

Retail Trade: Summary Statistics for Industry Groups and Industries for Employer Firms in the U.S.: 2024			
Note: The table shown may have been modified by user selections. Some information may be missing.			
DATA NOTES			
TABLE ID:	AIES44BASIC		
SURVEY/PROGRAM:	Economic Surveys		
VINTAGE:	2024		
DATASET:	AIESMISCSECTOR2024		
PRODUCT:	ECNSVY Annual Integrated Economic Survey Miscellaneous Sector-Specific Statistics		
UNIVERSE:	None		
MLA:	U.S. Census Bureau. "Retail Trade: Summary Statistics for Industry Groups and Industries for Employer Firms in the U.S.: 2024." Economic Surveys, ECNSVY Annual Integrated Economic Survey Miscellaneous Sector-Specific Statistics, Table AIES44BASIC, 2026, https://data.census.gov/table/AIESMISCSECTOR2024.AIES44BASIC?q=AIES44BASIC&t=Business+and+Economy&g=010XX00US&y=2024&codeset=naics~444:4441:44411:44412:44413:44419 . Accessed on 3 Sep 2026.		
FTP URL:	https://www2.census.gov/programs-surveys/aies/data/		
API URL:	https://api.census.gov/data/2024/aiesmiscsector		
USER SELECTIONS			
TABLES	AIES44BASIC		
GEOS	United States		
TOPICS	Business and Economy		
NAICS	444: Building Material and Garden Equipment and Supplies Dealers; 44411: Home Centers; 4441: Building material and supplies dealers; 44412: Paint and Wallpaper Retailers; 44413: Hardware stores; 44419: Other building material dealers		
VINTAGES	2024		
EXCLUDED COLUMNS	Geographic identifier code (GEO_ID)		
APPLIED FILTERS	None		
APPLIED SORTS	None		
PIVOT & GROUPING			

Table: AIESMISCSECTOR2024.AIES44BASIC

PIVOT MODE	Off		
PIVOT COLUMNS	None		
ROW GROUPS	None		
VALUE COLUMNS	None		
WEB ADDRESS	https://data.census.gov/table/AIESMISCSECTOR2024.AIES44BASIC?q=AIES44BASIC&t=Business+and+Economy&g=010XX00US&y=2024&codeset=naics~444:4441:44411:44412:44413:44419		
TABLE NOTES			
Key Table Information			
Table Title	Retail Trade: Summary Statistics for Industry Groups and Industries for Employer Firms in the U.S.: 2024		
Table ID	AIESMISCSECTOR2024.AIES44BASIC		
Survey/Program	Economic Surveys		
Year	2024		
Dataset	ECNSVY Annual Integrated Economic Survey Miscellaneous Sector-Specific Statistics		
Source	U.S. Census Bureau, 2024 Economic Surveys, Annual Integrated Economic Survey		
Release Date	2026-09-03		
Release Schedule	The Annual Integrated Economic Survey (AIES) occurs every year, beginning in reference year 2023.		
Dataset Universe	The dataset universe consists of domestic, private sector, and nonfarm employer businesses in operation for at least some part of the survey year, located in one of the 50 U.S. states or the District of Columbia, having paid employees, and classified in one of the nineteen in-scope sectors defined by the 2017 North American Industry Classification System (NAICS).		
Methodology			

Data Items and Other Identifying Records	Sales, value of shipments, or revenue (\$1,000) Annual payroll (\$1,000) First-quarter payroll (\$1,000) Number of employees E-commerce sales, value of shipments, or revenue (\$1,000) Total inventories, end of year (\$1,000) Purchases (\$1,000) Gross margin (\$1,000) Operating expenses (\$1,000) Coefficient of variation for sales, value of shipments, or revenue (%) Coefficient of variation for annual payroll (%) Coefficient of variation for first-quarter payroll (%) Coefficient of variation for number of employees (%) Coefficient of variation for e-commerce sales, value of shipments, or revenue (%) Coefficient of variation for total inventories, end of year (%) Coefficient of variation for purchases (%) Coefficient of variation for gross margin (%) Coefficient of variation for Operating expenses (%) Definitions can be found by clicking on the column header in the table.		
Unit(s) of Observation	The reporting unit for the AIES is the company. A company or firm is comprised of one or more in-scope establishments that operate under the ownership or control of a single organization.		
Geography Coverage	The data are shown at the U.S. level only. For information about AIES geographies, see Geographies.		
Industry Coverage	The data are shown at select 2- through 6-digit 2017 NAICS code levels for sector 44-45, Retail Trade. For the list of industries in-scope to AIES, see Methodology. For information about NAICS, see North American Industry Classification System.		
Sampling	For more information about the sample design, see Methodology.		

