

Kentley Insights

2023 Market Research Report

Health Clubs

March 2023

Report: 713940

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Report Methodology

Kentley Insights is the leader in data-driven industry market research reports. This report includes extensive data sets and forecasts on the Health Clubs industry, which will provide you with key insights and benchmarks to create a broad and in-depth diagnostic and understanding of any company in the industry.

For this report, the core data is sourced from comprehensive business surveys filled out by companies in the Health Clubs industry. Our analysts create the industry forecasts utilizing historical trends, industry dynamics, econometrics, and macroeconomic trends. Data sources include the Bureau of Labor, the Census Bureau, the IRS, the Bureau of Economic Analysis, the Federal Reserve, and the Department of Commerce.

If you need the data and charts in an Excel file visit us at <https://www.kentleyinsights.com/report-data-extraction/>.

Industry Definition

Health Clubs

The Gyms and Fitness Centers industry includes companies primarily engaged in operating fitness and recreational sports facilities featuring exercise and other active physical fitness conditioning or recreational sports activities, such as swimming, skating, or racquet sports.

Industry Examples

Aerobic dance centers : Athletic clubs, physical fitness facilities : Body building studios, physical fitness : Exercise centers : Fitness centers : Gymnasiums : Health club, physical fitness : Health spas (without lodging), physical fitness : Health studio, physical fitness : Ice skating rinks : Physical fitness centers : Physical fitness studio : Racquetball clubs : Rinks, ice or roller skating : Roller skating rinks : Skating rinks, ice or roller : Spas, fitness (without lodging) : Sports clubs, physical fitness facilities : Squash clubs : Strength development centers : Swimming pools : Tennis clubs : Wave pools : Weight training centers

Industry Snapshot - Revenue & Growth

Below is the revenue and growth snapshot for the Health Clubs industry, covering industry size, growth, forecasts, revenue per company, product line concentration, pricing, sales per capita, and sales per location, and benchmark how many of these metrics compare to the industries within the service sector.

Overall Industry Size

The overall 2022 revenue for the Health Clubs industry was \$39.1 billion. The industry is above average in industry size, ranking in the top 40% of service industries in terms of size.

Overall Industry Growth

Over the past 3 years, industry revenue have been growing at an annual rate of 2.9% per year. This growth rate lags the 6.2% average for service industries and ranks it in the bottom 40% of all service industries.

Overall Industry Growth Forecast

Given the macroeconomic climate and industry dynamics, the forecasted industry revenue growth rate for the next 5 years is 2.6% per year for the Health Clubs industry.

Revenue per Company

In 2022, the average revenue per company for the industry was approximately \$1.4 million, which grew at a 3.8% annual rate over the past 3 years.

Product Line Concentration

In the Health Clubs industry, the top 3 product lines make up 79% of revenue, which ranks in the bottom 40% of service industries.

Pricing & Inflation

From 2021 to 2022, price inflation for the industry was 2.1%. While over the past 5 years, inflation has averaged 1.3% per year.

Sales per Capita

For the Health Clubs industry, D.C. has the highest sales per capita at \$307. This is 185% higher than the average \$108 per capita across the U.S.

Sales per Location

For the industry, Hawaii has the highest sales per location at \$1.9 million, which is 93% higher than the U.S. average of \$1.1 million in sales per location.

Industry Snapshot - Costs, Capital & Profit

Below is an industry snapshot on operating expenses, employee productivity, payroll, job categorization, profitability, and relevant benchmarks.

Operating Expenses

In 2022, the operating expenses as a percent of revenue for the Health Clubs industry was 90.2%, and over the past 3 years total operating expenses for the industry grew at 4% per year.

Operating Expense Breakdown

The breakdown of operating expenses for the industry is as follows: 42% for employee expenses, 11% for property expenses, 17.3% for equipment expenses, 1.3% for IT expenses, 10.8% for miscellaneous expenses, while 17.6% was spent on other operating expenses.

Employee Productivity

For the Health Clubs industry, in 2022 the sales per employee grew 12.6% over 2021 to \$52,373, which ranks the industry in the bottom 20% of service industries.

Profitability

61.8% of Companies in the Health Clubs industry are profitable, with an average net income of 12.2% of revenue, which ranks the industry in the top 60% of service industries.

Payroll per Employee

In 2022, payroll per employee equaled \$14,863 for the industry, which ranks it in the bottom 20% of service industries. Payroll per employee has grown at an annual rate of 0.8% over the past 3 years.

Payroll by State

D.C. is the highest paying state in the Health Clubs industry, with a payroll per employee of \$18,856, which is 26.9% higher than the U.S. average.

Job Categorization

The jobs breakdown in the Health Clubs industry is as follows: 18% of the jobs are in management and finance, 69.4% of the jobs are in sales, service and marketing, while 12.7% of the jobs are in operations and technology.

Top Jobs

The top job in the Health Clubs industry is Recreation and Fitness Workers at 36% of the industry employees. While the second ranked job is Miscellaneous Entertainment Attendants and Related Workers at 8.7% of the industry employees.

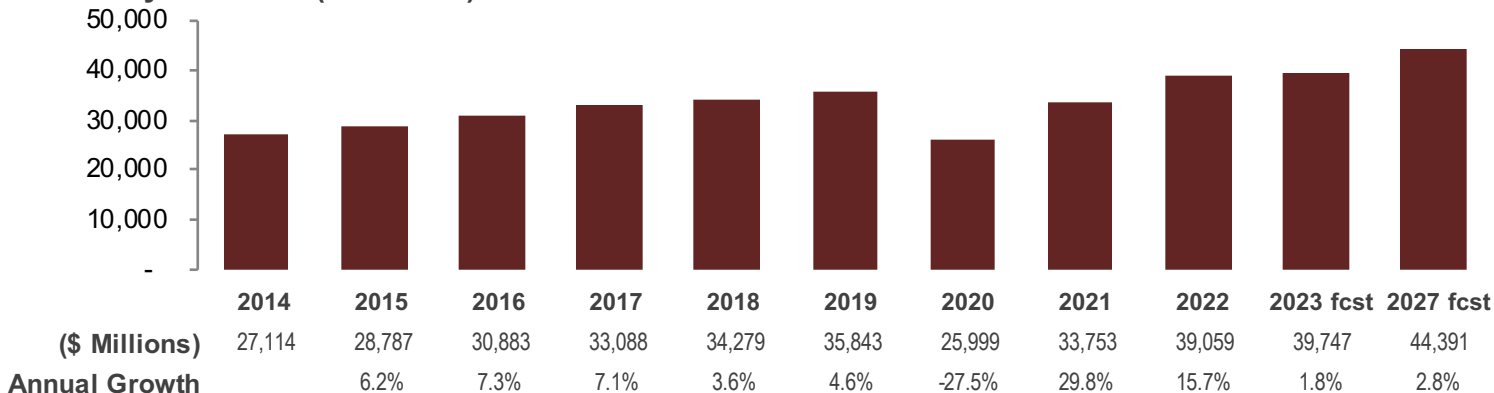
Section One

Revenue & Growth Analysis

Industry Growth Details

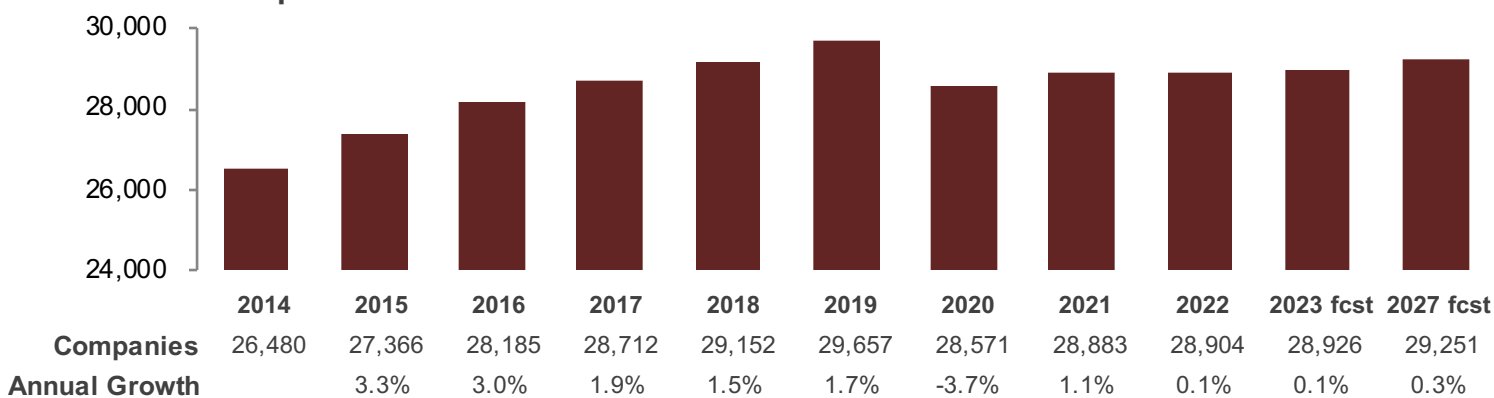
To get a macro level view of the Health Clubs industry, below are the historical details and industry growth forecasts for total industry revenue, number of companies, and number of locations.

Industry Revenue (\$ Millions)



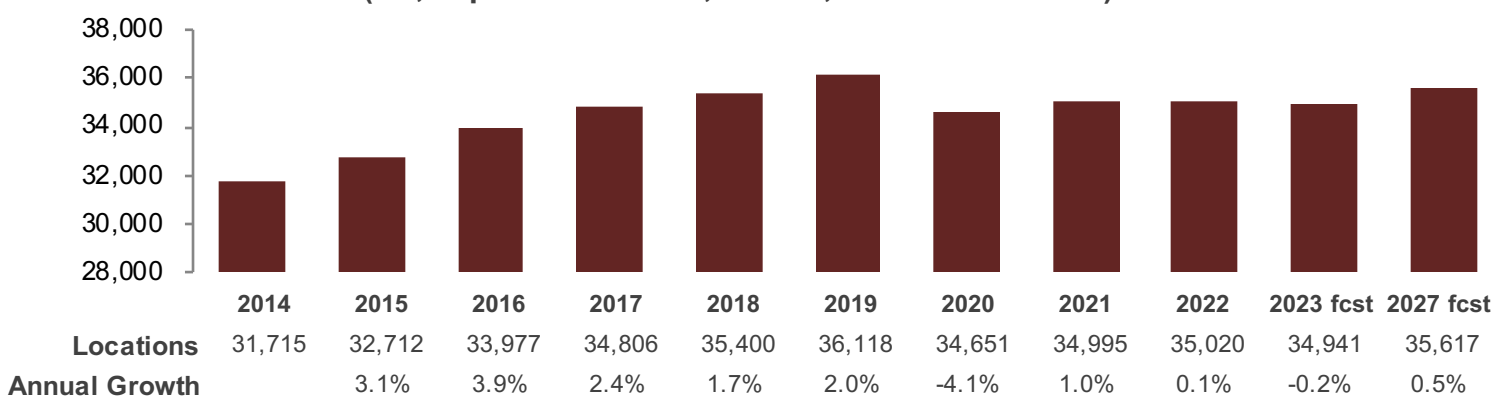
Compound Annual Growth Rate **2.9%** 3-Year **3.4%** 5-Year

Number of Companies



Compound Annual Growth Rate **-0.9%** 3-Year **0.1%** 5-Year

Number of Locations (i.e., separate facilities, offices, or retail locations)

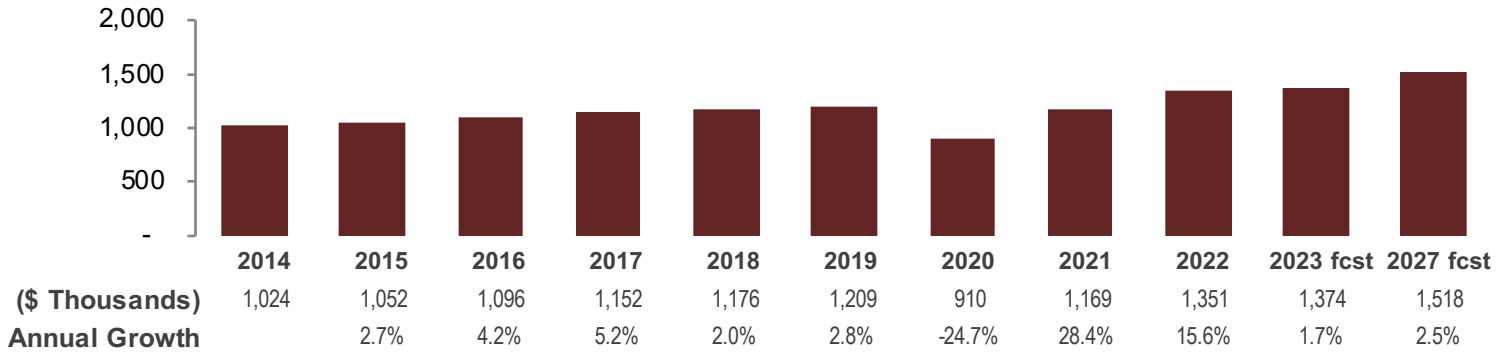


Compound Annual Growth Rate **-1.0%** 3-Year **0.1%** 5-Year

Growth Benchmarks

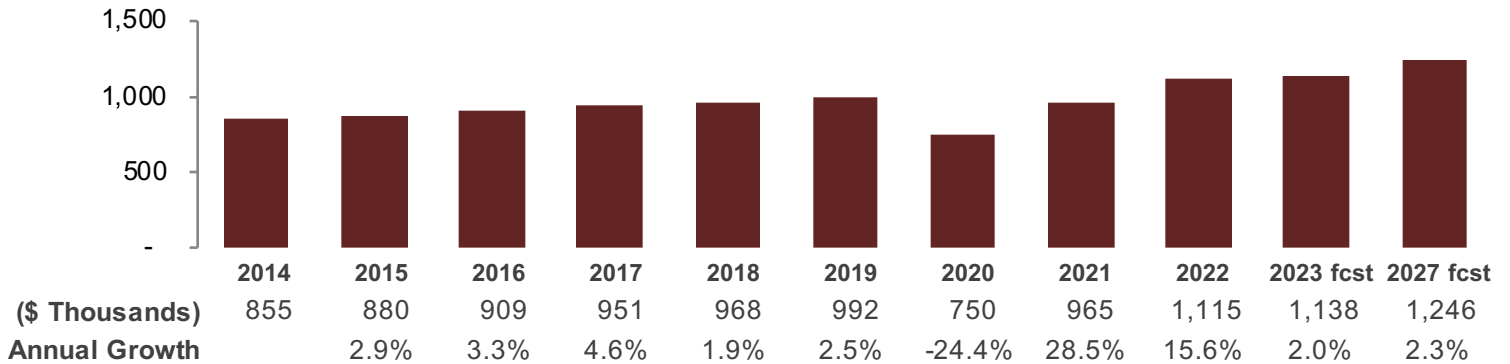
Below are the normalized growth benchmarks for the Health Clubs industry, including revenue per company, revenue per location, and locations per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and location growth.

