Section 22

# Wholesale and Retail Trade

This section presents statistics relating to the distributive trades, specifically wholesale trade and retail trade. Data shown for the trades are classified by kind of business and cover sales, establishments, employees, payrolls, and other items. The principal sources of these data are from the Census Bureau and include the *2002 Economic Census*, annual and monthly surveys, and the *County Business Patterns* program. These data are supplemented by several tables from trade associations, such as the National Automobile Dealers Association (Table 1025). Several notable research groups are also represented, such as Claritas (Table 1023), National Research Bureau (Tables 1030 and 1031), Jupiter Research, Inc. (Table 1022), and Forrester Research, Inc. (Table 1021).

Data on wholesale and retail trade also appear in several other sections. For instance, labor force employment and earnings data appear in Section 12, Labor Force, Employment, and Earnings; gross domestic product of the industry (Table 646) appears in Section 13, Income, Expenditures, Poverty, and Wealth; financial data (several tables) from the quarterly *Statistics of Income Bulletin,* published by the Internal Revenue Service, appear in Section 15, Business Enterprise.

**Censuses**—Censuses of wholesale trade and retail trade have been taken at various intervals since 1929. Beginning with the 1967 census, legislation provides for a census of each area to be conducted every 5 years (for years ending in "2" and "7"). For more information on the most recent census, see the *Guide to the 2002 Economic Census* found at <http://www.census.gov/econ/census02/guide/>. The industries covered in the censuses and surveys of business are defined in the *North American Industry Classification System*, (NAICS). *Retail trade* refers to places of business primarily engaged in retailing merchandise to the general public; and *wholesale trade,* to establishments primarily engaged in selling goods to other businesses and normally operating from a warehouse or office that have little or no display of merchandise. Most Census Bureau tables in this section are utilizing the 2002 NAICS codes, which replaced the Standard Industrial Classification (SIC) system. NAICS made substantial structural improvements and identifies over 350 new industries. At the same time, it causes breaks in time series far more profound than any prior revision of the previously used SIC system. For information on this system and how it affects the comparability of wholesale and retail statistics historically, see text, Section 15, Business Enterprise, and especially the Census Bureau Web site at <http://www.census .gov/epcd/www/naics.html>. In general, the 2002 Economic Census has three series of publications for these two sectors: 1) subject series with reports such as product lines and establishment and firm sizes, 2) geographic reports with individual reports for each state, and 3) industry series with individual reports for industry groups. For information on these series, see the Census Bureau Web site at <http://www.census.gov/econ/census02/>.

**Current surveys**—Current sample surveys conducted by the Census Bureau cover various aspects of wholesale and retail trade. Its *Monthly Retail Trade and Food Services* release <http://www.census.gov/mrts/www/mrts.html> contains monthly estimates of sales, inventories, and inventory/sales ratios for the United States, by kind of business. Annual figures on retail sales, year-end inventories, purchases, accounts receivable, and gross margins by kind of business are located on the Census Bureau Web site at <http://www.census.gov/svsd/www/artstbl.html>. Additionally, annual data for accommodation and food services are located at the same site.

Statistics from the Bureau's monthly wholesale trade survey include national estimates of sales, inventories, and inventory/sales ratios for merchant

wholesalers excluding manufacturers' sales branches and offices. Data are presented by major summary groups "durable and nondurable," and 4-digit NAICS industry groups. Merchant wholesalers excluding manufacturers' sales branches and offices are those wholesalers who take title to the goods they sell (e.g., jobbers, exporters, importers, industrial distributors). These data, based on reports submitted by a sample of firms, appear in the *Monthly Wholesale Trade Report* <http://www.census.gov/mwts/www/mwts/html>. This report, along with monthly sales, inventories, and inventories/sales ratios, also provides data on annual sales, inventories, and year-end inventories/sales ratios. The Annual Wholesale Trade Survey provides data on merchant wholesalers excluding manufacturer sales branches and offices as well as summary data for all merchant wholesalers. This report also provides separate data for manufacturer sales branches and offices, and electronic markets, agents, brokers, and commission merchants. This report provides data on annual sales, year-end inventories, inventories/sales ratios, operating expenses, purchases, and gross margins. Data are presented by major summary groups "durable and nondurable" and 4-digit NAICS industry groups for sales, end-of-year inventories, and operating expenses. The reports are available as documents on the Census Bureau Web site at <http://www.census .gov/econ/www/retmenu.html>.

**E-commerce**—Electronic commerce (or e-commerce) is sales of goods and services over the Internet and extranet, electronic data interchange (EDI), or other online systems. Payment may or may not be made online. This edition has several tables on e-commerce sales, such as Tables 1019 to 1023 in this section, 974 in Section 21, Manufactures, and 1250 in Section 27, Accommodation, Food Services, and Other Services. Also, there are several private sources for similar data such as Forrester Research Inc., Cambridge MA; and Jupiter Research, Inc., New York, NY. These sources show estimated and projected online retail sales by key categories from business to consumers or to other businesses. Their methods of collecting the data vary widely between the sources and consequently these estimates of this activity vary also. Users of these estimates may want to contact the sources for descriptions of their methodology. Methodology for Census Bureau estimates can be found at <www.census.gov/eos/www/ebusiness614.htm>.

**Statistical reliability**—For a discussion of statistical collection and estimation, sampling procedures, and measures of statistical reliability applicable to Census Bureau data, see Appendix III.

Table 1009. **Wholesale and Retail Trade—Establishments, Sales, Payroll, and Employees: 2002**

[**4,635 represents $4,635,000,000,000.** Covers establishments with payroll. For statement on methodology, see Appendix III]

| Kind of business | 2002 NAICS code [1] | Establishments | Sales (bil. dol.) | Annual payroll (bil. dol.) | Paid employees (1,000) |
|---|---|---|---|---|---|
| **Wholesale trade** | **42** | **435,521** | **4,635** | **260** | **5,878** |
| Durable goods wholesalers (except agents, brokers, and electronic markets) | 423 | 260,445 | 2,171 | 157 | 3,357 |
| Nondurable goods wholesalers (except agents, brokers, and electronic markets) | 424 | 142,661 | 1,980 | 93 | 2,273 |
| Wholesale electronic markets and agents and brokers | 425 | 32,415 | 483 | 10 | 249 |
| **Retail trade** | **44–45** | **1,114,637** | **3,056** | **302** | **14,648** |
| Motor vehicle and parts dealers | 441 | 125,139 | 802 | 65 | 1,845 |
| Furniture and home furnishings stores | 442 | 65,204 | 92 | 13 | 535 |
| Electronics and appliance stores | 443 | 46,779 | 82 | 9 | 391 |
| Building material and garden equipment and supplies dealers | 444 | 88,314 | 247 | 30 | 1,160 |
| Food and beverage stores | 445 | 148,804 | 457 | 49 | 2,839 |
| Health and personal care stores | 446 | 81,797 | 178 | 20 | 1,024 |
| Gasoline stations | 447 | 121,446 | 249 | 14 | 927 |
| Clothing and clothing accessories stores | 448 | 149,810 | 168 | 21 | 1,427 |
| Sporting goods, hobby, book, and music stores | 451 | 62,236 | 73 | 9 | 611 |
| General merchandise stores | 452 | 40,723 | 445 | 43 | 2,525 |
| Miscellaneous store retailers | 453 | 129,464 | 91 | 13 | 792 |
| Nonstore retailers | 454 | 54,921 | 173 | 17 | 571 |

[1] North American Industry Classification System; see text, Section 15.

Source: U.S. Census Bureau, 2002 Economic Census, *Wholesale Trade, Geographic Area Series, United States: 2002* (EC02-42A-1US) and *Retail Trade, Geographic Area Series, United States: 2002* (EC02-44A-1US).

## Table 1010. **Wholesale Trade—Establishments, Employees, and Payroll: 2003 and 2004**

[**432.5 represents 432,500**. Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, railroad employees, and self-employed persons. Kind-of-business classification based on North American Industry Classification System (NAICS), 2002; see text, Section 15, Business Enterprise. For statement on methodology, see Appendix III]

| Kind of business | 2002 NAICS code | Establishments (1,000) | | Employees (1,000) | | Payroll (bil. dol.) | |
|---|---|---|---|---|---|---|---|
| | | 2003 | 2004 | 2003 | 2004 | 2003 | 2004 |
| **Wholesale trade** | **42** | **432.5** | **429.5** | **5,864** | **5,907** | **272.2** | **290.6** |
| Merchant wholesalers, durable goods | 423 | 254.0 | 248.5 | 3,313 | 3,319 | 162.0 | 173.4 |
| Motor vehicles and motor vehicle parts & supplies | 4231 | 26.0 | 25.1 | 364 | 358 | 14.1 | 14.6 |
| Furniture & home furnishings | 4232 | 13.8 | 13.2 | 162 | 157 | 6.6 | 6.7 |
| Lumber & other construction materials | 4233 | 18.0 | 18.1 | 236 | 248 | 10.0 | 11.1 |
| Professional & commercial equipment & supplies | 4234 | 36.4 | 37.4 | 703 | 718 | 42.6 | 45.8 |
| Metal & mineral (except petroleum) | 4235 | 10.7 | 10.5 | 147 | 146 | 6.7 | 7.6 |
| Electrical goods | 4236 | 31.4 | 30.0 | 469 | 461 | 29.1 | 31.6 |
| Hardware, & plumbing & heating equipment & supplies | 4237 | 19.0 | 19.0 | 212 | 217 | 9.3 | 9.9 |
| Machinery, equipment, & supplies | 4238 | 62.2 | 60.4 | 688 | 688 | 30.8 | 32.7 |
| Miscellaneous durable goods | 4239 | 36.6 | 34.8 | 330 | 326 | 12.8 | 13.4 |
| Merchant wholesalers, nondurable goods | 424 | 138.9 | 134.6 | 2,288 | 2,294 | 99.3 | 104.8 |
| Paper & paper products | 4241 | 12.9 | 12.5 | 215 | 201 | 8.8 | 9.5 |
| Drugs & druggists' sundries | 4242 | 7.7 | 7.7 | 252 | 268 | 16.6 | 18.1 |
| Apparel, piece goods & notions | 4243 | 17.3 | 16.4 | 197 | 190 | 9.1 | 9.3 |
| Grocery & related products | 4244 | 35.2 | 34.3 | 757 | 764 | 29.3 | 31.0 |
| Farm product raw materials | 4245 | 7.3 | 7.0 | 65 | 64 | 2.2 | 2.3 |
| Chemical & allied products | 4246 | 13.1 | 12.7 | 146 | 141 | 7.6 | 7.6 |
| Petroleum & petroleum products | 4247 | 7.7 | 7.4 | 105 | 105 | 4.7 | 5.0 |
| Beer, wine, and distilled alcoholic beverages | 4248 | 4.3 | 4.2 | 169 | 170 | 7.7 | 8.1 |
| Miscellaneous nondurable goods | 4249 | 33.4 | 32.3 | 383 | 389 | 13.4 | 14.0 |
| Wholesale electronic markets and agents and brokers | 425 | 39.7 | 46.5 | 264 | 294 | 10.8 | 12.4 |

Source: U.S. Census Bureau, "County Business Patterns"; <http://www.census.gov/epcd/cbp/view/cbpview.html>.

## Table 1011. **Merchant Wholesale Trade Sales—Total and E-Commerce: 2005**

[**3,585,038 represents $3,585,038,000,000**. Covers only businesses with paid employees. Excludes manufacturers' sales branches and offices. Based on the Annual Trade Survey, see Appendix III]

| Kind of business | 2002 NAICS code [1] | Value of sales (mil. dol.) | | E-commerce as percent of total sales | Percent distribution of e-commerce sales |
|---|---|---|---|---|---|
| | | Total | E-commerce | | |
| **Merchant wholesalers, total** | **42** | **3,585,038** | **474,801** | **13.2** | **100.0** |
| **Durable goods** | **423** | **1,778,412** | **199,539** | **11.2** | **42.0** |
| Motor vehicles and motor vehicle parts and supplies | 4231 | 294,376 | 77,174 | 26.2 | 16.3 |
| Furniture and home furnishings | 4232 | 60,978 | 5,160 | 8.5 | 1.1 |
| Lumber and other construction materials | 4233 | 140,905 | 4,267 | 3.0 | 0.9 |
| Professional & commercial equipment & supplies | 4234 | 311,454 | 46,316 | 14.9 | 9.8 |
| Computer, peripheral equipment, and software | 42343 | 164,348 | 24,667 | 15.0 | 5.2 |
| Metal and mineral, (except petroleum) | 4235 | 136,831 | 1,582 | 1.2 | (S) |
| Electrical goods | 4236 | 266,112 | 30,101 | 11.3 | 6.3 |
| Hardware, and plumbing and heating equipment and supplies | 4237 | 84,550 | 9,041 | 10.7 | 1.9 |
| Machinery, equipment and supplies | 4238 | 291,514 | 10,415 | 3.6 | 2.2 |
| Miscellaneous durable goods | 4239 | 191,692 | 15,483 | 8.1 | 3.3 |
| **Nondurable goods** | **424** | **1,806,626** | **275,262** | **15.2** | **58.0** |
| Paper and paper products | 4241 | 87,829 | 11,481 | 13.1 | 2.4 |
| Drugs and druggists' sundries | 4242 | 330,917 | 169,123 | 51.1 | 35.6 |
| Apparel, piece goods and notions | 4243 | 112,719 | 22,328 | 19.8 | 4.7 |
| Grocery and related products | 4244 | 429,290 | 35,866 | 8.4 | 7.6 |
| Farm product raw materials | 4245 | 115,288 | 4,217 | 3.7 | 0.9 |
| Chemical and allied products | 4246 | 87,295 | (D) | (D) | (D) |
| Petroleum and petroleum products | 4247 | 353,387 | (D) | (D) | (D) |
| Beer, wine, and distilled alcoholic beverages | 4248 | 91,316 | 4,223 | 4.6 | 0.9 |
| Miscellaneous nondurable goods | 4249 | 198,585 | 16,331 | 8.2 | 3.4 |

D Data withheld to avoid disclosing data of individual companies. S Figure does not meet publication standards. [1] North American Industry Classification System, 2002; see text, Section 15.