Table: AIESMISCSECTOR2024.AIES44BASIC

Confidentiality	The Census Bureau has reviewed this data product to ensure appropriate access, use, and disclosure avoidance protection of the confidential source data (Project No. P-7529180, Disclosure Review Board (DRB) approval number: CBDRB-FY26-0304).To protect confidentiality, the U.S. Census Bureau suppresses cell values to minimize the risk of identifying a particular business' data or identity. To comply with disclosure avoidance guidelines, data rows with fewer than three contributing firms or three contributing establishments are not presented. Additionally, establishment counts are suppressed when other select statistics in the same row are suppressed. More information on disclosure avoidance is available in the Methodology.		
Technical Documentation/ Methodology	For detailed information about the methods used to collect data and produce statistics, survey questionnaires, and more, see Annual Integrated Economic Survey Technical Documentation.		
Weights	The weight for a given sampling unit is the reciprocal of its probability of selection into the AIES sample. For more information about tabulation weights, see Methodology.		
Table Information			
FTP Download	https://www2.census.gov/programs-surveys/aies/data/		
API Information	Annual Integrated Economic Survey (AIES) data are housed in the Census Bureau Application Programming Interface (API).		
Symbols	D - Withheld to avoid disclosing data for individual companies; data are included in higher level totals N - Not available or not comparable S - Estimate does not meet publication standards because of high sampling variability, poor response quality, or other concerns about the estimate quality. 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 Methodology. Z - Rounds to zero v - Estimated coefficient of variation (or for ratios, estimated coefficient of variation for at least one of the contributing estimates) is between 30.0% and 60.8%. Data users should exercise caution when using an estimate with a high coefficient of variation as this indicates high sampling error. w - Estimated coefficient of variation (or for ratios, estimated coefficient of variation of one or both of the contributing estimates) exceeds 60.8%. Estimate (or for ratios, at least one of the contributing estimates) is not significantly different from zero at a 90% confidence level.For a complete list of symbols, see Economic Census Data Dictionary.		
Data-Specific Notes	Data users who create their own estimates using data from this file should cite the U.S. Census Bureau as the source of the original data only.For more information about the survey, see Annual Integrated Economic Survey (AIES).		
Additional Information			
Contact Information	U.S. Census Bureau Annual Integrated Economic Survey (AIES) Email: econ.aies.help@census.gov		

Table: AIESMISCSECTOR2024.AIES44BASIC

Suggested Citation	U.S. Census Bureau. "Retail Trade: Summary Statistics for Industry Groups and Industries for Employer Firms in the U.S.: 2024" Economic Surveys, ECNSVY Annual Integrated Economic Survey Miscellaneous Sector-Specific Statistics, Table AIES44BASIC, 2026, https://data.census.gov/table/AIESMISCSECTOR2024.AIES44BASIC?q=AIES44BASIC : Accessed on September 03, 2026.		
COLUMN NOTES			
Geographic identifier code (GEO_ID)	Represents the geography shown for these data. The following geographic levels are shown for economic censuses and related programs: * United States. For the Economic Census, this represents data for the 50 states and the District of Columbia. For the Mining sector (NAICS 21) this also includes establishments physically located in the Atlantic, North Gulf of Mexico, and Pacific Offshore Areas. It excludes the 5 Island Areas (American Samoa, Guam, the Northern Mariana Islands, Puerto Rico, and the US Virgin Islands); these areas are published separately in the Economic Census of Island Areas. The GEO_ID for this record is: "0100000US". * Offshore Areas. The Mining sector for the Economic Census publishes totals for businesses located in Offshore Areas. These areas are published using a Geographic Component code for the United States (GEO_COMP = 'R0'). The GEO_ID for this record is: "01000R0US". * States. Includes all 50 states and the District of Columbia. In addition, the Census Bureau also treats the island areas as state equivalents. The island areas include Puerto Rico, the Virgin Islands, Guam, The Northern Mariana Islands, and American Samoa. The syntax of GEO_ID for these records is: "0400000US" plus the FIPS State code (ST). * Counties or county equivalents. Counties are the primary divisions of States, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their States. These places are treated as counties. The District of Columbia is also treated as a county-equivalent area. The Economic Census of Island Areas also has geographies treated as county equivalents for census purposes. These include Islands and Districts in American Samoa, Districts in Guam, Municipalities in the Northern Mariana Islands, Municipios in Puerto Rico, and Islands in the Virgin Islands. The syntax of GEO_ID for these records is: "0500000US" plus the FIPS State code (ST) plus the FIPS County code (COUNTY). * Economic Places. The term "economic places" includes boroughs, towns, and villages, except boroughs in Alaska and New York. For the Economic Census purposes, places are defined as incorporated municipalities with populations of at least 2,500 based on the latest 5-year ACS estimates, or other latest available estimates. In addition, unincorporated municipalities (also known as Census Designated Places or CDPs) with populations of at least 2,500 are also covered. Finally, incorporated and unincorporated places with at least 2,500 jobs, based on the latest 5-year ACS estimates or other latest available estimates, are also included in the Economic Census.		