Revenue per Company (\$ Thousands)



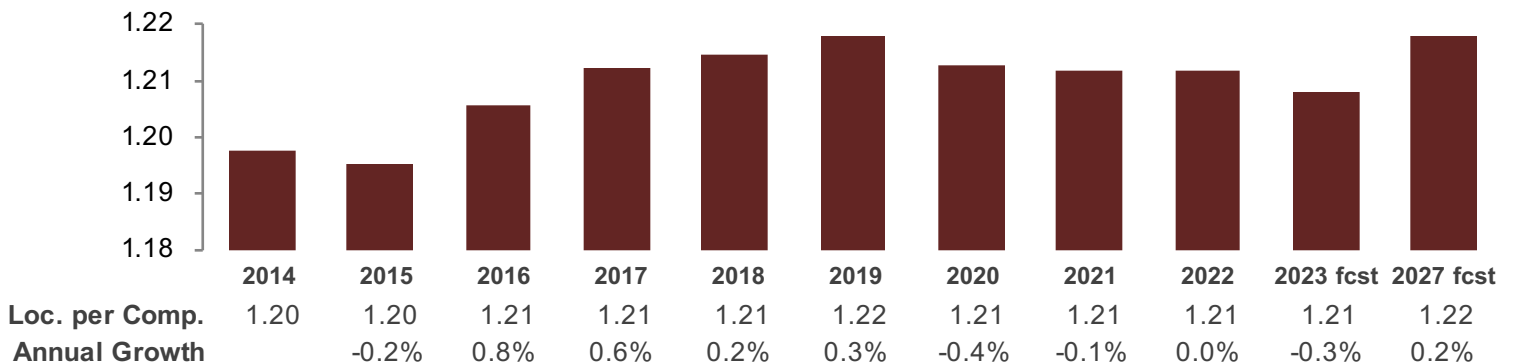
Compound Annual Growth Rate **3.8%** 3-Year **3.2%** 5-Year

Revenue per Location (\$ Thousands)



Compound Annual Growth Rate **4.0%** 3-Year **3.2%** 5-Year

Locations per Company

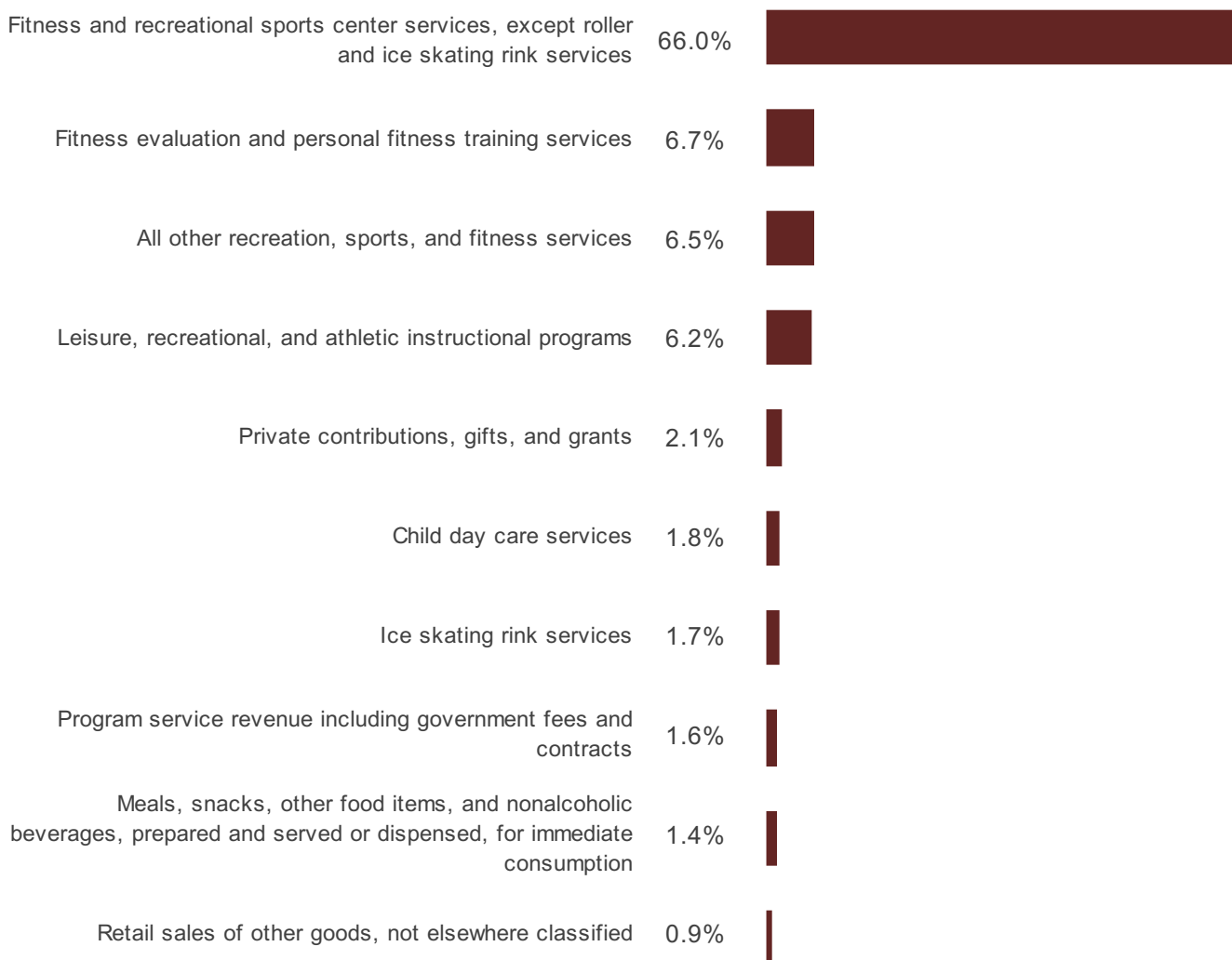


Compound Annual Growth Rate **-0.2%** 3-Year **0.0%** 5-Year

Breakdown of Top Product Lines

Below represents Health Clubs industry sales as a percentage of the top product lines, which is used to highlight potential growth opportunities, strengths, and weaknesses.

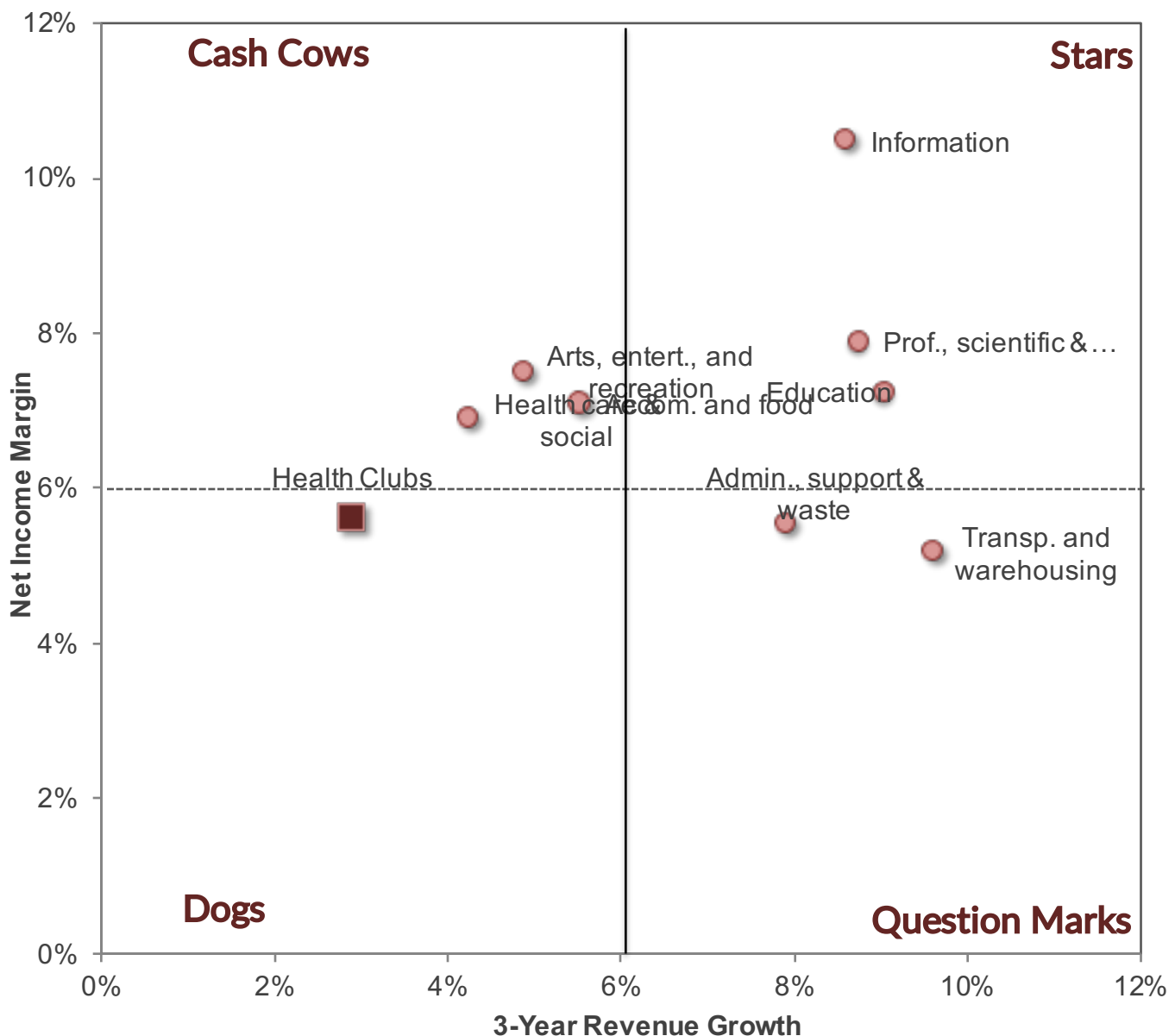
Breakdown of Sales by Top Product Lines (%)



Income vs. Revenue Growth Matrix

Similar to the famous BCG Matrix, though substituting net income margin for relative market share and taking it to the industry level, the Income vs. Revenue Growth Matrix is an insightful tool to create context for an industry and companies. Where is your industry on the matrix? And, more importantly, where does your company fall on the matrix?

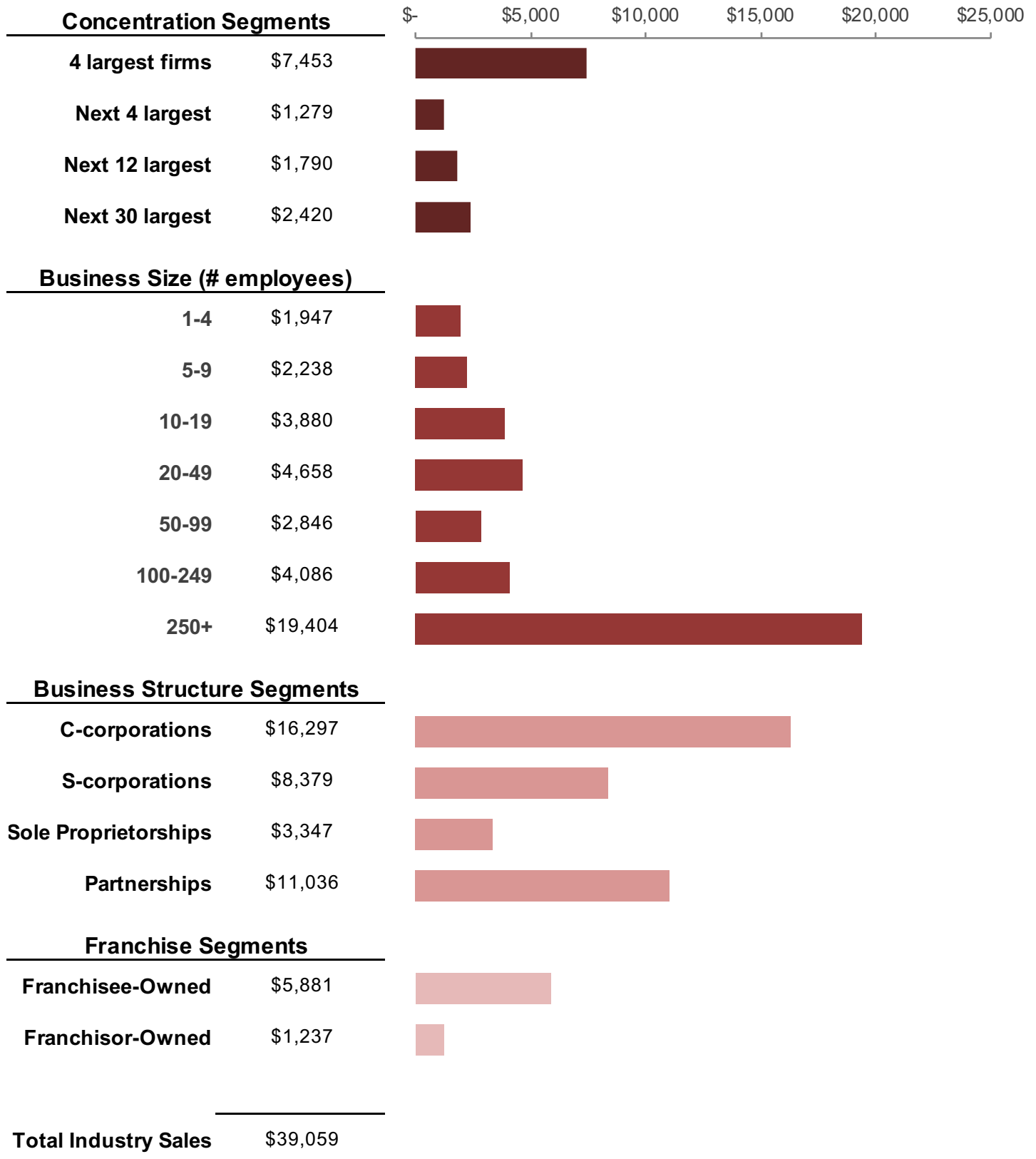
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. While, those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are very mature, and growth comes from consolidation and driving costs out of the business. Industries with high net income margin and low revenue growth are Cash Cows, which typically are more mature and have less overall investment, but have nice industry dynamics to protect the margins of the industry. While Question Mark industries are those that have high revenue growth, but low net income margin. Companies in Question Mark industries, which can drive competitive differentiation and a higher net income margin, can often realize significant profit growth.