Source: U.S. Census Bureau, "E-Stats, 2005 E-commerce Multi-sector Report"; published 25 May 2007; <http://www.census.gov/eos/www/ebusiness614.htm>.

## Table 1012. **Merchant Wholesalers—Summary: 1995 to 2006**

[**In billions of dollars (2,159.0 represents $2,159,000,000,000), except ratios. Inventories and inventories/sales ratios, as of December, seasonally adjusted**. Excludes manufacturers' sales branches and offices. Data reflect latest revision. Based on data from the Annual Wholesale Trade Survey and the Monthly Wholesale Trade Survey; see Appendix III]

| Kind of business | 2002 NAICS code [1] | 1995 | 2000 | 2002 | 2003 | 2004 | 2005 | 2006 |
|---|---|---|---|---|---|---|---|---|
| SALES | | | | | | | | |
| **Merchant wholesalers** | **42** | **2,159.0** | **2,814.6** | **2,835.5** | **2,962.3** | **3,296.5** | **3,585.0** | **3,952.0** |
| **Durable goods** | **423** | **1,141.7** | **1,486.7** | **1,421.5** | **1,448.9** | **1,654.6** | **1,778.4** | **1,942.8** |
| Motor vehicles, parts, and supplies | 4231 | 169.7 | 222.2 | 251.9 | 257.3 | 277.8 | 294.4 | 324.0 |
| Furniture and home furnishings | 4232 | 36.6 | 52.7 | 53.5 | 54.8 | 58.3 | 61.0 | 67.9 |
| Lumber and construction materials | 4233 | 66.3 | 87.2 | 95.1 | 105.7 | 128.6 | 140.9 | 146.9 |
| Professional and commercial equipment | 4234 | 197.9 | 282.2 | 272.5 | 272.6 | 296.3 | 311.5 | 332.2 |
| Computer, peripheral equipment and software | 42343 | (NA) | 174.8 | 150.6 | 144.3 | 157.5 | 164.3 | 173.3 |
| Metals and minerals (except petroleum) | 4235 | 87.0 | 93.8 | 81.7 | 81.4 | 121.2 | 136.8 | 156.3 |
| Electrical and electronic goods | 4236 | 186.6 | 260.0 | 223.0 | 227.1 | 253.8 | 266.1 | 293.0 |
| Hardware, plumbing and heating equipment | 4237 | 56.4 | 72.1 | 70.4 | 71.2 | 77.5 | 84.6 | 92.3 |
| Machinery, equipment and supplies | 4238 | 191.3 | 256.1 | 227.8 | 230.8 | 260.2 | 291.5 | 320.7 |
| Miscellaneous durable goods | 4239 | 149.9 | 160.3 | 145.6 | 148.0 | 181.0 | 191.7 | 209.5 |
| **Nondurable goods** | **424** | **1,017.3** | **1,327.9** | **1,414.0** | **1,513.3** | **1,641.9** | **1,806.6** | **2,009.3** |
| Paper and paper products | 4241 | 66.1 | 77.8 | 72.6 | 73.9 | 81.6 | 87.8 | 93.9 |
| Drugs and druggists' sundries | 4242 | 83.7 | 176.0 | 245.6 | 273.5 | 296.6 | 330.9 | 374.0 |
| Apparel, piece goods, and notions | 4243 | 67.6 | 96.5 | 105.8 | 104.4 | 108.4 | 112.7 | 122.9 |
| Grocery and related products | 4244 | 309.0 | 374.7 | 385.9 | 405.3 | 409.7 | 429.3 | 454.2 |
| Farm-product raw materials | 4245 | 125.5 | 102.7 | 103.4 | 115.1 | 123.0 | 115.3 | 131.9 |
| Chemical and allied products | 4246 | 50.3 | 62.3 | 67.7 | 69.7 | 76.4 | 87.3 | 93.7 |
| Petroleum and petroleum products | 4247 | 126.5 | 195.8 | 192.7 | 225.7 | 274.9 | 353.4 | 430.2 |
| Beer, wine, and distilled beverages | 4248 | 52.5 | 71.3 | 79.2 | 82.2 | 85.6 | 91.3 | 96.1 |
| Miscellaneous nondurable goods | 4249 | 136.0 | 170.9 | 161.1 | 163.4 | 185.7 | 198.6 | 212.3 |
| INVENTORIES | | | | | | | | |
| **Merchant wholesalers** | **42** | **238.4** | **308.0** | **298.8** | **303.3** | **332.8** | **357.5** | **388.2** |
| **Durable goods** | **423** | **154.1** | **201.9** | **185.3** | **187.7** | **212.9** | **228.8** | **248.4** |
| Motor vehicles, parts, and supplies | 4231 | 23.0 | 29.1 | 30.3 | 31.8 | 33.7 | 36.8 | 38.2 |
| Furniture and home furnishings | 4232 | 4.9 | 6.4 | 6.3 | 6.5 | 6.8 | 7.1 | 7.7 |
| Lumber and construction materials | 4233 | 6.7 | 8.7 | 9.0 | 10.5 | 13.4 | 14.5 | 15.1 |
| Professional and commercial equipment | 4234 | 23.6 | 28.1 | 25.2 | 25.3 | 27.4 | 28.1 | 31.1 |
| Computer, peripheral equipment and software | 42343 | (NA) | 12.3 | 9.5 | 10.1 | 10.9 | 10.8 | 11.4 |
| Metals and minerals (except petroleum) | 4235 | 11.0 | 13.3 | 12.1 | 12.2 | 19.1 | 19.1 | 24.9 |
| Electrical and electronic goods | 4236 | 23.9 | 31.7 | 25.8 | 25.1 | 27.5 | 29.2 | 32.4 |
| Hardware, plumbing and heating equipment | 4237 | 8.7 | 11.8 | 11.3 | 11.4 | 12.7 | 13.8 | 14.6 |
| Machinery, equipment and supplies | 4238 | 36.1 | 52.1 | 47.2 | 45.4 | 50.7 | 57.0 | 62.3 |
| Miscellaneous durable goods | 4239 | 16.2 | 20.7 | 18.2 | 19.5 | 21.7 | 23.2 | 22.1 |
| **Nondurable goods** | **424** | **84.3** | **106.0** | **113.5** | **115.6** | **119.9** | **128.8** | **139.8** |
| Paper and paper products | 4241 | 5.3 | 6.5 | 5.2 | 5.2 | 5.9 | 6.3 | 6.4 |
| Drugs and druggists' sundries | 4242 | 10.4 | 23.0 | 30.4 | 30.5 | 30.1 | 29.2 | 31.3 |
| Apparel, piece goods, and notions | 4243 | 11.6 | 13.9 | 14.4 | 13.7 | 14.0 | 14.7 | 15.1 |
| Grocery and related products | 4244 | 18.1 | 20.2 | 20.1 | 20.1 | 20.6 | 22.8 | 25.0 |
| Farm-product raw materials | 4245 | 10.6 | 9.1 | 9.1 | 11.1 | 8.4 | 9.9 | 14.8 |
| Chemical and allied products | 4246 | 4.9 | 6.1 | 6.9 | 6.9 | 7.6 | 8.3 | 8.7 |
| Petroleum and petroleum products | 4247 | 4.3 | 5.0 | 5.7 | 6.2 | 9.0 | 11.6 | 12.2 |
| Beer, wine, and distilled beverages | 4248 | 5.1 | 7.1 | 7.6 | 7.8 | 8.3 | 8.9 | 9.6 |
| Miscellaneous nondurable goods | 4249 | 13.9 | 15.2 | 14.1 | 14.1 | 16.1 | 17.0 | 16.8 |
| INVENTORIES/SALES RATIO | | | | | | | | |
| **Merchant wholesalers** | **42** | **1.28** | **1.28** | **1.24** | **1.18** | **1.16** | **1.14** | **1.14** |
| **Durable goods** | **423** | **1.55** | **1.65** | **1.59** | **1.49** | **1.46** | **1.47** | **1.49** |
| Motor vehicles, parts, and supplies | 4231 | 1.60 | 1.55 | 1.43 | 1.40 | 1.44 | 1.43 | 1.30 |
| Furniture and home furnishings | 4232 | 1.60 | 1.45 | 1.47 | 1.41 | 1.37 | 1.33 | 1.28 |
| Lumber and construction materials | 4233 | 1.21 | 1.19 | 1.16 | 1.14 | 1.20 | 1.13 | 1.33 |
| Professional and commercial equipment | 4234 | 1.33 | 1.26 | 1.12 | 1.09 | 1.07 | 1.04 | 1.08 |
| Computer, peripheral equipment and software | 42343 | (NA) | 0.93 | 0.77 | 0.82 | 0.79 | 0.79 | 0.73 |
| Metals and minerals (except petroleum) | 4235 | 1.53 | 1.71 | 1.86 | 1.63 | 1.67 | 1.53 | 1.88 |
| Electrical and electronic goods | 4236 | 1.47 | 1.44 | 1.40 | 1.29 | 1.26 | 1.29 | 1.23 |
| Hardware, plumbing and heating equipment | 4237 | 1.73 | 1.95 | 2.00 | 1.90 | 1.90 | 1.81 | 1.88 |
| Machinery, equipment and supplies | 4238 | 2.06 | 2.49 | 2.54 | 2.31 | 2.13 | 2.19 | 2.29 |
| Miscellaneous durable goods | 4239 | 1.27 | 1.57 | 1.53 | 1.47 | 1.29 | 1.39 | 1.29 |
| **Nondurable goods** | **424** | **0.96** | **0.90** | **0.92** | **0.89** | **0.85** | **0.81** | **0.81** |
| Paper and paper products | 4241 | 0.96 | 0.98 | 0.86 | 0.82 | 0.83 | 0.82 | 0.81 |
| Drugs and druggists' sundries | 4242 | 1.40 | 1.45 | 1.43 | 1.29 | 1.18 | 1.00 | 0.98 |
| Apparel, piece goods, and notions | 4243 | 1.98 | 1.66 | 1.71 | 1.53 | 1.49 | 1.48 | 1.45 |
| Grocery and related products | 4244 | 0.68 | 0.63 | 0.61 | 0.61 | 0.59 | 0.62 | 0.63 |
| Farm-product raw materials | 4245 | 1.02 | 1.02 | 0.91 | 1.02 | 0.85 | 1.03 | 1.29 |
| Chemical and allied products | 4246 | 1.12 | 1.12 | 1.24 | 1.17 | 1.11 | 1.09 | 1.06 |
| Petroleum and petroleum products | 4247 | 0.40 | 0.26 | 0.30 | 0.31 | 0.37 | 0.35 | 0.33 |
| Beer, wine, and distilled beverages | 4248 | 1.14 | 1.17 | 1.09 | 1.11 | 1.13 | 1.19 | 1.15 |
| Miscellaneous nondurable goods | 4249 | 1.16 | 1.04 | 1.05 | 0.98 | 0.99 | 1.02 | 0.95 |

NA Not available. [1] North American Industry Classification System, 2002; see text, Section 15.

Source: U.S. Census Bureau, "Annual Revision of Monthly Wholesale Distributors: Sales and Inventories: January 1992 Through January 2007" published 29 March 2007; <http://www.census.gov/mwts/www/mwtshist.html>.

## Table 1013. **Wholesale and Retail Trade—Establishments, Employees, and Payroll by State: 2000 and 2004**

[**6,112 represents 6,112,000.** Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, railroad employees, and self-employed persons. Kind-of-business classification for 2000 based on North American Industry Classification System (NAICS) 1997; data for 2004 based on NAICS 2002. See text, Section 15. For statement on methodology, see Appendix III]