	Census. For the Economic Census, "Balances of Counties" are also recognized as "economic places." A "balance of county" is the residual area of a county (or equivalent entity) outside any entity(s) recognized separately as a place by the preceding place definitions. The syntax of GEO_ID for these records is: "E600000US" plus the FIPS State code (ST) plus the FIPS County code (COUNTY) plus the FIPS Place code (PLACE). * Economic Part Places. Includes the parts of boroughs, towns, and villages (except boroughs in Alaska and New York) that cross county boundaries. The syntax of GEO_ID for these records is: "E650000US" plus the FIPS State code (ST) plus the FIPS County code (COUNTY) plus the FIPS Place code (PLACE). * Consolidated Cities. A consolidated government is a unit of local government for which the functions of an incorporated place and its county or minor civil division (MCD) have merged. The legal aspects of this action may result in both the primary incorporated place and the county or MCD continuing to exist as legal entities, even though the county or MCD performs few or no governmental functions and has few or no elected officials. Where this occurs, and where one or more other incorporated places in the county or MCD continue to function as separate governments, even though they have been included in the consolidated government, the primary incorporated place is referred to as a "consolidated city." The syntax of GEO_ID for these records is: "1700000US" plus the FIPS State code (ST) plus the Consolidated City code (CONSCITY). * Census Regions. For the Commodity Flow Survey and for the Economic Census data for Construction Industries, separate data are published for Census Regions. Census Regions are groupings of States that subdivide the United States for the presentation of data. There are four regions--Northeast, Midwest, South, and West. The syntax of GEO_ID for these records is: "0200000US" plus the Census Region code (CENREG). * Census Divisions. For the Commodity Flow Survey, separate data are published for Census Divisions. Census Divisions are smaller groupings of States that subdivide the United States for the presentation of data. There are nine divisions--New England, Middle Atlantic, East North Central, West North Central, South Atlantic, East South Central, West South Central, Mountain, and Pacific. The syntax of GEO_ID for these records is: "0300000US" plus the Census Division code (CENDIV). * Puerto Rico Planning Regions. For the Economic Census of Island Areas, separate data are published for the Puerto Rico Planning Regions. Planning regions are groupings of Counties (Municipios) that subdivide Puerto Rico. There are eleven regions - Aguadilla, Arecibo, Caguas, Carolina, Cayey, Guayama, Humacao, Manatí, Mayaguez, Ponce, and San Juan.	
--	---	--

	The syntax of GEO_ID for these records is: "9040000US" plus the Planning Region code (PLANREG). * Metropolitan areas. A core based statistical area (CBSA) contains a core area with a substantial population nucleus, together with adjacent communities having a high degree of social and economic integration with that core. CBSAs are differentiated into metropolitan and micropolitan statistical areas based on size criteria. Both metropolitan and micropolitan statistical areas are defined in terms of entire counties. CBSAs are applicable to every state in the United States and to Puerto Rico; there are no CBSAs in any of the other island areas. * Metropolitan Statistical Areas (metro areas) and Micropolitan Statistical Areas (micro areas). Metro areas have at least one urbanized area of 50,000 or more population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties. Micro areas have at least one urban cluster of at least 10,000 but less than 50,000 population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties. The syntax of GEO_ID for metro and micro areas that are totally within a state is: "310" plus the geographic variant code (i.e. "M4") plus "00US" plus the CBSA code (MSA). The syntax of GEO_ID for the state parts of metro and micro areas that cross state boundaries is: "320" plus the geographic variant code plus "00US" plus the FIPS State code (ST) plus the CBSA code (MSA). * Metropolitan Divisions (metro divisions). If specified criteria are met, a metro area containing a single core with a population of 2.5 million or more may be subdivided to form smaller groupings of counties referred to as Metropolitan Divisions. The syntax of GEO_ID for metro divisions totally within a state is: "314" plus the geographic variant code (i.e. "M4") plus "00US" plus the CBSA code (MSA) plus the Metro Division code (MD). The syntax of GEO_ID for the state parts of metro divisions that cross state boundaries is: "323" plus the geographic variant code plus "00US" plus the FIPS State code (ST) plus the CBSA code (MSA) plus the Metro Division code (MD). * Combined Statistical Areas (combined areas). If specified criteria are met, adjacent metro and micro areas, in various combinations, may become the components of a new set of areas called Combined Statistical Areas. The areas that combine retain their own designations as metro or micro areas within the larger combined area. The syntax of GEO_ID for combined areas totally within a state is: "330" plus the geographic variant code (i.e. "M4") plus "00US" plus the Combined Statistical Area code (CSA). The syntax of GEO_ID for the state parts of combined areas that cross state boundaries is: "340" plus the geographic variant code plus "00US" plus the FIPS State code (ST) plus the Combined Statistical Area code (CSA). * Not in metropolitan or micropolitan statistical area. This represents the sum of the counties within a state which are not defined	
--	---	--