Total Sales by Segments

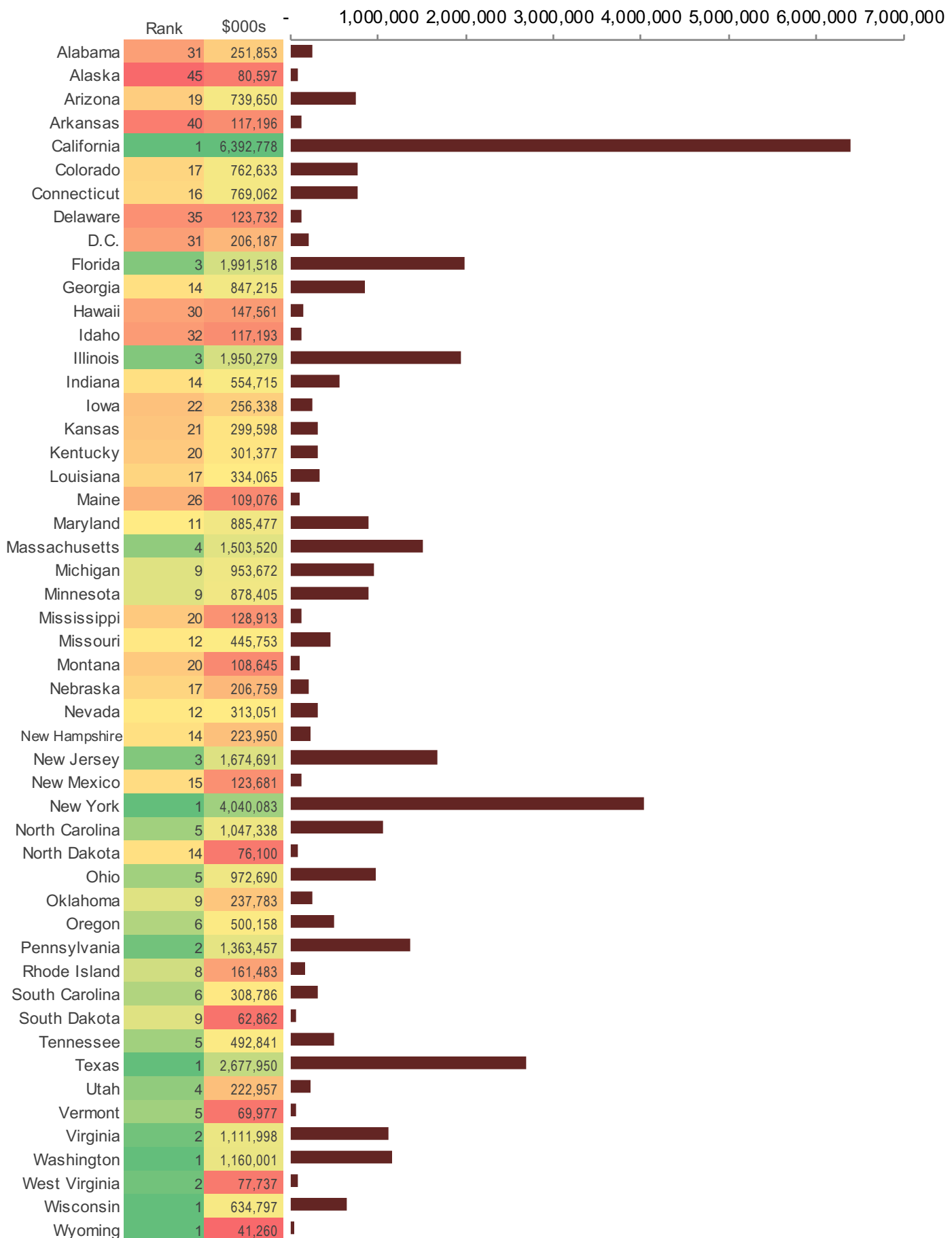
Below is total sales for various industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in \$ millions



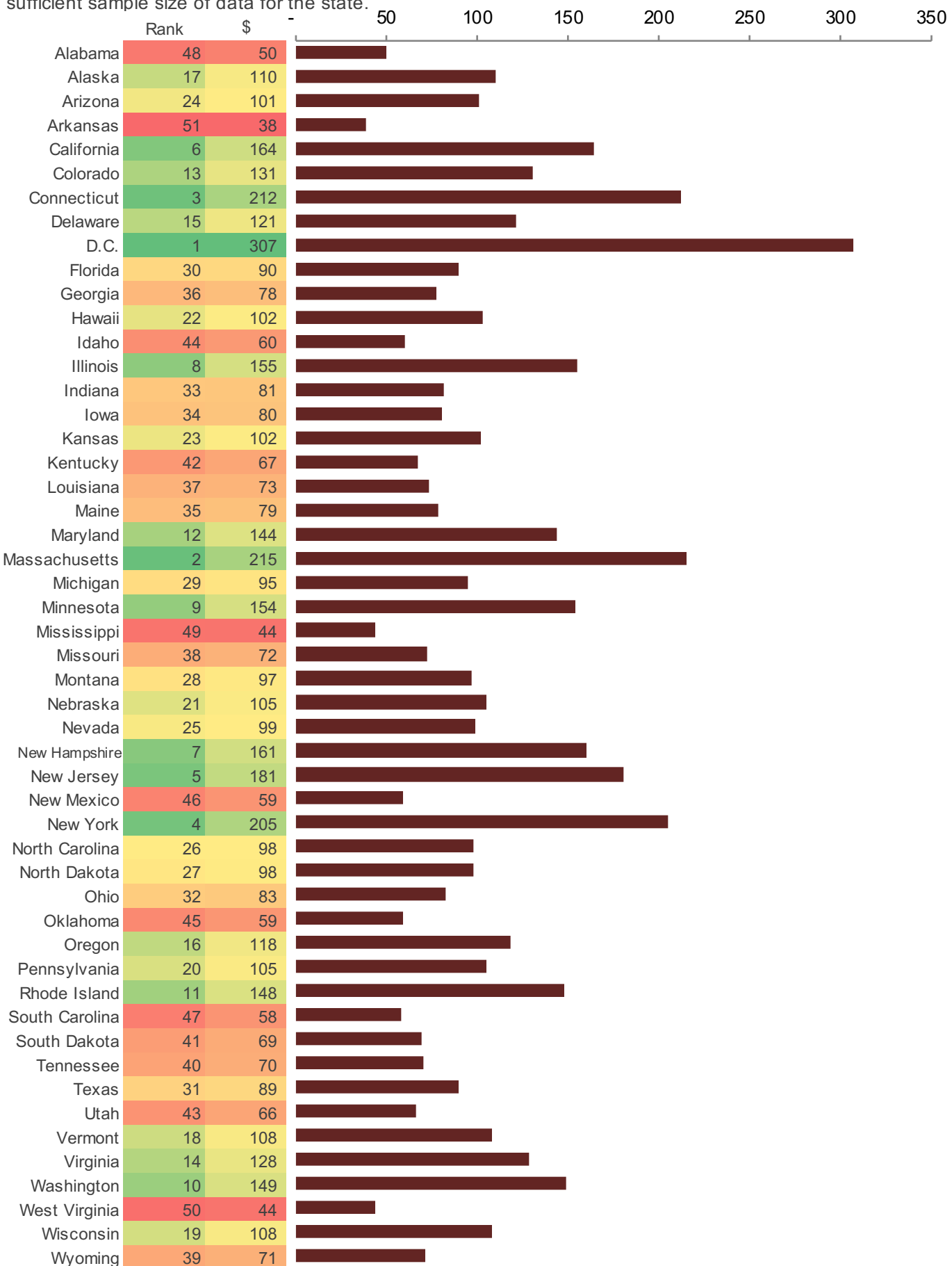
Sales per State

Below is industry sales per state, which is useful to understand the total market potential by state. When it states "no data", there wasn't a sufficient sample size of data for the state. All figures are in \$000s.



Sales per Capita by State

Below is industry sales per capita by state, which is useful to understand the total market potential by state. The metric is enhanced when compared to the sales per location in each state. When it states "no data", there wasn't a sufficient sample size of data for the state.



Sales per Metropolitan Area

Sales per metropolitan area. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	9,880	Brunswick, GA	1,961
Akron, OH	43,490	Buffalo-Cheektowaga-Niagara Falls, NY	105,858
Albany, GA	12,055	Burlington, NC	16,250
Albany, OR	2,901	Burlington-South Burlington, VT	42,296
Albany-Schenectady-Troy, NY	123,888	California-Lexington Park, MD	5,208
Albuquerque, NM	85,212	Canton-Massillon, OH	31,911
Alexandria, LA	5,808	Cape Coral-Fort Myers, FL	49,615
Allentown-Bethlehem-Easton, PA-NJ	59,894	Cape Girardeau, MO-IL	1,362
Altoona, PA	9,076	Carbondale-Marion, IL	4,849
Amarillo, TX	16,884	Carson City, NV	4,823
Ames, IA	6,716	Casper, WY	8,680
Anchorage, AK	61,166	Cedar Rapids, IA	24,522
Ann Arbor, MI	52,694	Chambersburg-Waynesboro, PA	12,544
Anniston-Oxford-Jacksonville, AL	1,174	Champaign-Urbana, IL	9,763
Appleton, WI	35,446	Charleston, WV	14,888
Asheville, NC	38,025	Charleston-North Charleston, SC	68,225
Athens-Clarke County, GA	23,035	Charlotte-Concord-Gastonia, NC-SC	374,254
Atlanta-Sandy Springs-Roswell, GA	681,004	Charlottesville, VA	38,033
Atlantic City-Hammonton, NJ	26,960	Chattanooga, TN-GA	54,196
Auburn-Opelika, AL	5,535	Cheyenne, WY	7,255
Augusta-Richmond County, GA-SC	48,971	Chicago-Naperville-Elgin, IL-IN-WI	1,756,686
Austin-Round Rock, TX	333,672	Chico, CA	21,713
Bakersfield, CA	62,724	Cincinnati, OH-KY-IN	272,219
Baltimore-Columbia-Towson, MD	453,167	Clarksville, TN-KY	14,310
Bangor, ME	12,514	Cleveland, TN	6,576
Barnstable Town, MA	32,186	Cleveland-Elyria, OH	187,332
Baton Rouge, LA	85,074	Coeur d'Alene, ID	14,590
Battle Creek, MI	9,428	College Station-Bryan, TX	21,167
Bay City, MI	6,379	Colorado Springs, CO	85,389
Beaumont-Port Arthur, TX	21,072	Columbia, MO	16,996
Beckley, WV	4,317	Columbia, SC	51,520
Bellingham, WA	25,297	Columbus, GA-AL	11,768
Bend-Redmond, OR	21,620	Columbus, IN	7,095
Billings, MT	22,618	Columbus, OH	252,030
Binghamton, NY	19,615	Corpus Christi, TX	31,272
Birmingham-Hoover, AL	119,643	Corvallis, OR	9,644
Bismarck, ND	18,299	Crestview-Fort Walton Beach-Destin, FL	14,363
Blacksburg-Christiansburg-Radford, VA	6,849	Cumberland, MD-WV	4,374
Bloomington, IL	21,106	Dallas-Fort Worth-Arlington, TX	875,351
Bloomington, IN	19,536	Dalton, GA	5,408
Bloomsburg-Berwick, PA	4,312	Danville, IL	3,796
Boise City, ID	56,329	Daphne-Fairhope-Foley, AL	9,149
Boston-Cambridge-Newton, MA-NH	1,296,410	Davenport-Moline-Rock Island, IA-IL	35,358
Boulder, CO	65,974	Dayton, OH	63,054
Bowling Green, KY	8,354	Decatur, AL	4,403
Bremerton-Silverdale, WA	28,758	Decatur, IL	9,618
Bridgeport-Stamford-Norwalk, CT	401,093	Deltona-Daytona Beach-Ormond, FL	46,925
Brownsville-Harlingen, TX	12,656	Denver-Aurora-Lakewood, CO	492,679

