1 351 531	521 034	134 546	9 273	13.3	7.8
541612	Human resources & executive search consulting services	460	336 167	166 619	34 406	2 878	29.2	10.2
5416121	Actuarial consulting	44	D	D	D	e	D	D
5416122	Executive placement services	244	D	D	D	g	D	D
5416123	Human resources & personnel management consulting	172	120 788	55 918	12 340	1 030	31.0	5.4
541613	Marketing consulting services	364	222 790	92 389	18 079	1 573	32.4	20.6
541614	Process, physical distribution, & logistics consulting services	102	158 513	54 601	11 314	760	6.1	5.3
541618	Other management consulting services	72	45 328	15 602	3 299	378	20.7	19.3
54162	Environmental consulting services	214	243 903	87 071	20 007	2 164	52.5	5.4
541620	Environmental consulting services	214	243 903	87 071	20 007	2 164	52.5	5.4
54169	Other scientific & technical consulting services	364	172 932	67 991	15 221	1 430	30.4	8.4
541690	Other scientific & technical consulting services	364	172 932	67 991	15 221	1 430	30.4	8.4
5417	Scientific research & development services	209	700 182	230 901	58 417	3 981	6.3	12.4
54171	R&D in the physical, engineering, & life sciences	182	686 181	223 847	57 032	3 789	5.6	12.6
541710	R&D in the physical, engineering, & life sciences	182	686 181	223 847	57 032	3 789	5.6	12.6
5417101	R&D in the physical & engineering sciences	94	152 174	54 155	11 966	1 000	14.8	9.9
5417102	Research & development in the life sciences	88	534 007	169 692	45 066	2 789	3.0	13.3
54172	Research & development in the social sciences & humanities	27	14 001	7 054	1 385	192	38.2	3.8
541720	R&D in the social sciences & humanities	27	14 001	7 054	1 385	192	38.2	3.8
5418	Advertising & related services	989	1 291 576	396 590	86 284	9 819	24.1	7.3
54181	Advertising agencies	368	336 743	146 750	31 439	2 964	23.6	7.9
541810	Advertising agencies	368	336 743	146 750	31 439	2 964	23.6	7.9
54182	Public relations agencies	109	D	D	D	f	D	D
541820	Public relations agencies	109	D	D	D	f	D	D
54183	Media buying services	34	D	D	D	c	D	D
541830	Media buying services	34	D	D	D	c	D	D
54184	Media representatives	81	D	D	D	f	D	D
541840	Media representatives	81	D	D	D	f	D	D
5418401	Radio & television advertising representatives	33	40 569	13 628	2 981	329	2.5	6.4
5418402	Publishers' advertising representatives	48	D	D	D	f	D	D
54185	Display advertising	46	101 208	21 665	4 598	749	6.3	20.5
541850	Display advertising	46	101 208	21 665	4 598	749	6.3	20.5
5418501	Display advertising (except outdoor)	17	D	D	D	e	D	D
5418502	Outdoor advertising services	29	D	D	D	e	D	D
54186	Direct mail advertising	128	D	D	D	h	D	D
541860	Direct mail advertising	128	D	D	D	h	D	D
54187	Advertising material distribution services	16	D	D	D	c	D	D
541870	Advertising material distribution services	16	D	D	D	c	D	D
54189	Other services related to advertising	207	226 850	34 309	7 156	921	31.0	5.2
541890	Other services related to advertising	207	226 850	34 309	7 156	921	31.0	5.2
5418902	Advertising specialties goods distributor	116	182 384	22 179	4 514	574	23.2	5.3
5418903	Sign painting & lettering shop	61	D	D	D	c	D	D
5418909	All other advertising	29	D	D	D	c	D	D
5419	Other professional, scientific, & technical services	571	D	D	D	i	D	D
54191	Marketing research & public opinion polling	122	383 116	157 395	37 028	4 790	14.9	18.7
541910	Marketing research & public opinion polling	122	383 116	157 395	37 028	4 790	14.9	18.7
54192	Photographic services	365	D	D	D	g	D	D
541921	Photographic studios, portrait	273	D	D	D	g	D	D
541922	Commercial photography	92	24 959	6 297	1 380	245	36.9	17.4
54193	Translation & interpretation services	14	D	D	D	b	D	D
541930	Translation & interpretation services	14	D	D	D	b	D	D
54199	All other professional, scientific, & technical services	70	21 332	6 767	1 322	243	20.6	16.5
541990	All other professional, scientific, & technical services	70	21 332	6 767	1 322	243	20.6	16.5

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 ¹	Estimated ²
PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA—Con.								
Atlantic–Cape May, NJ PMSA								
54	Professional, scientific, & technical services	724	449 910	184 119	40 984	4 680	24.1	7.5
541	Professional, scientific, & technical services	724	449 910	184 119	40 984	4 680	24.1	7.5
5411	Legal services	280	132 275	64 055	12 864	1 384	30.4	7.1
54111	Offices of lawyers	261	123 936	60 382	12 141	1 274	31.7	2.9
541110	Offices of lawyers	261	123 936	60 382	12 141	1 274	31.7	2.9
5411101	Offices of lawyers (except legal aid societies)	261	123 936	60 382	12 141	1 274	31.7	2.9
54119	Other legal services	19	8 339	3 673	723	110	11.2	70.3
541191	Title abstract & settlement offices	17	D	D	D	c	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	109	41 928	19 201	4 312	790	38.8	4.4
54121	Accounting, tax return prep, bookkeeping, & payroll services	109	41 928	19 201	4 312	790	38.8	4.4
541211	Offices of certified public accountants	64	D	D	D	e	D	D
541213	Tax return preparation services	16	D	D	D	e	D	D
541219	Other accounting services	25	D	D	D	b	D	D
5413	Architectural, engineering, & related services	118	86 327	38 708	9 497	971	24.1	7.0
54131	Architectural services	25	14 534	5 479	1 190	135	19.9	12.6
541310	Architectural services	25	14 534	5 479	1 190	135	19.9	12.6
54133	Engineering services	68	64 638	29 651	7 569	691	21.5	5.3
541330	Engineering services	68	64 638	29 651	7 569	691	21.5	5.3
54135	Building inspection services	3	D	D	D	b	D	D
541350	Building inspection services	3	D	D	D	b	D	D
54137	Surveying & mapping (except geophysical) services	19	D	D	D	b	D	D
541370	Surveying & mapping (except geophysical) services	19	D	D	D	b	D	D
5414	Specialized design services	32	12 630	2 814	558	97	68.2	6.3
54141	Interior design services	12	D	D	D	b	D	D
541410	Interior design services	12	D	D	D	b	D	D
54143	Graphic design services	15	D	D	D	b	D	D
541430	Graphic design services	15	D	D	D	b	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	13	D	D	D	b	D	D
5415	Computer systems design & related services	52	88 261	38 399	9 285	778	2.9	9.5
54151	Computer systems design & related services	52	88 261	38 399	9 285	778	2.9	9.5
541511	Custom computer programming services	16	D	D	D	e	D	D
541512	Computer systems design services	26	D	D	D	c	D	D
5415121	Computer systems integrators	10	D	D	D	c	D	D
5415122	Computer systems consultants (except systems integrators)	16	D	D	D	b	D	D
5416	Management, scientific, & technical consulting services	55	16 528	6 262	1 317	187	39.7	9.5
54161	Management consulting services	39	D	D	D	c	D	D
541611	Administrative management & general management consulting service	26	7 041	2 526	427	74	38.8	19.7
54169	Other scientific & technical consulting services	9	3 598	1 760	456	56	46.0	—
541690	Other scientific & technical consulting services	9	3 598	1 760	456	56	46.0	—
5417	Scientific research & development services	6	D	D	D	c	D	D
54171	R&D in the physical, engineering, & life sciences	6	D	D	D	c	D	D
541710	R&D in the physical, engineering, & life sciences	6	D	D	D	c	D	D
5417101	R&D in the physical & engineering sciences	4	D	D	D	c	D	D
5418	Advertising & related services	47	29 304	7 931	1 710	215	33.1	14.8
54189	Other services related to advertising	13	D	D	D	b	D	D
541890	Other services related to advertising	13	D	D	D	b	D	D
5418903	Sign painting & lettering shop	5	1 369	461	79	19	27.6	17.8
5419	Other professional, scientific, & technical services	25	D	D	D	c	D	D
54192	Photographic services	21	D	D	D	b	D	D
541921	Photographic studios, portrait	13	D	D	D	b	D	D
Philadelphia, PA–NJ PMSA								
54	Professional, scientific, & technical services	13 093	18 002 581	7 343 252	1 694 006	147 380	15.1	7.2
541	Professional, scientific, & technical services	13 093	18 002 581	7 343 252	1 694 006	147 380	15.1	7.2
5411	Legal services	3 762	3 845 098	1 565 937	357 905	30 179	16.1	4.9
54111	Offices of lawyers	3 536	3 728 192	1 526 461	349 102	28 900	15.8	4.9
541110	Offices of lawyers	3 536	3 728 192	1 526 461	349 102	28 900	15.8	4.9
5411101	Offices of lawyers (except legal aid societies)	3 536	3 728 192	1 526 461	349 102	28 900	15.8	4.9
54119	Other legal services	226	116 906	39 476	8 803	1 279	28.4	4.7
541191	Title abstract & settlement offices	179	81 076	27 164	6 116	942	32.4	5.9
541199	All other legal services	47	35 830	12 312	2 687	337	19.3	2.0
5412	Accounting, tax return prep, bookkeeping, & payroll services	1 624	1 380 511	549 569	124 928	16 164	16.3	5.8
54121	Accounting, tax return prep, bookkeeping, & payroll services	1 624	1 380 511	549 569	124 928	16 164	16.3	5.8
541211	Offices of certified public accountants	976	1 069 256	413 121	90 774	9 400	16.0	2.7
541213	Tax return preparation services	141	26 990	11 089	3 824	2 545	31.4	8.6
541214	Payroll services	69	182 522	78 523	19 562	2 358	2.4	15.6
541219	Other accounting services	438	101 743	46 836	10 768	1 861	40.1	19.8

