

NORTH DAKOTA SALES AND USE TAX STATISTICAL REPORT

FOURTH QUARTER 2015

Covering Sales Occurring in
October, November and December

		Percent Change in Taxable Sales & Purchases From the Same Quarter in the Prior Year		
	<u>Sales Quarter</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
First Quarter:	January, February, March	+1.6%	+4.4%	+2.3%
Second Quarter:	April, May, June	-2.4%	+11.4%	-16.1%
Third Quarter:	July, August, September	+2.4%	+10.3%	-25.0%
Fourth Quarter:	October, November, December	+0.0%	+15.5%	-31.2%

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Office of State Tax Commissioner

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Introduction

Reporting Period

This report contains statistics of taxable sales and taxable purchases made during the fourth quarter of 2015. These taxable sales and taxable purchases are reported by businesses to the Office of State Tax Commissioner on quarterly or monthly sales tax returns.

Comparisons

Tables 2 and 4 compare both taxable sales and taxable sales plus purchases reported for the current quarter with those reported for the same quarter in the prior year. The comparisons are by county on Table 2 and by major city on Table 4. (For an explanation of taxable sales and taxable purchases, see the *Definition of Terms* section of this report.)

Some data cannot be attributed to the county or city in which the sale or purchase was made, such as data from consolidated and out-of-state returns. This data is excluded from any particular county or city in the first four tables and is reported at the end of Tables 1 through 4.

Taxable sales and taxable purchases reported for the current quarter are also compared to the same quarter in the prior year in Table 5. This table compares activity by industry using the 2012 North American Industrial Classification System (NAICS). All returns, including consolidated and out-of-state returns, are contained in the industry comparisons on Table 5.

***Cautionary Note:** Caution is urged in drawing conclusions from comparisons made of individual county and city totals shown in this report. Statistics in this report are not necessarily a completely accurate measure of any particular level of economic activity in the state or in any county or city for any specific year. For example, businesses that deal only in exempt sales or services do not file sales tax returns and, therefore, their sales are not included in this report. A complete economic analysis should include other economic factors that are indicators of business activity, in addition to the sales statistics contained in this report.*

Definition of Terms

Taxable Sales. Taxable sales are gross sales less nontaxable sales. Businesses must remit sales tax on taxable sales.

Taxable Purchases. Taxable purchases are taxable goods purchased by businesses for their own use on which they did not pay sales tax to suppliers. Also included are purchases of goods to be installed into real property by contractors who did not pay sales tax to suppliers. Businesses and contractors must pay use tax on these goods. Individuals purchasing items over the Internet on which sales tax is not charged, are obligated to report “taxable purchases” and remit the appropriate use tax.

Motor Vehicle Excise Tax. The State of North Dakota does *not* impose a sales tax on the sales of new or used automobiles/trucks. Instead, sales of automobiles and trucks are subject to the Motor Vehicle Excise tax, which is functionally similar to the sales tax (the tax rates are the same under current law). Because the Motor Vehicle Excise tax is a separate and distinct tax and not part of the sales and use tax, the statistics in this report *do not* include any data on automobile sales.

Consolidated. Taxable sales and taxable purchases from a limited number of permit holders are not accurately attributable to a city or county and are reported in a consolidated statewide line item at the end of Tables 1, 2, 3, and 4. The consolidated data is excluded from any particular city or county in the first four tables in order to avoid over-reporting from some cities and counties and under reporting for others. However, consolidated data is included in the industry comparisons in Table 5.

The consolidated data includes certain permit holders who have more than one permanent location or sales agent in North Dakota, but file a combined return. This includes companies utilizing home based, direct sales people. In addition, some industries are, by nature, not attributable to cities or counties because their sales cover large geographical areas. Therefore, the following North American Industrial Classification System Codes (NAICS Codes) per the 2012 Manual have been included in the consolidated statewide line item:

NAICS Codes	Business Activity
2121	Coal Mining
2211	Electrical Power Generation, Transmission, and Distribution
2212	Natural Gas Distribution
486	Pipeline Transportation
517	Telecommunications

Out-of-State. Taxable sales and taxable purchases from permit holders who do not have a permanent location or sales agent in North Dakota are reported in a single line item at the bottom of Tables 1, 2, 3, and 4. This data is not accurately attributable to any particular city or county and it is omitted from all individual city and county figures. However, out-of-state data is included in the industry comparisons in Table 5.