| State | Wholesale trade (NAICS 42) | | | | | | Retail trade (NAICS 44, 45) | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of establishments | | Number of employees (1,000) | | Annual payroll (mil. dol.) | | Number of establishments | | Number of employees (1,000) | | Annual payroll (mil. dol.) | |
| | 2000 | 2004 | 2000 | 2004 | 2000 | 2004 | 2000 | 2004 | 2000 | 2004 | 2000 | 2004 |
| **U.S.** | **446,237** | **429,489** | **6,112** | **5,907** | **270,122** | **290,576** | **1,113,573** | **1,119,849** | **14,841** | **15,351** | **302,553** | **334,018** |
| AL | 6,132 | 5,534 | 82 | 76 | 2,892 | 2,993 | 19,723 | 19,424 | 230 | 238 | 4,074 | 4,548 |
| AK | 752 | 738 | 7 | 8 | 281 | 366 | 2,733 | 2,692 | 33 | 34 | 790 | 883 |
| AZ | 6,731 | 6,548 | 86 | 92 | 3,627 | 4,102 | 16,911 | 17,730 | 255 | 296 | 5,694 | 6,827 |
| AR | 3,505 | 3,426 | 45 | 46 | 1,402 | 1,693 | 12,211 | 11,940 | 135 | 142 | 2,268 | 2,627 |
| CA | 58,326 | 58,553 | 808 | 802 | 40,011 | 44,720 | 107,987 | 110,875 | 1,491 | 1,662 | 36,073 | 41,732 |
| CO | 7,452 | 7,304 | 97 | 97 | 4,906 | 5,062 | 18,748 | 19,055 | 252 | 249 | 5,883 | 6,073 |
| CT | 5,076 | 4,702 | 77 | 79 | 4,481 | 4,783 | 14,111 | 13,958 | 191 | 197 | 4,540 | 5,025 |
| DE | 1,009 | 971 | 19 | 20 | 1,117 | 1,318 | 3,742 | 3,843 | 52 | 55 | 1,048 | 1,250 |
| DC | 372 | 412 | 5 | 7 | 282 | 353 | 1,945 | 1,774 | 19 | 19 | 431 | 450 |
| FL | 30,671 | 31,398 | 315 | 308 | 12,536 | 13,028 | 67,396 | 71,456 | 903 | 960 | 18,044 | 21,259 |
| GA | 13,892 | 13,816 | 199 | 199 | 9,064 | 9,776 | 33,788 | 34,425 | 464 | 474 | 9,365 | 9,778 |
| HI | 1,809 | 1,881 | 19 | 20 | 627 | 747 | 4,924 | 4,887 | 63 | 67 | 1,313 | 1,563 |
| ID | 2,012 | 1,981 | 24 | 23 | 845 | 839 | 5,871 | 5,951 | 70 | 73 | 1,347 | 1,545 |
| IL | 21,509 | 20,032 | 344 | 323 | 16,683 | 17,306 | 43,800 | 43,154 | 637 | 626 | 12,992 | 13,721 |
| IN | 8,642 | 8,204 | 120 | 115 | 4,607 | 4,926 | 24,261 | 23,775 | 354 | 352 | 6,332 | 6,783 |
| IA | 5,155 | 4,822 | 65 | 61 | 2,173 | 2,376 | 14,382 | 13,809 | 184 | 178 | 3,169 | 3,401 |
| KS | 4,876 | 4,553 | 62 | 62 | 2,333 | 2,663 | 12,261 | 11,748 | 153 | 150 | 2,747 | 2,848 |
| KY | 4,939 | 4,595 | 74 | 69 | 2,536 | 2,739 | 16,988 | 16,670 | 221 | 223 | 3,804 | 4,227 |
| LA | 6,192 | 5,713 | 79 | 74 | 2,723 | 2,857 | 17,755 | 17,708 | 232 | 232 | 4,032 | 4,423 |
| ME | 1,740 | 1,672 | 22 | 19 | 744 | 771 | 7,015 | 7,003 | 77 | 82 | 1,436 | 1,780 |
| MD | 6,098 | 6,013 | 95 | 95 | 4,526 | 4,848 | 19,539 | 19,529 | 285 | 299 | 6,062 | 6,887 |
| MA | 9,735 | 8,881 | 156 | 143 | 9,114 | 8,665 | 25,813 | 25,905 | 353 | 370 | 7,729 | 8,705 |
| MI | 13,576 | 12,260 | 191 | 173 | 8,887 | 8,920 | 38,862 | 38,533 | 545 | 523 | 10,667 | 10,530 |
| MN | 9,294 | 8,789 | 137 | 136 | 6,399 | 7,674 | 20,862 | 20,967 | 304 | 312 | 5,980 | 6,840 |
| MS | 3,116 | 2,918 | 40 | 35 | 1,222 | 1,259 | 12,794 | 12,498 | 141 | 142 | 2,384 | 2,587 |
| MO | 9,072 | 8,319 | 146 | 131 | 5,458 | 5,050 | 23,911 | 23,769 | 318 | 321 | 6,258 | 6,527 |
| MT | 1,537 | 1,476 | 15 | 14 | 433 | 471 | 5,101 | 5,124 | 52 | 56 | 920 | 1,110 |
| NE | 3,061 | 2,899 | 41 | 37 | 1,346 | 1,450 | 8,248 | 8,090 | 110 | 107 | 1,895 | 2,089 |
| NV | 2,556 | 2,724 | 31 | 35 | 1,238 | 1,586 | 6,940 | 7,770 | 108 | 128 | 2,533 | 3,179 |
| NH | 2,105 | 1,994 | 25 | 25 | 1,184 | 1,399 | 6,545 | 6,641 | 93 | 97 | 1,930 | 2,254 |
| NJ | 17,157 | 16,555 | 279 | 273 | 14,724 | 16,274 | 34,841 | 35,133 | 439 | 470 | 9,897 | 11,169 |
| NM | 2,162 | 1,975 | 22 | 20 | 753 | 772 | 7,249 | 7,242 | 91 | 96 | 1,745 | 2,039 |
| NY | 36,606 | 35,701 | 422 | 407 | 20,941 | 21,866 | 75,500 | 77,750 | 844 | 888 | 18,116 | 20,220 |
| NC | 12,364 | 11,760 | 173 | 165 | 7,153 | 7,262 | 35,785 | 35,878 | 450 | 458 | 8,739 | 9,290 |
| ND | 1,543 | 1,478 | 18 | 17 | 532 | 624 | 3,435 | 3,443 | 42 | 43 | 719 | 810 |
| OH | 16,646 | 15,559 | 261 | 235 | 10,437 | 10,706 | 42,708 | 41,560 | 644 | 619 | 11,903 | 12,433 |
| OK | 5,005 | 4,646 | 62 | 54 | 2,126 | 2,111 | 14,147 | 13,751 | 168 | 171 | 2,913 | 3,273 |
| OR | 5,836 | 5,661 | 79 | 73 | 3,266 | 3,359 | 14,256 | 14,368 | 193 | 195 | 4,126 | 4,411 |
| PA | 16,796 | 15,818 | 243 | 245 | 10,287 | 11,988 | 48,518 | 47,430 | 668 | 678 | 12,556 | 13,898 |
| RI | 1,530 | 1,440 | 21 | 19 | 768 | 822 | 4,342 | 4,216 | 53 | 55 | 1,149 | 1,272 |
| SC | 5,091 | 4,828 | 65 | 64 | 2,353 | 2,561 | 18,619 | 18,557 | 224 | 223 | 4,083 | 4,326 |
| SD | 1,390 | 1,272 | 16 | 15 | 472 | 526 | 4,181 | 4,258 | 50 | 50 | 879 | 971 |
| TN | 8,006 | 7,391 | 127 | 118 | 4,848 | 5,260 | 24,624 | 23,814 | 311 | 320 | 5,908 | 6,590 |
| TX | 32,631 | 31,081 | 458 | 438 | 20,176 | 21,680 | 74,758 | 76,032 | 1,021 | 1,061 | 21,846 | 22,698 |
| UT | 3,294 | 3,377 | 44 | 45 | 1,583 | 1,855 | 7,952 | 8,400 | 124 | 128 | 2,455 | 2,674 |
| VT | 889 | 862 | 11 | 10 | 401 | 461 | 3,974 | 3,910 | 38 | 40 | 750 | 916 |
| VA | 7,893 | 7,707 | 110 | 113 | 4,651 | 5,282 | 28,794 | 29,202 | 399 | 433 | 7,949 | 9,154 |
| WA | 9,869 | 9,522 | 125 | 125 | 5,412 | 5,995 | 22,700 | 22,602 | 313 | 319 | 7,181 | 7,642 |
| WV | 1,869 | 1,674 | 22 | 21 | 698 | 795 | 7,788 | 7,349 | 92 | 90 | 1,493 | 1,615 |
| WI | 7,928 | 7,288 | 119 | 120 | 4,636 | 5,368 | 21,354 | 21,312 | 322 | 321 | 5,891 | 6,533 |
| WY | 790 | 766 | 7 | 7 | 229 | 271 | 2,881 | 2,939 | 28 | 30 | 515 | 631 |

Source: U.S. Census Bureau, "County Business Patterns"; <http://www.census.gov/epcd/cbp/view/cbpview.html>.

## Table 1014. **Retail Trade—Establishments, Employees, and Payroll: 2000 and 2004**

[**1,113.6 represents 1,113,600.** Covers establishments with payroll. Employees are for the week including March 12. Most government employees are excluded. For statement on methodology, see Appendix III]

| Kind of business | NAICS code [1] | Establishments (1,000) | | Employees (1,000) | | Payroll (bil. dol.) | |
|---|---|---|---|---|---|---|---|
| | | 2000 | 2004 | 2000 | 2004 | 2000 | 2004 |
| **Retail trade, total** | **44-45** | **1,113.6** | **1,119.8** | **14,841** | **15,351** | **302.6** | **334.0** |
| Motor vehicle & parts dealers | 441 | 124.5 | 127.8 | 1,866 | 1,959 | 63.9 | 70.9 |
| Automobile dealers | 4411 | 50.9 | 52.3 | 1,222 | 1,301 | 47.8 | 53.2 |
| New car dealers | 44111 | 26.2 | 26.5 | 1,112 | 1,179 | 44.8 | 49.7 |
| Used car dealers | 44112 | 24.7 | 25.8 | 110 | 121 | 3.1 | 3.6 |
| Other motor vehicle dealers | 4412 | 14.5 | 16.5 | 127 | 161 | 3.8 | 5.3 |
| Motorcycle and boat and other motor vehicle dealers | 44122 | 11.4 | 13.4 | 91 | 119 | 2.7 | 3.8 |
| Automotive parts, accessories, & tire stores | 4413 | 59.1 | 59.1 | 517 | 498 | 12.2 | 12.3 |
| Furniture & home furnishings stores | 442 | 64.8 | 65.7 | 549 | 577 | 13.4 | 14.5 |
| Furniture stores | 4421 | 29.7 | 28.8 | 284 | 274 | 7.5 | 7.8 |
| Home furnishings stores | 4422 | 35.1 | 37.0 | 265 | 303 | 5.9 | 6.7 |
| Floor covering stores | 44221 | 15.8 | 15.0 | 103 | 100 | 3.2 | 3.3 |
| Electronics & appliance stores [2] | 443 | 45.6 | 49.0 | 407 | 458 | 11.2 | 11.0 |
| Appliance, TV, & other electronics stores | 44311 | 29.6 | 35.5 | 279 | 357 | 6.6 | 8.3 |
| Household appliance stores | 443111 | 9.8 | 10.1 | 62 | 76 | 1.5 | 2.0 |
| Radio, television, and other electronics stores | 443112 | 19.8 | 25.3 | 217 | 280 | 5.1 | 6.3 |
| Computer & software stores | 44312 | 12.9 | 11.1 | 106 | 84 | 4.2 | 2.3 |
| Bldg material & garden equip & supp dealers | 444 | 91.9 | 86.7 | 1,235 | 1,223 | 32.5 | 33.8 |
| Building material & supplies dealers [2] | 4441 | 70.9 | 66.1 | 1,055 | 1,047 | 28.4 | 29.6 |
| Home centers | 44411 | 4.4 | 5.9 | 351 | 456 | 7.6 | 10.7 |
| Hardware stores | 44413 | 15.0 | 14.4 | 146 | 143 | 2.5 | 2.8 |
| Lawn & garden equip & supplies stores | 4442 | 21.0 | 20.7 | 180 | 176 | 4.0 | 4.2 |
| Nursery and garden centers | 44422 | 16.5 | 16.4 | 152 | 150 | 3.4 | 3.5 |
| Food & beverage stores | 445 | 154.5 | 152.5 | 3,004 | 2,957 | 48.4 | 51.7 |
| Grocery stores | 4451 | 98.3 | 96.1 | 2,717 | 2,661 | 44.0 | 46.8 |
| Supermarkets & other grocery (except convenience) stores | 44511 | 68.8 | 67.2 | 2,544 | 2,511 | 41.8 | 44.8 |
| Convenience stores | 44512 | 29.5 | 28.9 | 173 | 149 | 2.2 | 2.1 |
| Specialty food stores | 4452 | 27.8 | 27.0 | 154 | 154 | 2.4 | 2.5 |
| Beer, wine & liquor stores [3] | 4453 | 28.5 | 29.4 | 134 | 142 | 2.1 | 2.3 |
| Health & personal care stores [2] | 446 | 81.2 | 84.1 | 914 | 1,049 | 19.3 | 24.3 |
| Pharmacies & drug stores | 44611 | 40.6 | 40.1 | 680 | 771 | 14.5 | 18.4 |
| Cosmetics, beauty supplies, & perfume stores | 44612 | 9.6 | 12.5 | 61 | 97 | 0.8 | 1.3 |
| Optical goods stores | 44613 | 14.3 | 12.6 | 74 | 73 | 1.7 | 1.7 |
| Gasoline stations | 447 | 119.6 | 118.1 | 937 | 935 | 13.3 | 14.3 |
| Gasoline stations with convenience stores | 44711 | 80.5 | 92.6 | 653 | 734 | 8.9 | 10.6 |
| Other gasoline stations | 44719 | 39.1 | 25.5 | 284 | 201 | 4.4 | 3.7 |
| Clothing & clothing accessories stores | 448 | 150.9 | 149.8 | 1,369 | 1,555 | 20.2 | 23.7 |
| Clothing stores [2] | 4481 | 90.0 | 92.4 | 1,015 | 1,196 | 13.7 | 16.6 |
| Men's clothing stores | 44811 | 10.7 | 8.8 | 85 | 65 | 1.6 | 1.4 |
| Women's clothing stores | 44812 | 35.6 | 33.8 | 302 | 326 | 3.9 | 4.5 |
| Children's & infants' clothing stores | 44813 | 5.6 | 6.5 | 59 | 74 | 0.7 | 0.9 |
| Family clothing stores | 44814 | 20.6 | 24.1 | 453 | 589 | 5.9 | 7.9 |
| Shoe stores | 4482 | 29.7 | 27.3 | 185 | 194 | 2.6 | 3.0 |
| Jewelry, luggage, & leather goods stores | 4483 | 31.3 | 30.2 | 168 | 165 | 3.9 | 4.1 |
| Jewelry stores | 44831 | 29.3 | 28.8 | 156 | 157 | 3.6 | 3.9 |
| Sporting goods, hobby, book, & music stores | 451 | 65.0 | 62.2 | 616 | 621 | 8.8 | 9.5 |
| Sporting goods/hobby/musical instrument stores [2] | 4511 | 43.6 | 43.4 | 389 | 414 | 6.0 | 6.8 |
| Sporting goods stores | 45111 | 22.6 | 22.9 | 185 | 202 | 2.9 | 3.5 |
| Hobby, toy, and game stores | 45112 | 10.9 | 10.3 | 131 | 130 | 1.8 | 1.9 |
| Book, periodical, & music stores [2] | 4512 | 21.4 | 18.8 | 228 | 208 | 2.8 | 2.7 |
| Book stores | 451211 | 11.7 | 11.2 | 142 | 142 | 1.7 | 1.9 |
| Prerecorded tape, CD, & record stores | 45122 | 7.7 | 5.9 | 76 | 57 | 0.9 | 0.7 |
| General merchandise stores | 452 | 39.6 | 44.1 | 2,526 | 2,657 | 39.8 | 47.4 |
| Department stores | 4521 | 10.4 | 9.4 | 1,766 | 1,442 | 27.2 | 24.9 |
| Other general merchandise stores | 4529 | 29.2 | 34.8 | 760 | 1,214 | 12.6 | 22.5 |
| Warehouse clubs & superstores | 45291 | 2.0 | 3.0 | 478 | 923 | 8.7 | 18.5 |
| All other general merchandise stores | 45299 | 27.2 | 31.8 | 283 | 292 | 3.8 | 4.1 |
| Miscellaneous store retailers [2] | 453 | 131.0 | 128.9 | 850 | 824 | 13.8 | 14.2 |
| Florists | 4531 | 24.2 | 21.7 | 122 | 110 | 1.6 | 1.5 |
| Office supplies, stationery, and gift stores | 4532 | 43.0 | 43.2 | 350 | 325 | 5.2 | 5.2 |
| Office supplies and stationery stores | 45321 | 8.6 | 9.2 | 135 | 120 | 2.7 | 2.6 |
| Gift, novelty, and souvenir stores | 45322 | 34.4 | 34.0 | 215 | 205 | 2.5 | 2.6 |
| Used merchandise stores | 4533 | 17.5 | 18.1 | 114 | 128 | 1.6 | 2.0 |
| Other miscellaneous store retailers | 4539 | 46.4 | 46.0 | 264 | 260 | 5.4 | 5.6 |
| Pet and pet supplies stores | 45391 | 8.1 | 8.1 | 68 | 83 | 0.9 | 1.3 |
| Nonstore retailers [2] | 454 | 44.8 | 50.8 | 567 | 536 | 18.1 | 18.7 |
| Electronic shopping & mail-order houses | 4541 | 11.8 | 15.6 | 277 | 262 | 10.4 | 10.3 |
| Direct selling establishments | 4543 | 26.8 | 29.6 | 223 | 219 | 6.1 | 6.9 |
| Fuel dealers | 45431 | 11.8 | 10.5 | 106 | 98 | 3.1 | 3.3 |