--

not in metropolitan or micropolitan statistical area. This represents the sum of the counties within a state which are not defined as part of a Core-Based Statistical Area (a Combined Statistical Area, Metropolitan Statistical Area, Micropolitan Statistical Area, or Metropolitan Division). These non-metro data will be published as a Geo Component of the state (GEO_COMP = 'G0'). For states where all counties in the state are considered "metropolitan", there is no Non-Metro data or record presented. The syntax of GEO_ID for these records is: "04000G0US" plus the FIPS State code (ST).

* ZIP Codes. ZIP is an acronym for Zone Improvement Plan. A ZIP Code is a 5-digit code that identifies a specific geographic delivery area in the United States to aid in mail distribution. ZIP Codes can represent an area within a state (an area that may or may not cross county boundaries), an area that crosses state boundaries (an unusual condition), or a single building or company that has a very high mail volume. The syntax of GEO_ID for these records is: "8610000US" plus the ZIP Code (ZIPCODE).

--	--

Geographic Area Name (NAME)	Represents the geography shown for these data. The following geographic levels are shown for economic censuses and related programs: * United States. For the Economic Census, this represents data for the 50 states and the District of Columbia. For the Mining sector (NAICS 21) this also includes establishments physically located in the Atlantic, North Gulf of Mexico, and Pacific Offshore Areas. It excludes the 5 Island Areas (American Samoa, Guam, the Northern Mariana Islands, Puerto Rico, and the US Virgin Islands); these areas are published separately in the Economic Census of Island Areas. The GEO_ID for this record is: "0100000US". * Offshore Areas. The Mining sector for the Economic Census publishes totals for businesses located in Offshore Areas. These areas are published using a Geographic Component code for the United States (GEO_COMP = 'R0'). The GEO_ID for this record is: "01000R0US". * States. Includes all 50 states and the District of Columbia. In addition, the Census Bureau also treats the island areas as state equivalents. The island areas include Puerto Rico, the Virgin Islands, Guam, The Northern Mariana Islands, and American Samoa. The syntax of GEO_ID for these records is: "0400000US" plus the FIPS State code (ST). * Counties or county equivalents. Counties are the primary divisions of States, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their States. These places are treated as counties. The District of Columbia is also treated as a county-equivalent area. The Economic Census of Island Areas also has geographies treated as county equivalents for census purposes. These include Islands and Districts in American Samoa, Districts in Guam, Municipalities in the Northern Mariana Islands, Municipios in Puerto Rico, and Islands in the Virgin Islands. The syntax of GEO_ID for these records is: "0500000US" plus the FIPS State code (ST) plus the FIPS County code (COUNTY). * Economic Places. The term "economic places" includes boroughs, towns, and villages, except boroughs in Alaska and New York. For the Economic Census purposes, places are defined as incorporated municipalities with populations of at least 2,500 based on the latest 5-year ACS estimates, or other latest available estimates. In addition, unincorporated municipalities (also known as Census Designated Places or CDPs) with populations of at least 2,500 are also covered. Finally, incorporated and unincorporated places with at least 2,500 jobs, based on the latest 5-year ACS estimates or other latest available estimates, are also included in the Economic Census.		
-----------------------------	--	--	--