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TABLE 1

**Taxable Sales and Purchases
By County, Fourth Quarter 2015**

COUNTIES	TAXABLE SALES	TAXABLE PURCHASES	TAXABLE SALES AND PURCHASES
Adams	\$5,756,067	\$579,642	\$6,335,709
Barnes	17,417,797	3,679,300	21,097,097
Benson	2,791,894	64,039	2,855,933
Billings	1,821,227	167,448	1,988,675
Bottineau	24,068,852	216,501	24,285,353
Bowman	11,659,505	2,070,867	13,730,372
Burke	4,019,533	5,217,241	9,236,774
Burleigh	453,643,042	29,313,911	482,956,953
Cass	762,723,264	87,960,094	850,683,358
Cavalier	6,796,824	340,159	7,136,983
Dickey	10,066,051	367,389	10,433,440
Divide	6,094,601	30,993	6,125,594
Dunn	8,585,121	484,584	9,069,705
Eddy	3,125,139	121,935	3,247,074
Emmons	5,391,199	183,978	5,575,177
Foster	11,554,774	639,913	12,194,687
Golden Valley	4,435,327	136,221	4,571,548
Grand Forks	319,248,034	21,682,404	340,930,438
Grant	3,050,608	20,110	3,070,718
Griggs	3,966,431	274,147	4,240,578
Hettinger	3,167,653	714,493	3,882,146
Kidder	3,707,129	71,589	3,778,718
LaMoure	7,424,111	229,740	7,653,851
Logan	2,759,332	65,972	2,825,304
McHenry	5,334,897	1,130,860	6,465,757
McIntosh	6,804,970	362,303	7,167,273
McKenzie	53,709,949	3,039,397	56,749,346
McLean	14,625,564	289,708	14,915,272
Mercer	13,967,418	544,579	14,511,997
Morton	66,549,936	8,706,526	75,256,462
Mountrail	37,912,135	716,767	38,628,902
Nelson	3,381,567	29,070	3,410,637
Oliver	919,928	162,899	1,082,827
Pembina	10,744,661	4,902,452	15,647,113
Pierce	9,780,727	522,384	10,303,111
Ramsey	41,628,523	642,453	42,270,976
Ransom	8,348,448	568,814	8,917,262
Renville	5,478,902	348,065	5,826,967
Richland	30,726,885	8,760,200	39,487,085
Rolette	8,075,492	71,012	8,146,504
Sargent	5,133,383	12,584,487	17,717,870
Sheridan	724,951	12,316	737,267
Sioux	268,181	208,798	476,979
Slope	260,404	12,739	273,143
Stark	242,368,308	10,301,380	252,669,688
Steele	2,014,843	203,008	2,217,851
Stutsman	64,575,378	5,070,934	69,646,312
Towner	2,456,461	540,252	2,996,713
Traill	9,944,894	460,400	10,405,294
Walsh	15,942,184	1,221,084	17,163,268
Ward	313,721,077	31,990,757	345,711,834
Wells	10,271,868	188,692	10,460,560
Williams	400,450,862	64,263,065	464,713,927
Subtotal In-State	\$3,069,396,311	\$312,488,071	\$3,381,884,382
Consolidated	\$408,070,326	\$198,023,011	\$606,093,337
Out-Of-State	<u>\$1,147,379,485</u>	<u>\$256,575,345</u>	<u>\$1,403,954,830</u>
Grand Total	\$4,624,846,122	\$767,086,427	\$5,391,932,549

