
Revenue and Employment Trends Reveal Shifts in U.S. Economy



Economic Census Highlights Industries That Notably Changed Between 2017 and 2022

December 30, 2025

Written by: Ruby-Jean Davis, Krysten Mesner, Elaina Reck and Steve Roman

The move away from brick-and-mortar retail stores toward online shopping deepened with pandemic-era demand for delivery and other changes in customer behavior altering the nation's restaurant and hospitality sectors.

Industries supporting consumer convenience and digital transformation experienced some of the biggest spikes between 2017 and 2022.

Large shifts in industry revenue and employment occurred across the economy between 2017 and 2022, according to Economic Census comparative statistics [<https://www.census.gov/programs-surveys/economic-census/year/2022/news-updates/ecdata-releases.html>], which provide a snapshot of how U.S. industries have changed over time.

The latest data are presented using 2017 North American Industry Classification System [<https://www.naics.com/>] codes and cover a wide range of metrics. They are not adjusted for price changes.

Growth Fueled by Convenience-Driven Services and Digital Demand

Industries supporting consumer convenience and digital transformation experienced some of the biggest spikes between 2017 and 2022. The COVID-19 pandemic boosted online shopping, and the convenience became ingrained. [<https://www.bls.gov/opub/btn/volume-11/retail-trade-employment-before-during-and-after-the-pandemic.htm>]

The Electronic Shopping and Mail-Order Houses industry, for example, grew by \$546.7 billion, a 106.0% increase (Figure 1). Employment in this industry, which includes establishments selling merchandise using “nonstore” means like web retailers, grew by more than 1.2 million workers, a 215.3% gain. [<https://www.census.gov/naics/?input=454110&year=2017&details=454110>] [<https://data.census.gov/table?q=ec2200&codeset=naics~454110>]

Revenue in Business-to-Business Electronic Markets, which for a fee connects buyers and sellers of online goods, also posted a remarkable gain of 380.5% over the five-year period, a \$11.8 billion jump in revenue. [<https://www.census.gov/naics/?input=425110&year=2017&details=425110>] [[https://data.census.gov/table?q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+ \(2017+NAICS+Basis\):+2022+and+2017&codeset=naics~425110](https://data.census.gov/table?q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+ (2017+NAICS+Basis):+2022+and+2017&codeset=naics~425110)]

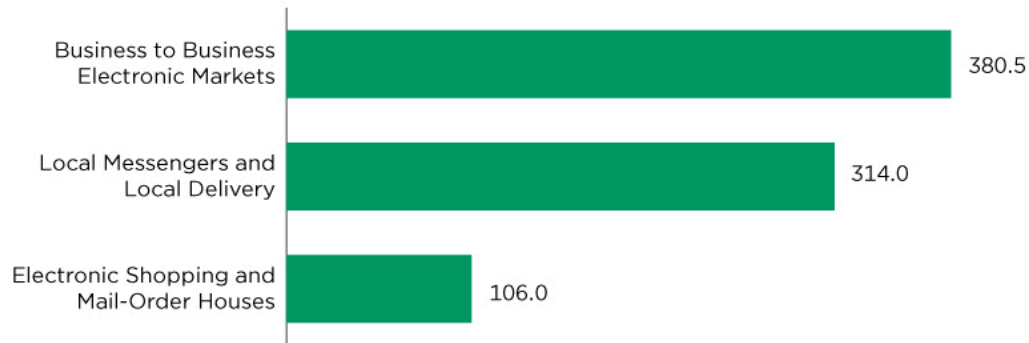
The demand for fast and contactless service from workers who deliver groceries, meals, alcohol and other small parcels within a single metro area drove revenue in the Local Messengers and Local Delivery industry. The industry’s revenue soared 314.0% (\$17.9 billion), while employment rose 214.8% (approximately 100,000 workers). [<https://www.census.gov/naics/?input=492210&year=2017&details=492210>] [<https://data.census.gov/table/ECNCOMP2022.EC2200COMP?q=ec2200&codeset=naics~49221>]

These trends further highlight the change in consumer purchases of food and other goods. [<https://www.bls.gov/opub/mlr/2021/article/covid-19-ends-longest-employment-expansion-in-ces-history.htm>]

Figure 1.