	Census. For the Economic Census, "Balances of Counties" are also recognized as "economic places." A "balance of county" is the residual area of a county (or equivalent entity) outside any entity(s) recognized separately as a place by the preceding place definitions. The syntax of GEO_ID for these records is: "E600000US" plus the FIPS State code (ST) plus the FIPS County code (COUNTY) plus the FIPS Place code (PLACE). * Economic Part Places. Includes the parts of boroughs, towns, and villages (except boroughs in Alaska and New York) that cross county boundaries. The syntax of GEO_ID for these records is: "E650000US" plus the FIPS State code (ST) plus the FIPS County code (COUNTY) plus the FIPS Place code (PLACE). * Consolidated Cities. A consolidated government is a unit of local government for which the functions of an incorporated place and its county or minor civil division (MCD) have merged. The legal aspects of this action may result in both the primary incorporated place and the county or MCD continuing to exist as legal entities, even though the county or MCD performs few or no governmental functions and has few or no elected officials. Where this occurs, and where one or more other incorporated places in the county or MCD continue to function as separate governments, even though they have been included in the consolidated government, the primary incorporated place is referred to as a "consolidated city." The syntax of GEO_ID for these records is: "1700000US" plus the FIPS State code (ST) plus the Consolidated City code (CONSCITY). * Census Regions. For the Commodity Flow Survey and for the Economic Census data for Construction Industries, separate data are published for Census Regions. Census Regions are groupings of States that subdivide the United States for the presentation of data. There are four regions--Northeast, Midwest, South, and West. The syntax of GEO_ID for these records is: "0200000US" plus the Census Region code (CENREG). * Census Divisions. For the Commodity Flow Survey, separate data are published for Census Divisions. Census Divisions are smaller groupings of States that subdivide the United States for the presentation of data. There are nine divisions--New England, Middle Atlantic, East North Central, West North Central, South Atlantic, East South Central, West South Central, Mountain, and Pacific. The syntax of GEO_ID for these records is: "0300000US" plus the Census Division code (CENDIV). * Puerto Rico Planning Regions. For the Economic Census of Island Areas, separate data are published for the Puerto Rico Planning Regions. Planning regions are groupings of Counties (Municipios) that subdivide Puerto Rico. There are eleven regions - Aguadilla, Arecibo, Caguas, Carolina, Cayey, Guayama, Humacao, Manatí, Mayaguez, Ponce, and San Juan.	
--	---	--

	The syntax of GEO_ID for these records is: "9040000US" plus the Planning Region code (PLANREG). * Metropolitan areas. A core based statistical area (CBSA) contains a core area with a substantial population nucleus, together with adjacent communities having a high degree of social and economic integration with that core. CBSAs are differentiated into metropolitan and micropolitan statistical areas based on size criteria. Both metropolitan and micropolitan statistical areas are defined in terms of entire counties. CBSAs are applicable to every state in the United States and to Puerto Rico; there are no CBSAs in any of the other island areas. * Metropolitan Statistical Areas (metro areas) and Micropolitan Statistical Areas (micro areas). Metro areas have at least one urbanized area of 50,000 or more population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties. Micro areas have at least one urban cluster of at least 10,000 but less than 50,000 population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties. The syntax of GEO_ID for metro and micro areas that are totally within a state is: "310" plus the geographic variant code (i.e. "M4") plus "00US" plus the CBSA code (MSA). The syntax of GEO_ID for the state parts of metro and micro areas that cross state boundaries is: "320" plus the geographic variant code plus "00US" plus the FIPS State code (ST) plus the CBSA code (MSA). * Metropolitan Divisions (metro divisions). If specified criteria are met, a metro area containing a single core with a population of 2.5 million or more may be subdivided to form smaller groupings of counties referred to as Metropolitan Divisions. The syntax of GEO_ID for metro divisions totally within a state is: "314" plus the geographic variant code (i.e. "M4") plus "00US" plus the CBSA code (MSA) plus the Metro Division code (MD). The syntax of GEO_ID for the state parts of metro divisions that cross state boundaries is: "323" plus the geographic variant code plus "00US" plus the FIPS State code (ST) plus the CBSA code (MSA) plus the Metro Division code (MD). * Combined Statistical Areas (combined areas). If specified criteria are met, adjacent metro and micro areas, in various combinations, may become the components of a new set of areas called Combined Statistical Areas. The areas that combine retain their own designations as metro or micro areas within the larger combined area. The syntax of GEO_ID for combined areas totally within a state is: "330" plus the geographic variant code (i.e. "M4") plus "00US" plus the Combined Statistical Area code (CSA). The syntax of GEO_ID for the state parts of combined areas that cross state boundaries is: "340" plus the geographic variant code plus "00US" plus the FIPS State code (ST) plus the Combined Statistical Area code (CSA). * Not in metropolitan or micropolitan statistical area. This represents the sum of the counties within a state which are not defined	
--	---	--

--

not in metropolitan or micropolitan statistical area. This represents the sum of the counties within a state which are not defined as part of a Core-Based Statistical Area (a Combined Statistical Area, Metropolitan Statistical Area, Micropolitan Statistical Area, or Metropolitan Division). These non-metro data will be published as a Geo Component of the state (GEO_COMP = 'G0'). For states where all counties in the state are considered "metropolitan", there is no Non-Metro data or record presented. The syntax of GEO_ID for these records is: "04000G0US" plus the FIPS State code (ST).

* ZIP Codes. ZIP is an acronym for Zone Improvement Plan. A ZIP Code is a 5-digit code that identifies a specific geographic delivery area in the United States to aid in mail distribution. ZIP Codes can represent an area within a state (an area that may or may not cross county boundaries), an area that crosses state boundaries (an unusual condition), or a single building or company that has a very high mail volume. The syntax of GEO_ID for these records is: "8610000US" plus the ZIP Code (ZIPCODE).