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 ¹	Estimated ²
	PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA—Con.							
	Philadelphia, PA–NJ PMSA—Con.							
54	Professional, scientific, & technical services—Con.							
541	Professional, scientific, & technical services—Con.							
5413	Architectural, engineering, & related services	1 768	3 886 465	1 841 587	428 337	34 708	11.9	3.8
54131	Architectural services	391	384 680	158 556	33 142	3 597	22.1	1.5
541310	Architectural services	391	384 680	158 556	33 142	3 597	22.1	1.5
54133	Engineering services	1 113	3 333 021	1 606 009	377 363	28 978	10.0	3.9
541330	Engineering services	1 113	3 333 021	1 606 009	377 363	28 978	10.0	3.9
54134	Drafting services	29	9 816	6 203	1 564	166	13.1	1.9
541340	Drafting services	29	9 816	6 203	1 564	166	13.1	1.9
54135	Building inspection services	59	20 750	8 500	1 803	258	18.0	34.5
541350	Building inspection services	59	20 750	8 500	1 803	258	18.0	34.5
54137	Surveying & mapping (except geophysical) services	79	35 880	16 256	3 662	481	22.7	2.6
541370	Surveying & mapping (except geophysical) services	79	35 880	16 256	3 662	481	22.7	2.6
54138	Testing laboratories	92	99 917	44 887	10 542	1 212	29.7	3.5
541380	Testing laboratories	92	99 917	44 887	10 542	1 212	29.7	3.5
5414	Specialized design services	533	314 468	112 911	24 491	3 039	37.1	5.7
54141	Interior design services	195	113 157	27 846	5 796	801	42.9	10.3
541410	Interior design services	195	113 157	27 846	5 796	801	42.9	10.3
54142	Industrial design services	27	46 847	36 984	8 563	1 070	23.9	1.2
541420	Industrial design services	27	46 847	36 984	8 563	1 070	23.9	1.2
54143	Graphic design services	297	147 291	45 134	9 410	1 092	35.9	3.8
541430	Graphic design services	297	147 291	45 134	9 410	1 092	35.9	3.8
5414301	Graphic design services (except commercial art & medical artists) ..	254	126 624	39 616	8 178	929	36.8	1.4
5414302	Commercial art	40	D	D	D	c	D	D
54149	Other specialized design services	14	7 173	2 947	722	76	59.4	—
541490	Other specialized design services	14	7 173	2 947	722	76	59.4	—
5415	Computer systems design & related services	1 817	3 887 331	1 542 339	352 264	26 897	9.3	9.7
54151	Computer systems design & related services	1 817	3 887 331	1 542 339	352 264	26 897	9.3	9.7
541511	Custom computer programming services	788	978 256	476 133	102 381	7 844	15.5	11.3
541512	Computer systems design services	773	2 476 408	903 873	215 539	16 433	6.8	6.0
5415121	Computer systems integrators	240	2 062 482	703 546	169 404	12 773	3.9	5.4
5415122	Computer systems consultants (except systems integrators)	533	413 926	200 327	46 135	3 660	21.6	9.0
541513	Computer facilities management services	36	219 078	101 132	19 759	1 579	.1	48.8
541519	Other computer related services	220	213 589	61 201	14 585	1 041	18.8	5.4
5416	Management, scientific, & technical consulting services	2 063	2 416 070	961 091	228 168	17 304	21.2	9.3
54161	Management consulting services	1 590	2 042 024	820 391	196 187	14 146	17.2	9.7
541611	Administrative management & general management consulting service	692	1 326 996	509 306	132 444	8 947	12.8	7.6
541612	Human resources & executive search consulting services	431	328 293	162 421	33 510	2 765	29.1	10.3
5416121	Actuarial consulting	43	52 093	23 927	5 448	430	13.7	.4
5416122	Executive placement services	231	161 187	85 842	16 486	1 399	32.3	17.0
5416123	Human resources & personnel management consulting	157	115 013	52 652	11 576	936	31.6	5.5
541613	Marketing consulting services	320	210 204	85 762	16 729	1 436	32.5	21.7
541614	Process, physical distribution, & logistics consulting services	89	137 113	49 565	10 617	661	6.5	6.1
541618	Other management consulting services	58	39 418	13 337	2 887	337	21.8	22.2
54162	Environmental consulting services	175	217 417	78 655	18 070	1 915	53.9	5.2
541620	Environmental consulting services	175	217 417	78 655	18 070	1 915	53.9	5.2
54169	Other scientific & technical consulting services	298	156 629	62 045	13 911	1 243	27.4	9.2
541690	Other scientific & technical consulting services	298	156 629	62 045	13 911	1 243	27.4	9.2
5417	Scientific research & development services	184	655 544	223 008	56 643	3 744	6.2	13.2
54171	R&D in the physical, engineering, & life sciences	162	642 054	216 091	55 287	3 562	5.5	13.4
541710	R&D in the physical, engineering, & life sciences	162	642 054	216 091	55 287	3 562	5.5	13.4
5417101	R&D in the physical & engineering sciences	82	111 130	47 515	10 482	806	18.8	13.4
5417102	Research & development in the life sciences	80	530 924	168 576	44 805	2 756	2.8	13.4
54172	Research & development in the social sciences & humanities	22	13 490	6 917	1 356	182	36.5	4.0
541720	R&D in the social sciences & humanities	22	13 490	6 917	1 356	182	36.5	4.0
5418	Advertising & related services	851	1 109 213	352 681	76 531	8 695	25.8	7.5
54181	Advertising agencies	316	299 091	128 990	27 499	2 564	23.4	7.6
541810	Advertising agencies	316	299 091	128 990	27 499	2 564	23.4	7.6
54182	Public relations agencies	94	68 565	26 686	5 895	639	41.3	5.1
541820	Public relations agencies	94	68 565	26 686	5 895	639	41.3	5.1
54183	Media buying services	32	16 981	7 477	1 554	161	9.9	20.7
541830	Media buying services	32	16 981	7 477	1 554	161	9.9	20.7
54184	Media representatives	79	121 482	34 927	7 312	747	12.7	13.7
541840	Media representatives	79	121 482	34 927	7 312	747	12.7	13.7
5418401	Radio & television advertising representatives	33	40 569	13 628	2 981	329	2.5	6.4
5418402	Publishers' advertising representatives	46	80 913	21 299	4 331	418	17.8	17.4
54185	Display advertising	37	83 014	17 397	3 564	661	7.4	19.0
541850	Display advertising	37	83 014	17 397	3 564	661	7.4	19.0
5418501	Display advertising (except outdoor)	16	35 487	4 070	894	429	11.6	.6
5418502	Outdoor advertising services	21	47 527	13 327	2 670	232	4.2	32.8
54186	Direct mail advertising	111	299 185	102 786	23 437	2 895	31.3	1.5
541860	Direct mail advertising	111	299 185	102 786	23 437	2 895	31.3	1.5
54187	Advertising material distribution services	13	14 701	3 699	855	220	34.7	35.8
541870	Advertising material distribution services	13	14 701	3 699	855	220	34.7	35.8