TABLE 2

**Comparisons of Taxable Sales & Taxable Sales and Purchases
By County, Fourth Quarters 2014 and 2015**

COUNTIES	TAXABLE SALES			TAXABLE SALES AND PURCHASES		
	FOURTH QUARTER	FOURTH QUARTER	PERCENT CHANGE	FOURTH QUARTER	FOURTH QUARTER	PERCENT CHANGE
	2014	2015		2014	2015	
Adams	\$7,241,633	\$5,756,067	-20.51%	\$7,940,351	\$6,335,709	-20.21%
Barnes	18,002,250	17,417,797	-3.25%	21,633,054	21,097,097	-2.48%
Benson	3,731,573	2,791,894	-25.18%	3,803,642	2,855,933	-24.92%
Billings	2,654,924	1,821,227	-31.40%	3,623,925	1,988,675	-45.12%
Bottineau	34,904,506	24,068,852	-31.04%	35,296,285	24,285,353	-31.20%
Bowman	15,545,190	11,659,505	-25.00%	16,486,321	13,730,372	-16.72%
Burke	5,349,051	4,019,533	-24.86%	11,748,314	9,236,774	-21.38%
Burleigh	489,484,303	453,643,042	-7.32%	516,880,969	482,956,953	-6.56%
Cass	796,717,022	762,723,264	-4.27%	884,621,043	850,683,358	-3.84%
Cavalier	7,885,349	6,796,824	-13.80%	8,487,740	7,136,983	-15.91%
Dickey	12,531,907	10,066,051	-19.68%	12,892,039	10,433,440	-19.07%
Divide	8,441,908	6,094,601	-27.81%	8,469,574	6,125,594	-27.68%
Dunn	20,497,090	8,585,121	-58.12%	21,504,265	9,069,705	-57.82%
Eddy	3,538,054	3,125,139	-11.67%	3,679,035	3,247,074	-11.74%
Emmons	5,987,017	5,391,199	-9.95%	6,194,352	5,575,177	-10.00%
Foster	15,135,038	11,554,774	-23.66%	16,118,823	12,194,687	-24.35%
Golden Valley	7,581,086	4,435,327	-41.49%	8,081,242	4,571,548	-43.43%
Grand Forks	331,484,242	319,248,034	-3.69%	348,990,606	340,930,438	-2.31%
Grant	3,549,222	3,050,608	-14.05%	3,573,599	3,070,718	-14.07%
Griggs	5,236,278	3,966,431	-24.25%	5,453,309	4,240,578	-22.24%
Hettinger	3,207,387	3,167,653	-1.24%	3,715,863	3,882,146	4.47%
Kidder	3,557,547	3,707,129	4.20%	3,612,847	3,778,718	4.59%
LaMoure	9,226,681	7,424,111	-19.54%	9,398,383	7,653,851	-18.56%
Logan	3,170,106	2,759,332	-12.96%	3,222,636	2,825,304	-12.33%
McHenry	4,907,305	5,334,897	8.71%	6,429,230	6,465,757	0.57%
McIntosh	8,761,705	6,804,970	-22.33%	9,045,203	7,167,273	-20.76%
McKenzie	97,918,030	53,709,949	-45.15%	106,923,987	56,749,346	-46.93%
McLean	17,626,639	14,625,564	-17.03%	18,086,832	14,915,272	-17.54%
Mercer	14,706,445	13,967,418	-5.03%	15,032,642	14,511,997	-3.46%
Morton	71,480,416	66,549,936	-6.90%	79,192,163	75,256,462	-4.97%
Mountrail	83,409,780	37,912,135	-54.55%	84,717,685	38,628,902	-54.40%
Nelson	5,188,973	3,381,567	-34.83%	5,313,368	3,410,637	-35.81%
Oliver	1,101,353	919,928	-16.47%	1,436,496	1,082,827	-24.62%
Pembina	11,734,319	10,744,661	-8.43%	14,303,502	15,647,113	9.39%
Pierce	12,754,758	9,780,727	-23.32%	13,466,438	10,303,111	-23.49%
Ramsey	45,219,746	41,628,523	-7.94%	45,969,842	42,270,976	-8.05%
Ransom	12,020,859	8,348,448	-30.55%	13,631,869	8,917,262	-34.59%
Renville	11,294,374	5,478,902	-51.49%	13,104,016	5,826,967	-55.53%
Richland	33,484,594	30,726,885	-8.24%	39,404,038	39,487,085	0.21%
Rolette	11,141,899	8,075,492	-27.52%	11,200,757	8,146,504	-27.27%
Sargent	8,356,084	5,133,383	-38.57%	15,428,715	17,717,870	14.84%
Sheridan	787,338	724,951	-7.92%	802,116	737,267	-8.08%
Sioux	158,800	268,181	68.88%	160,960	476,979	196.33%
Slope	290,310	260,404	-10.30%	357,408	273,143	-23.58%
Stark	387,409,085	242,368,308	-37.44%	406,753,754	252,669,688	-37.88%
Steele	2,912,461	2,014,843	-30.82%	3,117,136	2,217,851	-28.85%
Stutsman	63,013,456	64,575,378	2.48%	68,298,960	69,646,312	1.97%
Towner	3,061,894	2,456,461	-19.77%	3,387,854	2,996,713	-11.55%
Traill	11,130,083	9,944,894	-10.65%	11,956,081	10,405,294	-12.97%
Walsh	22,243,768	15,942,184	-28.33%	23,559,295	17,163,268	-27.15%
Ward	425,097,341	313,721,077	-26.20%	460,030,123	345,711,834	-24.85%
Wells	13,001,531	10,271,868	-20.99%	13,234,227	10,460,560	-20.96%
Williams	878,527,976	400,450,862	-54.42%	1,041,072,659	464,713,927	-55.36%
Subtotal In-State	\$4,073,400,686	\$3,069,396,311	-24.65%	\$4,490,845,573	\$3,381,884,382	-24.69%
Consolidated and Out-Of-State	\$2,452,625,754	\$1,555,449,811	-36.58%	\$3,343,385,432	\$2,010,048,167	-39.88%
Grand Total	\$6,526,026,440	\$4,624,846,122	-29.13%	\$7,834,231,005	\$5,391,932,549	-31.17%