--	--

2017 NAICS code (NAICS2017)	The North American Industry Classification System (NAICS) was developed by representatives from the United States, Canada, and Mexico and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s. This industry classification system enables the United States, Canada, and Mexico to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.		

Meaning of NAICS code (NAICS2017_LABEL)	The North American Industry Classification System (NAICS) was developed by representatives from the United States, Canada, and Mexico and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s. This industry classification system enables the United States, Canada, and Mexico to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.		
Year (YEAR)	The reference year for the data.		
Sales, value of shipments, or revenue (\$1,000) (RCPT_TOT_VAL)	General Definition Sales, value of shipments, or revenue refers to all appropriate dollar volume measures including total sales, value of shipments, revenue, receipts, or business done at any time during the survey year, whether or not payment was received during the survey year, by domestic establishments within the scope of the Annual Integrated Economic Survey. Includes revenue from electronic sources and revenue from services performed by domestic establishments of foreign parent companies, subsidiaries, branches, etc. Excludes revenue of foreign subsidiaries (those located outside the 50 states, District of Columbia, or U.S. Territories) and taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Detailed descriptions of each are included in the trade-specific information below. Data are shown in thousands of dollars (\$1,000). Sector-Specific Information Manufacturing (Sector 31-33) Includes all products physically shipped by the establishments, whether sold or transferred to other plants of the same firm for further manufacture, assembly, or fabrication; interplant transfers; products made elsewhere for this establishment by others from materials supplied by this establishment; receipts from products bought and resold without further processing; imported products, including products made by foreign affiliates that are sold without further manufacture, processing, or assembly by the domestic		

	including products made by foreign affiliates, that are sold without further manufacture, processing, or assembly by the domestic establishments; and high-cost office and production equipment leases at market value. Excludes freight charges; excise taxes; and high-cost office and production equipment rental receipts from leases outstanding. Retail Trade (Sector 44-45) Includes merchandise sold for cash and credit at retail and wholesale by establishments primarily engaged in retail trade; receipts from delivery, installations, rentals, maintenance, repairs, alterations, storage, and other such services; shipping and handling receipts; advertising revenue; and excise taxes. Excludes commissions and nonoperating receipts such as interest income, income from investments, and receipts from the rental or sale of real estate. Services Trade (Sectors 22, 48-49, 51, 52, 53, 54, 55, 56, 61, 62, 71, 72, 81 and subsector 115) Service industries include: utilities (NAICS sector 22); transportation and warehousing (48-49); information (51); finance and insurance (52); real estate, rental and leasing (53); professional, scientific, and technical services (54); management of companies and enterprises (55), administrative, support, waste management, and remediation services (56); educational services (61); health care and social assistance (62); arts, entertainment, and recreation (71); accommodation and food services (72); other services except public administration (81); and support activities for agriculture and forestry (115). For all service establishments, includes revenue from all business activities, including commissions from all sources.		
--	---	--	--

	For service establishments exempt from federal income tax, also includes nonoperating receipts such as interest, dividends, gross rents, royalties, and other investments; gross contributions, gifts, and grants; and gross receipts from fundraising activities. For all service establishments, excludes transfers made within the company. Wholesale Trade (Sector 42) Includes merchandise sold for cash and credit by establishments primarily engaged in wholesale trade; receipts from delivery, installations, rentals, maintenance, repairs, alterations, storage, and other such services; shipping and handling receipts; advertising revenue; excise taxes; and the gross selling value of goods the establishment sold or purchased on a commission, brokerage, consignment, or agency basis for others. Excludes transfers (billings) to other establishments in the company, except those to the company's own retail service stations, retail fuel oil dealers, and retail liquefied petroleum (LP) gas dealers and those made by establishments selling farm products. Sales shown for agents and brokers represent the value of the goods involved in the transactions rather than the commissions received or earnings.	
--	---	--