Revenue Increases for Selected U.S. Industries: 2017–2022

(In percent)



Source: U.S. Census Bureau, 2022 Economic Census.

[<https://www.census.gov/content/dam/Census/library/stories/2025/12/economic-census-5-year-look/figure-1-economic-census-5-year-look.jpg>]

Traditional Retail and In-Person Services Declined

Industries relying on in-person interaction with physical products and customers faced steep declines, intensified by the pandemic and shifting consumer habits.

Electronics Stores

[<https://www.census.gov/naics/?input=443142&year=2017&details=443142>]

were among the hardest hit: a \$9.0

[[https://data.census.gov/table?](https://data.census.gov/table?q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+)

q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+ (2017+NAICS+Basis):+2022+and+2017&codeset=naics~443142]

billion or 12.0% drop in revenue and loss of over 110,000 workers, a 40.8% decrease in its workforce (Figures 2 and 3). Department Stores

[<https://www.census.gov/naics/?input=452210&year=2017&details=452210>]

saw revenue fall by even more — \$20.0

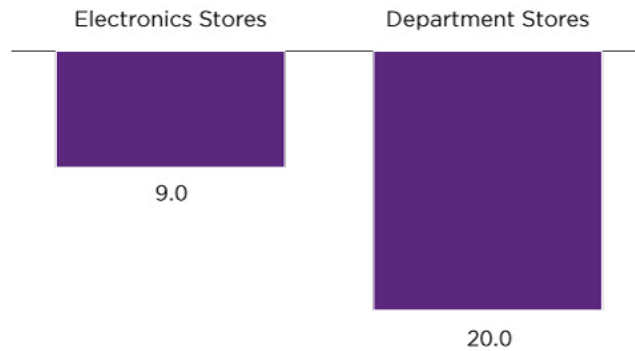
[<https://data.census.gov/table?q=ec2200&codeset=naics~452210>]

billion or 30.1%.

Figure 2.

U.S. Electronic and Department Store Revenue Losses: 2017–2022

(In billions of dollars)



Source: U.S. Census Bureau, 2022 Economic Census.

[<https://www.census.gov/content/dam/Census/library/stories/2025/12/economic-census-5-year-look/figure-2-economic-census-5-year-look.jpg>]

Women's Clothing Stores

[<https://www.census.gov/naics/?input=448120&year=2017&details=448120>] shed 133,535

[[https://data.census.gov/table/ECNCOMP2022.EC2200COMP?q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+ \(2017+NAICS+Basis\):+2022+and+2017&codeset=naics~44812](https://data.census.gov/table/ECNCOMP2022.EC2200COMP?q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+ (2017+NAICS+Basis):+2022+and+2017&codeset=naics~44812)] employees (38.7%) and Children's and Infants' Clothing Stores

[<https://www.census.gov/naics/?input=448130&year=2017&details=448130>] dropped 45,254

[[https://data.census.gov/table/ECNCOMP2022.EC2200COMP?q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+ \(2017+NAICS+Basis\):+2022+and+2017&codeset=naics~44813](https://data.census.gov/table/ECNCOMP2022.EC2200COMP?q=EC2200COMP:+All+Sectors:+Comparative+Statistics+for+the+U.S.+ (2017+NAICS+Basis):+2022+and+2017&codeset=naics~44813)] (58.6%) (Figure 3). This contrasts with the increase already noted with the

Electronic Shopping and Mail-Order Houses

[<https://www.census.gov/naics/?input=454110&year=2017&details=454110>] industry.