Sales per Metropolitan Area

Sales per metropolitan area. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	98,707	Greenville-Anderson-Mauldin, SC	66,255
Detroit-Warren-Dearborn, MI	586,583	Gulfport-Biloxi-Pascagoula, MS	22,818
Dothan, AL	2,439	Hagerstown-Martinsburg, MD-WV	18,526
Dover, DE	17,932	Hammond, LA	9,935
Dubuque, IA	15,313	Hanford-Corcoran, CA	7,403
Duluth, MN-WI	21,225	Harrisburg-Carlisle, PA	46,437
Durham-Chapel Hill, NC	61,410	Harrisonburg, VA	16,945
East Stroudsburg, PA	8,144	Hartford-West Hartford-East Hartford, CT	197,613
Eau Claire, WI	17,091	Hattiesburg, MS	12,093
El Centro, CA	4,309	Hickory-Lenoir-Morganton, NC	13,103
Elizabethtown-Fort Knox, KY	6,369	Hilton Head Island-Bluffton-Beaufort, SC	26,506
Elkhart-Goshen, IN	8,641	Hinesville, GA	8,024
Elmira, NY	7,371	Homosassa Springs, FL	1,640
El Paso, TX	42,290	Hot Springs, AR	3,675
Enid, OK	5,138	Houma-Thibodaux, LA	8,967
Erie, PA	30,561	Houston-The Woodlands-Sugar Land, TX	817,497
Eugene, OR	29,907	Huntington-Ashland, WV-KY-OH	16,903
Evansville, IN-KY	38,547	Huntsville, AL	33,770
Fairbanks, AK	8,141	Idaho Falls, ID	9,324
Fargo, ND-MN	41,495	Indianapolis-Carmel-Anderson, IN	238,631
Farmington, NM	3,570	Iowa City, IA	22,059
Fayetteville, NC	21,791	Ithaca, NY	8,260
Fayetteville-Springdale-Rogers, AR-MO	32,724	Jackson, MI	4,790
Flagstaff, AZ	13,801	Jackson, MS	40,305
Flint, MI	10,873	Jackson, TN	9,172
Florence, SC	10,571	Jacksonville, FL	130,543
Florence-Muscle Shoals, AL	6,475	Jacksonville, NC	15,355
Fond du Lac, WI	6,917	Janesville-Beloit, WI	17,284
Fort Collins, CO	46,395	Jefferson City, MO	11,336
Fort Smith, AR-OK	4,402	Johnson City, TN	4,883
Fort Wayne, IN	41,897	Johnstown, PA	5,180
Fresno, CA	72,175	Jonesboro, AR	4,068
Gadsden, AL	3,954	Joplin, MO	9,501
Gainesville, FL	33,704	Kahului-Wailuku-Lahaina, HI	16,569
Gainesville, GA	24,002	Kalamazoo-Portage, MI	25,091
Gettysburg, PA	381	Kankakee, IL	10,179
Glens Falls, NY	9,307	Kansas City, MO-KS	246,030
Goldsboro, NC	7,146	Kennewick-Richland, WA	31,113
Grand Forks, ND-MN	11,395	Killeen-Temple, TX	25,977
Grand Island, NE	1,726	Kingsport-Bristol-Bristol, TN-VA	15,772
Grand Junction, CO	11,785	Kingston, NY	15,712
Grand Rapids-Wyoming, MI	114,778	Knoxville, TN	67,444
Grants Pass, OR	10,144	Kokomo, IN	6,180
Great Falls, MT	7,549	La Crosse-Onalaska, WI-MN	21,829
Greeley, CO	7,225	Lafayette, LA	37,379
Green Bay, WI	40,728	Lafayette-West Lafayette, IN	23,066
Greensboro-High Point, NC	70,336	Lake Charles, LA	8,615
Greenville, NC	17,017	Lake Havasu City-Kingman, AZ	12,319

Sales per Metropolitan Area

Sales per metropolitan area. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Lakeland-Winter Haven, FL	22,762	Muncie, IN	4,389
Lancaster, PA	57,253	Muskegon, MI	6,830
Lansing-East Lansing, MI	38,578	Myrtle-Conway-North Myrtle Beach, SC-NC	19,191
Laredo, TX	20,997	Napa, CA	30,108
Las Cruces, NM	5,483	Naples-Immokalee-Marco Island, FL	51,321
Las Vegas-Henderson-Paradise, NV	240,571	Nashville-Davidson--Murfrees.--Franklin, TN	200,378
Lawrence, KS	11,872	New Bern, NC	4,812
Lawton, OK	2,428	New Haven-Milford, CT	128,478
Lebanon, PA	7,529	New Orleans-Metairie, LA	131,435
Lewiston, ID-WA	1,432	New York-Newark-Jersey City, NY-NJ-PA	4,804,173
Lewiston-Auburn, ME	6,063	Niles-Benton Harbor, MI	14,278
Lexington-Fayette, KY	58,520	North Port-Sarasota-Bradenton, FL	101,373
Lima, OH	8,679	Norwich-New London, CT	24,536
Lincoln, NE	34,164	Ocala, FL	10,025
Little Rock-North Little Rock-Conway, AR	52,460	Ocean City, NJ	11,300
Logan, UT-ID	9,315	Odessa, TX	15,320
Longview, TX	10,581	Ogden-Clearfield, UT	32,152
Longview, WA	4,106	Oklahoma City, OK	122,156
Los Angeles-Long Beach-Anaheim, CA	2,283,411	Olympia-Tumwater, WA	31,080
Louisville/Jefferson County, KY-IN	140,125	Omaha-Council Bluffs, NE-IA	128,581
Lubbock, TX	30,967	Orlando-Kissimmee-Sanford, FL	300,536
Lynchburg, VA	18,156	Oshkosh-Neenah, WI	23,772
Macon-Bibb County, GA	5,073	Owensboro, KY	9,333
Madera, CA	3,658	Oxnard-Thousand Oaks-Ventura, CA	118,636
Madison, WI	107,473	Palm Bay-Melbourne-Titusville, FL	32,947
Manchester-Nashua, NH	71,285	Panama City, FL	7,540
Manhattan, KS	3,724	Parkersburg-Vienna, WV	8,938
Mankato-North Mankato, MN	9,642	Pensacola-Ferry Pass-Brent, FL	18,669
Mansfield, OH	7,146	Peoria, IL	28,817
McAllen-Edinburg-Mission, TX	29,668	Philadelphia-Camden-Wilmin., PA-NJ-DE-MD	1,003,456
Medford, OR	22,748	Phoenix-Mesa-Scottsdale, AZ	589,466
Memphis, TN-MS-AR	115,611	Pine Bluff, AR	6,869
Merced, CA	16,339	Pittsburgh, PA	251,308
Miami-Fort Lauderdale-West Palm Beach, FL	758,956	Pittsfield, MA	6,210
Michigan City-La Porte, IN	7,886	Pocatello, ID	3,913
Midland, MI	5,153	Portland-South Portland, ME	55,304
Midland, TX	26,662	Portland-Vancouver-Hillsboro, OR-WA	374,063
Milwaukee-Waukesha-West Allis, WI	228,255	Port St. Lucie, FL	30,636
Minneapolis-St. Paul-Bloomington, MN-WI	768,873	Prescott, AZ	14,413
Missoula, MT	21,828	Providence-Warwick, RI-MA	247,598
Mobile, AL	11,379	Provo-Orem, UT	29,293
Modesto, CA	41,909	Pueblo, CO	11,645
Monroe, LA	10,586	Punta Gorda, FL	5,056
Monroe, MI	4,202	Racine, WI	7,987
Montgomery, AL	26,937	Raleigh, NC	253,211
Morgantown, WV	8,252	Rapid City, SD	11,895
Morristown, TN	1,154	Reading, PA	32,188
Mount Vernon-Anacortes, WA	12,999	Redding, CA	11,120

Sales per Metropolitan Area

Sales per metropolitan area. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	55,793	Staunton-Waynesboro, VA	7,127
Richmond, VA	188,655	Stockton-Lodi, CA	53,542
Riverside-San Bernardino-Ontario, CA	459,753	Sumter, SC	9,961
Roanoke, VA	22,162	Syracuse, NY	57,550
Rochester, MN	23,325	Tallahassee, FL	27,519
Rochester, NY	146,696	Tampa-St. Petersburg-Clearwater, FL	297,905
Rockford, IL	39,112	Terre Haute, IN	6,449
Rocky Mount, NC	6,503	Texarkana, TX-AR	7,029
Rome, GA	2,519	The Villages, FL	3,945
Sacramento--Roseville--Arden-Arcade, CA	313,525	Toledo, OH	74,969
Saginaw, MI	11,941	Topeka, KS	13,462
St. Cloud, MN	17,175	Trenton, NJ	80,943
St. George, UT	12,416	Tucson, AZ	105,974
St. Joseph, MO-KS	8,163	Tulsa, OK	78,765
St. Louis, MO-IL	308,067	Tuscaloosa, AL	5,145
Salem, OR	42,663	Tyler, TX	9,839
Salinas, CA	64,281	Urban Honolulu, HI	118,819
Salisbury, MD-DE	30,506	Utica-Rome, NY	12,414
Salt Lake City, UT	124,824	Valdosta, GA	5,081
San Angelo, TX	8,300	Vallejo-Fairfield, CA	64,387
San Antonio-New Braunfels, TX	221,816	Victoria, TX	4,533
San Diego-Carlsbad, CA	648,525	Vineland-Bridgeton, NJ	4,759
San Francisco-Oakland-Hayward, CA	1,195,018	Virginia Beach-Norfolk-Newport, VA-NC	171,153
San Jose-Sunnyvale-Santa Clara, CA	489,374	Visalia-Porterville, CA	18,776
San Luis Obispo-Paso Robles-Arroyo Gr., CA	34,612	Waco, TX	24,187
Santa Cruz-Watsonville, CA	172,137	Walla Walla, WA	4,327
Santa Fe, NM	13,266	Warner Robins, GA	4,124
Santa Maria-Santa Barbara, CA	59,662	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,195,257
Santa Rosa, CA	88,776	Waterloo-Cedar Falls, IA	20,193
Savannah, GA	17,697	Watertown-Fort Drum, NY	2,550
Scranton--Wilkes-Barre--Hazleton, PA	38,982	Wausau, WI	10,045
Seattle-Tacoma-Bellevue, WA	861,359	Weirton-Steubenville, WV-OH	1,192
Sebastian-Vero Beach, FL	12,785	Wenatchee, WA	11,164
Sebring, FL	4,704	Wheeling, WV-OH	8,514
Sheboygan, WI	12,986	Wichita, KS	84,942
Sherman-Denison, TX	6,186	Wichita Falls, TX	2,952
Shreveport-Bossier City, LA	24,727	Williamsport, PA	1,939
Sierra Vista-Douglas, AZ	2,857	Wilmington, NC	36,027
Sioux City, IA-NE-SD	10,743	Winchester, VA-WV	12,768
Sioux Falls, SD	34,615	Winston-Salem, NC	54,026
South Bend-Mishawaka, IN-MI	27,184	Worcester, MA-CT	103,795
Spartanburg, SC	15,899	Yakima, WA	13,898
Spokane-Spokane Valley, WA	66,286	York-Hanover, PA	42,649
Springfield, IL	22,572	Youngstown-Warren-Boardman, OH-PA	20,933
Springfield, MA	60,671	Yuba City, CA	14,659
Springfield, MO	20,406	Yuma, AZ	5,813
Springfield, OH	3,426		
State College, PA	13,931		

Sales per Capita per Metropolitan Area

Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Abilene, TX	56	Brunswick, GA	17
Akron, OH	62	Buffalo-Cheektowaga-Niagara Falls, NY	91
Albany, GA	81	Burlington, NC	95
Albany, OR	22	Burlington-South Burlington, VT	188
Albany-Schenectady-Troy, NY	138	California-Lexington Park, MD	46
Albuquerque, NM	93	Canton-Massillon, OH	80
Alexandria, LA	38	Cape Coral-Fort Myers, FL	65
Allentown-Bethlehem-Easton, PA-NJ	70	Cape Girardeau, MO-IL	14
Altoona, PA	74	Carbondale-Marion, IL	36
Amarillo, TX	63	Carson City, NV	82
Ames, IA	54	Casper, WY	108
Anchorage, AK	154	Cedar Rapids, IA	89
Ann Arbor, MI	142	Chambersburg-Waynesboro, PA	80
Anniston-Oxford-Jacksonville, AL	10	Champaign-Urbana, IL	44
Appleton, WI	146	Charleston, WV	58
Asheville, NC	81	Charleston-North Charleston, SC	85
Athens-Clarke County, GA	107	Charlotte-Concord-Gastonia, NC-SC	140
Atlanta-Sandy Springs-Roswell, GA	112	Charlottesville, VA	172
Atlantic City-Hammonton, NJ	98	Chattanooga, TN-GA	96
Auburn-Opelika, AL	32	Cheyenne, WY	72
Augusta-Richmond County, GA-SC	80	Chicago-Naperville-Elgin, IL-IN-WI	183
Austin-Round Rock, TX	145	Chico, CA	103
Bakersfield, CA	69	Cincinnati, OH-KY-IN	121
Baltimore-Columbia-Towson, MD	159	Clarksville, TN-KY	44
Bangor, ME	82	Cleveland, TN	52
Barnstable Town, MA	141	Cleveland-Elyria, OH	90
Baton Rouge, LA	98	Coeur d'Alene, ID	85
Battle Creek, MI	70	College Station-Bryan, TX	79
Bay City, MI	62	Colorado Springs, CO	113
Beaumont-Port Arthur, TX	53	Columbia, MO	80
Beckley, WV	38	Columbia, SC	62
Bellingham, WA	111	Columbus, GA-AL	36
Bend-Redmond, OR	108	Columbus, IN	86
Billings, MT	123	Columbus, OH	118
Binghamton, NY	80	Corpus Christi, TX	74
Birmingham-Hoover, AL	107	Corvallis, OR	101
Bismarck, ND	137	Crestview-Fort Walton Beach-Destin, FL	50
Blacksburg-Christiansburg-Radford, VA	41	Cumberland, MD-WV	46
Bloomington, IL	124	Dallas-Fort Worth-Arlington, TX	114
Bloomington, IN	121	Dalton, GA	38
Bloomsburg-Berwick, PA	52	Danville, IL	51
Boise City, ID	73	Daphne-Fairhope-Foley, AL	39
Boston-Cambridge-Newton, MA-NH	263	Davenport-Moline-Rock Island, IA-IL	92
Boulder, CO	199	Dayton, OH	78
Bowling Green, KY	46	Decatur, AL	28
Bremerton-Silverdale, WA	104	Decatur, IL	93
Bridgeport-Stamford-Norwalk, CT	420	Deltona-Daytona Beach-Ormond, FL	70
Brownsville-Harlingen, TX	30	Denver-Aurora-Lakewood, CO	166