[1] Data for 2000 based on North American Industry Classification System 1997; 2004 data based on NAICS 2002. See text, Section 15. [2] Includes other kinds of business not shown separately. [3] Includes government employees.

Source: U.S. Census Bureau, County Business Patterns; <http://www.census.gov/epcd/cbp/view/cbpview.html>.

## Table 1015. **Retail Trade and Food Services—Sales by Kind of Business: 1995 to 2006**

**[In billions of dollars (2,456.1 represents $2,456,100,000,000)]**

| Kind of business | 2002 NAICS code [1] | 1995 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 |
|---|---|---|---|---|---|---|---|---|---|
| **Retail & food services sales, total** | **44, 45, 722** | **2,456.1** | **3,294.2** | **3,385.6** | **3,466.1** | **3,615.2** | **3,846.3** | **4,088.0** | **4,330.5** |
| **Retail sales, total** | **44, 45** | **2,222.5** | **2,988.8** | **3,067.7** | **3,134.3** | **3,265.5** | **3,474.3** | **3,693.4** | **3,904.3** |
| GAFO, total [2] | | 651.1 | 863.9 | 883.9 | 913.9 | 948.2 | 1,007.2 | 1,065.5 | 1,129.4 |
| Motor vehicle and parts dealers | 441 | 580.8 | 797.6 | 816.9 | 820.3 | 841.2 | 864.5 | 888.3 | 901.1 |
| Automobile and other motor vehicle dealers | 4411, 4412 | 528.7 | 733.9 | 755.6 | 757.4 | 776.6 | 797.3 | 816.9 | 827.4 |
| Automobile dealers | 4411 | 502.5 | 688.7 | 708.6 | 707.7 | 721.0 | 734.7 | 750.0 | 761.5 |
| New car dealers | 44111 | 464.6 | 630.1 | 649.4 | 645.8 | 656.9 | 665.9 | 675.7 | 683.1 |
| Used car dealers | 44112 | 37.8 | 58.6 | 59.2 | 61.9 | 64.1 | 68.8 | 74.3 | 78.5 |
| Automotive parts, accessories, and tire stores | 4413 | 52.1 | 63.7 | 61.3 | 62.9 | 64.6 | 67.2 | 71.4 | 73.7 |
| Furniture, home furnishings, electronics and appliance stores | 442, 443 | 128.5 | 173.7 | 172.0 | 178.5 | 184.5 | 200.1 | 214.6 | 230.2 |
| Furniture and home furnishings stores | 442 | 63.6 | 91.3 | 91.6 | 94.6 | 97.5 | 105.3 | 112.4 | 121.2 |
| Furniture stores | 4421 | 37.0 | 50.7 | 50.6 | 51.3 | 52.1 | 56.5 | 60.3 | 63.9 |
| Home furnishings stores | 4422 | 26.6 | 40.6 | 41.0 | 43.3 | 45.5 | 48.8 | 52.1 | 57.3 |
| Electronics and appliance stores [3] | 443 | 64.9 | 82.4 | 80.4 | 83.9 | 87.0 | 94.8 | 102.2 | 109.0 |
| Appliance, television, and other electronics stores | 44311 | 42.1 | 58.3 | 60.2 | 63.3 | 66.1 | 72.2 | 77.5 | 84.0 |
| Household appliance stores | 443111 | 10.0 | 12.6 | 13.5 | 14.2 | 14.5 | 15.7 | 17.0 | 18.1 |
| Radio, television, and other electronics stores | 443112 | 32.2 | 45.6 | 46.8 | 49.1 | 51.6 | 56.5 | 60.5 | 65.9 |
| Computer and software stores | 44312 | 20.5 | 20.7 | 16.9 | 17.3 | 17.5 | 19.1 | 21.1 | 21.3 |
| Building materials, garden equipment, & supply stores | 444 | 164.8 | 229.3 | 239.7 | 248.9 | 265.1 | 298.8 | 327.4 | 358.6 |
| Building materials & supply dealers | 4441 | 141.2 | 197.9 | 207.3 | 217.4 | 232.0 | 263.6 | 290.3 | 317.2 |
| Hardware stores | 44413 | 13.8 | 16.2 | 16.6 | 17.0 | 17.6 | 18.1 | 18.8 | 19.5 |
| Food and beverage stores [3] | 445 | 391.3 | 445.7 | 463.3 | 465.8 | 477.1 | 495.0 | 516.9 | 541.7 |
| Grocery stores | 4451 | 356.9 | 403.0 | 418.6 | 420.3 | 430.0 | 444.6 | 463.6 | 482.8 |
| Beer, wine, and liquor stores | 4453 | 22.1 | 28.7 | 29.8 | 30.1 | 30.7 | 32.4 | 34.4 | 37.7 |
| Health and personal care stores | 446 | 101.7 | 155.4 | 166.7 | 180.1 | 192.2 | 198.9 | 208.7 | 224.2 |
| Pharmacies and drug stores | 44611 | 85.9 | 130.9 | 141.8 | 153.9 | 164.6 | 167.2 | 175.4 | 189.3 |
| Gasoline stations | 447 | 181.3 | 250.0 | 251.5 | 250.8 | 273.6 | 320.4 | 373.3 | 404.5 |
| Clothing and clothing accessories stores [3] | 448 | 131.6 | 168.0 | 167.6 | 172.6 | 178.8 | 190.1 | 201.9 | 214.7 |
| Clothing stores [3] | 4481 | 90.8 | 118.2 | 119.3 | 123.0 | 128.3 | 137.1 | 146.3 | 155.4 |
| Women's clothing stores | 44812 | 28.7 | 31.5 | 31.5 | 31.3 | 32.5 | 34.7 | 36.9 | 39.4 |
| Family clothing stores | 44814 | 40.0 | 58.9 | 60.2 | 64.3 | 67.3 | 72.0 | 77.5 | 82.7 |
| Shoe stores | 4482 | 20.4 | 22.9 | 22.9 | 23.2 | 23.2 | 23.7 | 25.5 | 27.2 |
| Jewelry stores | 44831 | 19.2 | 25.0 | 23.7 | 24.8 | 25.5 | 27.5 | 28.2 | 30.1 |
| Sporting goods, hobby, book, & music stores [3] | 451 | 60.9 | 76.1 | 77.1 | 77.0 | 77.3 | 80.1 | 82.5 | 87.2 |
| Sporting goods stores | 45111 | 20.0 | 25.4 | 26.3 | 26.3 | 27.2 | 28.9 | 31.2 | 35.2 |
| Book stores | 451211 | 11.2 | 14.9 | 15.1 | 15.5 | 16.2 | 16.8 | 17.0 | 16.6 |
| General merchandise stores | 452 | 300.6 | 404.3 | 427.6 | 446.6 | 468.7 | 497.2 | 525.0 | 552.2 |
| Department stores (excl. L.D.) [4] | 4521 | 205.9 | 232.5 | 228.4 | 220.7 | 214.4 | 215.7 | 214.2 | 212.2 |
| Department stores (incl. L.D.) [4] | 4521 | 210.9 | 239.9 | 235.6 | 227.8 | 221.0 | 222.0 | 220.5 | 218.0 |
| Other general merchandise stores | 4529 | 94.7 | 171.9 | 199.2 | 225.9 | 254.3 | 281.5 | 310.7 | 340.0 |
| Warehouse clubs and superstores | 45291 | 65.1 | 139.6 | 164.7 | 191.3 | 216.3 | 242.4 | 270.2 | 297.9 |
| Miscellaneous store retailers | 453 | 77.2 | 108.1 | 104.4 | 104.2 | 103.1 | 105.3 | 110.6 | 119.5 |
| Nonstore retailers [3] | 454 | 103.7 | 180.7 | 180.8 | 189.5 | 203.9 | 224.0 | 244.3 | 270.5 |
| Electronic shopping & mail order houses | 4541 | 52.7 | 113.9 | 114.8 | 122.3 | 131.2 | 147.2 | 161.6 | 182.4 |
| Fuel dealers | 45431 | 19.8 | 26.7 | 26.1 | 24.0 | 29.0 | 31.9 | 37.2 | 38.3 |
| **Food services and drinking places [5]** | **722** | **233.6** | **305.5** | **317.9** | **331.8** | **349.7** | **372.0** | **394.6** | **426.2** |

[1] North American Industry Classification System, 2002; see text, Section 15. [2] GAFO (General Merchandise, Apparel, Furniture, and Office Supplies) represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. [3] Includes other kinds of business not shown separately. [4] L.D. represents leased departments. [5] See also Table 1253.

Source: U.S. Census Bureau, *Current Business Reports, Annual Revision of Monthly Retail and Food Services: Sales and Inventories—January 1992 Through February 2007*, Series BR/06-A.

## Table 1016. **Retail Trade Corporations—Sales, Net Profit, and Profit Per Dollar of Sales: 2005 and 2006**

[Represents North American Industry Classification System, 1997 (NAICS) groups 44 and 45. Profit rates are averages of quarterly figures at annual rates. Covers corporations with assets of $50,000,000 or more]

| Item | Unit | Total retail trade | | Food and beverage stores (NAICS 445) | | Clothing and general merchandise stores (NAICS 448 and 452) | | All other retail stores | |
|---|---|---|---|---|---|---|---|---|---|
| | | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 |
| Sales | Bil. dol | 1,812 | 1,929 | 375 | 375 | 663 | 703 | 774 | 851 |
| Net profit: | | | | | | | | | |
| Before income taxes | Bil. dol | 87.2 | 92.2 | 8.6 | 9.4 | 40.9 | 41.8 | 37.7 | 41.0 |
| After income taxes | Bil. dol | 58.6 | 62.0 | 5.5 | 6.4 | 27.8 | 27.5 | 25.4 | 28.1 |
| Profits per dollar of sales: | | | | | | | | | |
| Before income taxes | Cents | 4.8 | 4.8 | 2.3 | 2.5 | 6.1 | 5.9 | 4.9 | 4.8 |
| After income taxes | Cents | 3.2 | 3.2 | 1.5 | 1.7 | 4.1 | 3.9 | 3.3 | 3.3 |
| Profits on stockholders' equity: | | | | | | | | | |
| Before income taxes | Percent | 25.0 | 24.1 | 19.9 | 20.3 | 25.1 | 23.3 | 26.3 | 26.2 |
| After income taxes | Percent | 16.8 | 16.2 | 12.6 | 13.8 | 17.0 | 15.3 | 17.7 | 18.0 |

Source: U.S. Census Bureau, *Quarterly Financial Report for Manufacturing, Mining and Trade Corporations*, annual; <http://www.census.gov/csd/qfr/>.

