

Table 6.1. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Revenue for Taxable Employer Firms: 1999 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004	2003	2002	2001	2000	1999
54	Professional, scientific, and technical services¹	1,247,590	1,137,804	1,052,303	966,437	NA	NA	NA	NA	NA
54*	Professional, scientific, and technical services ²	1,217,741	1,110,444	1,027,187	943,076	879,725	846,056	838,374	803,527	727,800
5411	Legal services ¹	251,532	235,768	221,852	209,475	199,915	180,042	171,597	160,619	154,184
54111	Offices of lawyers	237,432	221,301	207,925	197,385	187,819	170,808	162,958	152,834	146,236
54119	Other legal services	14,100	14,467	13,927	12,090	12,096	9,234	8,639	7,785	7,948
5412	Accounting, tax preparation, bookkeeping, and payroll services	121,290	109,136	100,950	92,884	87,791	84,073	82,845	79,361	71,694
541211	Offices of certified public accountants	63,206	57,744	54,508	50,679	47,835	48,498	49,635	45,773	42,145
541213	Tax preparation services	6,686	5,977	5,416	4,944	4,468	4,129	3,765	3,347	3,074
541214	Payroll services	36,158	31,316	27,856	25,359	24,366	21,418	20,149	21,394	18,829
541219	Other accounting services	15,240	14,099	13,170	11,902	11,122	10,028	9,296	8,847	7,646
5413	Architectural, engineering, and related services	243,843	223,004	204,983	184,292	NA	NA	NA	NA	NA
5413*	Architectural, engineering, and related services ³	238,476	217,965	200,408	180,073	160,917	158,266	157,488	150,269	133,942
54131	Architectural services	40,068	34,721	31,668	28,609	26,851	25,240	26,719	25,021	22,345
54132	Landscape architectural services	5,367	5,038	4,575	4,218	NA	NA	NA	NA	NA
54133	Engineering services	172,744	161,099	148,352	132,814	117,509	116,887	115,837	111,929	98,955
54138	Testing laboratories	14,096	11,185	10,380	9,908	8,849	8,771	7,865	7,128	6,930
5413x	Other related services ⁴	11,568	10,960	10,008	8,742	7,708	7,368	7,067	6,191	5,712
5414	Specialized design services	25,851	23,542	21,556	19,617	18,090	17,076	17,776	17,889	16,156
54141	Interior design services	11,281	10,037	8,838	8,061	7,497	7,018	6,897	6,798	6,269
54143	Graphic design services	9,874	9,595	9,221	8,528	8,269	8,096	8,796	8,962	8,055
5414y	All other design services ⁵	4,695	3,910	3,497	3,028	NA	NA	NA	NA	NA
5415	Computer systems design and related services	228,623	202,281	188,266	173,525	171,393	173,414	183,878	186,402	164,776
541511	Custom computer programming services	79,751	68,323	64,289	58,303	58,140	60,126	65,578	70,004	62,699
541512	Computer systems design services	101,211	91,908	84,995	77,042	76,992	78,335	80,787	82,763	72,360
541513	Computer facilities management services	26,694	23,934	22,748	23,422	22,518	22,279	25,435	21,816	20,260
541519	Other computer related services	20,967	18,116	16,234	14,758	13,743	12,674	12,078	11,819	9,457
5416	Management, scientific, and technical consulting services	165,248	149,767	137,364	121,709	108,783	105,452	99,511	90,129	81,646
54161	Management consulting services	137,119	125,546	115,877	102,452	92,129	90,914	86,024	78,250	71,239
54162	Environmental consulting services	12,022	10,416	9,094	8,748	7,902	6,933	6,213	5,578	5,029
54169	Other scientific and technical consulting services	16,107	13,805	12,393	10,509	8,752	7,605	7,274	6,301	5,378
5417	Scientific research and development services	75,171	68,607	60,169	54,272	48,142	45,983	41,568	35,587	30,783
54171	Research and development in the physical, engineering, and life sciences	72,427	66,183	57,679	51,994	46,104	44,089	39,870	34,029	29,345
54172	Research and development in the social sciences and humanities	2,744	2,424	2,490	2,278	2,038	1,894	1,698	1,558	1,438
5418	Advertising and related services	79,033	72,911	67,045	63,585	58,629	56,681	58,634	59,680	53,065
54181	Advertising agencies	30,824	27,976	25,482	24,551	22,396	21,104	21,268	21,584	18,241
54182	Public relations agencies	9,361	8,635	7,546	6,954	6,305	6,205	6,156	6,501	5,118
54183	Media buying agencies	1,714	1,704	1,478	1,405	1,063	1,150	1,025	1,036	873
54184	Media representatives	2,655	2,352	2,267	2,096	2,712	2,729	3,118	3,247	3,009
54185	Display advertising	7,368	6,611	6,181	5,440	4,925	4,617	4,509	4,752	4,419

See footnotes at end of table.

Table 6.1. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Revenue for Taxable Employer Firms: 1999 Through 2007—Con.

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004	2003	2002	2001	2000	1999
54186	Direct mail advertising	12,255	12,371	12,190	11,570	10,648	10,544	10,739	10,351	9,914
5418y	All other advertising ⁶	14,856	13,262	11,901	11,568	NA	NA	NA	NA	NA
5419	Other professional, scientific, and technical services	56,998	52,788	50,119	47,080	NA	NA	NA	NA	NA
5419*	Other professional, scientific, and technical services ⁷	32,517	30,467	29,577	27,936	26,065	25,069	25,077	23,591	21,554
54191	Marketing research and public opinion polling	13,872	13,170	12,283	11,851	11,118	10,890	11,412	11,683	11,016
54192	Photographic services	7,615	7,342	7,268	6,984	6,758	6,538	6,760	6,613	6,415
541921	Photography studios, portrait	5,579	5,272	5,262	5,031	4,879	4,752	4,773	4,642	4,626
541922	Commercial photography	2,036	2,070	2,006	1,953	1,879	1,786	1,987	1,971	1,789
54193	Translation and interpretation services	1,393	1,166	1,121	1,093	968	876	850	810	750
54194	Veterinary services	24,481	22,321	20,541	19,144	NA	NA	NA	NA	NA
54199	All other professional, scientific, and technical services	9,637	8,789	8,905	8,008	7,221	6,765	6,055	4,485	3,373

NA Not available.