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 ¹	Estimated ²
	PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA—Con.							
	Philadelphia, PA–NJ PMSA—Con.							
54	Professional, scientific, & technical services—Con.							
541	Professional, scientific, & technical services—Con.							
5418	Advertising & related services—Con.							
54189	Other services related to advertising	169	206 194	30 719	6 415	808	31.7	5.4
541890	Other services related to advertising	169	206 194	30 719	6 415	808	31.7	5.4
5418902	Advertising specialties goods distributor	99	167 528	19 811	4 056	511	24.7	5.6
5418903	Sign painting & lettering shop	45	D	D	D	c	D	D
5418909	All other advertising	24	29 831	8 720	1 933	189	61.2	3.6
5419	Other professional, scientific, & technical services	491	507 881	194 129	44 739	6 650	17.3	18.2
54191	Marketing research & public opinion polling	116	382 075	157 028	36 956	4 738	14.8	18.8
541910	Marketing research & public opinion polling	116	382 075	157 028	36 956	4 738	14.8	18.8
54192	Photographic services	306	101 334	29 102	6 167	1 638	26.7	17.2
541921	Photographic studios, portrait	235	80 184	24 105	5 071	1 445	22.9	16.4
541922	Commercial photography	71	21 150	4 997	1 096	193	40.9	20.3
54193	Translation & interpretation services	13	6 932	2 155	487	73	15.5	—
541930	Translation & interpretation services	13	6 932	2 155	487	73	15.5	—
54199	All other professional, scientific, & technical services	56	17 540	5 844	1 129	201	18.8	17.8
541990	All other professional, scientific, & technical services	56	17 540	5 844	1 129	201	18.8	17.8
	Vineland–Millville–Bridgeton, NJ PMSA							
54	Professional, scientific, & technical services	200	88 892	34 093	7 151	1 061	33.2	3.7
541	Professional, scientific, & technical services	200	88 892	34 093	7 151	1 061	33.2	3.7
5411	Legal services	89	40 517	17 585	3 944	506	30.3	5.4
54111	Offices of lawyers	86	39 072	17 171	3 832	485	31.4	4.4
541110	Offices of lawyers	86	39 072	17 171	3 832	485	31.4	4.4
5411101	Offices of lawyers (except legal aid societies)	86	39 072	17 171	3 832	485	31.4	4.4
5412	Accounting, tax return prep, bookkeeping, & payroll services	37	9 564	4 613	1 029	170	55.2	1.3
54121	Accounting, tax return prep, bookkeeping, & payroll services	37	9 564	4 613	1 029	170	55.2	1.3
541211	Offices of certified public accountants	21	D	D	D	c	D	D
541219	Other accounting services	11	D	D	D	b	D	D
5413	Architectural, engineering, & related services	29	10 003	4 543	897	135	56.5	1.7
5416	Management, scientific, & technical consulting services	15	22 637	5 765	911	174	16.7	.8
54161	Management consulting services	8	D	D	D	c	D	D
541614	Process, physical distribution, & logistics consulting services	1	D	D	D	b	D	D
5418	Advertising & related services	9	2 250	632	160	21	9.0	24.3
5419	Other professional, scientific, & technical services	10	D	D	D	b	D	D
	Wilmington–Newark, DE–MD PMSA							
54	Professional, scientific, & technical services	1 477	1 341 436	512 829	102 621	10 960	13.7	5.3
541	Professional, scientific, & technical services	1 477	1 341 436	512 829	102 621	10 960	13.7	5.3
5411	Legal services	307	408 870	172 908	35 758	3 432	10.8	2.6
54111	Offices of lawyers	290	D	D	D	h	D	D
541110	Offices of lawyers	290	D	D	D	h	D	D
5411101	Offices of lawyers (except legal aid societies)	290	D	D	D	h	D	D
54119	Other legal services	17	D	D	D	b	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	209	77 265	36 814	8 509	1 430	28.4	7.8
54121	Accounting, tax return prep, bookkeeping, & payroll services	209	77 265	36 814	8 509	1 430	28.4	7.8
541211	Offices of certified public accountants	98	D	D	D	f	D	D
541213	Tax return preparation services	34	D	D	D	e	D	D
541219	Other accounting services	66	D	D	D	e	D	D
5413	Architectural, engineering, & related services	234	D	D	D	g	D	D
54131	Architectural services	30	27 072	8 402	1 851	186	13.0	.6
541310	Architectural services	30	27 072	8 402	1 851	186	13.0	.6
54133	Engineering services	153	D	D	D	g	D	D
541330	Engineering services	153	D	D	D	g	D	D
54135	Building inspection services	10	D	D	D	b	D	D
541350	Building inspection services	10	D	D	D	b	D	D
54137	Surveying & mapping (except geophysical) services	14	D	D	D	b	D	D
541370	Surveying & mapping (except geophysical) services	14	D	D	D	b	D	D
54138	Testing laboratories	24	D	D	D	c	D	D
541380	Testing laboratories	24	D	D	D	c	D	D
5414	Specialized design services	68	35 416	16 598	3 838	415	24.8	1.9
54141	Interior design services	20	D	D	D	b	D	D
541410	Interior design services	20	D	D	D	b	D	D
54142	Industrial design services	4	D	D	D	c	D	D
541420	Industrial design services	4	D	D	D	c	D	D
54143	Graphic design services	44	D	D	D	c	D	D
541430	Graphic design services	44	D	D	D	c	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	34	D	D	D	c	D	D

See footnotes at end of table.