The hospitality and food service industries were also affected. Hotels (except Casino Hotels) and Motels

[<https://www.census.gov/naics/?input=721110&year=2017&details=721110>] lost 188,200

[<https://data.census.gov/table/ECNCOMP2022.EC2200COMP?q=ec2200&codeset=naics~721110>]

workers (11.7%) as pandemic-related travel restrictions

[<https://pmc.ncbi.nlm.nih.gov/articles/PMC10323521/>]

softened lodging demand. Meanwhile, Full-Service Restaurants

[<https://www.census.gov/naics/?input=722511&year=2017&details=722511>] lost nearly 310,000

[<https://data.census.gov/table/ECNCOMP2022.EC2200COMP?q=ec2200&codeset=naics~722511>]

workers (5.7%), reflecting an in-person dining decline.

Figure 3.

Employment Decreases for Selected U.S. Industries: 2017–2022

(In thousands)



Source: U.S. Census Bureau, 2022 Economic Census.

[<https://www.census.gov/content/dam/Census/library/stories/2025/12/economic-census-5-year-look/figure-3-economic-census-5-year-look.jpg>]

For more information on Economic Census data, visit the Economic Census webpage

[<https://www.census.gov/programs-surveys/economic-census.html>]

Ruby-Jean Davis is a survey statistician at the Census Bureau.

Krysten Mesner is a survey methodologist and statistician at the Census Bureau.

Elaina Reck is a survey statistician at the Census Bureau.

Steve Roman is a branch chief at the Census Bureau.

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Retail Sales

Related Statistics

Economic Census

The Economic Census is the official five-year measure of American businesses providing comprehensive statistics at the national, state, and local levels. Follow the 2022 Economic Census release schedule for additional information.

[<https://www.census.gov/programs-surveys/economic-census.html>]

Business and Economy

The Census Bureau produces economic data from across the entire U.S. economy on a monthly, quarterly, yearly, and five-year basis.

[<https://www.census.gov/topics/business-economy.html>]

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[<https://www.census.gov/>]

Business and Economy

Fewer Workers as Number of Retail Clothing Firms Shrink

July 08, 2025

As retail stores closed, employees left for other industries or jumped to new retail jobs.

[<https://www.census.gov/library/stories/2025/07/clothing-retail-jobs.html>]

Business and Economy

Exploring Two “First Look” Economic Datasets

June 06, 2024

Early data from the 2022 Economic Census and 2023 Annual Business Survey offer a glimpse of the number of employer businesses in the United States.

[<https://www.census.gov/library/stories/2024/06/economic-census-annual-business-survey-results.html>]

NAICS Sector 31-33 Manufacturing

Some Less Populous States Have High Manufacturing Revenue Per Capita

September 29, 2025

Today is the start of a week of celebrations at the Census Bureau marking the 14th annual Manufacturing Day on October 3.

[<https://www.census.gov/library/stories/2025/09/manufacturing-week.html>]

More stories

America Counts: Stories

[<https://www.census.gov/library/stories.html>]

Business and Economy

Revenue and Employment Trends Reveal Shifts in U.S. Economy

December 30, 2025

Revenue and employment losses in select retail industries continued, while online sales brokers and local delivery boomed.

[<https://www.census.gov/library/stories/2025/12/economic-census-5-year-look.html>]

Employment

The Stories Behind Census Numbers in 2025

December 22, 2025

A year-end review of America Counts stories on everything from families and housing to business and income.

[<https://www.census.gov/library/stories/2025/12/2025-year-in-review.html>]

Families and Living Arrangements

More First-Time Moms Live With an Unmarried Partner

December 16, 2025

About a quarter of all first-time mothers were cohabiting at the time of childbirth in the early 2020s. College-educated moms were more likely to be married.

[<https://www.census.gov/library/stories/2025/12/first-time-moms.html>]

Business and Economy

State Governments Parlay Sports Betting Into Tax Windfall

December 10, 2025

Total state-level sports betting tax revenues has increased 382% since the third quarter of 2021, when data collection began.

[<https://www.census.gov/library/stories/2025/12/sports-betting.html>]