¹Excludes NAICS 54112 (Offices of notaries).

²Excludes NAICS 54112 (Offices of notaries), NAICS 54132 (Landscape architectural services) and NAICS 54194 (Veterinary services).

³Excludes NAICS 54132 (Landscape architectural services).

⁴Includes NAICS 54134 (Drafting services), NAICS 54135 (Building inspection services), NAICS 54136 (Geophysical surveying and mapping services), and NAICS 54137 (Surveying and mapping (except geophysical) services).

⁵Includes NAICS 54142 (Industrial design services) and NAICS 54149 (Other specialized design services).

⁶Includes NAICS 54187 (Advertising material distribution services) and NAICS 54189 (Other services related to advertising).

⁷Excludes NAICS 54194 (Veterinary services).

Note: Estimates cover taxable firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.1 provides estimated measures of sampling variability.

Table 6.2. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Year-to-Year Percent Change in Revenue for Taxable Employer Firms: 1999 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007/2006	2006/2005	2005/2004	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999
54	Professional, scientific, and technical services¹	9.6	8.1	8.9	NA	NA	NA	NA	NA
54*	Professional, scientific, and technical services ²	9.7	8.1	8.9	7.2	4.0	0.9	4.3	10.4
5411	Legal services ¹	6.7	6.3	5.9	4.8	11.0	4.9	6.8	4.2
54111	Offices of lawyers	7.3	6.4	5.3	5.1	10.0	4.8	6.6	4.5
54119	Other legal services	-2.5	3.9	15.2	Z	31.0	6.9	11.0	-2.1
5412	Accounting, tax preparation, bookkeeping, and payroll services	11.1	8.1	8.7	5.8	4.4	1.5	4.4	10.7
541211	Offices of certified public accountants	9.5	5.9	7.6	5.9	-1.4	-2.3	8.4	8.6
541213	Tax preparation services	11.9	10.4	9.5	10.7	8.2	9.7	12.5	8.9
541214	Payroll services	15.5	12.4	9.8	4.1	13.8	6.3	-5.8	13.6
541219	Other accounting services	8.1	7.1	10.7	7.0	10.9	7.9	5.1	15.7
5413	Architectural, engineering, and related services	9.3	8.8	11.2	NA	NA	NA	NA	NA
5413*	Architectural, engineering, and related services ³	9.4	8.8	11.3	11.9	1.7	0.5	4.8	12.2
54131	Architectural services	15.4	9.6	10.7	6.5	6.4	-5.5	6.8	12.0
54132	Landscape architectural services	6.5	10.1	8.5	NA	NA	NA	NA	NA
54133	Engineering services	7.2	8.6	11.7	13.0	0.5	0.9	3.5	13.1
54138	Testing laboratories	26.0	7.8	4.8	12.0	0.9	11.5	10.3	2.9
5413x	Other related services ⁴	5.5	9.5	14.5	13.4	4.6	4.3	14.1	8.4
5414	Specialized design services	9.8	9.2	9.9	8.4	5.9	-3.9	-0.6	10.7
54141	Interior design services	12.4	13.6	9.6	7.5	6.8	1.8	1.5	8.4
54143	Graphic design services	2.9	4.1	8.1	3.1	2.1	-8.0	-1.9	11.3
5414y	All other design services ⁵	20.1	11.8	15.5	NA	NA	NA	NA	NA
5415	Computer systems design and related services	13.0	7.4	8.5	1.2	-1.2	-5.7	-1.4	13.1
541511	Custom computer programming services	16.7	6.3	10.3	0.3	-3.3	-8.3	-6.3	11.7
541512	Computer systems design services	10.1	8.1	10.3	0.1	-1.7	-3.0	-2.4	14.4
541513	Computer facilities management services	11.5	5.2	-2.9	4.0	1.1	-12.4	16.6	7.7
541519	Other computer related services	15.7	11.6	10.0	7.4	8.4	4.9	2.2	25.0
5416	Management, scientific, and technical consulting services	10.3	9.0	12.9	11.9	3.2	6.0	10.4	10.4
54161	Management consulting services	9.2	8.3	13.1	11.2	1.3	5.7	9.9	9.8
54162	Environmental consulting services	15.4	14.5	4.0	10.7	14.0	11.6	11.4	10.9
54169	Other scientific and technical consulting services	16.7	11.4	17.9	20.1	15.1	4.6	15.4	17.2
5417	Scientific research and development services	9.6	14.0	10.9	12.7	4.7	10.6	16.8	15.6
54171	Research and development in the physical, engineering, and life sciences	9.4	14.7	10.9	12.8	4.6	10.6	17.2	16.0
54172	Research and development in the social sciences and humanities	13.2	-2.7	9.3	11.8	7.6	11.5	9.0	8.3
5418	Advertising and related services	8.4	8.7	5.4	8.5	3.4	-3.3	-1.8	12.5
54181	Advertising agencies	10.2	9.8	3.8	9.6	6.1	-0.8	-1.5	18.3
54182	Public relations agencies	8.4	14.4	8.5	10.3	1.6	0.8	-5.3	27.0
54183	Media buying agencies	0.6	15.3	5.2	32.2	-7.6	12.2	-1.1	18.7
54184	Media representatives	12.9	3.7	8.2	-22.7	-0.6	-12.5	-4.0	7.9
54185	Display advertising	11.5	7.0	13.6	10.5	6.7	2.4	-5.1	7.5

See footnotes at end of table.

Table 6.2. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Year-to-Year Percent Change in Revenue for Taxable Employer Firms: 1999 Through 2007—Con.