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

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

NAICS code	Geographic area and kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From administrative records ¹	Estimated ²
	PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA—Con.							
	Wilmington–Newark, DE–MD PMSA—Con.							
54	Professional, scientific, & technical services—Con.							
541	Professional, scientific, & technical services—Con.							
5415	Computer systems design & related services	259	D	D	D	g	D	D
54151	Computer systems design & related services	259	D	D	D	g	D	D
541511	Custom computer programming services	102	D	D	D	f	D	D
541512	Computer systems design services	117	88 708	30 690	7 054	683	14.4	23.7
5415121	Computer systems integrators	39	D	D	D	e	D	D
5415122	Computer systems consultants (except systems integrators)	78	D	D	D	c	D	D
541513	Computer facilities management services	12	D	D	D	c	D	D
541519	Other computer related services	28	D	D	D	b	D	D
5416	Management, scientific, & technical consulting services	255	75 929	32 189	6 476	791	36.2	6.2
54161	Management consulting services	173	41 973	21 038	3 989	471	30.7	6.8
541611	Administrative management & general management consulting service	90	16 695	8 834	1 612	227	36.0	13.2
541612	Human resources & executive search consulting services	21	D	D	D	b	D	D
541613	Marketing consulting services	39	11 840	6 329	1 293	130	29.3	2.9
541618	Other management consulting services	11	D	D	D	b	D	D
54162	Environmental consulting services	30	22 225	7 247	1 672	200	34.5	7.6
541620	Environmental consulting services	30	22 225	7 247	1 672	200	34.5	7.6
54169	Other scientific & technical consulting services	52	11 731	3 904	815	120	59.2	1.2
541690	Other scientific & technical consulting services	52	11 731	3 904	815	120	59.2	1.2
5417	Scientific research & development services	18	D	D	D	b	D	D
5418	Advertising & related services	82	150 809	35 346	7 883	888	10.0	4.4
54181	Advertising agencies	31	29 416	14 610	3 251	323	32.2	3.9
541810	Advertising agencies	31	29 416	14 610	3 251	323	32.2	3.9
54184	Media representatives	1	D	D	D	b	D	D
541840	Media representatives	1	D	D	D	b	D	D
5418402	Publishers' advertising representatives	1	D	D	D	b	D	D
54185	Display advertising	6	D	D	D	b	D	D
541850	Display advertising	6	D	D	D	b	D	D
5418502	Outdoor advertising services	5	D	D	D	b	D	D
54186	Direct mail advertising	13	D	D	D	e	D	D
541860	Direct mail advertising	13	D	D	D	e	D	D
54189	Other services related to advertising	22	D	D	D	b	D	D
541890	Other services related to advertising	22	D	D	D	b	D	D
5418902	Advertising specialties goods distributor	10	D	D	D	b	D	D
5419	Other professional, scientific, & technical services	45	D	D	D	c	D	D
54192	Photographic services	30	D	D	D	b	D	D
541921	Photographic studios, portrait	21	D	D	D	b	D	D
541922	Commercial photography	9	D	D	D	b	D	D
	AREA OUTSIDE DELAWARE METROPOLITAN AREAS							
54	Professional, scientific, & technical services	194	46 768	19 999	4 403	694	32.4	9.3
541	Professional, scientific, & technical services	194	46 768	19 999	4 403	694	32.4	9.3
5411	Legal services	50	18 111	9 383	1 879	246	15.4	7.1
54111	Offices of lawyers	48	D	D	D	c	D	D
541110	Offices of lawyers	48	D	D	D	c	D	D
5411101	Offices of lawyers (except legal aid societies)	48	D	D	D	c	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	46	9 531	3 499	945	204	38.5	5.5
54121	Accounting, tax return prep, bookkeeping, & payroll services	46	9 531	3 499	945	204	38.5	5.5
541211	Offices of certified public accountants	25	6 754	2 439	624	99	31.5	4.5
541213	Tax return preparation services	6	1 318	338	148	66	40.6	—
541219	Other accounting services	15	1 459	722	173	39	69.4	14.9
5413	Architectural, engineering, & related services	35	8 665	4 141	942	137	57.9	6.0
54137	Surveying & mapping (except geophysical) services	8	D	D	D	b	D	D
541370	Surveying & mapping (except geophysical) services	8	D	D	D	b	D	D
5418	Advertising & related services	8	3 008	541	126	23	25.1	—

¹Includes receipts information obtained from administrative records of other Federal agencies.

²Includes 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 ¹	Estimated ²
DOVER, DE MSA									
54	Professional, scientific, & technical services ..	2	D	D	D	D	b	D	D
541	Professional, scientific, & technical services	2	D	D	D	D	b	D	D
PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA									
54	Professional, scientific, & technical services ..	125	D	D	D	D	h	D	D
541	Professional, scientific, & technical services	125	D	D	D	D	h	D	D
5411	Legal services	48	D	D	D	D	f	D	D
54111	Offices of lawyers	48	D	D	D	D	f	D	D
541110	Offices of lawyers	48	D	D	D	D	f	D	D
5411102	Legal aid societies & similar legal services	48	D	D	D	D	f	D	D
5417	Scientific research & development services	77	D	D	D	D	h	D	D
54171	R&D in the physical, engineering, & life sciences	52	D	D	D	D	g	D	D
541710	R&D in the physical, engineering, & life sciences	52	D	D	D	D	g	D	D
5417101	R&D in the physical & engineering sciences	11	D	D	D	D	e	D	D
5417102	Research & development in the life sciences	41	D	D	D	D	g	D	D
54172	Research & development in the social sciences & humanities	25	D	D	D	D	c	D	D
541720	R&D in the social sciences & humanities	25	D	D	D	D	c	D	D
Atlantic–Cape May, NJ PMSA									
54	Professional, scientific, & technical services ..	5	D	D	D	D	b	D	D
541	Professional, scientific, & technical services	5	D	D	D	D	b	D	D
Philadelphia, PA–NJ PMSA									
54	Professional, scientific, & technical services ..	109	283 226	269 126	134 103	31 520	3 413	6.2	6.3
541	Professional, scientific, & technical services	109	283 226	269 126	134 103	31 520	3 413	6.2	6.3
5411	Legal services	38	52 446	51 703	37 408	8 179	884	1.6	4.8
54111	Offices of lawyers	38	52 446	51 703	37 408	8 179	884	1.6	4.8
541110	Offices of lawyers	38	52 446	51 703	37 408	8 179	884	1.6	4.8
5411102	Legal aid societies & similar legal services	38	52 446	51 703	37 408	8 179	884	1.6	4.8
5417	Scientific research & development services	71	230 780	217 423	96 695	23 341	2 529	7.3	6.6
54171	R&D in the physical, engineering, & life sciences	47	201 400	188 682	86 651	21 001	2 293	5.0	5.5
541710	R&D in the physical, engineering, & life sciences	47	201 400	188 682	86 651	21 001	2 293	5.0	5.5
5417101	R&D in the physical & engineering sciences	8	D	D	D	D	e	D	D
5417102	Research & development in the life sciences	39	D	D	D	D	g	D	D
54172	Research & development in the social sciences & humanities	24	29 380	28 741	10 044	2 340	236	23.4	13.9
541720	R&D in the social sciences & humanities	24	29 380	28 741	10 044	2 340	236	23.4	13.9
Vineland–Millville–Bridgeton, NJ PMSA									
54	Professional, scientific, & technical services ..	4	D	D	D	D	b	D	D
541	Professional, scientific, & technical services	4	D	D	D	D	b	D	D
Wilmington–Newark, DE–MD PMSA									
54	Professional, scientific, & technical services ..	7	D	D	D	D	b	D	D
541	Professional, scientific, & technical services	7	D	D	D	D	b	D	D
AREA OUTSIDE DELAWARE METROPOLITAN AREAS									
54	Professional, scientific, & technical services ..	1	D	D	D	D	a	D	D

¹Includes revenue information obtained from administrative records of other Federal agencies.