TABLE 3

**Taxable Sales and Taxable Purchases
Largest 50 Cities, Fourth Quarter 2015**

CITIES	TAXABLE SALES	TAXABLE PURCHASES	TAXABLE SALES AND PURCHASES
Ashley	\$1,648,350	\$336,017	\$1,984,367
Beach	3,952,037	119,983	4,072,020
Beulah	8,049,256	147,534	8,196,790
Bismarck	451,160,563	27,823,350	478,983,913
Bottineau	13,270,016	109,936	13,379,952
Bowman	10,757,731	872,463	11,630,194
Cando	2,037,774	534,340	2,572,114
Carrington	11,260,659	638,525	11,899,184
Casselton	4,796,381	269,333	5,065,714
Cavalier	4,201,486	4,451,604	8,653,090
Cooperstown	3,050,112	72,796	3,122,908
Crosby	5,541,090	8,893	5,549,983
Devils Lake	41,100,456	639,151	41,739,607
Dickinson	229,594,113	7,110,595	236,704,708
Ellendale	2,875,745	187,492	3,063,237
Fargo	665,180,317	69,671,101	734,851,418
Garrison	4,246,272	24,808	4,271,080
Grafton	10,104,175	810,090	10,914,265
Grand Forks	311,627,696	20,581,134	332,208,830
Harvey	8,794,879	161,205	8,956,084
Hazen	5,140,648	115,301	5,255,949
Hettinger	5,507,124	307,891	5,815,015
Hillsboro	3,654,611	35,521	3,690,132
Jamestown	62,505,968	4,219,391	66,725,359
Kenmare	5,366,425	126,672	5,493,097
Langdon	5,946,703	268,468	6,215,171
Larimore	1,108,847	92,203	1,201,050
Lincoln	957,997	25,808	983,805
Linton	3,129,893	152,668	3,282,561
Lisbon	6,320,729	30,333	6,351,062
Mandan	61,464,550	7,996,539	69,461,089
Mayville	3,732,320	182,700	3,915,020
Minot	302,286,921	31,003,665	333,290,586
New Rockford	2,734,714	112,050	2,846,764
New Town	17,255,996	346,301	17,602,297
Northwood	4,049,810	121,570	4,171,380
Oakes	6,233,405	138,921	6,372,326
Park River	3,193,942	86,033	3,279,975
Rolla	4,463,237	54,349	4,517,586
Rugby	9,635,528	515,574	10,151,102
Stanley	17,438,069	79,474	17,517,543
Tioga	15,125,772	632,405	15,758,177
Valley City	16,684,494	3,570,422	20,254,916
Wahpeton	23,303,598	8,361,262	31,664,860
Walhalla	2,052,618	10,329	2,062,947
Washburn	6,303,535	25,729	6,329,264
Watford City	45,370,393	2,688,175	48,058,568
West Fargo	81,854,645	13,310,019	95,164,664
Williston	382,663,750	63,439,387	446,103,137
Wishek	4,941,515	25,180	4,966,695
Subtotal 50 Cities	\$2,903,676,865	\$272,644,690	\$3,176,321,555
Remaining Cities	165,719,446	39,843,381	205,562,827
Total In-State	\$3,069,396,311	\$312,488,071	\$3,381,884,382
Consolidated	408,070,326	198,023,011	606,093,337
Out-Of-State	1,147,379,485	256,575,345	1,403,954,830
Grand Total In- and Out-Of-State	\$4,624,846,122	\$767,086,427	\$5,391,932,549