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007/2006	2006/2005	2005/2004	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999
54186	Direct mail advertising	-0.9	1.5	5.4	8.7	1.0	-1.8	3.7	4.4
5418y	All other advertising ⁶	12.0	11.4	2.9	NA	NA	NA	NA	NA
5419	Other professional, scientific, and technical services	8.0	5.3	6.5	NA	NA	NA	NA	NA
5419*	Other professional, scientific, and technical services ⁷	6.7	3.0	5.9	7.2	4.0	Z	6.3	9.5
54191	Marketing research and public opinion polling	5.3	7.2	3.6	6.6	2.1	-4.6	-2.3	6.1
54192	Photographic services	3.7	1.0	4.1	3.3	3.4	-3.3	2.2	3.1
541921	Photography studios, portrait	5.8	0.2	4.6	3.1	2.7	-0.4	2.8	0.3
541922	Commercial photography	-1.6	3.2	2.7	3.9	5.2	-10.1	0.8	10.2
54193	Translation and interpretation services	19.5	4.0	2.6	12.9	10.5	3.1	4.9	8.0
54194	Veterinary services	9.7	8.7	7.3	NA	NA	NA	NA	NA
54199	All other professional, scientific, and technical services	9.6	-1.3	11.2	10.9	6.7	11.7	35.0	33.0

NA Not available. Z Absolute value is less than 0.05.

¹Excludes NAICS 54112 (Offices of notaries).

²Excludes NAICS 54112 (Offices of notaries), NAICS 54132 (Landscape architectural services) and NAICS 54194 (Veterinary services).

³Excludes NAICS 54132 (Landscape architectural services).

⁴Includes NAICS 54134 (Drafting services), NAICS 54135 (Building inspection services), NAICS 54136 (Geophysical surveying and mapping services), and NAICS 54137 (Surveying and mapping (except geophysical) services).

⁵Includes NAICS 54142 (Industrial design services) and NAICS 54149 (Other specialized design services).

⁶Includes NAICS 54187 (Advertising material distribution services) and NAICS 54189 (Other services related to advertising).

⁷Excludes NAICS 54194 (Veterinary services).

Note: Estimates cover taxable firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.1 provides estimated measures of sampling variability.

Table 6.3. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Revenue for Tax-Exempt Employer Firms: 1999 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004	2003	2002	2001	2000	1999
54	Professional, scientific, and technical services	28,979	27,152	24,986	22,933	20,996	20,554	19,138	18,770	17,596
54111	Offices of lawyers	2,792	2,683	2,526	2,416	2,182	2,056	1,986	1,930	1,831
5417	Scientific research and development services	26,187	24,469	22,460	20,517	18,814	18,498	17,152	16,840	15,765
54171	Research and development in the physical, engineering, and life sciences	22,592	21,395	19,791	17,995	16,577	16,364	15,097	14,942	14,047
54172	Research and development in the social sciences and humanities	3,595	3,074	2,669	2,522	2,237	2,134	2,055	1,898	1,718

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.2 provides estimated measures of sampling variability.

Table 6.4. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Year-to-Year Percent Change in Revenue for Tax-Exempt Employer Firms: 1999 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007/2006	2006/2005	2005/2004	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999
54	Professional, scientific, and technical services	6.7	8.7	9.0	9.2	2.2	7.4	2.0	6.7
54111	Offices of lawyers	4.1	6.2	4.6	10.7	6.1	3.5	2.9	5.4
5417	Scientific research and development services	7.0	8.9	9.5	9.1	1.7	7.8	1.9	6.8
54171	Research and development in the physical, engineering, and life sciences	5.6	8.1	10.0	8.6	1.3	8.4	1.0	6.4
54172	Research and development in the social sciences and humanities	16.9	15.2	5.8	12.7	4.8	3.8	8.3	10.5

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.2 provides estimated measures of sampling variability.

Table 6.5. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Export Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004	Percent change		
						2007/2006	2006/2005	2005/2004
54	Professional, scientific, and technical services¹	30,045	25,894	24,591	20,400	16.0	5.3	20.5
5411	Legal services ¹	3,735	3,075	3,124	2,793	21.5	-1.6	11.9
54111	Offices of lawyers	3,615	2,986	3,002	2,681	21.1	-0.5	12.0
54119	Other legal services	S	S	122	112	S	S	8.9
5412	Accounting, tax preparation, bookkeeping, and payroll services	376	S	S	S	S	S	S
541211	Offices of certified public accountants	371	S	S	S	S	S	S
541213	Tax preparation services	S	1	S	S	S	S	S
541214	Payroll services	S	5	6	5	S	-16.7	20.0
541219	Other accounting services	ZZ	ZZ	ZZ	ZZ	Z	Z	Z
5413	Architectural, engineering, and related services	6,717	6,342	6,497	4,838	5.9	-2.4	34.3
54131	Architectural services	1,331	715	527	402	86.2	35.7	31.1
54132	Landscape architectural services	100	87	S	59	14.9	S	S
54133	Engineering services	4,814	4,746	5,243	3,825	1.4	-9.5	37.1
54138	Testing laboratories	388	S	593	500	S	S	18.6
5413x	Other related services ²	86	S	S	S	S	S	S
5414	Specialized design services	305	270	364	371	13.0	-25.8	-1.9
54141	Interior design services	S	80	64	56	S	25.0	14.3
54143	Graphic design services	33	34	139	121	-2.9	-75.5	14.9
5414y	All other design services ³	136	157	162	194	-13.4	-3.1	-16.5
5415	Computer systems design and related services	8,266	6,886	5,720	4,535	20.0	20.4	26.1
541511	Custom computer programming services	4,951	3,928	S	S	26.0	S	S
541512	Computer systems design services	S	S	1,850	1,317	S	S	40.5
541513	Computer facilities management services	S	S	S	S	S	S	S
541519	Other computer related services	S	460	650	580	S	-29.2	12.1
5416	Management, scientific, and technical consulting services	5,201	3,937	4,250	3,686	32.1	-7.4	15.3
54161	Management consulting services	4,372	3,366	3,535	3,127	29.9	-4.8	13.0
54162	Environmental consulting services	76	11	S	S	590.9	S	S
54169	Other scientific and technical consulting services	753	S	S	S	S	S	S
5417	Scientific research and development services	4,342	4,166	3,657	3,305	4.2	13.9	10.7
54171	Research and development in the physical, engineering, and life sciences	4,219	4,043	3,562	3,209	4.4	13.5	11.0
54172	Research and development in the social sciences and humanities	123	124	95	96	-0.8	30.5	-1.0
5418	Advertising and related services	524	484	288	219	8.3	68.1	31.5
54181	Advertising agencies	85	S	S	19	S	S	S
54182	Public relations agencies	241	S	S	S	S	S	S
54183	Media buying agencies	S	S	S	S	S	S	S
54184	Media representatives	S	S	S	S	S	S	S
54185	Display advertising	S	S	S	ZZ	S	S	S
54186	Direct mail advertising	S	S	8	8	S	S	Z
5418y	All other advertising ⁴	112	S	47	44	S	S	6.8