Annual payroll (\$1,000) (PAY_ANN_VAL)	This definition of payroll is the same as that used by the Internal Revenue Service (IRS) on Forms 941 Employer's Quarterly Federal Tax Return, line5(c); IRS Form 943, Employer's Annual Federal Tax Return for Agricultural Employees, line 4; or IRS Form 944, Employer's Annual Federal Tax Return, line 4(c) as taxable Medicare Wages and Tips (even if not subject to income or FICA tax). If an employee works at more than one location, the payroll is included in the one location where they spend most of their time. Includes all forms of compensation paid during the reporting year to all employees, such as salaries, wages, and tips; and the spread on stock options that are taxable to employees as wages. Excludes the cost of leased employees; employers' cost for fringe benefits; commissions paid to contractors, subcontractors, or independent contractors; payments for contracted temporary help; and, for unincorporated businesses, profit or other compensation of proprietors or partners. Data are shown in thousands of dollars (\$1,000).		
First-quarter payroll (\$1,000) (PAY_QTR1_VAL)	First-quarter payroll includes the payroll paid before deductions to persons employed at any time during the quarter from January to March of the reporting year. Data are shown in thousands of dollars (\$1,000).		
Number of employees (EMP_MAR12_NUM)	This definition of paid employees is the same as that used by the Internal Revenue Service (IRS) on Forms 941 Employer's Quarterly Federal Tax Return, line5(c); IRS Form 943, Employer's Annual Federal Tax Return for Agricultural Employees, line 4; or IRS Form 944, Employer's Annual Federal Tax Return, line 4(c) as taxable Medicare Wages and Tips (even if not subject to income or FICA tax). Includes all full- and part-time employees who were on the payroll during the pay period including March 12, including employees on paid sick leave, paid holidays, and paid vacations. Excludes full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN; temporary staffing obtained from a staffing service; purchased professional and technical services; and contractors, subcontractors, or independent contractors, and their employees.		

Table: AIESMISCSECTOR2024.AIES44BASIC

E-commerce sales, value of shipments, or revenue (\$1,000) (RCPT_ECOMM_VAL)	Electronic commerce (e-commerce) or e-shipments is the sale of goods and services where the buyer places an order, or the price and terms of the sale are negotiated, over the internet, extranet, e-mail, mobile devices (m-commerce), an Electronic Data Interchange (EDI) network, or other comparable online systems/applications. Payment may or may not be made online (e.g., order online but pay at an establishment in person). Includes when a customer buys or reserves online, pick up in store (BOPIS); buys or reserve online with home/business delivery; buys online with curbside pickup; or buys online with kiosk/locker/tower pickup. Also includes monetary donations received online as revenue from electronic sources (for tax-exempt companies). Data are shown in thousands of dollars (\$1,000).		
Total inventories, end of year (\$1,000) (INV_E_TOT_DVAL)	Value of total inventories at cost or market value as of December 31, and before Last-In, First-Out (LIFO) adjustment, if applicable. Includes all inventories of merchandise or products at locations covered by this survey, regardless of where held, and inventories held in Foreign Trade Zones or in bonded warehouses in the U.S. Excludes merchandise or products owned by others that are being held on consignment. Data are shown in thousands of dollars (\$1,000).		

Purchases (\$1,000) (EXPS_PRCH_RESALE_VAL)	Total cost of all merchandise purchased for resale. Includes amounts allowed for trade-ins; both raw and finished goods; merchandise in transit to a given establishment or to a customer to which the establishment has taken title, freight, delivery, and other transportation costs included in merchandise cost; import duties (if paid separately); value of goods shipped from any foreign manufacturing plants; the cost of services resold without processing; parts and supplies used in repair work or other service type activities; cash and credit purchases; purchases made by both warehouse(s) and establishment(s); and the value of automotive and other trade-ins exclusive of rebates and discounts granted as an increase in trade-in allowance. Excludes returns, allowances, and trade and cash discounts; taxes (sales, excise, and other) collected directly from customers and paid directly to a local, state, or federal tax agency; intra-company purchases; purchases of supplies, equipment, parts, containers, wrapping, and packaging purchased for own use; and purchases made by other companies operating departments and concessions in a given company's establishment(s). Data are shown in thousands of dollars (\$1,000).		
Gross margin (\$1,000) (RCPT_GM_DVAL)	Sales on own account less cost of goods sold. Data are shown in thousands of dollars (\$1,000).		

Operating expenses (\$1,000) (EXPS_TOT_DVAL)	Includes annual payroll before deductions; employer's cost for fringe benefits (e.g., health insurance, pension plans, payroll taxes, and other employer benefits); contract employee expense; expensed equipment, materials, parts, and supplies; purchased advertising, promotional, technical, and professional services; utilities (electricity, nonmotor fuels, water, sewer, and refuse); governmental taxes and license fees; depreciation and amortization (except manufacturing); and other operating expenses arising from the normal course of business (e.g., communications, repairs, maintenance, leases, commissions to other companies, software, data products). Data are shown in thousands of dollars (\$1,000). Excludes capitalized expenses; impairment (reduction in value of long-lived assets due to reappraisals); income, sales, and excise taxes; expenses of foreign subsidiaries (those located outside the 50 states, District of Columbia, or U.S. Territories); other non-operating expenses; purchases of goods for resale or cost of goods sold; transfers made within the company; bad debt/customer-related loss; and interest expense (except finance and insurance providers). Finance and Insurance Sector Includes interest expense Excludes direct losses incurred and/or benefits paid to policy holders (losses).		
Coefficient of variation for sales, value of shipments, or revenue (%) (RCPT_TOT_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		
Coefficient of variation for annual payroll (%) (PAY_ANN_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		
Coefficient of variation for first-quarter payroll (%) (PAY_QTR1_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		