TABLE 4

**Comparisons of Taxable Sales & Taxable Sales and Purchases
Largest 50 Cities, Fourth Quarters 2014 and 2015**

CITIES	TAXABLE SALES			TAXABLE SALES AND PURCHASES		
	FOURTH QUARTER	FOURTH QUARTER	PERCENT CHANGE	FOURTH QUARTER	FOURTH QUARTER	PERCENT CHANGE
	2014	2015		2014	2015	
Ashley	\$1,803,425	\$1,648,350	-8.60%	\$2,055,159	\$1,984,367	-3.44%
Beach	6,765,625	3,952,037	-41.59%	7,237,113	4,072,020	-43.73%
Beulah	7,563,089	8,049,256	6.43%	7,761,342	8,196,790	5.61%
Bismarck	486,551,809	451,160,563	-7.27%	513,813,822	478,983,913	-6.78%
Bottineau	14,034,366	13,270,016	-5.45%	14,145,305	13,379,952	-5.41%
Bowman	14,623,164	10,757,731	-26.43%	15,401,011	11,630,194	-24.48%
Cando	2,243,301	2,037,774	-9.16%	2,535,328	2,572,114	1.45%
Carrington	14,921,901	11,260,659	-24.54%	15,902,602	11,899,184	-25.17%
Casselton	4,584,658	4,796,381	4.62%	4,933,426	5,065,714	2.68%
Cavalier	4,772,336	4,201,486	-11.96%	6,626,287	8,653,090	30.59%
Cooperstown	4,284,872	3,050,112	-28.82%	4,388,077	3,122,908	-28.83%
Crosby	7,601,392	5,541,090	-27.10%	7,612,592	5,549,983	-27.09%
Devils Lake	44,579,708	41,100,456	-7.80%	45,315,737	41,739,607	-7.89%
Dickinson	364,823,400	229,594,113	-37.07%	380,020,166	236,704,708	-37.71%
Ellendale	2,574,464	2,875,745	11.70%	2,763,027	3,063,237	10.87%
Fargo	694,243,020	665,180,317	-4.19%	765,754,134	734,851,418	-4.04%
Garrison	5,181,184	4,246,272	-18.04%	5,288,195	4,271,080	-19.23%
Grafton	14,061,041	10,104,175	-28.14%	15,056,248	10,914,265	-27.51%
Grand Forks	321,858,931	311,627,696	-3.18%	338,861,672	332,208,830	-1.96%
Harvey	11,256,929	8,794,879	-21.87%	11,476,957	8,956,084	-21.96%
Hazen	6,314,599	5,140,648	-18.59%	6,394,082	5,255,949	-17.80%
Hettinger	6,895,087	5,507,124	-20.13%	7,493,083	5,815,015	-22.39%
Hillsboro	3,799,623	3,654,611	-3.82%	4,196,877	3,690,132	-12.07%
Jamestown	61,097,088	62,505,968	2.31%	65,300,078	66,725,359	2.18%
Kenmare	8,488,347	5,366,425	-36.78%	8,592,436	5,493,097	-36.07%
Langdon	6,731,919	5,946,703	-11.66%	7,296,048	6,215,171	-14.81%
Larimore	1,073,088	1,108,847	3.33%	1,115,166	1,201,050	7.70%
Lincoln	967,003	957,997	-0.93%	998,177	983,805	-1.44%
Linton	3,055,159	3,129,893	2.45%	3,198,782	3,282,561	2.62%
Lisbon	9,912,402	6,320,729	-36.23%	9,932,053	6,351,062	-36.05%
Mandan	65,937,525	61,464,550	-6.78%	73,113,288	69,461,089	-5.00%
Mayville	4,014,470	3,732,320	-7.03%	4,218,478	3,915,020	-7.19%
Minot	406,152,116	302,286,921	-25.57%	439,384,938	333,290,586	-24.15%
New Rockford	3,051,759	2,734,714	-10.39%	3,183,418	2,846,764	-10.58%
New Town	28,593,480	17,255,996	-39.65%	28,858,765	17,602,297	-39.01%
Northwood	6,175,862	4,049,810	-34.43%	6,269,413	4,171,380	-33.46%
Oakes	8,680,816	6,233,405	-28.19%	8,841,691	6,372,326	-27.93%
Park River	3,434,014	3,193,942	-6.99%	3,479,464	3,279,975	-5.73%
Rolla	5,785,269	4,463,237	-22.85%	5,822,529	4,517,586	-22.41%
Rugby	12,617,290	9,635,528	-23.63%	13,318,400	10,151,102	-23.78%
Stanley	47,749,532	17,438,069	-63.48%	48,220,618	17,517,543	-63.67%
Tioga	26,945,626	15,125,772	-43.87%	29,121,702	15,758,177	-45.89%
Valley City	17,091,988	16,684,494	-2.38%	20,646,194	20,254,916	-1.90%
Wahpeton	24,664,695	23,303,598	-5.52%	29,878,929	31,664,860	5.98%
Walhalla	1,422,807	2,052,618	44.27%	1,439,664	2,062,947	43.29%
Washburn	7,843,202	6,303,535	-19.63%	7,908,962	6,329,264	-19.97%
Watford City	83,935,030	45,370,393	-45.95%	89,687,119	48,058,568	-46.42%
West Fargo	85,195,547	81,854,645	-3.92%	97,001,398	95,164,664	-1.89%
Williston	837,346,024	382,663,750	-54.30%	997,182,625	446,103,137	-55.26%
Wishek	6,733,442	4,941,515	-26.61%	6,765,086	4,966,695	-26.58%
Subtotal 50 Cities	\$3,820,033,424	\$2,903,676,865	-23.99%	\$4,195,807,663	\$3,176,321,555	-24.30%
Remaining Cities	253,367,262	165,719,446	-34.59%	295,037,910	205,562,827	-30.33%
Total In-State	\$4,073,400,686	\$3,069,396,311	-24.65%	\$4,490,845,573	\$3,381,884,382	-24.69%
Consolidated and Out-Of-State	2,452,625,754	1,555,449,811	-36.58%	3,343,385,432	2,010,048,167	-39.88%
Grand Total In- and Out-Of-State	\$6,526,026,440	\$4,624,846,122	-29.13%	\$7,834,231,005	\$5,391,932,549	-31.17%

