

Appendix B

Business Profile

Every five years, the U.S. Census Bureau releases the Economic Census. The Economic Census can be useful in identifying what specific industries exist in a community as well as their relative significance.¹ One method of evaluating significance is to identify the share of employment that a certain sub-industry represents within a community. Other factors can also be revealing, such as the annual sales or receipts of the industry, the annual payroll, and the average wage being paid to employees in that industry or sub-industry. See **Tables B-1** through **B-4** for these summaries.²

Table B-1
Town of Wayland
Wholesale Trade Establishments, 1997

Wholesale Type	Number of Establishments	Sales (\$1,000)	Annual Payroll (\$1,000)	Number of Paid Employees	Average Wage
Total Wholesale Trade	21	\$56,405	\$7,500	104	\$72,115
Durable Goods	12	WH	WH	b	NA
Nondurable Goods	9	WH	WH	b	NA
Total Merchant Wholesalers	14	\$36,051	\$6,596	92	\$71,696
Durable Goods	8	WH	WH	b	NA
Total Agents, Brokers, & Commission Merchants	7	\$20,354	\$904	12	\$75,333
Durable Goods	4	WH	WH	a	NA

Source: U.S. Census Bureau. Economic Census, 1997.

* Italicized lines are subsets of the preceding items.

a - 0 to 19 employees.

b - 20 to 99 employees.

c - 100 to 249 employees.

e - 250 to 499 employees

¹ For the 1997 Economic Census, the Census Bureau established a new industrial code system, the North American Industrial Code System (NAICS), which varies greatly from the Standard Industrial Code (SIC) system used previously. This change makes direct comparisons to previous years' data sets problematic.

² The industry breakdowns in this U.S. Census information are not directly comparable to the employment information presented in Table _____, which is provided by the Massachusetts Division of Employment and Training. Nevertheless, the information is useful in identifying sub-industry information on wages, employment, and number of establishments.

Table B-2
Town of Wayland
Retail Establishments, 1997

Retail Type	Number of Establishments	Sales (\$1,000)	Annual Payroll (\$1,000)	Number of Paid Employees	Average Wage
Motor vehicle and parts dealers	3	WH	WH	b	NA
Furniture and home furnishings	2	WH	WH	a	NA
Electronics and appliances	1	WH	WH	a	NA
Building material and garden equipment and supplies	3	\$2,183	\$703	28	\$25,107
Food and beverage stores	8	\$11,594	\$1,381	105	\$13,152
Health and personal care stores	5	WH	WH	b	NA
Gasoline stations	8	\$8,984	\$449	27	\$16,630
General merchandise	1	WH	WH	a	NA
Miscellaneous retailers	2	WH	WH	a	NA
Retail Total	33	\$40,964	\$4,946	271	\$18,251

Source: U.S. Census Bureau. Economic Census, 1997.

WH – Data withheld to avoid disclosing data of individual companies; data are included in higher level totals.

NA - Figures not available due to information withheld.

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Table B-3
Town of Wayland
Selected Service Industry Establishments, 1997

Industry Type	Number of Establishments	Receipts (\$1,000)	Annual Payroll (\$1,000)	Total Paid Employees	Average Wage
Administrative & Support Services	12	\$3,344	\$1,733	134	\$12,933
Arts, Entertainment, and Recreation	4	\$6,709	\$2,364	191	\$12,377
Healthcare and Social Assistance	26	\$11,313	\$6,004	201	\$29,8971
<i>Ambulatory Health Care Services*</i>	18	\$5,696	\$3,033	70	\$43,329
<i>Nursing and Residential Care Facilities</i>	4	\$5,072	\$2,692	114	\$23,614
Educational Services	5	\$1,279	\$462	41	\$33,000
Real Estate and Rental and Leasing	13	\$5,013	\$629	14	\$44,929
<i>Real Estate*</i>	12	WH	WH	a	NA
<i>Rental and Leasing Services*</i>	1	WH	WH	a	NA
Accommodation and Foodservices	19	\$14,172	\$4,621	409	\$11,298
<i>Accommodation*</i>	2	WH	WH	a	NA
<i>Foodservices*</i>	17	WH	WH	a	NA
Other Services	19	\$23,399	\$8,297	268	\$30,959
<i>Repair and Maintenance*</i>	8	\$18,720	\$6,336	142	\$44,620
<i>Personal & Laundry Services*</i>	11	\$4,679	\$1,961	126	\$15,563

Source: U.S. Census Bureau. Economic Census, 1997.

* Italicized lines are subsets of the preceding items.

WH – Data withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

NA - Figures not available due to information withheld.

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Table B-4
Town of Wayland
Professional, Scientific, and Technical Service Establishments, 1997

Industry Type	Number of Establishments	Receipts (\$1,000)	Annual Payroll (\$1,000)	Total Paid Employees	Average Wage
Professional, Scientific, and Technical Services	71	\$22,093	\$9,166	184	\$49,815
<i>Accounting, tax return prep., bookkeeping*</i>	3	WH	WH	a	NA
<i>Architectural, Engineering & Related Services*</i>	12	\$1,611	\$911	22	\$41,409
<i>Computer Systems Design & Related Services*</i>	17	\$3,634	\$1,419	33	\$43,000
<i>Management, Scientific & Technical Consulting*</i>	23	\$11,673	\$5,479	98	\$55,908
<i>Advertising & Related Services*</i>	2	WH	WH	a	NA

Source: U.S. Census Bureau. Economic Census, 1997.

* Italicized lines are subsets of the preceding items.