## Table 1017. **Retail Trade and Food Services—Estimated Per Capita Sales by Selected Kinds of Business: 1995 to 2006**

[**In dollars. As of Dec. 31**. Based on estimated resident population estimates as of July. For statement on methodology, see Appendix III]

| Kind of business | 2002 NAICS code [1] | 1995 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 |
|---|---|---|---|---|---|---|---|---|---|
| **Retail and food service sales** | **44–45, 722** | **9,224** | **11,673** | **11,870** | **12,030** | **12,432** | **13,099** | **13,787** | **14,464** |
| **Retail sales, total** | **44–45** | **8,347** | **10,590** | **10,755** | **10,878** | **11,229** | **11,832** | **12,456** | **13,040** |
| *Total (excluding motor vehicle and parts dealers)* | *44–45 ex 441* | *6,165* | *7,764* | *7,891* | *8,031* | *8,337* | *8,888* | *9,461* | *10,031* |
| Motor vehicle and parts dealers | 441 | 2,181 | 2,826 | 2,864 | 2,847 | 2,893 | 2,944 | 2,996 | 3,010 |
| Furniture and home furnishings stores | 442 | 239 | 324 | 321 | 328 | 335 | 359 | 379 | 405 |
| Electronics and appliance stores | 443 | 244 | 292 | 282 | 291 | 299 | 323 | 345 | 364 |
| Building material and garden equipment and supplies dealers | 444 | 619 | 813 | 840 | 864 | 911 | 1,018 | 1,104 | 1,198 |
| Food and beverage stores | 445 | 1,470 | 1,579 | 1,624 | 1,617 | 1,641 | 1,686 | 1,743 | 1,809 |
| Health and personal care stores | 446 | 382 | 551 | 584 | 625 | 661 | 677 | 704 | 749 |
| Gasoline stations | 447 | 681 | 886 | 882 | 870 | 941 | 1,091 | 1,259 | 1,351 |
| Clothing and clothing accessories stores | 448 | 494 | 595 | 588 | 599 | 615 | 647 | 681 | 717 |
| Sporting goods, hobby, book, and music stores | 451 | 229 | 270 | 270 | 267 | 266 | 273 | 278 | 291 |
| General merchandise stores | 452 | 1,129 | 1,433 | 1,499 | 1,550 | 1,612 | 1,693 | 1,770 | 1,844 |
| Miscellaneous store retailers | 453 | 290 | 383 | 366 | 362 | 354 | 358 | 373 | 399 |
| Nonstore retailers | 454 | 389 | 640 | 634 | 658 | 701 | 763 | 824 | 903 |
| **Food services and drinking places** | **722** | **877** | **1,082** | **1,114** | **1,152** | **1,203** | **1,267** | **1,331** | **1,423** |

[1] North American Industry Classification System, 2002; see text, Section 15.

Source: U.S. Census Bureau, unpublished data.

## Table 1018. **Retail Trade—Merchandise Inventories and Inventory/Sales Ratio by Kind of Business: 2000 to 2006**

[**Inventories in billions of dollars (407.0 represents $407,000,000,000). As of Dec. 31**. Estimates exclude food services. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday and trading-day differences. Based on data from the Monthly Retail Trade Survey, Annual Retail Trade Survey, and administrative records; see Appendix III. Data have been adjusted using results of the 2002 Economic Census]

| Kind of business | 2002 NAICS code [1] | Inventories | | | | Inventory/sales ratio | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | 2000 | 2004 | 2005 | 2006 | 2000 | 2004 | 2005 | 2006 |
| **Total** [2] | **44–45** | **407.0** | **462.6** | **475.5** | **490.9** | **1.62** | **1.55** | **1.52** | **1.49** |
| *Excluding motor vehicle and parts dealers* | *44–45 ex 441* | *278.5* | *307.3* | *321.2* | *335.8* | *1.49* | *1.37* | *1.34* | *1.33* |
| Motor vehicle and parts dealers | 441 | 128.5 | 155.3 | 154.3 | 155.2 | 2.01 | 2.07 | 2.10 | 2.01 |
| Furniture, home furnishings, electronics, and appliance stores | 442,443 | 25.7 | 30.6 | 31.5 | 32.1 | 1.86 | 1.79 | 1.73 | 1.64 |
| Building material and garden equipment and supplies dealers | 444 | 34.5 | 42.6 | 46.4 | 46.8 | 1.76 | 1.64 | 1.63 | 1.60 |
| Food and beverage stores | 445 | 32.1 | 33.3 | 33.9 | 34.6 | 0.84 | 0.79 | 0.77 | 0.75 |
| Clothing and clothing accessories stores | 448 | 36.9 | 41.9 | 44.2 | 49.7 | 2.62 | 2.60 | 2.57 | 2.72 |
| General merchandise stores | 452 | 64.9 | 70.9 | 73.1 | 75.3 | 1.87 | 1.67 | 1.64 | 1.60 |
| Department stores | 4521 | 42.7 | 37.4 | 37.2 | 36.9 | 2.17 | 2.06 | 2.10 | 2.09 |

[1] North American Industry Classification System, 2002; see text, Section 15. [2] Includes kind of business not shown separately.

Source: U.S. Census Bureau, *Current Business Reports, Annual Revision of Monthly Retail and Food Services: Sales and Inventories—January 1992 Through February 2007*, Series BR/06-A.

## Table 1019. **Retail Trade Sales—Total and E-Commerce by Kind of Business: 2005**

[**3,693,430 represents $3,693,430,000,000**. Covers retailers with and without payroll. Based on the Annual Retail Trade Survey; see Appendix III]

| Kind of business | 2002 NAICS code [1] | Value of sales (mil. dol.) | | E-commerce as percent of total sales | Percent distribution of E-commerce sales |
|---|---|---|---|---|---|
| | | Total | E-commerce | | |
| **Retail trade, total** [2] | **44–45** | **3,693,430** | **93,280** | **2.5** | **100.0** |
| Motor vehicle and parts dealers | 441 | 888,307 | 16,729 | 1.9 | 17.9 |
| Furniture and home furnishings stores | 442 | 112,403 | 544 | 0.5 | 0.6 |
| Electronics and appliance stores | 443 | 102,176 | 1,303 | 1.3 | 1.4 |
| Food and beverage stores | 445 | 516,851 | 530 | 0.1 | 0.6 |
| Clothing and clothing accessories stores | 448 | 201,896 | 1,786 | 0.9 | 1.9 |
| Sporting goods, hobby, book, and music stores | 451 | 82,456 | 1,116 | 1.4 | 1.2 |
| Miscellaneous store retailers | 453 | 110,593 | 1,771 | 1.6 | 1.9 |
| Nonstore retailers | 454 | 244,333 | 68,054 | 27.9 | 73.0 |
| Electronic shopping and mail-order houses | 454110 | 161,598 | 65,387 | 40.5 | 70.1 |

[1] North American Industry Classification System, 2002; see text, Section 15. [2] Includes other kinds of business not shown separately.

Source: U.S. Census Bureau, "E-Stats, 2005 E-commerce Multi-sector Report"; published 25 May 2007; <http://www.census.gov/eos/www/ebusiness614.htm>.

## Table 1020. **Electronic Shopping and Mail-Order Houses—Total and E-Commerce Sales by Merchandise Line: 2004 and 2005**

[**147,199 represents $147,199,000,000 in sales**. Represents NAICS code 454110, which comprises establishments primarily engaged in retailing all types of merchandise using nonstore means, such as catalogs, toll-free telephone numbers, or electronic media, such as interactive television or computer. Covers businesses with and without paid employees. Based on the Annual Retail Survey; see Appendix III]

| Merchandise line | Value of sales, total, **2004** (mil. dol.) | 2005 | | | | |
|---|---|---|---|---|---|---|
| | | Value of sales (mil. dol.) | | E-commerce as percent of total sales | Percent distribution | |
| | | Total | E-commerce | | Total | E-commerce |
| **Total** | **147,199** | **161,598** | **65,387** | **40.5** | **100.0** | **100.0** |
| Books and magazines | 5,699 | 5,966 | 3,225 | 54.1 | 3.7 | 4.9 |
| Clothing and clothing accessories (includes footwear) | 13,984 | 15,893 | 7,921 | 49.8 | 9.8 | 12.1 |
| Computer hardware | 19,422 | 19,895 | 9,079 | 45.6 | 12.3 | 13.9 |
| Computer software | 3,224 | 3,680 | 1,850 | 50.3 | 2.3 | 2.8 |
| Drugs, health aids, beauty aids | 40,067 | 43,150 | 6,450 | 14.9 | 26.7 | 9.9 |
| Electronics and appliances | 7,464 | 8,996 | 5,997 | 66.7 | 5.6 | 9.2 |
| Food, beer and wine | 2,354 | 3,062 | 1,369 | 44.7 | 1.9 | 2.1 |
| Furniture and home furnishings | 8,279 | 9,707 | 5,075 | 52.3 | 6.0 | 7.8 |
| Music and videos | 4,154 | 3,645 | 2,164 | 59.4 | 2.3 | 3.3 |
| Office equipment and supplies | 6,533 | 7,068 | 4,288 | 60.7 | 4.4 | 6.6 |
| Sporting goods | 2,618 | 3,290 | 1,568 | 47.7 | 2.0 | 2.4 |
| Toys, hobby goods, and games | 3,338 | 3,609 | 1,809 | 50.1 | 2.2 | 2.8 |
| Other merchandise [1] | 22,127 | 25,345 | 9,930 | 39.2 | 15.7 | 15.2 |
| Nonmerchandise receipts [2] | 7,936 | 8,292 | 4,662 | 56.2 | 5.1 | 7.1 |

[1] Includes other merchandise such as jewelry, collectibles, souvenirs, auto parts and accessories, hardware, and lawn and garden equipment and supplies. [2] Includes nonmerchandise receipts such as auction commissions, shipping and handling, customer training, customer support, and advertising.

Source: U.S. Census Bureau, "E-Stats, 2005 E-commerce Multi-sector Report"; published 25 May 2007; <http://www.census.gov/eos/www/ebusiness614.htm>.

## Table 1021. **Projected Online Retail Sales: 2006 to 2011**

[**In billions of dollars (132.1 represents $132,100,000,000)**]

| Online product or service | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|---|---|---|---|---|---|---|
| **Retail trade, total [1]** | **132.1** | **157.4** | **184.4** | **212.6** | **241.6** | **271.1** |
| Apparel/accessories/footwear | 13.8 | 16.4 | 19.3 | 22.2 | 25.2 | 28.2 |
| Appliances/tools | 5.9 | 7.0 | 8.3 | 9.6 | 11.0 | 12.5 |
| Auto/auto parts | 15.9 | 19.0 | 22.2 | 25.5 | 28.6 | 31.4 |
| Computer hardware/software | 16.8 | 19.0 | 21.2 | 23.2 | 25.5 | 27.8 |
| Consumer electronics | 9.8 | 11.9 | 14.4 | 17.1 | 20.1 | 23.4 |
| Food/beverages/groceries | 6.2 | 7.2 | 8.4 | 9.7 | 11.1 | 12.7 |
| Home furnishings | 10.2 | 12.5 | 15.0 | 17.7 | 20.3 | 23.0 |
| Music/videos | 8.2 | 9.9 | 11.8 | 13.7 | 15.6 | 17.6 |

[1] Excludes travel. Includes other products/services not shown separately.

Source: Forrester Research, Inc., Cambridge, MA, *US eCommerce: Five-Year Forecast And Data Overview*, October 12, 2006 (copyright).

## Table 1022. **Online Retail Spending, 2001 to 2006, and Projections, 2007**

[**31.0 represents $31,000,000,000**]

| Category | Online retail spending (bil.dol.) | | | | | Percentage of total retail spending by category | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | **2001** | **2004** | **2005** | **2006** | **2007,** proj. | **2001** | **2004** | **2005** | **2006** | **2007,** proj. |
| **Total** | **31.0** | **67.3** | **83.7** | **100.1** | **115.6** | **(NA)** | **(NA)** | **(NA)** | **(NA)** | **(NA)** |
| Computer hardware and software | 11.0 | 16.1 | 18.1 | 20.0 | 21.9 | 26.4 | 34.1 | 36.1 | 38.3 | 40.5 |
| Consumer electronics | 1.5 | 3.4 | 4.7 | 6.0 | 7.2 | 20.2 | 24.2 | 26.0 | 27.4 | 28.0 |
| Books, music, and videos | 3.8 | 6.2 | 7.5 | 8.4 | 9.3 | 7.7 | 11.7 | 13.4 | 14.6 | 15.7 |
| Tickets | 1.8 | 3.9 | 4.6 | 5.3 | 5.8 | 6.9 | 13.6 | 15.4 | 17.0 | 17.9 |
| Consumer health | 0.4 | 1.8 | 2.6 | 3.2 | 4.0 | 0.5 | 1.8 | 2.5 | 3.0 | 3.5 |
| Apparel, accessories, footwear, and jewelry | 4.7 | 10.7 | 14.0 | 16.8 | 19.7 | 1.6 | 3.4 | 4.2 | 4.7 | 5.3 |
| Grocery and pet food | 0.8 | 3.0 | 4.1 | 5.4 | 6.7 | 0.1 | 0.5 | 0.6 | 0.8 | 1.0 |
| Toys and video games | 1.0 | 2.5 | 2.9 | 3.6 | 4.2 | 3.2 | 7.3 | 8.5 | 10.0 | 11.0 |
| Sporting goods | 0.7 | 1.6 | 2.0 | 2.3 | 2.5 | 2.9 | 6.7 | 7.9 | 8.7 | 9.2 |
| Flowers and specialty gifts | 1.2 | 2.6 | 3.1 | 3.6 | 4.0 | 2.3 | 4.8 | 5.6 | 6.4 | 7.0 |
| Home | 1.8 | 7.4 | 10.0 | 13.6 | 17.1 | 0.5 | 1.6 | 2.0 | 2.6 | 3.2 |
| Office products | 0.6 | 2.6 | 3.2 | 3.8 | 4.2 | 2.0 | 7.3 | 9.0 | 10.2 | 10.9 |
| Other | 1.8 | 5.4 | 6.7 | 8.0 | 9.0 | (NA) | (NA) | (NA) | (NA) | (NA) |

NA Not available.