See footnotes at end of table.

Table 6.5. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Export Revenue for Employer Firms: 2004 Through 2007—Con.

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004	Percent change		
						2007/2006	2006/2005	2005/2004
5419	Other professional, scientific, and technical services	579	399	398	404	45.1	0.3	-1.5
54191	Marketing research and public opinion polling	323	176	134	150	83.5	31.3	-10.7
54192	Photographic services	43	S	30	S	S	S	S
541921	Photography studios, portrait	13	S	4	2	S	S	100.0
541922	Commercial photography	S	S	25	S	S	S	S
54193	Translation and interpretation services	60	22	20	15	172.7	10.0	33.3
54194	Veterinary services	S	2	3	4	S	-33.3	-25.0
54199	All other professional, scientific, and technical services	130	S	211	S	S	S	S

Z Absolute value is less than 0.05. ZZ Absolute value is less than 0.5. S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

¹Excludes NAICS 54112 (Offices of notaries).

²Includes NAICS 54134 (Drafting services), NAICS 54135 (Building inspection services), NAICS 54136 (Geophysical surveying and mapping services), and NAICS 54137 (Surveying and mapping (except geophysical) services).

³Includes NAICS 54142 (Industrial design services) and NAICS 54149 (Other specialized design services).

⁴Includes NAICS 54187 (Advertising material distribution services) and NAICS 54189 (Other services related to advertising).

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.3 provides estimated measures of sampling variability.

Table 6.6. Accounting, Tax Preparation, Bookkeeping, and Payroll Services (NAICS 5412) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	121,290	109,136	100,950	92,884	11.1	8.1	8.7
Sources of Revenue							
Assurance and related services	26,594	24,745	23,015	20,550	7.5	7.5	12.0
Financial auditing services	20,467	18,517	17,046	15,056	10.5	8.6	13.2
Financial statement review	1,780	2,045	2,004	1,872	-13.0	2.0	7.1
Other assurance and financial auditing services	4,347	4,184	3,965	3,622	3.9	5.5	9.5
Bookkeeping, compilation, payroll, and taxation services	75,156	67,637	62,893	59,665	11.1	7.5	5.4
General accounting services	6,028	6,147	5,259	4,876	-1.9	16.9	7.9
Bookkeeping, compilation, billing, and collection services	7,792	6,177	6,280	6,175	26.1	-1.6	1.7
Payroll services	31,163	28,110	25,949	23,792	10.9	8.3	9.1
Taxation planning and consulting services	S	4,767	4,248	4,216	S	12.2	0.8
Taxation preparation and representation services for individuals and unincorporated businesses	14,369	13,380	12,670	12,312	7.4	5.6	2.9
Taxation preparation and representation services for corporate and other clients	10,141	9,056	8,486	8,294	12.0	6.7	2.3
Other related services	5,075	4,362	3,885	3,447	16.3	12.3	12.7
Computerized accounting system services	S	S	S	S	S	S	S
Management consulting services	4,238	3,492	2,965	2,742	21.4	17.8	8.1
All other operating revenue	S	12,392	11,158	9,222	S	11.1	21.0

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.4 provides estimated measures of sampling variability.

Table 6.7. Architectural Services (NAICS 54131) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	40,068	34,721	31,668	28,609	15.4	9.6	10.7
Sources of Revenue							
Residential building projects	7,423	6,963	5,934	4,709	6.6	17.3	26.0
Single-family residential projects	3,854	3,200	2,765	2,506	20.4	15.7	10.3
Multi-family residential projects	3,569	3,763	3,169	2,203	-5.2	18.7	43.8
Non-residential building projects	28,127	23,587	21,401	19,683	19.2	10.2	8.7
Office building projects	5,204	4,188	3,755	3,261	24.3	11.5	15.1
Retail and restaurant building projects	4,047	3,591	3,238	2,745	12.7	10.9	18.0
Hotel and convention center building projects	1,820	1,467	1,033	833	24.1	42.0	24.0
Health care building projects	3,607	3,110	2,962	2,562	16.0	5.0	15.6
Entertainment and recreational building projects	1,683	1,426	1,398	1,445	18.0	2.0	-3.3
Educational building projects	6,384	5,698	5,212	5,365	12.0	9.3	-2.9
Industrial building projects	1,098	941	832	545	16.7	13.1	52.7
Transportation building projects	S	890	1,208	1,138	S	-26.3	6.2
Other nonresidential building projects	3,155	2,276	1,763	1,790	38.6	29.1	-1.5
Other services (performed independent of the architecture projects above)	2,792	2,357	2,802	2,769	18.5	-15.9	1.2
Historical restoration projects	S	S	259	403	S	S	-35.7
Architectural advisory services	363	259	316	300	40.2	-18.0	5.3
Landscape architectural services	301	S	208	S	S	S	S
Interior design services	1,798	1,595	2,019	1,865	12.7	-21.0	8.3
All other operating revenue	1,726	1,814	1,531	1,447	-4.9	18.5	5.8

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.5 provides estimated measures of sampling variability.