Table: AIESMISCSECTOR2024.AIES44BASIC

Coefficient of variation for number of employees (%) (EMP_MAR12_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		
Coefficient of variation for e-commerce sales, value of shipments, or revenue (%) (RCPT_ECOMM_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		
Coefficient of variation for total inventories, end of year (%) (INV_E_TOT_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		
Coefficient of variation for purchases (%) (EXPS_PRCH_RESALE_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		
Coefficient of variation for gross margin (%) (RCPT_GM_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		
Coefficient of variation for operating expenses (%) (EXPS_TOT_CV)	This is expressed as a percent of this item's standard error in relation to its estimate. Since the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The coefficient of variation is a measure of this sampling variability. Estimates that have large coefficients of variation should be used with caution.		

Census Bureau's Integrated Economic Survey Results for Select LBM Sectors, 2024

2017 NAICS code	Meaning of NAICS code	Year	Sales (\$1,000)	Gross margin (\$1,000)	Operating expenses (\$1,000)	GM %	Operating Profit %	Total inventories, end of year (\$1,000)
444	Building material and garden equipment and supplies dealers	2024	\$513,637,269	\$193,882,933	\$133,337,778	37.7%	11.8%	\$98,179,784
		2023	\$516,483,315	\$185,677,709	\$129,756,608	36.0%	10.8%	\$85,924,083
		\$ Change	-\$2,846,046	\$8,205,224	\$3,581,170			\$12,255,701
		% Change	-0.6%	4.4%	2.8%			14.3%
4441	Building material and supplies dealers	2024	\$452,452,488	\$171,138,694	\$115,424,741	37.8%	12.3%	\$84,698,304
		2023	\$454,701,191	\$164,814,461	\$111,969,888	36.2%	11.6%	\$74,002,956
		\$ Change	-\$2,248,703	\$6,324,233	\$3,454,853			\$10,695,348
		% Change	-0.5%	3.8%	3.1%			14.5%
44411	Home centers	2024	\$252,882,361	\$84,407,726	\$49,251,008	33.4%	13.9%	\$48,866,815
		2023	\$255,391,107	\$91,151,993	\$49,679,001	35.7%	16.2%	\$45,321,987
		\$ Change	-\$2,508,746	-\$6,744,267	-\$427,993			\$3,544,828
		% Change	-1.0%	-7.4%	-0.9%			7.8%
44412	Paint and wallpaper stores	2024	\$17,158,439	\$8,837,295	\$5,616,941	51.5%	18.8%	\$1,450,161
		2023	\$16,885,576	\$8,836,562	\$4,939,069	52.3%	23.1%	\$1,511,934
		\$ Change	\$272,863	\$733	\$677,872			-\$61,773
		% Change	1.6%	0.0%	13.7%			-4.1%
44413	Hardware stores	2024	\$39,774,770	\$15,649,417	\$12,998,566	39.3%	6.7%	\$9,816,527
		2023	\$38,786,975	\$15,144,004	\$12,172,337	39.0%	7.7%	\$9,587,908
		\$ Change	\$260,043	\$13,068,500	\$3,882,846	0	0	\$7,150,520
		% Change	2.5%	3.3%	6.8%			2.4%
44419	Other building material dealers	2024	\$142,636,918	NA	\$47,558,226			NA
		2023	\$143,637,533	\$49,681,902	\$45,179,481	34.6%	3.1%	\$17,581,127
		\$ Change	-1,000,615	NA	\$2,378,745			NA
		% Change	-0.7%		5.3%			
	Garden Stores only	2024	\$61,184,781	\$22,744,239	\$17,913,037	-0.1%	-0.5%	\$13,481,480
	(NAICS 444 minus 4441)	2023	\$61,782,124	\$20,863,248	\$17,786,720	-0.3%	-0.8%	\$11,921,127

vs. 2023

Purchases (\$1,000)
\$330,970,470
\$331,520,721
-\$550,251
-0.2%
\$291,009,688
\$289,890,363
\$1,119,325
0.4%
\$171,540,518
\$164,345,058
\$7,195,460
4.4%
\$8,263,770
\$8,135,868
\$127,902
1.6%
\$24,414,933
\$23,671,046
-\$6,076,135
3.1%
\$86,790,467
\$93,738,391
-6,947,924
-7.4%
\$39,960,782
\$41,630,358

Table: AIESMISCSECTOR2024.AIES44BASIC

		\$ Change	-597,343	1,880,991	126,317			1,560,353
		% Change	-1.0%	9.0%	0.7%			13.1%

Source: Census Bureau's Annual Integrated Economic Survey

-1,669,576
-4.0%