Source: Jupiter Research, Inc., New York, NY, unpublished data (copyright).

## Table 1023. **Retail Trade and Food Services—Sales by Type of Store and State: 2006**

[**In millions of dollars (4,806,715 represents $4,806,715,000,000)**. Kind-of-business classification based on North American Industry Classification System (NAICS), 1997; see text, Section 15. Data are estimates]

| State | Total retail sales plus food services and drinking places (NAICS 44–45, 722) | All retail stores [1] (NAICS 44–45) | Motor vehicle and parts dealers (NAICS 441) | Furniture and home furnishings (NAICS 442) | Electronics and appliances (NAICS 443) | Building material & garden equip. & supplies dealers (NAICS 444) | Food and beverage stores (NAICS 445) | Health and personal care (NAICS 446) |
|---|---|---|---|---|---|---|---|---|
| **U.S.** | **4,806,715** | **4,346,489** | **914,102** | **130,664** | **116,233** | **538,107** | **567,719** | **240,772** |
| AL | 78,929 | 73,212 | 16,037 | 2,026 | 1,216 | 9,765 | 7,550 | 4,503 |
| AK | 13,365 | 12,047 | 2,330 | 274 | 278 | 1,291 | 1,875 | 210 |
| AZ | 117,291 | 107,923 | 23,978 | 4,056 | 3,600 | 11,609 | 12,964 | 4,596 |
| AR | 47,330 | 44,117 | 10,004 | 986 | 682 | 6,465 | 3,918 | 2,084 |
| CA | 621,462 | 562,962 | 126,271 | 18,853 | 21,626 | 67,234 | 80,510 | 27,758 |
| CO | 89,113 | 80,894 | 17,492 | 2,826 | 2,567 | 10,462 | 12,812 | 2,553 |
| CT | 65,224 | 59,884 | 11,815 | 1,945 | 1,343 | 7,841 | 8,572 | 3,732 |
| DE | 19,518 | 18,018 | 3,861 | 857 | 535 | 2,706 | 2,400 | 960 |
| DC | 7,401 | 4,808 | 98 | 238 | 130 | 328 | 1,328 | 857 |
| FL | 378,048 | 344,556 | 83,908 | 13,089 | 8,911 | 40,699 | 42,532 | 20,092 |
| GA | 158,054 | 142,873 | 31,490 | 4,719 | 3,445 | 18,427 | 17,466 | 7,596 |
| HI | 25,969 | 22,251 | 4,120 | 595 | 487 | 2,089 | 3,363 | 1,395 |
| ID | 26,917 | 25,155 | 6,097 | 841 | 497 | 4,139 | 2,806 | 754 |
| IL | 211,648 | 190,752 | 36,511 | 5,441 | 5,012 | 23,202 | 23,758 | 9,653 |
| IN | 104,965 | 95,994 | 20,319 | 2,298 | 2,466 | 12,208 | 9,732 | 5,238 |
| IA | 48,722 | 45,271 | 9,070 | 1,123 | 870 | 6,613 | 5,410 | 2,060 |
| KS | 41,866 | 38,428 | 7,934 | 919 | 983 | 4,670 | 4,846 | 1,771 |
| KY | 66,364 | 60,633 | 11,355 | 1,581 | 1,117 | 8,085 | 7,227 | 3,878 |
| LA | 69,739 | 63,630 | 14,139 | 1,665 | 1,533 | 7,898 | 6,638 | 3,771 |
| ME | 26,741 | 24,906 | 4,390 | 483 | 338 | 3,273 | 3,521 | 941 |
| MD | 57,025 | 47,973 | 10,689 | 1,633 | 1,330 | 6,424 | 7,378 | 2,171 |
| MA | 122,242 | 110,159 | 21,878 | 3,790 | 3,106 | 14,704 | 18,322 | 8,110 |
| MI | 88,197 | 75,420 | 16,359 | 1,909 | 1,995 | 10,713 | 8,452 | 4,937 |
| MN | 94,668 | 86,902 | 16,236 | 2,218 | 2,568 | 12,074 | 11,353 | 3,896 |
| MS | 47,933 | 44,548 | 8,714 | 942 | 779 | 5,841 | 3,965 | 2,781 |
| MO | 103,409 | 94,615 | 19,329 | 2,320 | 2,329 | 11,515 | 8,918 | 5,070 |
| MT | 18,974 | 17,400 | 3,329 | 579 | 422 | 2,795 | 1,909 | 471 |
| NE | 32,270 | 29,830 | 5,688 | 851 | 641 | 4,139 | 2,730 | 1,211 |
| NV | 59,461 | 53,582 | 11,433 | 1,762 | 1,679 | 5,167 | 5,826 | 1,990 |
| NH | 35,253 | 33,135 | 6,465 | 760 | 1,116 | 4,891 | 5,041 | 1,153 |
| NJ | 162,627 | 149,285 | 30,668 | 5,172 | 3,816 | 17,651 | 28,873 | 9,844 |
| NM | 32,770 | 29,947 | 6,341 | 702 | 635 | 3,302 | 2,646 | 1,161 |
| NY | 308,752 | 278,935 | 46,771 | 8,333 | 8,931 | 31,564 | 43,591 | 26,232 |
| NC | 151,718 | 138,825 | 31,326 | 4,873 | 2,476 | 19,621 | 15,405 | 8,824 |
| ND | 13,343 | 12,541 | 2,610 | 277 | 303 | 1,958 | 1,282 | 581 |
| OH | 177,644 | 160,927 | 33,227 | 3,955 | 3,739 | 18,796 | 23,330 | 8,813 |
| OK | 52,831 | 48,422 | 11,314 | 1,097 | 848 | 6,066 | 4,053 | 2,360 |
| OR | 66,291 | 60,095 | 13,258 | 1,818 | 1,689 | 7,185 | 8,646 | 2,078 |
| PA | 213,638 | 197,034 | 39,773 | 4,745 | 4,060 | 22,095 | 26,242 | 13,165 |
| RI | 17,758 | 15,796 | 3,239 | 445 | 359 | 1,980 | 2,396 | 1,671 |
| SC | 71,641 | 65,051 | 12,747 | 1,891 | 1,287 | 9,191 | 8,075 | 4,175 |
| SD | 16,901 | 15,855 | 2,963 | 336 | 342 | 2,382 | 1,390 | 533 |
| TN | 60,958 | 51,632 | 10,810 | 1,366 | 1,047 | 6,981 | 5,347 | 3,989 |
| TX | 213,144 | 178,241 | 41,095 | 4,867 | 4,817 | 18,714 | 21,662 | 6,702 |
| UT | 23,695 | 20,728 | 4,621 | 743 | 462 | 2,599 | 2,314 | 484 |
| VT | 13,336 | 12,483 | 2,370 | 304 | 209 | 1,946 | 1,838 | 656 |
| VA | 78,948 | 66,244 | 13,757 | 2,242 | 1,900 | 8,977 | 8,333 | 2,947 |
| WA | 118,549 | 108,923 | 21,317 | 3,043 | 2,915 | 12,618 | 15,487 | 4,002 |
| WV | 28,307 | 26,133 | 5,011 | 500 | 454 | 3,324 | 2,777 | 1,931 |
| WI | 94,746 | 87,340 | 17,337 | 2,189 | 2,185 | 12,713 | 9,913 | 4,230 |
| WY | 11,018 | 10,172 | 2,207 | 186 | 155 | 1,177 | 997 | 202 |

See footnotes at end of table.

Table 1023. **Retail Trade and Food Services—Sales by Type of Store and State: 2006**—Con.

[See headnote, page 654]

| State | Gasoline stations (NAICS 447) | Clothing and clothing accessories (NAICS 448) | Sporting goods, hobby, book & music stores (NAICS 451) | General merchandise (NAICS 452) | Miscellaneous stores (NAICS 453) | Nonstore retailers (NAICS 454) | Food services & drinking places (NAICS 722) |
|---|---|---|---|---|---|---|---|
| **U.S. . . .** | **509,115** | **228,384** | **92,217** | **580,846** | **129,109** | **299,220** | **460,226** |
| AL . . . . . | 10,349 | 3,194 | 1,096 | 12,409 | 1,838 | 3,229 | 5,717 |
| AK . . . . . | 1,330 | 486 | 365 | 2,574 | 480 | 554 | 1,318 |
| AZ . . . . . | 12,549 | 4,357 | 2,159 | 16,317 | 3,049 | 8,689 | 9,369 |
| AR . . . . . | 6,649 | 1,481 | 664 | 8,640 | 1,370 | 1,176 | 3,212 |
| CA . . . . . | 52,736 | 33,526 | 13,274 | 71,475 | 16,112 | 33,587 | 58,500 |
| CO . . . . . | 7,713 | 3,732 | 2,665 | 11,937 | 2,636 | 3,499 | 8,219 |
| CT . . . . . | 5,511 | 3,784 | 1,485 | 6,002 | 1,518 | 6,336 | 5,340 |
| DE . . . . . | 1,561 | 897 | 432 | 2,192 | 918 | 699 | 1,500 |
| DC . . . . . | 349 | 612 | 251 | 293 | 134 | 191 | 2,593 |
| FL. . . . . | 33,261 | 19,487 | 5,706 | 44,450 | 9,760 | 22,660 | 33,492 |
| GA . . . . . | 21,793 | 7,694 | 2,321 | 19,555 | 3,651 | 4,716 | 15,182 |
| HI . . . . . | 1,816 | 2,846 | 549 | 3,642 | 992 | 357 | 3,718 |
| ID . . . . . | 3,307 | 637 | 613 | 3,702 | 883 | 879 | 1,762 |
| IL . . . . . | 19,266 | 10,761 | 4,280 | 26,092 | 4,784 | 21,992 | 20,897 |
| IN . . . . . | 14,568 | 3,899 | 1,748 | 14,735 | 3,007 | 5,777 | 8,970 |
| IA . . . . . | 7,467 | 1,435 | 854 | 6,787 | 946 | 2,637 | 3,450 |
| KS . . . . . | 5,652 | 1,464 | 766 | 6,488 | 1,069 | 1,866 | 3,438 |
| KY . . . . . | 9,573 | 2,162 | 1,039 | 10,565 | 2,260 | 1,792 | 5,731 |
| LA . . . . . | 9,257 | 2,899 | 1,144 | 11,111 | 2,169 | 1,407 | 6,108 |
| ME . . . . . | 3,544 | 1,040 | 417 | 2,893 | 725 | 3,340 | 1,835 |
| MD . . . . . | 4,396 | 3,024 | 1,159 | 5,753 | 1,151 | 2,866 | 9,051 |
| MA . . . . . | 9,516 | 7,254 | 2,882 | 8,975 | 3,018 | 8,606 | 12,083 |
| MI . . . . . | 8,499 | 3,479 | 1,620 | 11,194 | 2,713 | 3,550 | 12,777 |
| MN . . . . . | 10,686 | 3,612 | 2,195 | 12,821 | 2,181 | 7,063 | 7,766 |
| MS . . . . . | 8,045 | 1,821 | 642 | 8,923 | 1,333 | 762 | 3,385 |
| MO . . . . . | 15,025 | 3,743 | 1,621 | 14,144 | 2,584 | 8,016 | 8,795 |
| MT . . . . . | 3,344 | 467 | 495 | 2,524 | 640 | 424 | 1,574 |
| NE . . . . . | 4,272 | 950 | 634 | 3,898 | 606 | 4,210 | 2,440 |
| NV . . . . . | 5,775 | 4,304 | 869 | 6,930 | 1,828 | 6,020 | 5,879 |
| NH . . . . . | 3,178 | 1,484 | 748 | 3,773 | 973 | 3,552 | 2,117 |
| NJ. . . . . | 11,633 | 9,476 | 3,357 | 12,244 | 3,674 | 12,877 | 13,342 |
| NM . . . . . | 5,131 | 1,187 | 553 | 5,158 | 1,185 | 1,944 | 2,823 |
| NY . . . . . | 21,526 | 25,673 | 7,315 | 26,303 | 11,742 | 20,952 | 29,817 |
| NC . . . . . | 19,274 | 6,004 | 2,223 | 18,420 | 3,952 | 6,427 | 12,894 |
| ND . . . . . | 2,397 | 345 | 221 | 1,493 | 309 | 765 | 802 |
| OH . . . . . | 21,086 | 6,657 | 3,211 | 19,733 | 4,299 | 14,080 | 16,718 |
| OK . . . . . | 8,247 | 1,754 | 952 | 9,040 | 1,832 | 858 | 4,409 |
| OR . . . . . | 5,745 | 2,685 | 1,617 | 9,778 | 2,112 | 3,483 | 6,196 |
| PA . . . . . | 22,849 | 8,928 | 4,172 | 22,881 | 5,876 | 22,248 | 16,604 |
| RI . . . . . | 1,745 | 860 | 289 | 1,222 | 451 | 1,139 | 1,963 |
| SC . . . . . | 10,417 | 3,578 | 1,158 | 9,291 | 1,936 | 1,303 | 6,590 |
| SD . . . . . | 2,563 | 337 | 293 | 2,020 | 349 | 2,346 | 1,046 |
| TN . . . . . | 7,023 | 2,482 | 940 | 7,543 | 1,521 | 2,583 | 9,326 |
| TX . . . . . | 24,639 | 8,430 | 3,846 | 26,768 | 4,854 | 11,847 | 34,903 |
| UT . . . . . | 2,530 | 732 | 558 | 3,097 | 516 | 2,072 | 2,967 |
| VT . . . . . | 1,852 | 447 | 338 | 653 | 474 | 1,396 | 853 |
| VA . . . . . | 9,110 | 3,542 | 1,482 | 9,441 | 1,739 | 2,775 | 12,704 |
| WA . . . . . | 10,357 | 4,866 | 2,579 | 16,975 | 3,696 | 11,068 | 9,627 |
| WV . . . . . | 4,626 | 753 | 349 | 4,444 | 761 | 1,202 | 2,173 |
| WI. . . . . | 12,889 | 2,898 | 1,875 | 12,112 | 2,136 | 6,864 | 7,406 |
| WY . . . . . | 2,493 | 221 | 196 | 1,434 | 365 | 539 | 846 |

[1] Includes other types of stores, not shown separately.