Sales per Capita per Metropolitan Area

Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Des Moines-West Des Moines, IA	139	Greenville-Anderson-Mauldin, SC	71
Detroit-Warren-Dearborn, MI	134	Gulfport-Biloxi-Pascagoula, MS	55
Dothan, AL	16	Hagerstown-Martinsburg, MD-WV	63
Dover, DE	98	Hammond, LA	74
Dubuque, IA	154	Hanford-Corcoran, CA	49
Duluth, MN-WI	73	Harrisburg-Carlisle, PA	78
Durham-Chapel Hill, NC	94	Harrisonburg, VA	125
East Stroudsburg, PA	48	Hartford-West Hartford-East Hartford, CT	163
Eau Claire, WI	99	Hattiesburg, MS	70
El Centro, CA	24	Hickory-Lenoir-Morganton, NC	36
Elizabethtown-Fort Knox, KY	41	Hilton Head Island-Bluffton-Beaufort, SC	122
Elkhart-Goshen, IN	42	Hinesville, GA	98
Elmira, NY	88	Homosassa Springs, FL	11
El Paso, TX	49	Hot Springs, AR	37
Enid, OK	82	Houma-Thibodaux, LA	43
Erie, PA	113	Houston-The Woodlands-Sugar Land, TX	115
Eugene, OR	78	Huntington-Ashland, WV-KY-OH	47
Evansville, IN-KY	123	Huntsville, AL	68
Fairbanks, AK	85	Idaho Falls, ID	59
Fargo, ND-MN	166	Indianapolis-Carmel-Anderson, IN	113
Farmington, NM	29	Iowa City, IA	126
Fayetteville, NC	42	Ithaca, NY	78
Fayetteville-Springdale-Rogers, AR-MO	60	Jackson, MI	30
Flagstaff, AZ	95	Jackson, MS	68
Flint, MI	27	Jackson, TN	51
Florence, SC	53	Jacksonville, FL	81
Florence-Muscle Shoals, AL	43	Jacksonville, NC	75
Fond du Lac, WI	66	Janesville-Beloit, WI	106
Fort Collins, CO	129	Jefferson City, MO	75
Fort Smith, AR-OK	18	Johnson City, TN	24
Fort Wayne, IN	100	Johnstown, PA	39
Fresno, CA	72	Jonesboro, AR	30
Gadsden, AL	38	Joplin, MO	52
Gainesville, FL	99	Kahului-Wailuku-Lahaina, HI	101
Gainesville, GA	118	Kalamazoo-Portage, MI	96
Gettysburg, PA	4	Kankakee, IL	95
Glens Falls, NY	73	Kansas City, MO-KS	112
Goldsboro, NC	61	Kennewick-Richland, WA	102
Grand Forks, ND-MN	109	Killeen-Temple, TX	54
Grand Island, NE	22	Kingsport-Bristol-Bristol, TN-VA	51
Grand Junction, CO	76	Kingston, NY	86
Grand Rapids-Wyoming, MI	105	Knoxville, TN	76
Grants Pass, OR	115	Kokomo, IN	74
Great Falls, MT	90	La Crosse-Onalaska, WI-MN	156
Greeley, CO	22	Lafayette, LA	78
Green Bay, WI	124	Lafayette-West Lafayette, IN	103
Greensboro-High Point, NC	91	Lake Charles, LA	39
Greenville, NC	100	Lake Havasu City-Kingman, AZ	58

Sales per Capita per Metropolitan Area

Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Lakeland-Winter Haven, FL	31	Muncie, IN	39
Lancaster, PA	104	Muskegon, MI	39
Lansing-East Lansing, MI	71	Myrtle-Conway-North Myrtle, SC-NC	39
Laredo, TX	79	Napa, CA	219
Las Cruces, NM	25	Naples-Immokalee-Marco Island, FL	136
Las Vegas-Henderson-Paradise, NV	106	Nashville-Davidson--Murfr.--Franklin, TN	100
Lawrence, KS	100	New Bern, NC	39
Lawton, OK	19	New Haven-Milford, CT	149
Lebanon, PA	53	New Orleans-Metairie, LA	103
Lewiston, ID-WA	22	New York-Newark-Jersey City, NY-NJ-PA	239
Lewiston-Auburn, ME	55	Niles-Benton Harbor, MI	93
Lexington-Fayette, KY	113	North Port-Sarasota-Bradenton, FL	121
Lima, OH	85	Norwich-New London, CT	91
Lincoln, NE	100	Ocala, FL	27
Little Rock-North Little Rock-Conway, AR	70	Ocean City, NJ	119
Logan, UT-ID	63	Odessa, TX	93
Longview, TX	37	Ogden-Clearfield, UT	46
Longview, WA	37	Oklahoma City, OK	86
Los Angeles-Long Beach-Anaheim, CA	173	Olympia-Tumwater, WA	105
Louisville/Jefferson County, KY-IN	109	Omaha-Council Bluffs, NE-IA	133
Lubbock, TX	96	Orlando-Kissimmee-Sanford, FL	112
Lynchburg, VA	69	Oshkosh-Neenah, WI	138
Macon-Bibb County, GA	22	Owensboro, KY	77
Madera, CA	23	Oxnard-Thousand Oaks-Ventura, CA	141
Madison, WI	158	Palm Bay-Melbourne-Titusville, FL	54
Manchester-Nashua, NH	169	Panama City, FL	43
Manhattan, KS	28	Parkersburg-Vienna, WV	100
Mankato-North Mankato, MN	93	Pensacola-Ferry Pass-Brent, FL	36
Mansfield, OH	57	Peoria, IL	72
McAllen-Edinburg-Mission, TX	34	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	161
Medford, OR	102	Phoenix-Mesa-Scottsdale, AZ	121
Memphis, TN-MS-AR	86	Pine Bluff, AR	79
Merced, CA	58	Pittsburgh, PA	106
Miami-Fort Lauderdale-West Palm Beach, FL	124	Pittsfield, MA	48
Michigan City-La Porte, IN	70	Pocatello, ID	41
Midland, MI	62	Portland-South Portland, ME	100
Midland, TX	152	Portland-Vancouver-Hillsboro, OR-WA	149
Milwaukee-Waukesha-West Allis, WI	145	Port St. Lucie, FL	63
Minneapolis-St. Paul-Bloomington, MN-WI	208	Prescott, AZ	61
Missoula, MT	185	Providence-Warwick, RI-MA	148
Mobile, AL	26	Provo-Orem, UT	43
Modesto, CA	76	Pueblo, CO	69
Monroe, LA	51	Punta Gorda, FL	27
Monroe, MI	27	Racine, WI	40
Montgomery, AL	70	Raleigh, NC	178
Morgantown, WV	59	Rapid City, SD	85
Morristown, TN	8	Reading, PA	75
Mount Vernon-Anacortes, WA	100	Redding, CA	61

Sales per Capita per Metropolitan Area

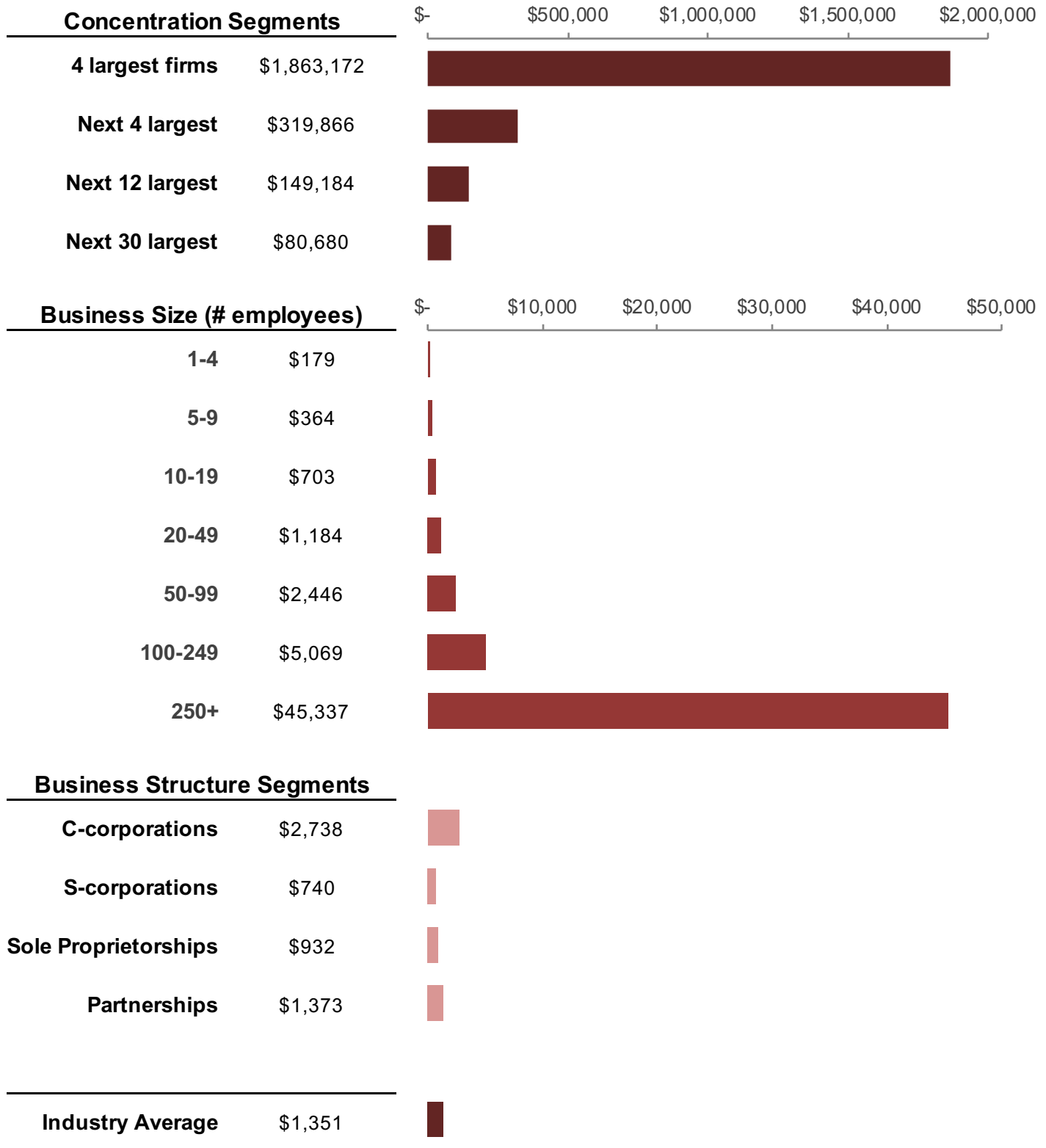
Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Reno, NV	114	Staunton-Waynesboro, VA	57
Richmond, VA	143	Stockton-Lodi, CA	69
Riverside-San Bernardino-Ontario, CA	100	Sumter, SC	73
Roanoke, VA	70	Syracuse, NY	87
Rochester, MN	103	Tallahassee, FL	72
Rochester, NY	135	Tampa-St. Petersburg-Clearwater, FL	94
Rockford, IL	116	Terre Haute, IN	35
Rocky Mount, NC	45	Texarkana, TX-AR	48
Rome, GA	26	The Villages, FL	30
Sacramento--Roseville--Arden-Arcade, CA	131	Toledo, OH	116
Saginaw, MI	63	Topeka, KS	58
St. Cloud, MN	86	Trenton, NJ	209
St. George, UT	68	Tucson, AZ	101
St. Joseph, MO-KS	67	Tulsa, OK	77
St. Louis, MO-IL	109	Tuscaloosa, AL	19
Salem, OR	98	Tyler, TX	42
Salinas, CA	147	Urban Honolulu, HI	117
Salisbury, MD-DE	73	Utica-Rome, NY	43
Salt Lake City, UT	99	Valdosta, GA	34
San Angelo, TX	67	Vallejo-Fairfield, CA	142
San Antonio-New Braunfels, TX	86	Victoria, TX	46
San Diego-Carlsbad, CA	197	Vineland-Bridgeton, NJ	31
San Francisco-Oakland-Hayward, CA	252	Virginia Beach-Norfolk-Newport, VA-NC	95
San Jose-Sunnyvale-Santa Clara, CA	245	Visalia-Porterville, CA	40
San Luis Obispo-Paso Robles-Arroyo Gr., CA	123	Waco, TX	87
Santa Cruz-Watsonville, CA	637	Walla Walla, WA	69
Santa Fe, NM	86	Warner Robins, GA	21
Santa Maria-Santa Barbara, CA	133	Washing.-Arling.-Alexan., DC-VA-MD-WV	187
Santa Rosa, CA	182	Waterloo-Cedar Falls, IA	120
Savannah, GA	44	Watertown-Fort Drum, NY	22
Scranton--Wilkes-Barre--Hazleton, PA	69	Wausau, WI	60
Seattle-Tacoma-Bellevue, WA	214	Weirton-Steubenville, WV-OH	10
Sebastian-Vero Beach, FL	80	Wenatchee, WA	91
Sebring, FL	46	Wheeling, WV-OH	61
Sheboygan, WI	110	Wichita, KS	131
Sherman-Denison, TX	45	Wichita Falls, TX	20
Shreveport-Bossier City, LA	63	Williamsport, PA	17
Sierra Vista-Douglas, AZ	23	Wilmington, NC	126
Sioux City, IA-NE-SD	72	Winchester, VA-WV	89
Sioux Falls, SD	125	Winston-Salem, NC	80
South Bend-Mishawaka, IN-MI	84	Worcester, MA-CT	106
Spartanburg, SC	48	Yakima, WA	54
Spokane-Spokane Valley, WA	113	York-Hanover, PA	93
Springfield, IL	108	Youngstown-Warren-Boardman, OH-PA	39
Springfield, MA	87	Yuba City, CA	81
Springfield, MO	43	Yuma, AZ	28
Springfield, OH	25		
State College, PA	88		

Sales per Company by Segments

Below is the average sales per company for industry segmentations including concentration, business size by employees, business structure and franchises.