²Includes 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 ¹	Estimated ²
KENT COUNTY, DE								
54	Professional, scientific, & technical services	155	69 406	30 255	6 136	1 091	29.0	4.7
541	Professional, scientific, & technical services	155	69 406	30 255	6 136	1 091	29.0	4.7
5411	Legal services	26	22 159	12 559	2 187	291	11.4	3.8
54111	Offices of lawyers	24	D	D	D	e	D	D
541110	Offices of lawyers	24	D	D	D	e	D	D
5411101	Offices of lawyers (except legal aid societies)	24	D	D	D	e	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	44	10 235	3 912	915	208	39.4	5.8
54121	Accounting, tax return prep, bookkeeping, & payroll services	44	10 235	3 912	915	208	39.4	5.8
541211	Offices of certified public accountants	17	7 417	2 670	660	101	30.7	2.5
541219	Other accounting services	16	D	D	D	b	D	D
5413	Architectural, engineering, & related services	32	16 694	7 514	1 683	213	37.7	1.4
54133	Engineering services	17	11 367	5 018	1 179	135	39.3	1.0
541330	Engineering services	17	11 367	5 018	1 179	135	39.3	1.0
54137	Surveying & mapping (except geophysical) services	7	2 450	1 251	285	41	52.1	1.8
541370	Surveying & mapping (except geophysical) services	7	2 450	1 251	285	41	52.1	1.8
5415	Computer systems design & related services	19	8 385	2 879	614	106	46.5	9.6
54151	Computer systems design & related services	19	8 385	2 879	614	106	46.5	9.6
5418	Advertising & related services	8	6 253	1 865	404	183	12.3	1.5
5419	Other professional, scientific, & technical services	7	D	D	D	b	D	D
NEW CASTLE COUNTY, DE								
54	Professional, scientific, & technical services	1 368	1 314 181	503 175	100 625	10 597	12.7	5.3
541	Professional, scientific, & technical services	1 368	1 314 181	503 175	100 625	10 597	12.7	5.3
5411	Legal services	268	401 401	170 169	35 165	3 322	9.7	2.5
54111	Offices of lawyers	255	397 439	168 549	34 831	3 282	9.7	2.5
541110	Offices of lawyers	255	397 439	168 549	34 831	3 282	9.7	2.5
5411101	Offices of lawyers (except legal aid societies)	255	397 439	168 549	34 831	3 282	9.7	2.5
54119	Other legal services	13	3 962	1 620	334	40	15.6	6.2
5412	Accounting, tax return prep, bookkeeping, & payroll services	190	71 795	35 556	8 204	1 341	24.2	8.2
54121	Accounting, tax return prep, bookkeeping, & payroll services	190	71 795	35 556	8 204	1 341	24.2	8.2
541211	Offices of certified public accountants	90	48 512	25 170	5 663	632	20.8	6.5
541213	Tax return preparation services	30	D	D	D	e	D	D
541219	Other accounting services	59	D	D	D	e	D	D
5413	Architectural, engineering, & related services	216	224 799	96 501	22 844	2 198	15.6	7.7
54131	Architectural services	28	D	D	D	c	D	D
541310	Architectural services	28	D	D	D	c	D	D
54133	Engineering services	144	177 658	80 295	19 249	1 729	14.6	9.1
541330	Engineering services	144	177 658	80 295	19 249	1 729	14.6	9.1
54135	Building inspection services	8	D	D	D	b	D	D
541350	Building inspection services	8	D	D	D	b	D	D
54138	Testing laboratories	24	D	D	D	c	D	D
541380	Testing laboratories	24	D	D	D	c	D	D
5414	Specialized design services	65	D	D	D	e	D	D
54141	Interior design services	19	D	D	D	b	D	D
541410	Interior design services	19	D	D	D	b	D	D
54142	Industrial design services	3	D	D	D	c	D	D
541420	Industrial design services	3	D	D	D	c	D	D
54143	Graphic design services	43	D	D	D	c	D	D
541430	Graphic design services	43	D	D	D	c	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	33	D	D	D	c	D	D
5415	Computer systems design & related services	254	343 996	113 465	15 357	1 484	7.0	7.3
54151	Computer systems design & related services	254	343 996	113 465	15 357	1 484	7.0	7.3
541511	Custom computer programming services	99	D	D	D	f	D	D
541512	Computer systems design services	115	D	D	D	f	D	D
5415121	Computer systems integrators	39	D	D	D	e	D	D
5415122	Computer systems consultants (except systems integrators)	76	D	D	D	c	D	D
541513	Computer facilities management services	12	D	D	D	c	D	D
541519	Other computer related services	28	D	D	D	b	D	D
5416	Management, scientific, & technical consulting services	234	69 958	30 046	6 098	733	35.3	6.5
54161	Management consulting services	159	39 099	19 990	3 849	448	28.4	7.3
541611	Administrative management & general management consulting service	81	D	D	D	c	D	D
541612	Human resources & executive search consulting services	21	D	D	D	b	D	D
541613	Marketing consulting services	35	D	D	D	c	D	D
541618	Other management consulting services	10	D	D	D	b	D	D
54162	Environmental consulting services	26	21 475	7 072	1 638	191	32.7	7.4
541620	Environmental consulting services	26	21 475	7 072	1 638	191	32.7	7.4
54169	Other scientific & technical consulting services	49	9 384	2 984	611	94	69.6	1.5
541690	Other scientific & technical consulting services	49	9 384	2 984	611	94	69.6	1.5
5417	Scientific research & development services	18	D	D	D	b	D	D

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 ¹	Estimated ²
NEW CASTLE COUNTY, DE—Con.								
54	Professional, scientific, & technical services—Con.							
541	Professional, scientific, & technical services—Con.							
5418	Advertising & related services	78	149 653	35 060	7 822	873	9.8	4.0
54181	Advertising agencies	30	D	D	D	e	D	D
541810	Advertising agencies	30	D	D	D	e	D	D
54184	Media representatives	1	D	D	D	b	D	D
541840	Media representatives	1	D	D	D	b	D	D
5418402	Publishers' advertising representatives	1	D	D	D	b	D	D
54185	Display advertising	5	D	D	D	b	D	D
541850	Display advertising	5	D	D	D	b	D	D
5418502	Outdoor advertising services	4	D	D	D	b	D	D
54186	Direct mail advertising	13	D	D	D	e	D	D
541860	Direct mail advertising	13	D	D	D	e	D	D
54189	Other services related to advertising	21	D	D	D	b	D	D
541890	Other services related to advertising	21	D	D	D	b	D	D
5418902	Advertising specialties goods distributor	10	D	D	D	b	D	D
5419	Other professional, scientific, & technical services	45	D	D	D	c	D	D
54192	Photographic services	30	D	D	D	b	D	D
541921	Photographic studios, portrait	21	D	D	D	b	D	D
541922	Commercial photography	9	D	D	D	b	D	D
SUSSEX COUNTY, DE								
54	Professional, scientific, & technical services	194	46 768	19 999	4 403	694	32.4	9.3
541	Professional, scientific, & technical services	194	46 768	19 999	4 403	694	32.4	9.3
5411	Legal services	50	18 111	9 383	1 879	246	15.4	7.1
54111	Offices of lawyers	48	D	D	D	c	D	D
541110	Offices of lawyers	48	D	D	D	c	D	D
5411101	Offices of lawyers (except legal aid societies)	48	D	D	D	c	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	46	9 531	3 499	945	204	38.5	5.5
54121	Accounting, tax return prep, bookkeeping, & payroll services	46	9 531	3 499	945	204	38.5	5.5
541211	Offices of certified public accountants	25	6 754	2 439	624	99	31.5	4.5
541213	Tax return preparation services	6	1 318	338	148	66	40.6	—
541219	Other accounting services	15	1 459	722	173	39	69.4	14.9
5413	Architectural, engineering, & related services	35	8 665	4 141	942	137	57.9	6.0
54137	Surveying & mapping (except geophysical) services	8	D	D	D	b	D	D
541370	Surveying & mapping (except geophysical) services	8	D	D	D	b	D	D
5418	Advertising & related services	8	3 008	541	126	23	25.1	—

¹Includes receipts information obtained from administrative records of other Federal agencies.