Source: Market Statistics, a division of Claritas Inc., Arlington, VA, The Survey of Buying Power Data Service, annual (copyright).

## Table 1024. **Retail Trade—Nonemployer Establishments and Receipts by Kind of Business: 2000 to 2004**

[**1,743 represents 1,743,000**. Includes only firms subject to federal income tax. Nonemployers are businesses with no paid employees. Data for 2000 based on the North American Industry Classification System (NAICS), 1997; beginning 2003, based on NAICS 2002, see text, Section 15]

| Kind of business | NAICS code | Establishments (1,000) | | | Receipts (mil. dol.) | | |
|---|---|---|---|---|---|---|---|
| | | 2000 | 2003 | 2004 | 2000 | 2003 | 2004 |
| **Retail trade, total** [1] | **44–45** | **1,743** | **1,880** | **1,893** | **73,810** | **80,548** | **82,916** |
| Motor vehicle & parts dealers [1] | 441 | 122 | 143 | 145 | 17,355 | 19,482 | 20,097 |
| Used car dealers | 44112 | 74 | 84 | 85 | 13,255 | 14,429 | 14,739 |
| Motorcycle & boat & other MV dealers | 44122 | 21 | 26 | 28 | 1,969 | 2,440 | 2,644 |
| Automotive parts, accessories, & tire stores | 4413 | 25 | 29 | 29 | 1,872 | 2,280 | 2,353 |
| Furniture & home furnishings stores | 442 | 37 | 42 | 43 | 2,574 | 2,962 | 3,049 |
| Bldg material & garden equip & supp dealers | 444 | 28 | 31 | 32 | 2,182 | 2,427 | 2,603 |
| Building material & supplies dealers | 4441 | 20 | 23 | 24 | 1,677 | 1,883 | 2,044 |
| Food & beverage stores [1] | 445 | 82 | 90 | 89 | 8,493 | 8,983 | 8,951 |
| Grocery stores | 4451 | 39 | 41 | 40 | 4,609 | 4,644 | 4,567 |
| Specialty food stores | 4452 | 33 | 38 | 39 | 2,135 | 2,474 | 2,522 |
| Health & personal care stores | 446 | 92 | 115 | 118 | 1,915 | 2,349 | 2,487 |
| Clothing & clothing accessories stores | 448 | 89 | 102 | 106 | 4,464 | 4,808 | 5,023 |
| Clothing stores | 4481 | 60 | 67 | 70 | 2,718 | 2,930 | 3,067 |
| Sporting goods, hobby, book, & music stores | 451 | 96 | 96 | 95 | 3,761 | 3,815 | 3,873 |
| Miscellaneous store retailers | 453 | 339 | 334 | 325 | 12,963 | 13,467 | 13,719 |
| Gift, novelty, & souvenir stores | 45322 | 73 | 75 | 72 | 2,104 | 2,166 | 2,172 |
| Nonstore retailers [1] | 454 | 792 | 857 | 867 | 15,401 | 17,425 | 18,218 |
| Electronic shopping & mail-order houses | 4541 | 49 | 58 | 67 | 1,391 | 1,941 | 2,310 |
| Direct selling establishments | 4543 | 708 | 767 | 769 | 13,047 | 14,562 | 15,002 |

[1] Includes other kinds of business not shown separately.

Source: U.S. Census Bureau, "Nonemployer Statistics"; <http://www.census.gov/epcd/nonemployer/>.

## Table 1025. **Franchised New Car Dealerships—Summary: 1990 to 2006**

[**316 represents $316,000,000,000**]

| Item | Unit | 1990 | 1995 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Dealerships [1] | Number | 24,825 | 22,800 | 22,400 | 22,250 | 21,800 | 21,725 | 21,650 | 21,640 | 21,495 | 21,200 |
| Sales | Bil. dol | 316 | 456 | 607 | 650 | 690 | 680 | 699 | 714 | 699 | 675 |
| New cars sold [2] | Millions | 9.3 | 8.6 | 8.7 | 8.8 | 8.4 | 8.1 | 7.6 | 7.5 | 7.7 | 7.8 |
| Used vehicles sold | Millions | 14.2 | 18.5 | 20.1 | 20.5 | 21.4 | 19.4 | 19.5 | 19.7 | 19.7 | 19.2 |
| Employment | 1,000 | 924 | 996 | 1,081 | 1,114 | 1,130 | 1,130 | 1,130 | 1,130 | 1,138 | 1,120 |
| Dealer pretax profits as a percentage of sales | Percent | 1.0 | 1.4 | 1.8 | 1.6 | 2.0 | 1.9 | 1.7 | 1.7 | 1.6 | 1.5 |
| Inventory: [3] | | | | | | | | | | | |
| Domestic: [4] | | | | | | | | | | | |
| Total | 1,000 | 2,537 | 2,974 | 2,901 | 3,183 | 2,824 | 2,727 | 3,085 | 3,267 | 2,991 | 2,943 |
| Days' supply | Days | 73 | 71 | 62 | 68 | 63 | 63 | 63 | 75 | 70 | 71 |
| Imported: [4] | | | | | | | | | | | |
| Total | 1,000 | 707 | 445 | 378 | 468 | 508 | 521 | 618 | 646 | 566 | 605 |
| Days' supply | Days | 72 | 72 | 47 | 50 | 51 | 49 | 49 | 59 | 52 | 51 |

[1] At beginning of year. [2] Data provided by "Ward's Automotive Reports." [3] Annual average. Includes light trucks. [4] Classification based on where automobiles are produced (i.e., automobiles manufactured by foreign companies but produced in the U.S. are classified as domestic).

Source: National Automobile Dealers Association, McLean, VA, *NADA Data*, annual.

## Table 1026. **Retail Sales and Leases of New and Used Vehicles: 1990 to 2005**

[**In thousands, except as noted (51,390 represents 51,390,000)**]

| Item | 1990 | 1995 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 |
|---|---|---|---|---|---|---|---|---|---|
| **Vehicle sales and leases, total** | **51,390** | **56,476** | **57,618** | **58,964** | **59,742** | **59,835** | **60,215** | **59,410** | **61,086** |
| New vehicle sales and leases | 13,860 | 14,718 | 16,879 | 17,344 | 17,118 | 16,810 | 16,643 | 16,865 | 16,948 |
| New vehicle sales [1] | 13,285 | 12,070 | 12,468 | 13,181 | 13,510 | 13,639 | 13,594 | 13,608 | 13,551 |
| Passenger cars | 8,766 | 6,841 | 6,396 | 6,580 | 6,407 | 6,370 | 5,932 | 5,737 | 5,806 |
| Light trucks | 4,519 | 5,228 | 6,073 | 6,601 | 7,103 | 7,269 | 7,663 | 7,871 | 7,745 |
| New vehicle leases [2] | 575 | 2,648 | 4,411 | 4,163 | 3,608 | 3,171 | 3,049 | 3,257 | 3,397 |
| Passenger cars | 534 | 1,795 | 2,301 | 2,272 | 2,015 | 1,732 | 1,683 | 1,768 | 1,861 |
| Light trucks | 41 | 853 | 2,110 | 1,891 | 1,593 | 1,439 | 1,366 | 1,489 | 1,536 |
| Used vehicle sales [3] | 37,530 | 41,758 | 40,739 | 41,620 | 42,624 | 43,025 | 43,572 | 42,545 | 44,138 |
| New and used vehicle sales, total value (bil. dol.) [4] | 446 | 611 | 698 | 737 | 737 | 721 | 738 | 759 | 780 |
| New vehicle sales (bil. dol.) | 227 | 292 | 348 | 380 | 369 | 371 | 382 | 392 | 413 |
| Used vehicle sales (bil. dol.) | 219 | 319 | 350 | 357 | 367 | 350 | 356 | 367 | 367 |

[1] New vehicle sales data is calculated by subtracting CNW Marketing's vehicle leasing data from Bureau of Economic Analysis' data which combines sales and leases. [2] Consumer leases only. [3] Used car sales include sales from franchised dealers, independent dealers, and casual sales. [4] Includes leased vehicles.

Source: U.S. Bureau of Transportation Statistics, *National Transportation Statistics*, annual. See Internet site <http://www.bts.gov/publications/national_transportation_statistics/>. Data supplied by following sources: New vehicle sales and leases—U.S. Department of Commerce, Bureau of Economic Analysis; New vehicle leases—CNW Marketing/Research, personal communication, Mar. 2, 2005; Used vehicle sales and value: Manheim, Used Car Market Report, Atlanta, GA.

## Table 1027. **New Motor Vehicle Sales and Car Production: 1990 to 2006**

[**In thousands (14,137 represents 14,137,000)**. Includes leases]

| Type of vehicle | 1990 | 1995 | 2000 | 2002 | 2003 | 2004 | 2005 | 2006 |
|---|---|---|---|---|---|---|---|---|
| **New motor vehicle sales** | **14,137** | **15,106** | **17,806** | **17,137** | **16,971** | **17,297** | **17,445** | **17,048** |
| New-car sales and leases | 9,300 | 8,636 | 8,852 | 8,102 | 7,615 | 7,505 | 7,667 | 7,781 |
| Domestic | 6,897 | 7,129 | 6,833 | 5,871 | 5,527 | 5,350 | 5,480 | 5,436 |
| Import | 2,403 | 1,507 | 2,019 | 2,231 | 2,087 | 2,155 | 2,187 | 2,345 |
| New-truck sales and leases | 4,838 | 6,469 | 8,954 | 9,035 | 9,356 | 9,792 | 9,777 | 9,268 |
| Light | 4,560 | 6,081 | 8,492 | 8,713 | 9,028 | 9,361 | 9,281 | 8,723 |
| Domestic | 3,957 | 5,691 | 7,651 | 7,647 | 7,801 | 8,115 | 8,065 | 7,377 |
| Import | 603 | 391 | 841 | 1,066 | 1,227 | 1,246 | 1,216 | 1,347 |
| Other | 278 | 388 | 462 | 322 | 328 | 432 | 497 | 544 |
| Domestic-car production | 6,231 | 6,340 | 5,542 | 5,019 | 4,510 | 4,230 | 4,321 | 4,367 |

Source: U.S. Bureau of Economic Analysis, "Auto and Truck Seasonal Adjustment"; <http://www.bea.gov/national/xls/gaphist.xls>; accessed April 2007. Data are mainly from "Ward's Automotive Reports" published by Ward's Communications, Southfield, MI.

## Table 1028. **Retail Foodstores—Number and Sales by Type: 2000 to 2005**

[**119.6 represents 119,600**. Based on North American Industry Classification System (NAICS), 2002; see text, Section 15]

| Type of foodstore | Number [1] (1,000) | | | | Sales [2] (bil. dol.) | | | | Percent distribution | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | Number | | Sales | |
| | 2000 | 2003 | 2004 | 2005 | 2000 | 2003 | 2004 | 2005 | 2000 | 2004 | 2000 | 2005 |
| **Total** | **119.6** | **120.2** | **120.5** | **(NA)** | **417.3** | **446.4** | **463.1** | **484.3** | **100.0** | **100.0** | **100.0** | **100.0** |
| Grocery stores | 95.9 | 95.3 | 95.1 | (NA) | 403.1 | 430.0 | 445.1 | 463.9 | 80.2 | 78.9 | 96.6 | 95.8 |
| Supermarkets [3] | 21.9 | 21.1 | 21.0 | 20.2 | 310.3 | 327.2 | 318.0 | 349.8 | 18.3 | 17.4 | 74.4 | 72.2 |
| Conventional | 7.2 | 4.1 | 3.6 | 3.0 | 58.3 | 66.8 | 70.5 | 72.8 | 6.0 | 3.0 | 14.0 | 15.0 |
| Superstore [4] | 7.9 | 8.1 | 8.2 | 8.0 | 131.0 | 132.4 | 126.0 | 142.3 | 6.6 | 6.8 | 31.4 | 29.4 |
| Warehouse [5] | 2.4 | 3.2 | 3.2 | 2.7 | 20.2 | 13.0 | 10.4 | 13.4 | 2.0 | 2.6 | 4.8 | 2.8 |
| Combination food and drug [6] | 3.7 | 5.0 | 5.2 | 5.6 | 75.3 | 92.2 | 88.3 | 96.9 | 3.1 | 4.3 | 18.0 | 20.0 |
| Super warehouse [7] | 0.5 | 0.5 | 0.5 | 0.5 | 16.0 | 11.5 | 10.9 | 12.6 | 0.4 | 0.4 | 3.8 | 2.6 |
| Hypermarket [8] | 0.2 | 0.2 | 0.3 | 0.3 | 9.5 | 11.2 | 11.9 | 11.9 | 0.2 | 0.2 | 2.3 | 2.5 |
| Convenience stores [9] | 28.2 | 29.4 | 30.4 | 26.1 | 19.2 | 21.0 | 22.6 | 19.9 | 23.6 | 25.2 | 4.6 | 4.1 |
| Superette [10] | 45.8 | 44.8 | 43.8 | (NA) | 73.6 | 81.8 | 104.5 | 94.2 | 38.3 | 36.3 | 17.6 | 19.5 |
| Specialized food stores [11] | 23.7 | 24.9 | 25.4 | (NA) | 14.2 | 16.4 | 18.0 | 20.4 | 19.8 | 21.1 | 3.4 | 4.2 |

NA Not available. [1] Estimated. [2] Includes nonfood items. [3] A grocery store, primarily self-service in operation, providing a full range of departments, and having at least $2.5 million in annual sales in 1985 dollars. [4] Contains greater variety of products than conventional supermarkets, including specialty and service departments, and considerable nonfood (general merchandise) products. [5] Contains limited product variety and fewer services provided, incorporating case lot stocking and shelving practices. [6] Contains a pharmacy, a nonprescription drug department, and a greater variety of health and beauty aids than that carried by conventional supermarkets. [7] A larger warehouse store that offers expanded product variety and often service meat, deli, or seafood departments. [8] A very large store offering a greater variety of general merchandise—like clothes, hardware, and seasonal goods—and personal care products than other grocery stores. [9] A small grocery store selling a limited variety of food and nonfood products, typically open extended hours. [10] A grocery store, primarily self-service in operation, selling a wide variety of food and nonfood products with annual sales below $2.5 million (1985 dollars). [11] Primarily engaged in the retail sale of a single food category such as meat and seafood stores and retail bakeries.