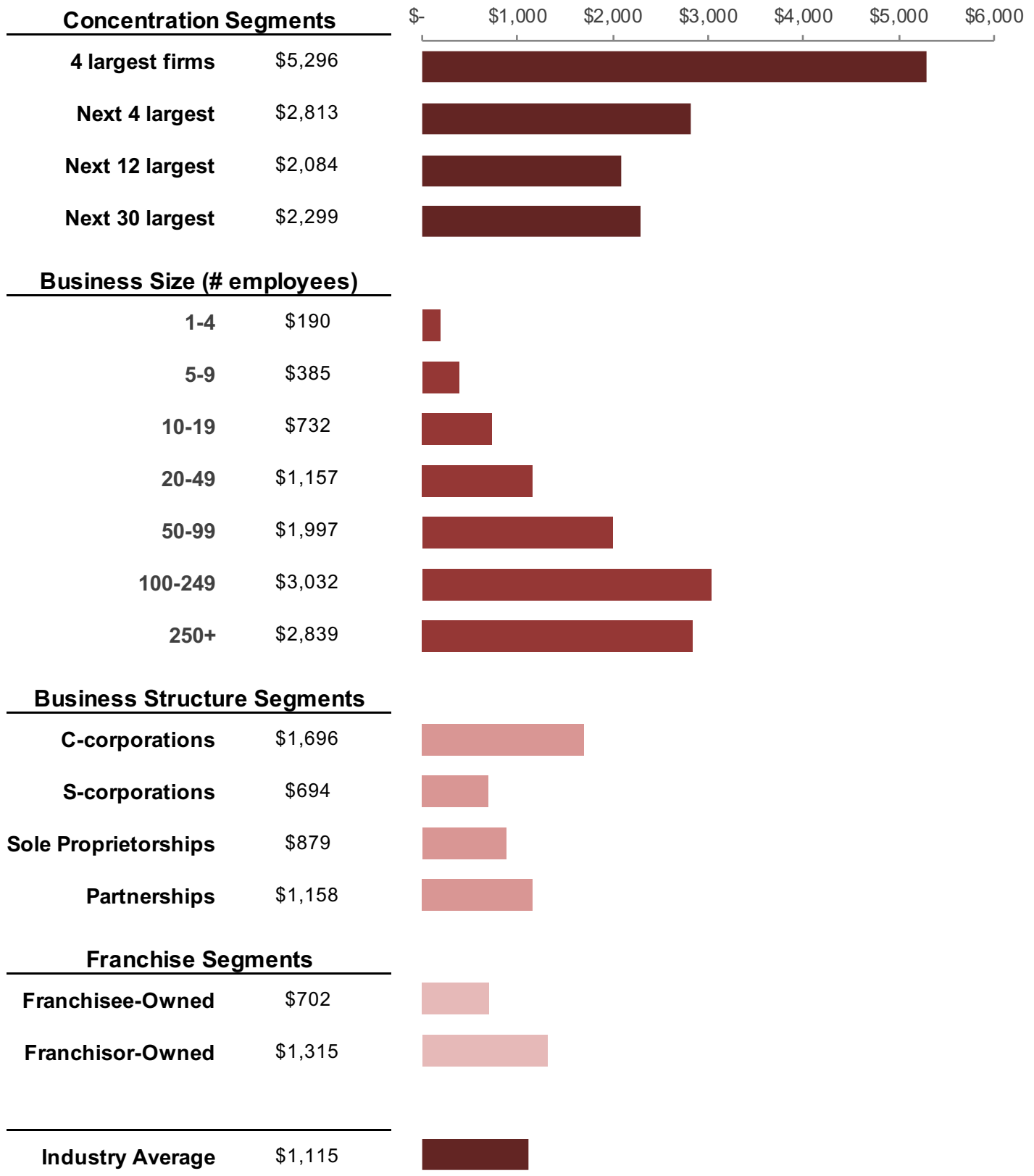
All figures in \$ thousands



Sales per Location by Segments

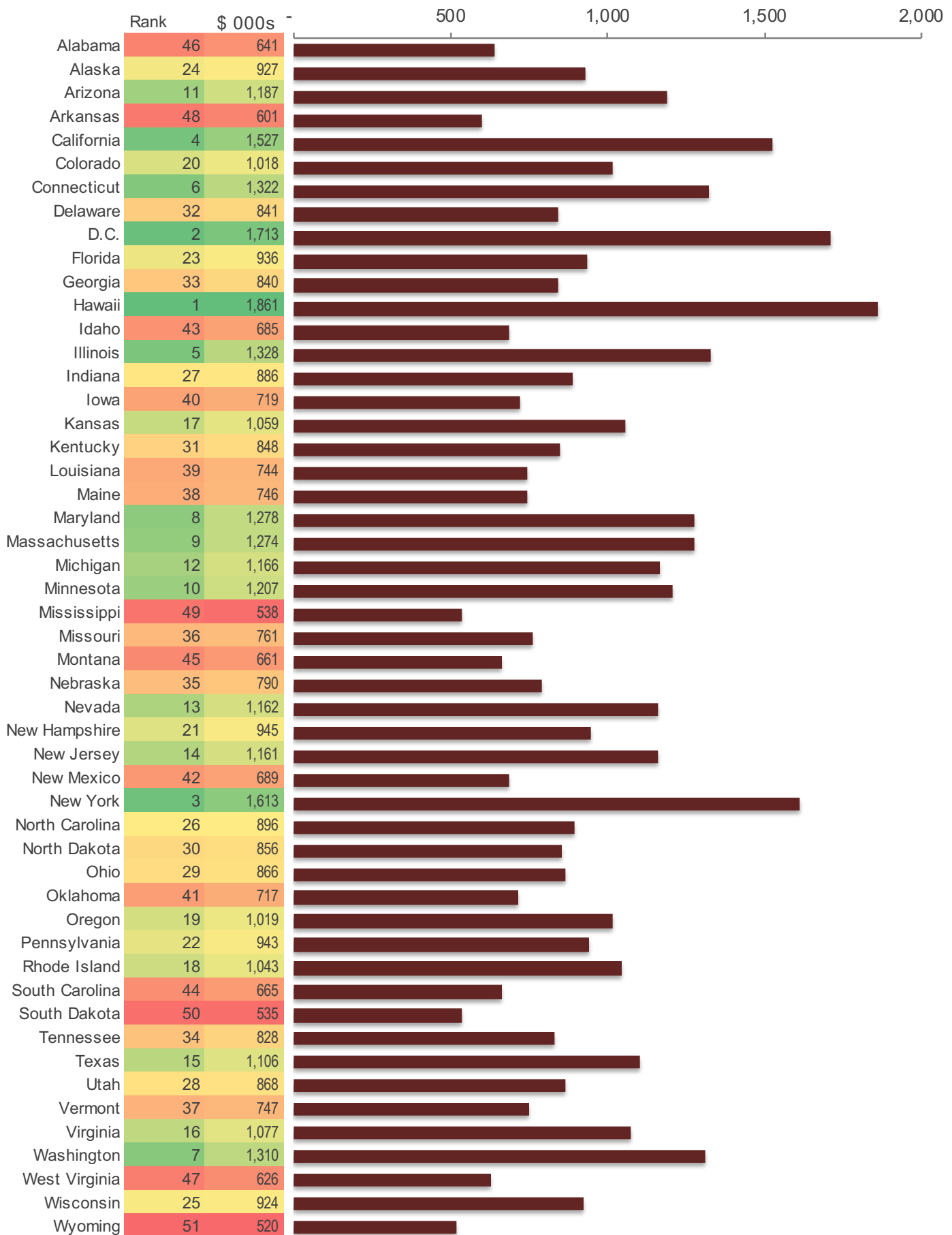
Below is the average sales per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



Sales per Location by State

Below is sales per location by state. "No data" means there wasn't a sufficient sample size of data for the state.



Sales per Location per Metropolitan Area

Sales per location for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	575	Brunswick, GA	257
Akron, OH	599	Buffalo-Cheektowaga-Niagara Falls, NY	729
Albany, GA	1,402	Burlington, NC	1,134
Albany, OR	276	Burlington-South Burlington, VT	1,196
Albany-Schenectady-Troy, NY	1,223	California-Lexington Park, MD	779
Albuquerque, NM	949	Canton-Massillon, OH	1,044
Alexandria, LA	553	Cape Coral-Fort Myers, FL	866
Allentown-Bethlehem-Easton, PA-NJ	674	Cape Girardeau, MO-IL	238
Altoona, PA	792	Carbondale-Marion, IL	423
Amarillo, TX	884	Carson City, NV	721
Ames, IA	439	Casper, WY	534
Anchorage, AK	1,231	Cedar Rapids, IA	885
Ann Arbor, MI	1,103	Chambersburg-Waynesboro, PA	729
Anniston-Oxford-Jacksonville, AL	205	Champaign-Urbana, IL	393
Appleton, WI	1,279	Charleston, WV	678
Asheville, NC	663	Charleston-North Charleston, SC	736
Athens-Clarke County, GA	753	Charlotte-Concord-Gastonia, NC-SC	930
Atlanta-Sandy Springs-Roswell, GA	968	Charlottesville, VA	1,076
Atlantic City-Hammonton, NJ	855	Chattanooga, TN-GA	873
Auburn-Opelika, AL	644	Cheyenne, WY	844
Augusta-Richmond County, GA-SC	1,005	Chicago-Naperville-Elgin, IL-IN-WI	1,517
Austin-Round Rock, TX	1,123	Chico, CA	1,082
Bakersfield, CA	1,172	Cincinnati, OH-KY-IN	1,063
Baltimore-Columbia-Towson, MD	1,268	Clarksville, TN-KY	599
Bangor, ME	873	Cleveland, TN	983
Barnstable Town, MA	717	Cleveland-Elyria, OH	831
Baton Rouge, LA	957	Coeur d'Alene, ID	611
Battle Creek, MI	1,096	College Station-Bryan, TX	791
Bay City, MI	954	Colorado Springs, CO	1,176
Beaumont-Port Arthur, TX	668	Columbia, MO	539
Beckley, WV	753	Columbia, SC	710
Bellingham, WA	697	Columbus, GA-AL	587
Bend-Redmond, OR	629	Columbus, IN	675
Billings, MT	607	Columbus, OH	1,081
Binghamton, NY	790	Corpus Christi, TX	885
Birmingham-Hoover, AL	1,018	Corvallis, OR	721
Bismarck, ND	1,197	Crestview-Fort Walton Beach-Destin, FL	456
Blacksburg-Christiansburg-Radford, VA	358	Cumberland, MD-WV	916
Bloomington, IL	920	Dallas-Fort Worth-Arlington, TX	1,248
Bloomington, IN	1,136	Dalton, GA	1,415
Bloomsburg-Berwick, PA	376	Danville, IL	497
Boise City, ID	756	Daphne-Fairhope-Foley, AL	435
Boston-Cambridge-Newton, MA-NH	1,344	Davenport-Moline-Rock Island, IA-IL	903
Boulder, CO	1,016	Dayton, OH	710
Bowling Green, KY	514	Decatur, AL	658
Bremerton-Silverdale, WA	1,038	Decatur, IL	839
Bridgeport-Stamford-Norwalk, CT	1,786	Deltona-Daytona Beach-Ormond, FL	733
Brownsville-Harlingen, TX	662	Denver-Aurora-Lakewood, CO	1,138

Sales per Location per Metropolitan Area

Sales per location for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	1,023	Greenville-Anderson-Mauldin, SC	619
Detroit-Warren-Dearborn, MI	1,472	Gulfport-Biloxi-Pascagoula, MS	569
Dothan, AL	255	Hagerstown-Martinsburg, MD-WV	881
Dover, DE	1,341	Hammond, LA	945
Dubuque, IA	1,069	Hanford-Corcoran, CA	1,107
Duluth, MN-WI	635	Harrisburg-Carlisle, PA	725
Durham-Chapel Hill, NC	784	Harrisonburg, VA	1,774
East Stroudsburg, PA	656	Hartford-West Hartford-East Hartford, CT	1,083
Eau Claire, WI	852	Hattiesburg, MS	745
El Centro, CA	501	Hickory-Lenoir-Morganton, NC	571
Elizabethtown-Fort Knox, KY	444	Hilton Head Island-Bluffton-Beaufort, SC	867
Elkhart-Goshen, IN	603	Hinesville, GA	8,398
Elmira, NY	771	Homosassa Springs, FL	245
El Paso, TX	582	Hot Springs, AR	641
Enid, OK	538	Houma-Thibodaux, LA	427
Erie, PA	1,066	Houston-The Woodlands-Sugar Land, TX	1,310
Eugene, OR	783	Huntington-Ashland, WV-KY-OH	769
Evansville, IN-KY	1,153	Huntsville, AL	552
Fairbanks, AK	568	Idaho Falls, ID	1,952
Fargo, ND-MN	1,206	Indianapolis-Carmel-Anderson, IN	1,019
Farmington, NM	534	Iowa City, IA	1,358
Fayetteville, NC	815	Ithaca, NY	509
Fayetteville-Springdale-Rogers, AR-MO	714	Jackson, MI	386
Flagstaff, AZ	850	Jackson, MS	703
Flint, MI	474	Jackson, TN	738
Florence, SC	851	Jacksonville, FL	859
Florence-Muscle Shoals, AL	424	Jacksonville, NC	1,339
Fond du Lac, WI	603	Janesville-Beloit, WI	1,005
Fort Collins, CO	747	Jefferson City, MO	698
Fort Smith, AR-OK	243	Johnson City, TN	568
Fort Wayne, IN	953	Johnstown, PA	493
Fresno, CA	994	Jonesboro, AR	532
Gadsden, AL	517	Joplin, MO	904
Gainesville, FL	1,008	Kahului-Wailuku-Lahaina, HI	788
Gainesville, GA	2,094	Kalamazoo-Portage, MI	847
Gettysburg, PA	100	Kankakee, IL	888
Glens Falls, NY	696	Kansas City, MO-KS	975
Goldsboro, NC	623	Kennewick-Richland, WA	930
Grand Forks, ND-MN	1,325	Killeen-Temple, TX	824
Grand Island, NE	181	Kingsport-Bristol-Bristol, TN-VA	533
Grand Junction, CO	1,121	Kingston, NY	609
Grand Rapids-Wyoming, MI	1,166	Knoxville, TN	831
Grants Pass, OR	1,327	Kokomo, IN	719
Great Falls, MT	790	La Crosse-Onalaska, WI-MN	952
Greeley, CO	344	Lafayette, LA	675
Green Bay, WI	1,066	Lafayette-West Lafayette, IN	1,420
Greensboro-High Point, NC	856	Lake Charles, LA	530
Greenville, NC	891	Lake Havasu City-Kingman, AZ	860