Table 6.8. Engineering Services (NAICS 54133) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	172,744	161,099	148,352	132,814	7.2	8.6	11.7
Sources of Revenue							
Engineering Services	101,998	95,324	86,198	76,246	7.0	10.6	13.1
Residential engineering projects	5,660	6,211	5,241	4,991	-8.9	18.5	5.0
Commercial, public, and institutional engineering projects	13,551	11,554	11,068	10,535	17.3	4.4	5.1
Industrial and manufacturing engineering projects	16,529	13,211	12,101	10,897	25.1	9.2	11.0
Transportation infrastructure engineering projects	10,843	9,789	8,530	7,597	10.8	14.8	12.3
Municipal utility engineering projects	6,739	5,855	5,882	5,065	15.1	-0.5	16.1
Power generation and distribution engineering projects	10,186	8,831	S	S	15.3	S	S
Telecommunications and broadcasting engineering projects	1,822	S	S	S	S	S	S
Hazardous waste and industrial waste engineering projects	4,910	3,857	4,027	4,181	27.3	-4.2	-3.7
Other engineering projects	31,757	32,219	26,624	21,761	-1.4	21.0	22.3
Other services (performed independent of the engineering projects above)	19,084	16,223	13,448	12,335	17.6	20.6	9.0
Engineering advisory services	S	S	S	3,132	S	S	S
Construction services	12,821	10,105	6,916	6,473	26.9	46.1	6.8
Drafting services	S	962	S	S	S	S	S
Surveying and mapping services	1,991	2,033	2,172	1,780	-2.1	-6.4	22.0
All other operating revenue	S	S	48,706	44,233	S	S	10.1

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.6 provides estimated measures of sampling variability.

Table 6.9. Computer Systems Design and Related Services (NAICS 5415) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	228,623	202,281	188,266	173,525	13.0	7.4	8.5
Sources of Revenue							
Information technology (IT) design and development	110,461	98,602	93,125	86,083	12.0	5.9	8.2
Custom application design and development	63,022	55,222	51,013	46,691	14.1	8.3	9.3
Computer systems design, development, and integration	38,513	35,714	34,953	33,222	7.8	2.2	5.2
Network design and development	8,926	7,666	7,160	S	16.4	7.1	S
Other services	87,270	78,236	74,416	69,348	11.5	5.1	7.3
IT infrastructure and network management	23,791	21,844	20,587	21,008	8.9	6.1	-2.0
IT technical support	25,055	22,565	22,740	20,217	11.0	-0.8	12.5
IT technical consulting	20,000	17,244	16,677	15,574	16.0	3.4	7.1
IT related training services	2,137	1,971	1,610	1,504	8.4	22.4	7.0
Hosting and IT infrastructure provisioning services	14,903	13,335	11,611	9,961	11.8	14.8	16.6
Rental and leasing of computer hardware	1,384	1,276	1,192	1,084	8.5	7.0	10.0
All other operating revenue	30,891	25,443	20,724	18,094	21.4	22.8	14.5

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.7 provides estimated measures of sampling variability.

Table 6.10. Management Consulting Services (NAICS 54161) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	137,119	125,546	115,877	102,452	9.2	8.3	13.1
Sources of Revenue							
Management consulting services	107,702	99,844	90,261	80,188	7.9	10.6	12.6
Strategic management consulting, and consulting combined with implementation	31,536	30,106	26,134	23,976	4.7	15.2	9.0
Financial management consulting, and consulting combined with implementation	9,766	9,749	8,115	6,869	0.2	20.1	18.1
Marketing management consulting, and consulting combined with implementation	10,335	8,741	9,249	9,322	18.2	-5.5	-0.8
Human resources management consulting, and consulting combined with implementation	9,935	9,616	8,461	8,345	3.3	13.7	1.4
Operations and supply chain management consulting, and consulting combined with implementation	7,353	6,855	6,502	5,376	7.3	5.4	20.9
Actuarial consulting (except for employee pensions and other benefits)	1,587	1,546	1,612	1,487	2.7	-4.1	8.4
IT technical design, consulting, and development services	10,290	9,439	8,511	7,198	9.0	10.9	18.2
All other consulting revenue	26,901	23,791	21,677	17,616	13.1	9.8	23.1
All other operating revenue	29,417	25,702	25,616	22,263	14.5	0.3	15.1

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.8 provides estimated measures of sampling variability.

Table 6.11. Environmental Consulting Services (NAICS 54162) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	12,022	10,416	9,094	8,748	15.4	14.5	4.0
Sources of Revenue							
Environmental consulting services	9,190	7,647	6,677	6,278	20.2	14.5	6.4
Environmental assessment consulting, and consulting combined with implementation	2,713	1,854	1,583	1,489	46.3	17.1	6.3
Natural resource management consulting, and consulting combined with implementation	955	832	791	707	14.8	5.2	11.9
Waste management consulting, and consulting combined with implementation	594	569	472	437	4.4	20.6	8.0
Environmental policy development consulting, and consulting combined with implementation	367	317	328	325	15.8	-3.4	0.9
Environmental audits consulting, and consulting combined with implementation	662	538	527	544	23.0	2.1	-3.1
Site remediation planning consulting, and consulting combined with implementation	1,895	1,640	1,411	1,348	15.5	16.2	4.7
Evaluation of environmental studies consulting, and consulting combined with implementation	307	237	214	179	29.5	10.7	19.6
All other environmental consulting	1,698	1,660	1,352	1,251	2.3	22.8	8.1
All other operating revenue	S	2,770	2,417	2,470	S	14.6	-2.1

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.9 provides estimated measures of sampling variability.