Source: U.S. Department of Agriculture, Economic Research Service, *The U.S. Food Marketing System, 2002*, Agricultural Economic Report 811, August 2002; and unpublished data.

## Table 1029. **Food and Alcoholic Beverage Sales by Sales Outlet: 1990 to 2005**

[**In billions of dollars (554.0 represents $554,000,000,000)**]

| Sales outlet | 1990 | 1995 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 |
|---|---|---|---|---|---|---|---|---|---|
| **Food sales, total [1]** | **554.0** | **652.8** | **777.4** | **813.1** | **847.3** | **876.8** | **916.0** | **964.3** | **1,023.2** |
| Food at home | 305.3 | 349.8 | 412.7 | 423.4 | 445.0 | 457.8 | 476.1 | 496.9 | 527.0 |
| Food stores [2] | 256.4 | 275.3 | 299.6 | 303.5 | 313.1 | 312.0 | 323.9 | 335.6 | 351.3 |
| Other stores [3] | 32.3 | 54.7 | 83.0 | 89.4 | 103.0 | 116.6 | 122.2 | 129.9 | 143.4 |
| Home-delivered, mail order | 5.3 | 8.6 | 18.8 | 19.2 | 18.0 | 17.9 | 18.2 | 19.0 | 20.5 |
| Farmers, manufacturers, wholesalers | 3.5 | 4.1 | 4.6 | 4.6 | 4.6 | 4.6 | 4.8 | 4.9 | 5.1 |
| Home production and donations | 7.7 | 7.0 | 6.7 | 6.6 | 6.4 | 6.7 | 7.0 | 7.4 | 6.7 |
| Food away from home [4] | 248.8 | 303.0 | 364.7 | 389.7 | 402.3 | 419.0 | 439.9 | 467.4 | 496.2 |
| **Alcoholic beverage sales, total** | **72.6** | **80.3** | **99.9** | **104.9** | **110.1** | **115.4** | **119.1** | **124.3** | **132.3** |
| Packaged alcoholic beverages | 38.0 | 41.5 | 51.5 | 52.5 | 54.8 | 56.7 | 57.1 | 59.5 | 63.9 |
| Liquor stores | 18.6 | 19.0 | 22.9 | 24.5 | 25.3 | 25.5 | 26.0 | 27.8 | 29.9 |
| Food stores | 10.8 | 12.3 | 15.2 | 15.9 | 16.9 | 17.4 | 17.8 | 18.6 | 19.4 |
| All other | 8.6 | 10.3 | 13.5 | 12.1 | 12.6 | 13.9 | 13.3 | 13.2 | 14.7 |
| Alcoholic drinks | 34.5 | 38.8 | 48.4 | 52.4 | 55.4 | 58.7 | 62.0 | 64.8 | 68.3 |
| Eating and drinking places [5] | 26.5 | 30.3 | 38.1 | 41.5 | 44.1 | 47.1 | 50.1 | 52.4 | 55.5 |
| Hotels and motels [5] | 3.8 | 3.9 | 4.5 | 4.9 | 5.2 | 5.3 | 5.4 | 5.5 | 5.6 |
| All other | 4.2 | 4.6 | 5.8 | 6.1 | 6.1 | 6.3 | 6.5 | 6.8 | 7.2 |

[1] Includes taxes and tips. [2] Excludes sales to restaurants and institutions. [3] Includes eating and drinking establishments, trailer parks, commissary stores, and military exchanges. [4] Includes food furnished and donations. [5] Includes tips.

Source: U.S. Department of Agriculture, Economic Research Service, "Food CPI, Prices, and Expenditures: Food Expenditure Tables"; published 8 June 2006; <http://www.ers.usda.gov/briefing/CPIFoodAndExpenditures/Data/>.

## Table 1030. **Shopping Centers—Number, Gross Leasable Area, and Retail Sales by Gross Leasable Area: 1990 to 2005**

[**4,390 represents 4,390,000,000. As of December 31**. A shopping center is a group of architecturally unified commercial establishments built on a site that is planned, developed, owned, and managed as an operating unit related in its location, size, and type of shops to the trade area that the unit serves. The unit provides on-site parking in definite relationship to the types and total size of the stores. The data base attempts to include all centers with three or more stores. Estimates are based on a sample of data available on shopping center properties; for details, contact source]

| Year | Total | Gross leasable area (square feet) | | | | | |
|---|---|---|---|---|---|---|---|
| | | Less than 100,001 | 100,001–200,000 | 200,001–400,000 | 400,001–800,000 | 800,001–1,000,000 | More than 1 million |
| NUMBER | | | | | | | |
| 1990 | 36,515 | 23,231 | 8,756 | 2,781 | 1,102 | 288 | 357 |
| 1995 | 41,235 | 26,001 | 9,974 | 3,345 | 1,234 | 301 | 380 |
| 2000 | 45,115 | 28,062 | 10,958 | 3,935 | 1,424 | 326 | 410 |
| 2003 | 47,104 | 29,234 | 11,336 | 4,233 | 1,540 | 334 | 427 |
| 2004 | 47,835 | 29,710 | 11,471 | 4,315 | 1,573 | 335 | 430 |
| 2005 | 48,695 | 30,270 | 11,617 | 4,405 | 1,628 | 338 | 437 |
| Percent distribution | 100.0 | 62.2 | 23.9 | 9.0 | 3.3 | 0.7 | 0.9 |
| Percent change, 2004–2005 | 1.8 | 1.9 | 1.3 | 2.1 | 3.5 | 0.9 | 1.6 |
| GROSS LEASABLE AREA | | | | | | | |
| 1990 (mil. sq. ft.) | 4,390 | 1,125 | 1,197 | 734 | 618 | 259 | 457 |
| 1995 (mil. sq. ft.) | 4,967 | 1,267 | 1,368 | 886 | 689 | 271 | 486 |
| 2000 (mil. sq. ft.) | 5,566 | 1,383 | 1,514 | 1,059 | 790 | 294 | 526 |
| 2003 (mil. sq. ft.) | 5,865 | 1,446 | 1,569 | 1,147 | 854 | 301 | 548 |
| 2004 (mil. sq. ft.) | 5,953 | 1,469 | 1,588 | 1,171 | 872 | 302 | 552 |
| 2005 (mil. sq. ft.) | 6,060 | 1,486 | 1,608 | 1,196 | 903 | 305 | 561 |
| Percent distribution | 100.0 | 24.5 | 26.5 | 19.7 | 14.9 | 5.0 | 9.3 |
| Percent change, 2004–2005 | 1.8 | 1.2 | 1.3 | 2.2 | 3.6 | 0.9 | 1.6 |
| RETAIL SALES | | | | | | | |
| 1990 (bil. dol.) | 706.4 | 205.1 | 179.5 | 108.0 | 91.7 | 45.1 | 77.0 |
| 1995 (bil. dol.) | 893.8 | 259.6 | 227.1 | 136.4 | 115.8 | 57.0 | 97.8 |
| 2000 (bil. dol.) | 1,181.1 | 342.8 | 300.0 | 180.5 | 152.8 | 75.2 | 129.8 |
| 2003 (bil. dol.) | 1,339.2 | 388.5 | 340.1 | 204.8 | 173.1 | 85.2 | 147.5 |
| 2004 (bil. dol.) | 1,432.6 | 415.5 | 363.8 | 219.2 | 185.1 | 91.1 | 158.0 |
| 2005 (bil. dol.) | 1,530.4 | 443.8 | 388.6 | 234.2 | 197.6 | 97.3 | 168.9 |
| Percent distribution | 100.0 | 29.0 | 25.4 | 15.3 | 12.9 | 6.4 | 11.0 |
| Percent change, 2004–2005 | 6.8 | 6.8 | 6.8 | 6.9 | 6.8 | 6.8 | 6.9 |

Source: National Research Bureau (a subsidiary of CoStar Group), Chicago, IL, (copyright) "2006 NRB Shopping Centers Census"; <http://www.icsc.org/srch/rsrch/census/>.

## Table 1031. **Shopping Centers—Gross Leasable Area and Retail Sales, by State: 2005**

[**6,060 represents 6,060,000,000.** See headnote, Table 1030]

| State | Gross leasable area, (mil. sq. ft.) | Retail sales (bil. dol.) | Retail sales per sq. ft. (dol.) | Percent change, 2004–2005 | | State | Gross leasable area, (mil. sq. ft.) | Retail sales (bil. dol.) | Retail sales per sq. ft. (dol.) | Percent change, 2004–2005 | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Gross leasable area | Retail sales | | | | | Gross leasable area | Retail sales |
| **U.S.** | **6,060** | **1,530.4** | **253** | **1.8** | **6.8** | | | | | | |
| AL | 84 | 21.7 | 258 | 0.8 | 5.8 | MO | 129 | 33.0 | 255 | 1.9 | 6.5 |
| AK | 8 | 3.3 | 429 | – | 8.5 | MT | 10 | 3.0 | 293 | – | 6.8 |
| AZ | 150 | 36.8 | 245 | 3.2 | 7.0 | NE | 40 | 8.3 | 207 | 1.7 | 6.3 |
| AR | 41 | 10.2 | 252 | 5.7 | 5.4 | NV | 64 | 10.2 | 158 | 3.3 | 7.4 |
| CA | 755 | 182.8 | 242 | 1.6 | 6.7 | NH | 27 | 7.6 | 283 | 0.1 | 9.9 |
| | | | | | | NJ | 191 | 43.9 | 230 | 1.8 | 7.7 |
| CO | 125 | 35.3 | 282 | 4.9 | 7.6 | NM | 32 | 9.1 | 281 | – | 6.0 |
| CT | 102 | 29.8 | 293 | 0.7 | 8.3 | NY | 266 | 65.2 | 245 | 0.3 | 6.6 |
| DE | 25 | 6.9 | 280 | 4.0 | 8.2 | NC | 207 | 42.1 | 203 | 3.6 | 6.5 |
| DC | 11 | 2.5 | 237 | – | 6.7 | ND | 10 | 3.2 | 313 | – | 9.4 |
| FL | 488 | 144.5 | 296 | 2.3 | 7.6 | OH | 270 | 59.9 | 222 | 1.1 | 6.3 |
| GA | 205 | 45.5 | 222 | 1.9 | 6.4 | OK | 63 | 17.8 | 284 | 1.3 | 5.1 |
| HI | 21 | 7.4 | 346 | 2.0 | 10.1 | OR | 63 | 14.3 | 227 | 1.5 | 7.4 |
| ID | 20 | 4.6 | 228 | 0.1 | 5.7 | PA | 270 | 59.8 | 221 | 1.3 | 6.9 |
| IL | 282 | 63.4 | 225 | 1.3 | 7.2 | RI | 24 | 5.6 | 237 | 2.8 | 6.9 |
| IN | 132 | 30.7 | 232 | 1.2 | 6.2 | SC | 95 | 22.3 | 235 | 2.8 | 6.2 |
| IA | 52 | 10.9 | 208 | 2.9 | 6.4 | SD | 8 | 1.9 | 244 | 9.0 | 6.3 |
| KS | 62 | 16.7 | 268 | 1.1 | 6.3 | TN | 142 | 33.5 | 237 | 1.3 | 6.6 |
| KY | 71 | 19.8 | 279 | 1.0 | 6.1 | TX | 410 | 127.0 | 310 | 2.8 | 6.5 |
| LA | 92 | 26.9 | 291 | 2.4 | 6.3 | UT | 41 | 9.0 | 219 | 1.5 | 5.7 |
| ME | 19 | 6.8 | 351 | – | 8.6 | VT | 9 | 2.8 | 318 | – | 8.2 |
| MD | 136 | 36.8 | 271 | 1.1 | 6.8 | VA | 187 | 47.9 | 256 | 1.4 | 7.2 |
| MA | 123 | 35.7 | 291 | 1.8 | 7.4 | WA | 107 | 26.7 | 249 | 0.8 | 7.1 |
| MI | 155 | 37.0 | 238 | 0.9 | 6.6 | WV | 23 | 5.1 | 216 | – | 5.2 |
| MN | 76 | 20.7 | 272 | 1.7 | 6.8 | WI | 82 | 21.7 | 264 | 0.7 | 6.9 |
| MS | 48 | 11.0 | 230 | 4.5 | 4.9 | WY | 6 | 1.9 | 308 | – | 5.8 |

– Represents zero.

Source: National Research Bureau (a subsidiary of CoStar Group), Chicago, IL, (copyright) "2006 NRB Shopping Centers Census"; <http://www.icsc.org/srch/rsrch/census/>.