²Includes 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 ¹	Estimated ²
DOVER, DE								
54	Professional, scientific, & technical services	89	52 253	23 930	4 687	820	19.4	4.6
541	Professional, scientific, & technical services	89	52 253	23 930	4 687	820	19.4	4.6
5411	Legal services	22	20 988	12 060	2 038	282	9.0	3.7
54111	Offices of lawyers	21	D	D	D	e	D	D
541110	Offices of lawyers	21	D	D	D	e	D	D
5411101	Offices of lawyers (except legal aid societies)	21	D	D	D	e	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	20	5 959	1 977	489	94	31.2	2.5
54121	Accounting, tax return prep, bookkeeping, & payroll services	20	5 959	1 977	489	94	31.2	2.5
541211	Offices of certified public accountants	7	4 841	1 585	411	61	24.6	—
5413	Architectural, engineering, & related services	18	10 247	5 101	1 154	134	27.3	1.1
5415	Computer systems design & related services	9	6 249	2 137	448	74	31.7	11.5
54151	Computer systems design & related services	9	6 249	2 137	448	74	31.7	11.5
5418	Advertising & related services	6	D	D	D	c	D	D
ELSMERE, DE								
54	Professional, scientific, & technical services	7	3 007	1 676	499	61	26.4	—
541	Professional, scientific, & technical services	7	3 007	1 676	499	61	26.4	—

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 ¹	Estimated ²
GEORGETOWN, DE								
54	Professional, scientific, & technical services	37	17 007	9 042	1 908	243	15.6	4.9
541	Professional, scientific, & technical services	37	17 007	9 042	1 908	243	15.6	4.9
5411	Legal services	25	12 368	7 212	1 454	171	9.8	4.8
54111	Offices of lawyers	25	12 368	7 212	1 454	171	9.8	4.8
541110	Offices of lawyers	25	12 368	7 212	1 454	171	9.8	4.8
5411101	Offices of lawyers (except legal aid societies)	25	12 368	7 212	1 454	171	9.8	4.8
5412	Accounting, tax return prep, bookkeeping, & payroll services	5	2 298	1 041	273	39	7.5	—
54121	Accounting, tax return prep, bookkeeping, & payroll services	5	2 298	1 041	273	39	7.5	—
5413	Architectural, engineering, & related services	4	D	D	D	b	D	D
LAUREL, DE								
54	Professional, scientific, & technical services	7	400	108	17	8	97.8	2.3
LEWES, DE								
54	Professional, scientific, & technical services	10	788	309	53	9	42.0	12.8
MIDDLETOWN, DE								
54	Professional, scientific, & technical services	11	2 793	1 259	298	44	21.2	31.9
541	Professional, scientific, & technical services	11	2 793	1 259	298	44	21.2	31.9
MILFORD, DE *								
54	Professional, scientific, & technical services	11	5 973	2 018	463	81	49.8	3.1
541	Professional, scientific, & technical services	11	5 973	2 018	463	81	49.8	3.1
5412	Accounting, tax return prep, bookkeeping, & payroll services	7	1 683	686	152	33	54.2	11.2
54121	Accounting, tax return prep, bookkeeping, & payroll services	7	1 683	686	152	33	54.2	11.2
5413	Architectural, engineering, & related services	2	D	D	D	b	D	D
MILFORD, DE (KENT COUNTY PART) *								
54	Professional, scientific, & technical services	10	D	D	D	b	D	D
541	Professional, scientific, & technical services	10	D	D	D	b	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	6	D	D	D	b	D	D
54121	Accounting, tax return prep, bookkeeping, & payroll services	6	D	D	D	b	D	D
5413	Architectural, engineering, & related services	2	D	D	D	b	D	D
MILFORD, DE (SUSSEX COUNTY PART) *								
54	Professional, scientific, & technical services	1	D	D	D	a	D	D
NEWARK, DE								
54	Professional, scientific, & technical services	96	57 511	23 073	4 764	509	16.0	12.6
541	Professional, scientific, & technical services	96	57 511	23 073	4 764	509	16.0	12.6
5411	Legal services	14	3 178	1 473	312	44	17.6	—
54111	Offices of lawyers	13	D	D	D	b	D	D
541110	Offices of lawyers	13	D	D	D	b	D	D
5411101	Offices of lawyers (except legal aid societies)	13	D	D	D	b	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	15	5 619	2 948	656	84	18.9	5.8
54121	Accounting, tax return prep, bookkeeping, & payroll services	15	5 619	2 948	656	84	18.9	5.8
5413	Architectural, engineering, & related services	18	14 762	6 921	1 200	179	20.7	2.6
54133	Engineering services	10	9 564	5 186	812	112	16.9	4.0
541330	Engineering services	10	9 564	5 186	812	112	16.9	4.0
5415	Computer systems design & related services	20	22 146	7 033	1 619	125	2.5	28.9
54151	Computer systems design & related services	20	22 146	7 033	1 619	125	2.5	28.9
541512	Computer systems design services	11	18 492	5 095	1 234	92	1.4	26.0
5415121	Computer systems integrators	6	17 106	4 468	1 065	81	—	28.2
5416	Management, scientific, & technical consulting services	19	9 436	3 808	806	49	41.1	1.2
54161	Management consulting services	14	5 114	3 115	644	36	10.9	2.2
54169	Other scientific & technical consulting services	4	D	D	D	a	D	D
541690	Other scientific & technical consulting services	4	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 ¹	Estimated ²
NEW CASTLE, DE								
54	Professional, scientific, & technical services	42	96 738	17 035	3 964	601	5.4	2.2
541	Professional, scientific, & technical services	42	96 738	17 035	3 964	601	5.4	2.2
5412	Accounting, tax return prep, bookkeeping, & payroll services	1	D	D	D	a	D	D
54121	Accounting, tax return prep, bookkeeping, & payroll services	1	D	D	D	a	D	D
5413	Architectural, engineering, & related services	11	D	D	D	c	D	D
5415	Computer systems design & related services	10	7 990	2 303	487	47	10.7	16.1
54151	Computer systems design & related services	10	7 990	2 303	487	47	10.7	16.1
541512	Computer systems design services	7	D	D	D	b	D	D
5416	Management, scientific, & technical consulting services	9	6 972	1 931	528	59	26.7	4.9
54162	Environmental consulting services	4	D	D	D	b	D	D
541620	Environmental consulting services	4	D	D	D	b	D	D
5418	Advertising & related services	6	D	D	D	c	D	D
54186	Direct mail advertising	4	D	D	D	c	D	D
541860	Direct mail advertising	4	D	D	D	c	D	D
SEAFORD, DE								
54	Professional, scientific, & technical services	16	3 261	1 022	269	89	51.9	5.2
541	Professional, scientific, & technical services	16	3 261	1 022	269	89	51.9	5.2
5412	Accounting, tax return prep, bookkeeping, & payroll services	9	2 374	747	220	74	53.0	4.1
54121	Accounting, tax return prep, bookkeeping, & payroll services	9	2 374	747	220	74	53.0	4.1
SMYRNA, DE *								
54	Professional, scientific, & technical services	9	1 332	556	139	34	46.6	4.4
541	Professional, scientific, & technical services	9	1 332	556	139	34	46.6	4.4
SMYRNA, DE (KENT COUNTY PART) *								
54	Professional, scientific, & technical services	9	1 332	556	139	34	46.6	4.4
541	Professional, scientific, & technical services	9	1 332	556	139	34	46.6	4.4
WILMINGTON, DE								
54	Professional, scientific, & technical services	450	690 171	266 203	46 669	4 322	9.6	4.9