Table 6.12. Scientific Research and Development Services (NAICS 5417) – Estimated Sources of Revenue for Taxable Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	75,171	68,607	60,169	54,272	9.6	14.0	10.9
Sources of Revenue							
Basic and applied research in natural and exact sciences,							
except biological sciences	21,220	19,375	16,340	S	9.5	18.6	S
Basic and applied research in biotechnology	20,756	18,924	15,924	S	9.7	18.8	S
Basic and applied research in other natural and exact sciences,							
except biological sciences	S	451	S	S	S	S	S
Basic and applied research in engineering and technology	10,768	9,820	8,977	8,150	9.7	9.4	10.1
Basic and applied research in the biological and							
biomedical sciences	14,883	13,082	11,102	9,504	13.8	17.8	16.8
Basic and applied research in medical and health sciences	14,223	12,472	10,529	9,000	14.0	18.5	17.0
Basic and applied research in other biological sciences	660	610	573	504	8.2	6.5	13.7
Basic and applied research in the social sciences and humanities	1,365	S	1,304	S	S	S	S
Production services for development	S	2,513	2,404	2,230	S	4.5	7.8
Other operating revenue	24,241	S	20,043	18,754	S	S	6.9
Licensing of right to use intellectual property	3,603	3,191	2,722	2,356	12.9	17.2	15.5
Original works of intellectual property	S	S	S	D	S	S	D
All other operating revenue	20,539	S	17,320	D	S	S	D

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher level totals. S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.10 provides estimated measures of sampling variability.

Table 6.13. Scientific Research and Development Services (NAICS 5417) – Estimated Sources of Revenue for Tax-Exempt Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating and Non-operating Revenue							
Total	26,187	24,469	22,460	20,517	7.0	8.9	9.5
Sources of Revenue							
Basic and applied research in natural and exact sciences,							
except biological sciences	1,405	1,143	1,148	1,115	22.9	-0.4	3.0
Basic and applied research in biotechnology	359	313	245	249	14.7	27.8	-1.6
Basic and applied research in other natural and exact sciences,							
except biological sciences	1,047	830	903	866	26.1	-8.1	4.3
Basic and applied research in engineering and technology	3,970	3,904	3,603	3,205	1.7	8.4	12.4
Basic and applied research in the biological and							
biomedical sciences	3,098	2,909	2,701	2,497	6.5	7.7	8.2
Basic and applied research in medical and health sciences	2,336	2,226	2,118	1,965	4.9	5.1	7.8
Basic and applied research in other biological sciences	762	683	584	532	11.6	17.0	9.8
Basic and applied research in the social sciences and humanities	1,047	964	958	929	8.6	0.6	3.1
Production services for development	S	212	208	193	S	1.9	7.8
Other operating revenue	3,730	3,460	3,138	2,956	7.8	10.3	6.2
Licensing of right to use intellectual property	S	S	S	159	S	S	S
Original works of intellectual property	S	33	S	S	S	S	S
All other operating revenue	3,503	3,207	2,930	2,768	9.2	9.5	5.9
Contributions, gifts, and grants received	8,773	8,153	7,627	7,249	7.6	6.9	5.2
Investment and property income	1,920	1,856	1,298	978	3.4	43.0	32.7
All other non-operating revenue	2,053	1,868	1,777	1,394	9.9	5.1	27.5

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.11 provides estimated measures of sampling variability.

Table 6.14. Advertising Agencies (NAICS 54181) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	30,824	27,976	25,482	24,551	10.2	9.8	3.8
Sources of Revenue							
Integrated advertising services	15,895	14,296	12,681	12,290	11.2	12.7	3.2
Advertising creative services (including graphic design services)	2,487	2,107	1,992	2,085	18.0	5.8	-4.5
Media buying	4,762	4,417	3,870	3,762	7.8	14.1	2.9
Full public relations services	319	S	303	389	S	S	-22.1
Sales promotion	1,814	1,575	1,406	1,121	15.2	12.0	25.4
Direct marketing	786	586	S	S	34.1	S	S
Marketing research	195	174	169	99	12.1	3.0	70.7
Other advertising services	2,640	2,475	2,574	2,512	6.7	-3.8	2.5
All other operating revenue	1,927	2,033	2,002	1,710	-5.2	1.5	17.1

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.12 provides estimated measures of sampling variability.

Table 6.15. Public Relations Agencies (NAICS 54182) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	9,361	8,635	7,546	6,954	8.4	14.4	8.5
Sources of Revenue							
Full public relations services	5,732	5,312	4,760	4,501	7.9	11.6	5.8
Media relations	S	859	703	595	S	22.2	18.2
Crisis management	160	161	178	154	-0.6	-9.6	15.6
Lobbying	1,445	1,332	990	854	8.5	34.5	15.9
Event management	432	438	369	309	-1.4	18.7	19.4
Media monitoring and analysis	76	84	98	92	-9.5	-14.3	6.5
All other operating revenue	476	449	448	448	6.0	0.2	Z

Z Absolute value is less than 0.05. S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.13 provides estimated measures of sampling variability.

Table 6.16. Media Buying Agencies (NAICS 54183) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	1,714	1,704	1,478	1,405	0.6	15.3	5.2
Sources of Revenue							
Media planning and/or buying services.....	1,689	1,676	1,451	1,376	0.8	15.5	5.5
All other operating revenue	S	S	S	S	S	S	S

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.14 provides estimated measures of sampling variability.

Table 6.17. Media Representatives (NAICS 54184) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	2,655	2,352	2,267	2,096	12.9	3.7	8.2
Sources of Revenue							
Sales agent services.....	S	1,360	1,384	1,268	S	-1.7	9.1
All other operating revenue	S	S	S	S	S	S	S

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.15 provides estimated measures of sampling variability.

Table 6.18. Display Advertising (NAICS 54185) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	7,368	6,611	6,181	5,440	11.5	7.0	13.6
Sources of Revenue							
Leased display advertising media space	5,731	5,241	4,984	4,461	9.3	5.2	11.7
Large format	3,779	3,381	3,242	2,896	11.8	4.3	11.9
Transit	788	731	685	625	7.8	6.7	9.6
Street furniture and other urban fixtures	1,005	995	930	831	1.0	7.0	11.9
Other leased display advertising	159	135	S	S	17.8	S	S
All other operating revenue	1,636	1,370	1,197	979	19.4	14.5	22.3

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.16 provides estimated measures of sampling variability.

