

Business Patterns by Employment Size by Zip Code: 12508 - Beacon

Industry	1-4	5-9	10-19	20-49	50-99	100-249	250+	Total	% of total	Median Earnings
Agriculture, forestry, fishing and hunting	1							1	0.3%	\$16,371
Construction	25	6	3	1				35	9.8%	\$37,500
Manufacturing	11	2	1	3		2		19	5.3%	\$49,444
Wholesale trade	4	1	1					6	1.7%	\$50,664
Retail trade	28	11	5	4	1			49	13.7%	\$24,852
Transportation and warehousing	1							1	0.3%	\$61,178
Information	8	1						9	2.5%	\$80,158
Finance and insurance	3	4	2					9	2.5%	\$50,398
Real estate and rental and leasing	8	3		1				12	3.4%	\$60,500
Professional, scientific, and technical services	40	6	2	2				50	14.0%	\$42,692
Administrative and support and waste management and remediation services	19		2	1	1			23	6.4%	\$22,813
Educational services	7		1	1				9	2.5%	\$52,391
Health care and social assistance	11	9	4	7		1	1	33	9.2%	\$35,721
Arts, entertainment, and recreation	9	1	2		1			13	3.6%	\$23,125
Accommodation and food services	18	12	5	5	1			41	11.5%	\$10,964
Other services (except public administration)	32	9	5					46	12.9%	\$27,250
Industries not classified	1							1	0.3%	N/A
Total:	226	65	33	25	4	3	1	357		
% of total	63.3%	18.2%	9.2%	7.0%	1.1%	0.8%	0.3%			

- 81.5% of all sectors employ less than 10 persons (291 establishments)
- 2.2% of all sectors employ over 50 persons (8 establishments)

The top three industries by number of establishments are Professional, Scientific, and Technical Services; Retail Trade and Other Services. These are defined below.

The **Professional, Scientific, and Technical Services** sector comprises establishments that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. The establishments in this sector specialize according to expertise and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: legal advice and representation; accounting, bookkeeping, and payroll services; architectural, engineering, and specialized design services; computer services; consulting services; research services; advertising services; photographic services; translation and interpretation services; veterinary services; and other professional, scientific, and technical services.

This sector excludes establishments primarily engaged in providing a range of day-to-day office administrative services, such as financial planning, billing and recordkeeping, personnel, and physical distribution and logistics. These establishments are classified in Sector 56, Administrative and Support and Waste Management and Remediation Services.

The **Retail Trade** sector comprises establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The retailing process is the final step in the distribution of merchandise; retailers are, therefore, organized to sell merchandise in small quantities to the general public. This sector comprises two main types of retailers: store and nonstore retailers.

1. Store retailers operate fixed point-of-sale locations, located and designed to attract a high volume of walk-in customers. In general, retail stores have extensive displays of merchandise and use mass-media advertising to attract customers. They typically sell merchandise to the general public for personal or household consumption, but some also serve business and institutional clients. These include establishments, such as office supply stores, computer and software stores, building materials dealers, plumbing supply stores, and electrical supply stores. Catalog showrooms, gasoline stations, automotive dealers, and mobile home dealers are treated as store retailers.

In addition to retailing merchandise, some types of store retailers are also engaged in the provision of after-sales services, such as repair and installation. For example, new automobile dealers, electronics and appliance stores, and musical instrument and supplies stores often provide repair services. As a general rule, establishments engaged in retailing merchandise and providing after-sales services are classified in this sector.

The first eleven subsectors of retail trade are store retailers. The establishments are grouped into industries and industry groups typically based on one or more of the following criteria:

- a. The merchandise line or lines carried by the store; for example, specialty stores are distinguished from general-line stores.
- b. The usual trade designation of the establishments. This criterion applies in cases where a store type is well recognized by the industry and the public, but difficult to define strictly in terms of merchandise lines carried; for example, pharmacies, hardware stores, and department stores.

- c. Capital requirements in terms of display equipment; for example, food stores have equipment requirements not found in other retail industries.
 - d. Human resource requirements in terms of expertise; for example, the staff of an automobile dealer requires knowledge in financing, registering, and licensing issues that are not necessary in other retail industries.
2. Nonstore retailers, like store retailers, are organized to serve the general public, but their retailing methods differ. The establishments of this subsector reach customers and market merchandise with methods, such as the broadcasting of "infomercials," the broadcasting and publishing of direct-response advertising, the publishing of paper and electronic catalogs, door-to-door solicitation, in-home demonstration, selling from portable stalls (street vendors, except food), and distribution through vending machines. Establishments engaged in the direct sale (nonstore) of products, such as home heating oil dealers and home delivery newspaper routes are included here.

The buying of goods for resale is a characteristic of retail trade establishments that particularly distinguishes them from establishments in the agriculture, manufacturing, and construction industries. For example, farms that sell their products at or from the point of production are not classified in retail, but rather in agriculture. Similarly, establishments that both manufacture and sell their products to the general public are not classified in retail, but rather in manufacturing. However, establishments that engage in processing activities incidental to retailing are classified in retail. This includes establishments, such as optical goods stores that do in-store grinding of lenses, and meat and seafood markets.

Wholesalers also engage in the buying of goods for resale, but they are not usually organized to serve the general public. They typically operate from a warehouse or office and neither the design nor the location of these premises is intended to solicit a high volume of walk-in traffic. Wholesalers supply institutional, industrial, wholesale, and retail clients; their operations are, therefore, generally organized to purchase, sell, and deliver merchandise in larger quantities. However, dealers of durable nonconsumer goods, such as farm machinery and heavy duty trucks, are included in wholesale trade even if they often sell these products in single units.

The **Other Services (except Public Administration)** sector comprises establishments engaged in providing services not specifically provided for elsewhere in the classification system. Establishments in this sector are primarily engaged in activities, such as equipment and machinery repairing, promoting or administering religious activities, grantmaking, advocacy, and providing drycleaning and laundry services, personal care services, death care services, pet care services, photofinishing services, temporary parking services, and dating services.

Private households that engage in employing workers on or about the premises in activities primarily concerned with the operation of the household are included in this sector.

Excluded from this sector are establishments primarily engaged in retailing new equipment and also performing repairs and general maintenance on equipment. These establishments are classified in Sector 44-45, Retail Trade.