541	Professional, scientific, & technical services	450	690 171	266 203	46 669	4 322	9.6	4.9
5411	Legal services	190	331 705	141 707	28 021	2 491	9.5	2.8
54111	Offices of lawyers	187	D	D	D	g	D	D
541110	Offices of lawyers	187	D	D	D	g	D	D
5411101	Offices of lawyers (except legal aid societies)	187	D	D	D	g	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	39	22 823	12 305	2 626	283	17.9	8.2
54121	Accounting, tax return prep, bookkeeping, & payroll services	39	22 823	12 305	2 626	283	17.9	8.2
541211	Offices of certified public accountants	18	19 017	10 981	2 381	233	15.4	6.1
5413	Architectural, engineering, & related services	52	49 232	17 269	4 260	396	19.4	4.9
54131	Architectural services	19	24 499	7 430	1 670	160	8.7	.3
541310	Architectural services	19	24 499	7 430	1 670	160	8.7	.3
54133	Engineering services	28	23 750	9 466	2 543	223	30.1	8.0
541330	Engineering services	28	23 750	9 466	2 543	223	30.1	8.0
5414	Specialized design services	23	13 301	4 411	882	114	23.3	4.3
54141	Interior design services	8	6 714	2 278	458	53	21.4	7.3
541410	Interior design services	8	6 714	2 278	458	53	21.4	7.3
54143	Graphic design services	14	D	D	D	b	D	D
541430	Graphic design services	14	D	D	D	b	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	11	D	D	D	b	D	D
5415	Computer systems design & related services	60	229 116	69 170	6 328	557	2.7	5.6
54151	Computer systems design & related services	60	229 116	69 170	6 328	557	2.7	5.6
541511	Custom computer programming services	20	D	D	D	e	D	D
541512	Computer systems design services	32	D	D	D	c	D	D
5415122	Computer systems consultants (except systems integrators)	21	D	D	D	b	D	D
541513	Computer facilities management services	7	D	D	D	a	D	D
5416	Management, scientific, & technical consulting services	46	12 791	6 975	1 357	145	28.4	5.4
54161	Management consulting services	36	10 614	5 871	1 161	127	20.4	5.8
541613	Marketing consulting services	9	3 851	2 788	581	61	21.6	3.1
5418	Advertising & related services	21	26 670	12 502	2 759	286	27.2	21.7
54181	Advertising agencies	12	19 659	10 445	2 302	225	35.5	5.8
541810	Advertising agencies	12	19 659	10 445	2 302	225	35.5	5.8
5419	Other professional, scientific, & technical services	16	3 779	1 610	372	44	17.7	1.2
54192	Photographic services	11	3 351	1 500	355	39	17.8	-
BALANCE OF KENT COUNTY, DE								
54	Professional, scientific, & technical services	47	D	D	D	c	D	D
541	Professional, scientific, & technical services	47	D	D	D	c	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	14	D	D	D	b	D	D
54121	Accounting, tax return prep, bookkeeping, & payroll services	14	D	D	D	b	D	D
5413	Architectural, engineering, & related services	12	D	D	D	b	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 ¹	Estimated ²
BALANCE OF NEW CASTLE COUNTY, DE								
54	Professional, scientific, & technical services	762	463 961	193 929	44 431	5 060	18.4	5.6
541	Professional, scientific, & technical services	762	463 961	193 929	44 431	5 060	18.4	5.6
5411	Legal services	58	D	D	D	f	D	D
54111	Offices of lawyers	49	D	D	D	f	D	D
541110	Offices of lawyers	49	D	D	D	f	D	D
5411101	Offices of lawyers (except legal aid societies)	49	D	D	D	f	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	130	D	D	D	f	D	D
54121	Accounting, tax return prep, bookkeeping, & payroll services	130	D	D	D	f	D	D
541211	Offices of certified public accountants	64	D	D	D	e	D	D
541213	Tax return preparation services	17	D	D	D	e	D	D
541219	Other accounting services	44	D	D	D	c	D	D
5413	Architectural, engineering, & related services	133	D	D	D	g	D	D
54133	Engineering services	100	D	D	D	g	D	D
541330	Engineering services	100	D	D	D	g	D	D
54138	Testing laboratories	13	9 184	3 781	795	118	29.1	—
541380	Testing laboratories	13	9 184	3 781	795	118	29.1	—
5414	Specialized design services	39	D	D	D	e	D	D
54141	Interior design services	11	D	D	D	b	D	D
541410	Interior design services	11	D	D	D	b	D	D
54142	Industrial design services	2	D	D	D	c	D	D
541420	Industrial design services	2	D	D	D	c	D	D
54143	Graphic design services	26	D	D	D	b	D	D
541430	Graphic design services	26	D	D	D	b	D	D
5414301	Graphic design services (except commercial art & medical artists) ..	20	D	D	D	b	D	D
5415	Computer systems design & related services	161	84 222	34 628	6 842	750	19.0	5.3
54151	Computer systems design & related services	161	84 222	34 628	6 842	750	19.0	5.3
541511	Custom computer programming services	69	D	D	D	e	D	D
541512	Computer systems design services	64	D	D	D	e	D	D
5415121	Computer systems integrators	16	D	D	D	c	D	D
5415122	Computer systems consultants (except systems integrators)	48	16 828	6 423	1 275	118	41.2	14.2
541519	Other computer related services	25	4 302	1 613	299	36	62.6	3.8
5416	Management, scientific, & technical consulting services	155	D	D	D	e	D	D
54161	Management consulting services	104	22 658	10 714	2 024	279	34.4	8.9
541611	Administrative management & general management consulting service	52	D	D	D	c	D	D
541612	Human resources & executive search consulting services	15	4 425	2 014	391	39	44.8	4.6
541613	Marketing consulting services	21	6 022	2 822	540	51	26.4	3.6
54162	Environmental consulting services	18	D	D	D	c	D	D
541620	Environmental consulting services	18	D	D	D	c	D	D
54169	Other scientific & technical consulting services	33	2 846	1 215	266	63	60.2	2.5
541690	Other scientific & technical consulting services	33	2 846	1 215	266	63	60.2	2.5
5418	Advertising & related services	47	D	D	D	e	D	D
54184	Media representatives	1	D	D	D	b	D	D
541840	Media representatives	1	D	D	D	b	D	D
5418402	Publishers' advertising representatives	1	D	D	D	b	D	D
54189	Other services related to advertising	16	D	D	D	b	D	D
541890	Other services related to advertising	16	D	D	D	b	D	D
5418902	Advertising specialties goods distributor	8	D	D	D	b	D	D
5419	Other professional, scientific, & technical services	26	D	D	D	b	D	D
54192	Photographic services	18	D	D	D	b	D	D
541921	Photographic studios, portrait	14	D	D	D	b	D	D
BALANCE OF SUSSEX COUNTY, DE								
54	Professional, scientific, & technical services	123	D	D	D	e	D	D
541	Professional, scientific, & technical services	123	D	D	D	e	D	D
5411	Legal services	22	D	D	D	b	D	D
54111	Offices of lawyers	20	D	D	D	b	D	D
541110	Offices of lawyers	20	D	D	D	b	D	D
5411101	Offices of lawyers (except legal aid societies)	20	D	D	D	b	D	D
5412	Accounting, tax return prep, bookkeeping, & payroll services	24	D	D	D	b	D	D
54121	Accounting, tax return prep, bookkeeping, & payroll services	24	D	D	D	b	D	D
5413	Architectural, engineering, & related services	29	D	D	D	c	D	D
5418	Advertising & related services	8	3 008	541	126	23	25.1	—