Table 6.19. Direct Mail Advertising (NAICS 54186) – Estimated Sources of Revenue for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Revenue							
Total	12,255	12,371	12,190	11,570	-0.9	1.5	5.4
Sources of Revenue							
Full direct mail services	6,213	6,160	6,312	5,901	0.9	-2.4	7.0
Concept development for a direct mail advertising campaign	240	238	214	206	0.8	11.2	3.9
Mail list creation and support services	398	421	428	376	-5.5	-1.6	13.8
Print services for direct mail advertising materials	1,472	1,504	1,288	1,162	-2.1	16.8	10.8
Letter shop services	1,678	1,603	1,748	1,669	4.7	-8.3	4.7
Fulfillment services	464	478	389	353	-2.9	22.9	10.2
Other direct mail advertising services	318	303	301	311	5.0	0.7	-3.2
All other operating revenue	1,473	1,666	1,510	1,591	-11.6	10.3	-5.1

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.17 provides estimated measures of sampling variability.

Table 6.20. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Total Expenses for Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004	Percent change		
						2007/2006	2006/2005	2005/2004
54	Professional, scientific, and technical services¹	1,011,197	919,181	857,914	784,728	10.0	7.1	9.3
5411	Legal services ¹	179,159	170,889	161,699	153,467	4.8	5.7	5.4
54111	Offices of lawyers	168,530	159,721	151,339	144,275	5.5	5.5	4.9
54119	Other legal services	10,629	11,168	10,360	9,192	-4.8	7.8	12.7
5412	Accounting, tax preparation, bookkeeping, and payroll services	94,727	84,064	80,536	72,322	12.7	4.4	11.4
541211	Offices of certified public accountants	46,632	43,182	41,950	37,048	8.0	2.9	13.2
541213	Tax preparation services	5,368	4,899	4,338	3,918	9.6	12.9	10.7
541214	Payroll services	29,667	24,735	23,728	21,317	19.9	4.2	11.3
541219	Other accounting services	13,060	11,248	10,520	10,039	16.1	6.9	4.8
5413	Architectural, engineering, and related services	189,950	165,624	152,578	138,285	14.7	8.6	10.3
54131	Architectural services	33,196	29,025	25,102	22,786	14.4	15.6	10.2
54132	Landscape architectural services	4,352	4,106	3,711	3,442	6.0	10.6	7.8
54133	Engineering services	130,619	114,005	105,854	95,682	14.6	7.7	10.6
54138	Testing laboratories	12,135	10,048	9,613	9,095	20.8	4.5	5.7
5413x	Other related services ²	9,648	8,439	8,298	7,280	14.3	1.7	14.0
5414	Specialized design services	16,689	15,426	14,695	13,569	8.2	5.0	8.3
54141	Interior design services	6,324	5,688	5,164	4,690	11.2	10.1	10.1
54143	Graphic design services	7,263	7,063	6,992	6,626	2.8	1.0	5.5
5414y	All other design services ³	3,102	2,675	2,539	2,253	16.0	5.4	12.7
5415	Computer systems design and related services	190,932	171,092	158,159	145,514	11.6	8.2	8.7
541511	Custom computer programming services	73,373	64,404	59,234	53,911	13.9	8.7	9.9
541512	Computer systems design services	79,548	73,223	68,401	61,455	8.6	7.0	11.3
541513	Computer facilities management services	20,604	18,441	17,233	17,905	11.7	7.0	-3.8
541519	Other computer related services	17,407	15,024	13,291	12,243	15.9	13.0	8.6
5416	Management, scientific, and technical consulting services	137,465	123,410	114,384	99,905	11.4	7.9	14.5
54161	Management consulting services	114,738	104,354	97,347	84,947	10.0	7.2	14.6
54162	Environmental consulting services	9,902	8,389	7,518	7,131	18.0	11.6	5.4
54169	Other scientific and technical consulting services	12,825	10,667	9,519	7,827	20.2	12.1	21.6
5417	Scientific research and development services	101,346	94,464	84,826	77,152	7.3	11.4	9.9
54171	Research and development in the physical, engineering, and life sciences	95,675	89,254	79,933	72,634	7.2	11.7	10.0
54172	Research and development in the social sciences and humanities	5,671	5,210	4,893	4,518	8.8	6.5	8.3
5418	Advertising and related services	55,673	52,472	49,733	46,168	6.1	5.5	7.7
54181	Advertising agencies	22,946	21,107	19,883	18,440	8.7	6.2	7.8
54182	Public relations agencies	7,730	7,167	6,434	5,887	7.9	11.4	9.3
54183	Media buying agencies	618	612	596	558	1.0	2.7	6.8
54184	Media representatives	2,033	1,910	1,787	1,683	6.4	6.9	6.2
54185	Display advertising	5,062	5,027	4,723	4,285	0.7	6.4	10.2
54186	Direct mail advertising	9,263	9,225	9,571	8,891	0.4	-3.6	7.6
5418y	All other advertising ⁴	8,021	7,424	6,739	6,424	8.0	10.2	4.9

See footnotes at end of table.

Table 6.20. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Total Expenses for Employer Firms: 2004 Through 2007—Con.

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004	Percent change		
						2007/2006	2006/2005	2005/2004
5419	Other professional, scientific, and technical services	45,254	41,743	41,308	38,345	8.4	1.1	7.7
54191	Marketing research and public opinion polling	11,218	10,526	10,006	9,084	6.6	5.2	10.1
54192	Photographic services	6,261	5,934	5,984	5,750	5.5	-0.8	4.1
541921	Photography studios, portrait	4,635	4,334	4,362	4,226	6.9	-0.6	3.2
541922	Commercial photography	1,626	1,600	1,622	1,524	1.6	-1.4	6.4
54193	Translation and interpretation services	1,077	927	955	864	16.2	-2.9	10.5
54194	Veterinary services	18,829	17,324	16,786	15,698	8.7	3.2	6.9
54199	All other professional, scientific, and technical services	7,868	7,032	7,578	6,949	11.9	-7.2	9.1

¹Excludes NAICS 54112 (Offices of notaries).