Sales per Location per Metropolitan Area

Sales per location for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Lakeland-Winter Haven, FL	627	Muncie, IN	510
Lancaster, PA	1,152	Muskegon, MI	715
Lansing-East Lansing, MI	1,262	Myrtle-Conway-North Myrtle, SC-NC	502
Laredo, TX	1,221	Napa, CA	1,313
Las Cruces, NM	410	Naples-Immokalee-Marco Island, FL	1,096
Las Vegas-Henderson-Paradise, NV	1,407	Nashville-Davidson--Murfr.--Franklin, TN	908
Lawrence, KS	888	New Bern, NC	560
Lawton, OK	363	New Haven-Milford, CT	1,149
Lebanon, PA	788	New Orleans-Metairie, LA	917
Lewiston, ID-WA	250	New York-Newark-Jersey City, NY-NJ-PA	1,626
Lewiston-Auburn, ME	577	Niles-Benton Harbor, MI	1,150
Lexington-Fayette, KY	928	North Port-Sarasota-Bradenton, FL	1,153
Lima, OH	908	Norwich-New London, CT	828
Lincoln, NE	813	Ocala, FL	656
Little Rock-North Little Rock-Conway, AR	872	Ocean City, NJ	696
Logan, UT-ID	750	Odessa, TX	1,069
Longview, TX	651	Ogden-Clearfield, UT	765
Longview, WA	331	Oklahoma City, OK	830
Los Angeles-Long Beach-Anaheim, CA	1,594	Olympia-Tumwater, WA	1,162
Louisville/Jefferson County, KY-IN	1,111	Omaha-Council Bluffs, NE-IA	935
Lubbock, TX	1,118	Orlando-Kissimmee-Sanford, FL	1,215
Lynchburg, VA	731	Oshkosh-Neenah, WI	1,185
Macon-Bibb County, GA	312	Owensboro, KY	814
Madera, CA	479	Oxnard-Thousand Oaks-Ventura, CA	1,229
Madison, WI	900	Palm Bay-Melbourne-Titusville, FL	639
Manchester-Nashua, NH	969	Panama City, FL	415
Manhattan, KS	557	Parkersburg-Vienna, WV	850
Mankato-North Mankato, MN	776	Pensacola-Ferry Pass-Brent, FL	434
Mansfield, OH	623	Peoria, IL	815
McAllen-Edinburg-Mission, TX	970	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,154
Medford, OR	722	Phoenix-Mesa-Scottsdale, AZ	1,383
Memphis, TN-MS-AR	1,052	Pine Bluff, AR	3,595
Merced, CA	744	Pittsburgh, PA	835
Miami-Fort Lauderdale-West Palm Beach, FL	1,048	Pittsfield, MA	500
Michigan City-La Porte, IN	750	Pocatello, ID	683
Midland, MI	771	Portland-South Portland, ME	752
Midland, TX	1,744	Portland-Vancouver-Hillsboro, OR-WA	1,284
Milwaukee-Waukesha-West Allis, WI	1,091	Port St. Lucie, FL	713
Minneapolis-St. Paul-Bloomington, MN-WI	1,442	Prescott, AZ	629
Missoula, MT	993	Providence-Warwick, RI-MA	1,089
Mobile, AL	372	Provo-Orem, UT	697
Modesto, CA	844	Pueblo, CO	1,016
Monroe, LA	693	Punta Gorda, FL	378
Monroe, MI	550	Racine, WI	697
Montgomery, AL	762	Raleigh, NC	1,205
Morgantown, WV	455	Rapid City, SD	623
Morristown, TN	242	Reading, PA	661
Mount Vernon-Anacortes, WA	1,047	Redding, CA	554

Sales per Location per Metropolitan Area

Sales per location for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	872	Staunton-Waynesboro, VA	533
Richmond, VA	1,168	Stockton-Lodi, CA	1,099
Riverside-San Bernardino-Ontario, CA	1,490	Sumter, SC	2,607
Roanoke, VA	566	Syracuse, NY	793
Rochester, MN	1,110	Tallahassee, FL	778
Rochester, NY	1,219	Tampa-St. Petersburg-Clearwater, FL	878
Rockford, IL	1,137	Terre Haute, IN	562
Rocky Mount, NC	972	Texarkana, TX-AR	736
Rome, GA	293	The Villages, FL	688
Sacramento--Roseville--Arden-Arcade, CA	1,215	Toledo, OH	1,330
Saginaw, MI	781	Topeka, KS	587
St. Cloud, MN	562	Trenton, NJ	1,284
St. George, UT	619	Tucson, AZ	917
St. Joseph, MO-KS	949	Tulsa, OK	841
St. Louis, MO-IL	935	Tuscaloosa, AL	337
Salem, OR	843	Tyler, TX	542
Salinas, CA	1,979	Urban Honolulu, HI	2,646
Salisbury, MD-DE	591	Utica-Rome, NY	419
Salt Lake City, UT	1,117	Valdosta, GA	443
San Angelo, TX	869	Vallejo-Fairfield, CA	1,434
San Antonio-New Braunfels, TX	1,116	Victoria, TX	475
San Diego-Carlsbad, CA	1,640	Vineland-Bridgeton, NJ	415
San Francisco-Oakland-Hayward, CA	1,800	Virginia Beach-Norfolk-Newport, VA-NC	891
San Jose-Sunnyvale-Santa Clara, CA	1,713	Visalia-Porterville, CA	854
San Luis Obispo-Paso Robles-Arroyo Gr., CA	805	Waco, TX	1,101
Santa Cruz-Watsonville, CA	4,870	Walla Walla, WA	906
Santa Fe, NM	534	Warner Robins, GA	432
Santa Maria-Santa Barbara, CA	892	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,401
Santa Rosa, CA	1,207	Waterloo-Cedar Falls, IA	1,174
Savannah, GA	617	Watertown-Fort Drum, NY	667
Scranton--Wilkes-Barre--Hazleton, PA	742	Wausau, WI	657
Seattle-Tacoma-Bellevue, WA	1,673	Weirton-Steubenville, WV-OH	178
Sebastian-Vero Beach, FL	787	Wenatchee, WA	687
Sebring, FL	547	Wheeling, WV-OH	743
Sheboygan, WI	1,236	Wichita, KS	1,743
Sherman-Denison, TX	719	Wichita Falls, TX	386
Shreveport-Bossier City, LA	528	Williamsport, PA	406
Sierra Vista-Douglas, AZ	427	Wilmington, NC	967
Sioux City, IA-NE-SD	625	Winchester, VA-WV	835
Sioux Falls, SD	625	Winston-Salem, NC	725
South Bend-Mishawaka, IN-MI	749	Worcester, MA-CT	979
Spartanburg, SC	537	Yakima, WA	766
Spokane-Spokane Valley, WA	1,036	York-Hanover, PA	930
Springfield, IL	875	Youngstown-Warren-Boardman, OH-PA	510
Springfield, MA	934	Yuba City, CA	1,534
Springfield, MO	485	Yuma, AZ	468
Springfield, OH	398		
State College, PA	540		

Industry Segmentation by Business Size

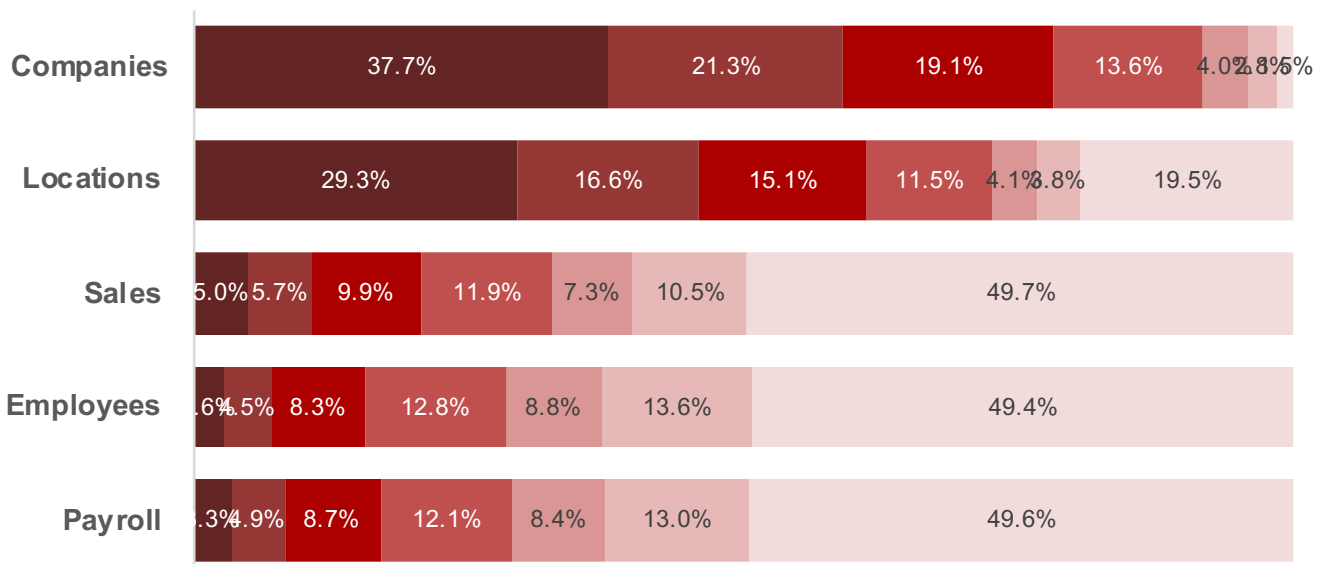
Below are industry segmentation statistics by business size, including retailers, locations, sales, employees, and payroll. The business size segments are based on the number of employees per retailer. Both absolute and as a percent of the industry figures are included.

Health Clubs Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	10,902	6,150	5,521	3,933	1,164	806	428
Locations	10,274	5,811	5,300	4,027	1,425	1,347	6,836
Sales (\$ M)	1,947	2,238	3,880	4,658	2,846	4,086	19,404
Employees	19,706	33,584	61,916	95,737	65,624	101,088	368,135
Payroll (\$ M)	369	542	961	1,341	930	1,439	5,503

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	37.7%	21.3%	19.1%	13.6%	4.0%	2.8%	1.5%
Locations	29.3%	16.6%	15.1%	11.5%	4.1%	3.8%	19.5%
Sales	5.0%	5.7%	9.9%	11.9%	7.3%	10.5%	49.7%
Employees	2.6%	4.5%	8.3%	12.8%	8.8%	13.6%	49.4%
Payroll	3.3%	4.9%	8.7%	12.1%	8.4%	13.0%	49.6%

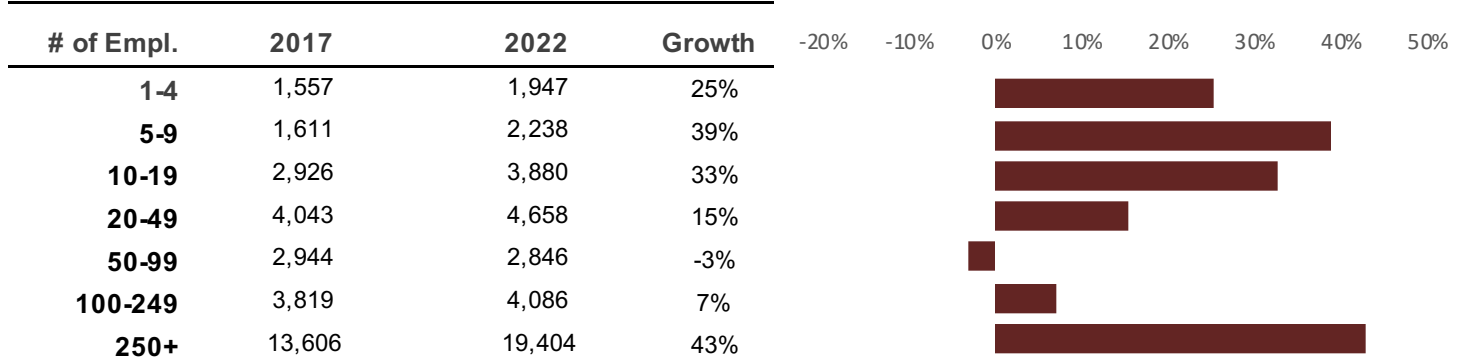
■ 1-4 ■ 5-9 ■ 10-19 ■ 20-49 ■ 50-99 ■ 100-249 ■ 250+



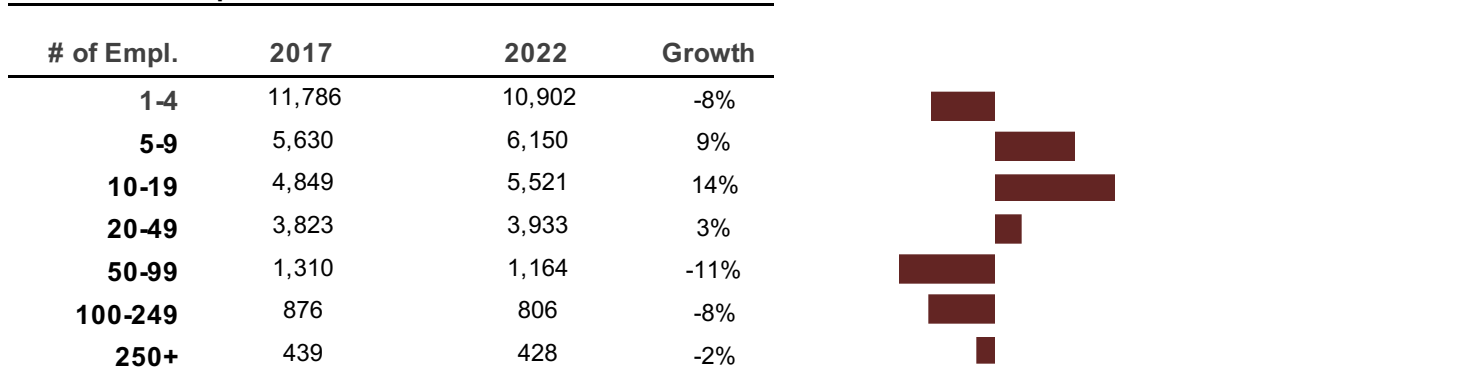
Industry Consolidation Analysis

Below is the consolidation analysis for the industry outlining sales, number of companies, locations and employees by size of company based on number of employees for 2017 and 2022.