TABLE 5

**Comparison of Taxable Sales and Purchases
By Industry, Fourth Quarters 2014 and 2015**

INDUSTRY	TAXABLE SALES AND PURCHASES		PERCENT CHANGE
	FOURTH QUARTER 2014	FOURTH QUARTER 2015	
Mining and Oil Extraction	\$1,495,241,619	\$598,076,735	-60.00%
Utilities	92,953,323	89,722,049	-3.48%
Construction	280,291,141	214,082,837	-23.62%
Manufacturing	408,476,722	293,674,693	-28.10%
Wholesale Trade	2,041,558,696	1,172,635,161	-42.56%
Retail Trade	1,931,632,449	1,771,096,904	-8.31%
Transportation and Warehousing	85,748,663	59,722,862	-30.35%
Information Industries	204,407,902	213,612,858	4.50%
Fin. Ins. Real Estate, Rental & Leasing	465,432,357	276,624,759	-40.57%
Professional, Scientific, Tech., & Mgmt Serv.	51,698,929	50,249,343	-2.80%
Educational, Health Care, and Social Serv.	19,407,589	25,781,375	32.84%
Arts, Entertainment & Recreation	19,079,426	21,658,707	13.52%
Accommodation & Food Services	494,329,719	436,959,839	-11.61%
Other Services	162,739,091	114,127,381	-29.87%
Miscellaneous	81,233,379	53,907,046	-33.64%
GRAND TOTAL	\$7,834,231,005	\$5,391,932,549	-31.17%
NOTE: Classification by industry is based on 2012 North American Industry Classification System (NAICS)			
Consolidated and combined returns, in-state and out-of-state returns are all included in the above analysis.			