¹Includes receipts information obtained from administrative records of other Federal agencies.

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

Appendix A.

Explanation of Terms

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.

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

54 PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

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

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

541 Professional, Scientific, and Technical Services

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

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

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

5411 Legal Services

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

54111 Offices of Lawyers

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

541110 Offices of Lawyers

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

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

8111 Legal Services

5411101 Offices of Lawyers (Except Legal Aid Societies)

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

5411102 Legal Aid Societies and Similar Legal Services

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

54119 Other Legal Services

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

541191 Title Abstract and Settlement Offices

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

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

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

6541 Title and Settlement Offices

541199 All Other Legal Services

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

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

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

5412 Accounting, Tax Preparation, Bookkeeping, and Payroll Services

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

54121 Accounting, Tax Preparation, Bookkeeping, and Payroll Services

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

541211 Offices of Certified Public Accountants

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

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

8721 (pt) Offices of Certified Public Accountants

541213 Tax Preparation Services

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

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

7291 Tax Preparation Services

541214 Payroll Services

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

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

7819 (pt) Talent Payment Services

8721 (pt) Payroll Services

5412141 Talent Payment Services

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

5412142 Payroll Services (Except Talent Payment Services)

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

541219 Other Accounting Services

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

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

8721 (pt) Other Accounting Services

5413 Architectural, Engineering, and Related Services

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

54131 Architectural Services

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

541310 Architectural Services

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

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

8712 Architectural Services

54133 Engineering Services

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

541330 Engineering Services

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

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

8711 Engineering Services

54134 Drafting Services

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

541340 Drafting Services

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

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

7389 (pt) Drafting Services

54135 Building Inspection Services

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

541350 Building Inspection Services

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

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

7389 (pt) Building Inspection Services

54136 Geophysical Surveying and Mapping Services

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

541360 Geophysical Surveying and Mapping Services

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

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

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

5413601 Geophysical Surveying

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

5413602 Geophysical Surveying Services Only for Metal Mining, Contract Basis

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

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

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

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

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

54137 Surveying and Mapping (Except Geophysical) Services

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

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

541370 Surveying and Mapping (Except Geophysical) Services

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

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

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

5413701 Surveying Services

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

5413702 Map Making Services

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

54138 Testing Laboratories

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

541380 Testing Laboratories

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

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

- 8734 (pt) Testing Laboratories

5414 Specialized Design Services

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

54141 Interior Design Services

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

541410 Interior Design Services

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

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

7389 (pt) Interior Design Services

54142 Industrial Design Services

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

541420 Industrial Design Services

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

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

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

7389 (pt) Industrial Design Services

54143 Graphic Design Services

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

541430 Graphic Design Services

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

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

7336 Commercial Art and Graphic Design

8099 (pt) Medical Artists

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

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

5414302 Commercial Art

Establishments primarily engaged in providing commercial art and illustration services.

5414303 Medical Artists

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

54149 Other Specialized Design Services

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

541490 Other Specialized Design Services

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

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

7389 (pt) Other Design Services

5415 Computer Systems Design and Related Services

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

54151 Computer Systems Design and Related Services

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

541511 Custom Computer Programming Services

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

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

7371 Custom Computer Programming Services

541512 Computer Systems Design Services

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

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

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

7373 Computer Systems Integrators

7379 (pt) Computer Systems Consultants

5415121 Computer Systems Integrators

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

5415122 Computer Systems Consultants (Except Systems Integrators)

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

541513 Computer Facilities Management Services

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

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

7376 Computer Facilities Management Services

541519 Other Computer Related Services

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

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

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

7379 (pt) All Other Computer Related Services

5415191 Computer Consultants (Except Computer Systems Consultants)

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

5415199 All Other Computer Related Services

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

5416 Management, Scientific, and Technical Consulting Services

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

54161 Management Consulting Services

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

541611 Administrative Management and General Management Consulting Services

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

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

8742 (pt) Administrative Management and General Management Consulting Services

541612 Human Resources and Executive Search Consulting Services

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

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

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

7361 (pt) Executive Placement Services

8742 (pt) Human Resources and Personnel Management Consulting

8999 (pt) Actuarial Consulting Services

5416121 Actuarial Consulting

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

5416122 Executive Placement Services

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

5416123 Human Resources and Personnel Management Consulting

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

541613 Marketing Consulting Services

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

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

8742 (pt) Marketing Consulting Services

541614 Process, Physical Distribution, and Logistics Consulting Services

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

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

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

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

541618 Other Management Consulting Services

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

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

4731 (pt) Tariff Consultants

8748 (pt) Other Management Consulting Services

5416181 Tariff Consulting

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

5416182 All Other Management Consulting Services

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

54162 Environmental Consulting Services

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

541620 Environmental Consulting Services

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

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

8999 (pt) Environmental Consulting Services

54169 Other Scientific and Technical Consulting Services

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

541690 Other Scientific and Technical Consulting Services

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

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

8748 (pt) Other Scientific and Technical Consulting Services

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

5416901 Economic and Related Consulting Services

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

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

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

5417 Scientific Research and Development Services

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

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

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

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

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

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

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

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

5417101 Research and Development in the Physical and Engineering Sciences

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

54171011 Noncommercial Research and Development in the Physical and Engineering Sciences

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

54171012 Commercial Research and Development in the Physical and Engineering Sciences

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

5417102 Research and Development in the Life Sciences

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

54171021 Noncommercial Research and Development in the Life Sciences

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

54171022 Commercial Research and Development in the Life Sciences

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

54172 Research and Development in the Social Sciences and Humanities

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

541720 Research and Development in the Social Sciences and Humanities

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

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

- 8732 (pt) Social Science and Humanities Research

8733 (pt) Noncommercial Research in Social Sciences and Humanities

5417201 Noncommercial Research and Development in the Social Sciences and Humanities

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

5417202 Commercial Research and Development in the Social Sciences and Humanities

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

5418 Advertising and Related Services

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

54181 Advertising Agencies

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

541810 Advertising Agencies

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

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

7311 Advertising Agencies

54182 Public Relations Agencies

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

541820 Public Relations Agencies

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

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

8743 Public Relations Services

54183 Media Buying Agencies

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

541830 Media Buying Agencies

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

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

7319 (pt) Media Buying Services

54184 Media Representatives

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

541840 Media Representatives

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

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

7313 Radio, Television, and Publishers' Advertising Representatives

5418401 Radio and Television Advertising Representatives

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

5418402 Publishers' Advertising Representatives

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

54185 Display Advertising

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

541850 Display Advertising

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

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

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

5418501 Display Advertising (Except Outdoor)

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

5418502 Outdoor Advertising Services

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

54186 Direct Mail Advertising

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

541860 Direct Mail Advertising

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

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

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

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

54187 Advertising Material Distribution Services

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

541870 Advertising Material Distribution Services

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

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

- 7319 (pt) Advertising Materials Distribution Services

54189 Other Services Related to Advertising

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

541890 Other Services Related to Advertising

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

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

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

7389 (pt) Welcoming Services

5418901 Welcoming Services

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

5418902 Advertising Specialties Goods Distributors

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

5418903 Sign Painting and Lettering Shop

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

5418909 All Other Advertising

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

5419 Other Professional, Scientific, and Technical Services

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

54191 Marketing Research and Public Opinion Polling

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

541910 Marketing Research and Public Opinion Polling

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

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

8732 (pt) Marketing Research and Public Opinion Polling

54192 Photographic Services

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

541921 Photography Studios, Portrait

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

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

7221 Photographic Studios, Portrait

541922 Commercial Photography

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

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

7335 Commercial Photography

8099 (pt) Medical Photography

5419221 Commercial Photography (Except Medical Photography)

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

5419222 Medical Photography

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

54193 Translation and Interpretation Services

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

541930 Translation and Interpretation Services

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

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

7389 (pt) Translation and Interpretation Services

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

54199 All Other Professional, Scientific, and Technical Services

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

541990 All Other Professional, Scientific, and Technical Services

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

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

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

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

Appendix C.

Coverage and Methodology

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.

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.

METHOD OF ASSIGNING TAX STATUS

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

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

RELIABILITY OF DATA

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

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

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

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

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

TREATMENT OF NONRESPONSE

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

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

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

Appendix D. Geographic Notes

DELAWARE

Milford is in Kent and Sussex Counties.

Smyrna is in Kent and New Castle Counties.

Appendix E. Metropolitan Areas

DELAWARE

Dover, DE MSA

Kent County, DE

Philadelphia—Wilmington—Atlantic City, PA—NJ—DE—MD CMSA

Atlantic—Cape May, NJ PMSA

Atlantic County, NJ

Cape May County, NJ

Philadelphia, PA—NJ PMSA

Burlington County, NJ

Camden County, NJ

Gloucester County, NJ

Salem County, NJ

Bucks County, PA

Chester County, PA

Philadelphia—Wilmington—Atlantic City, PA—NJ—DE—MD CMSA—Con.

Philadelphia, PA—NJ PMSA—Con.

Delaware County, PA

Montgomery County, PA

Philadelphia County, PA

Vineland—Millville—Bridgeton, NJ PMSA

Cumberland County, NJ

Wilmington—Newark, DE—MD PMSA

New Castle County, DE

Cecil County, MD

Wilmington—Newark, DE—MD PMSA

New Castle County, DE

Cecil County, MD