²Includes NAICS 54134 (Drafting services), NAICS 54135 (Building inspection services), NAICS 54136 (Geophysical surveying and mapping services), and NAICS 54137 (Surveying and mapping (except geophysical) services).

³Includes NAICS 54142 (Industrial design services) and NAICS 54149 (Other specialized design services).

⁴Includes NAICS 54187 (Advertising material distribution services) and NAICS 54189 (Other services related to advertising).

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.18 provides estimated measures of sampling variability.

Table 6.21. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Expenses for Tax-Exempt Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007	2006	2005	2004
54	Professional, scientific, and technical services	24,793	23,285	21,944	20,570
54111	Offices of lawyers	2,550	2,533	2,391	2,341
5417	Scientific research and development services	22,243	20,752	19,552	18,229
54171	Research and development in the physical, engineering, and life sciences	19,082	17,972	17,031	15,847
54172	Research and development in the social sciences and humanities	3,161	2,780	2,521	2,382

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.19 provides estimated measures of sampling variability.

Table 6.22. Professional, Scientific, and Technical Services (NAICS 54) – Estimated Year-to-Year Percent Change in Expenses for Tax-Exempt Employer Firms: 2004 Through 2007

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2007/2006	2006/2005	2005/2004
54	Professional, scientific, and technical services	6.5	6.1	6.7
54111	Offices of lawyers	0.7	5.9	2.1
5417	Scientific research and development services	7.2	6.1	7.3
54171	Research and development in the physical, engineering, and life sciences	6.2	5.5	7.5
54172	Research and development in the social sciences and humanities	13.7	10.3	5.8

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.19 provides estimated measures of sampling variability.

Table 6.23. Professional, Scientific, and Technical Services (NAICS 54) – Selected Expenses for Employer Firms: 2004 Through 2007¹

[Estimates are based on data from the 2007 Service Annual Survey and administrative data. Estimates for 2006 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Kind of business	2007	2006	2005	2004	Percent change		
					2007/2006	2006/2005	2005/2004
Operating Expenses							
Total	1,011,197	919,181	857,914	784,728	10.0	7.1	9.3
Personnel costs.....	576,035	526,830	488,928	445,448	9.3	7.8	9.8
Gross annual payroll.....	459,201	423,372	394,183	360,303	8.5	7.4	9.4
Employer's cost for fringe benefits.....	85,561	72,387	65,778	59,958	18.2	10.0	9.7
Health insurance.....	30,206	NA	NA	NA	NA	NA	NA
Pension plans.....	18,275	NA	NA	NA	NA	NA	NA
Defined benefit pension plans.....	5,394	NA	NA	NA	NA	NA	NA
Defined contribution plans.....	12,881	NA	NA	NA	NA	NA	NA
Other.....	37,079	NA	NA	NA	NA	NA	NA
Temporary staff and leased employee expense.....	31,273	31,071	28,967	25,188	0.7	7.3	15.0
Expensed materials, parts and supplies (not for resale).....	44,862	43,201	42,268	38,734	3.8	2.2	9.1
Expensed equipment.....	8,904	9,531	8,612	7,940	-6.6	10.7	8.5
Expensed purchase of other materials, parts, and supplies.....	35,958	33,670	33,656	30,793	6.8	Z	9.3
Expensed purchased services.....	82,494	75,978	71,789	66,890	8.6	5.8	7.3
Expensed purchases of software.....	7,905	7,869	7,209	6,271	0.5	9.2	15.0
Purchased electricity and fuels (except motor fuels).....	4,220	4,354	4,188	3,735	-3.1	4.0	12.1
Purchased electricity.....	3,398	NA	NA	NA	NA	NA	NA
Purchased fuels (except motor fuels).....	822	NA	NA	NA	NA	NA	NA
Lease and rental payments.....	46,726	40,978	39,468	37,369	14.0	3.8	5.6
Lease and rental payments for machinery, equipment, and other tangible items.....	5,790	NA	NA	NA	NA	NA	NA
Lease and rental payments for land, buildings, structures, store spaces, and offices.....	40,936	NA	NA	NA	NA	NA	NA
Purchased repair and maintenance.....	8,001	6,949	6,452	6,060	15.1	7.7	6.5
Purchased repairs and maintenance to machinery and equipment.....	4,885	NA	NA	NA	NA	NA	NA
Purchased repairs and maintenance to buildings, structures, and offices.....	3,117	NA	NA	NA	NA	NA	NA
Purchased advertising and promotional services.....	15,641	15,829	14,470	13,455	-1.2	9.4	7.5
Other operating expenses.....	307,807	273,171	254,929	233,656	12.7	7.2	9.1
Depreciation and amortization charges.....	25,628	22,897	22,127	22,013	11.9	3.5	0.5
Governmental taxes and license fees.....	8,642	8,609	8,711	8,067	0.4	-1.2	8.0
All other operating expenses.....	273,537	241,665	224,091	203,576	13.2	7.8	10.1
Data processing and other purchased computer services.....	5,052	NA	NA	NA	NA	NA	NA
Purchased communication services.....	10,000	NA	NA	NA	NA	NA	NA
Water, sewer, refuse removal, and other utility payments.....	926	NA	NA	NA	NA	NA	NA
Purchased professional and technical services.....	54,727	NA	NA	NA	NA	NA	NA
All other operating expenses.....	202,832	NA	NA	NA	NA	NA	NA

NA Not available. Z Absolute value is less than 0.05.

¹Due to the addition of detailed expense data to the 2007 Service Annual Survey, the 2007 expenses may not be comparable to previously published estimates.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at <www.census.gov/svsd/www/cv.html>. Appendix A, Table A-6.20 provides estimated measures of sampling variability.