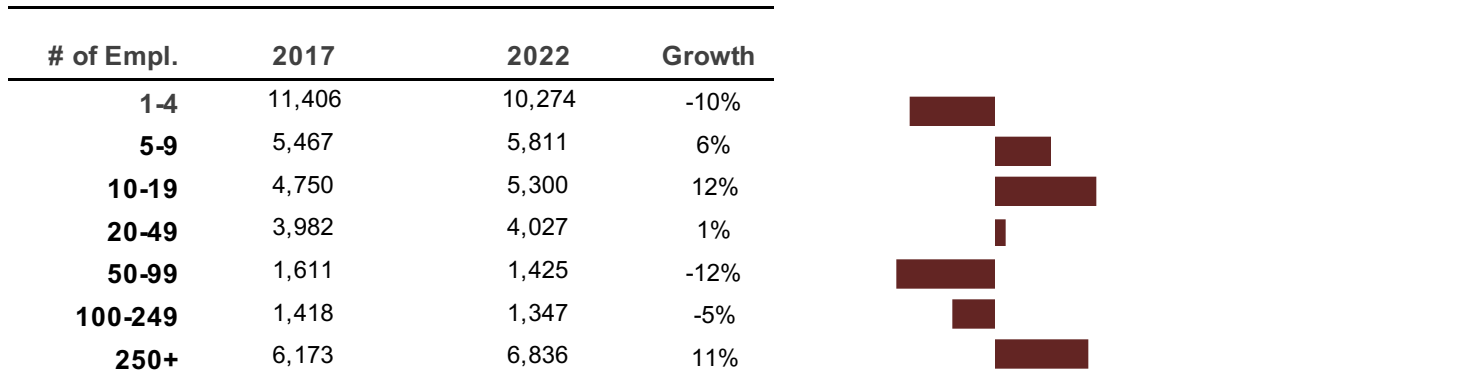
Sales (\$ M)



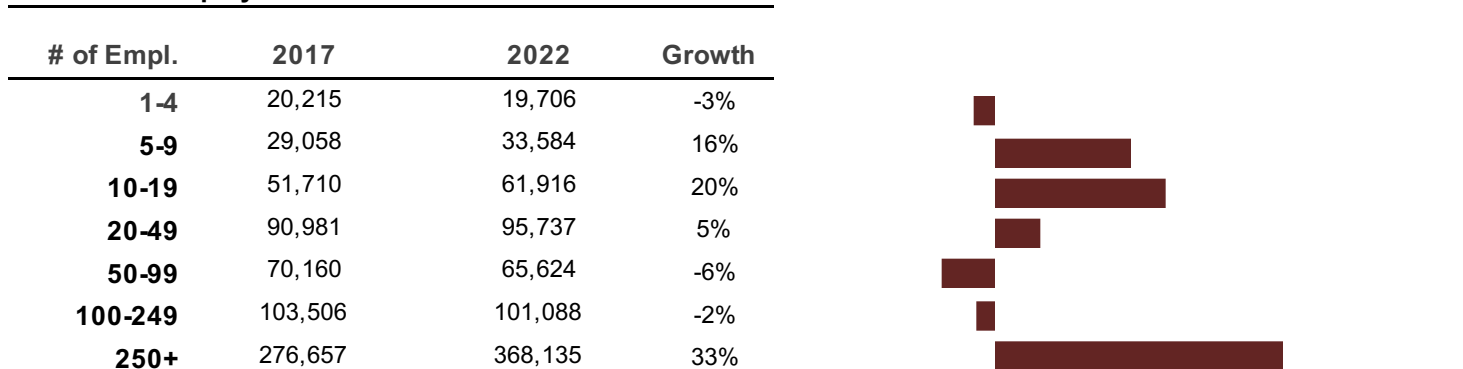
Number of Companies



Number of Locations



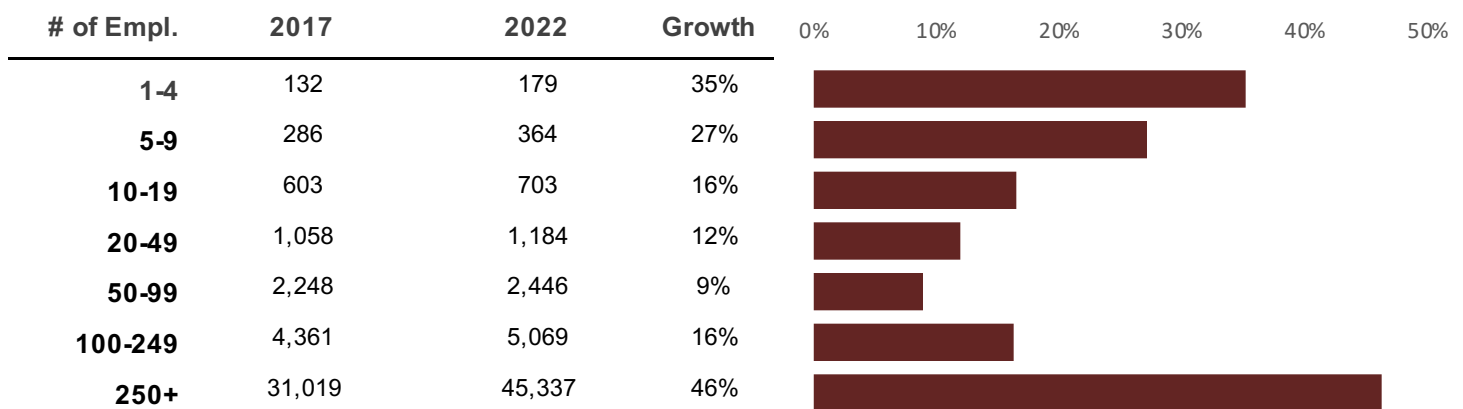
Number of Employees



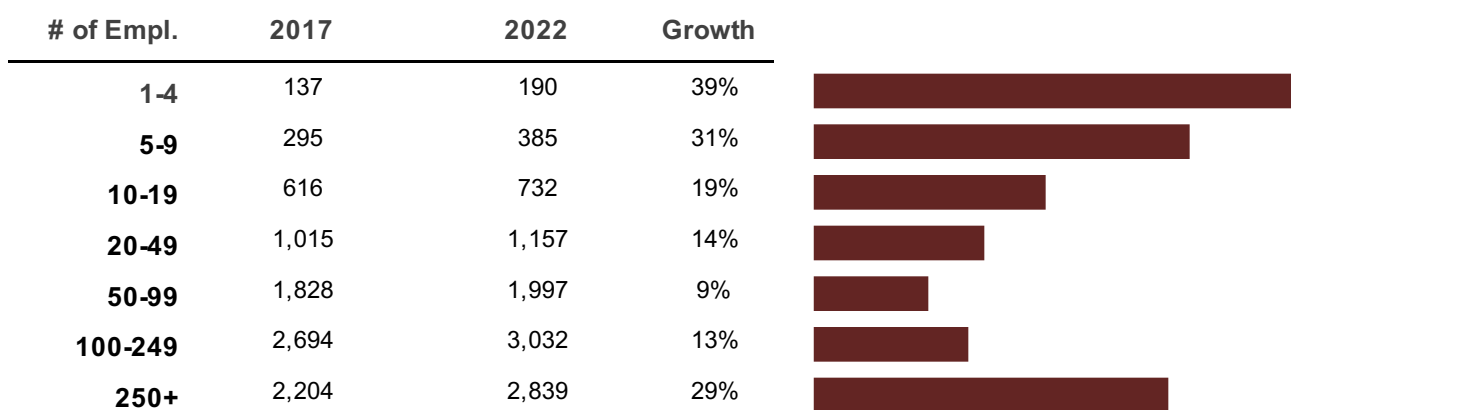
Industry Consolidation Benchmarks

Below are consolidation benchmarks including sales per company, location and employee by size of company based on number of employees for 2017 and 2022.

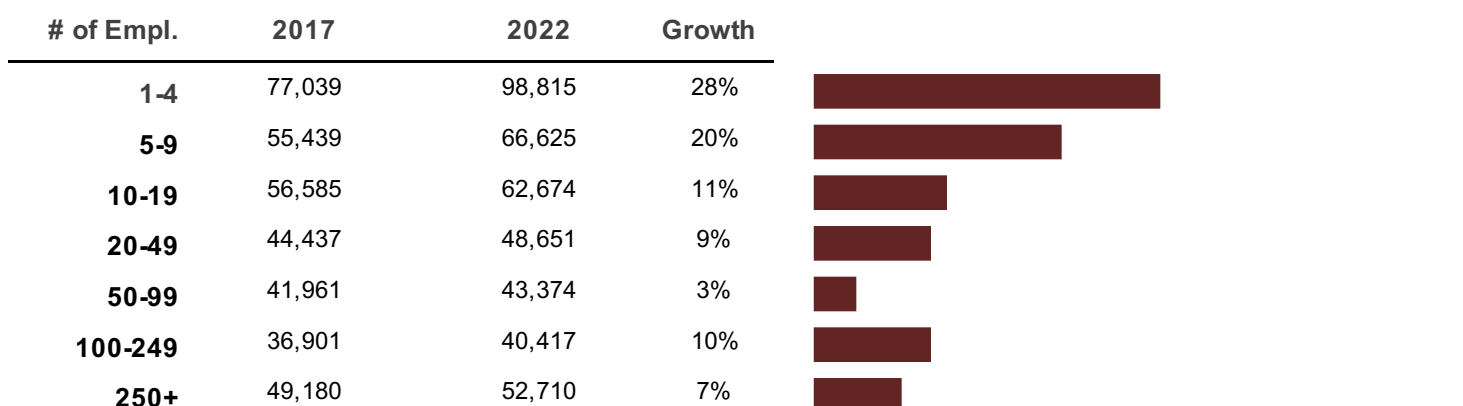
Sales per Company (\$ thousands)



Sales per Location (\$ thousands)



Sales per Employee (\$)



Industry Segmentation by Concentration

Below are industry segmentation statistics by industry sales concentration, including retailers, locations, sales, employees, and payroll. The concentration segmentation is based on the 50 largest companies in the industry (top 4 largest companies, next 4 largest, next 12 largest, and next 30 largest). Both absolute and as a percent of the industry figures are included.

Health Clubs Segmentation by Top 50 Companies Concentration

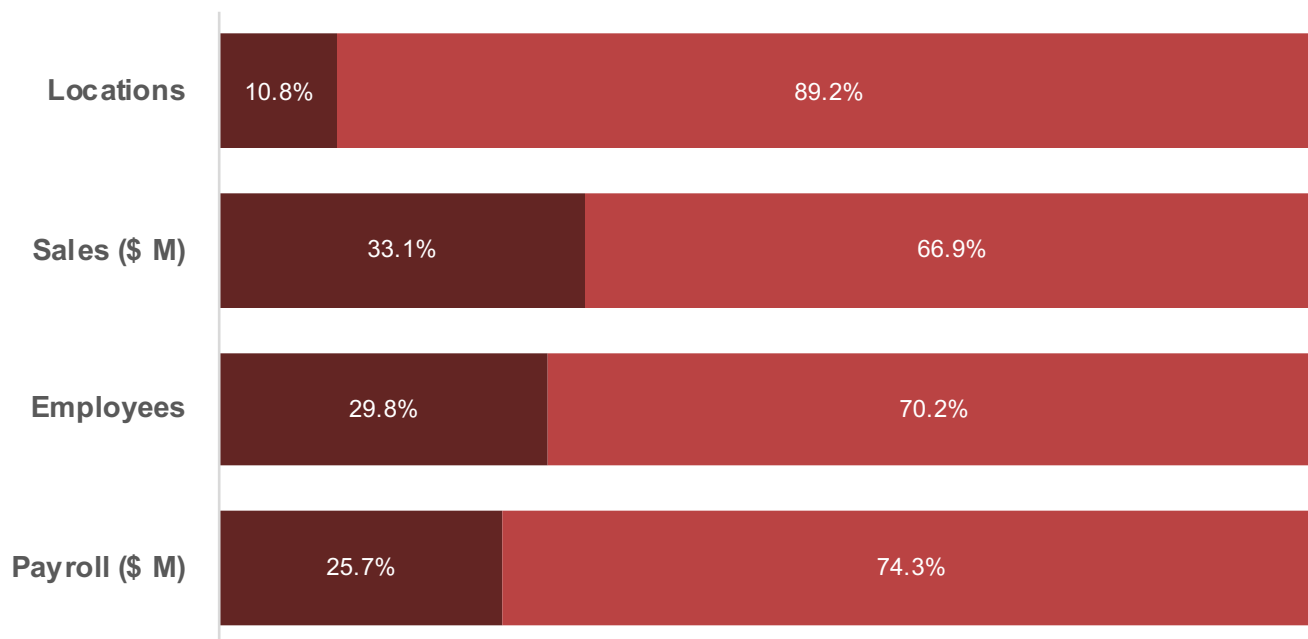
Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	28,854
Locations	1,407	455	859	1,053	3,774	31,246
Sales (\$ M)	7,453	1,279	1,790	2,420	12,943	26,117
Employees	115,485	21,548	33,579	51,857	222,470	523,319
Payroll (\$ M)	1,299	377	426	747	2,849	8,236

Largest Companies Ranked by Revenue

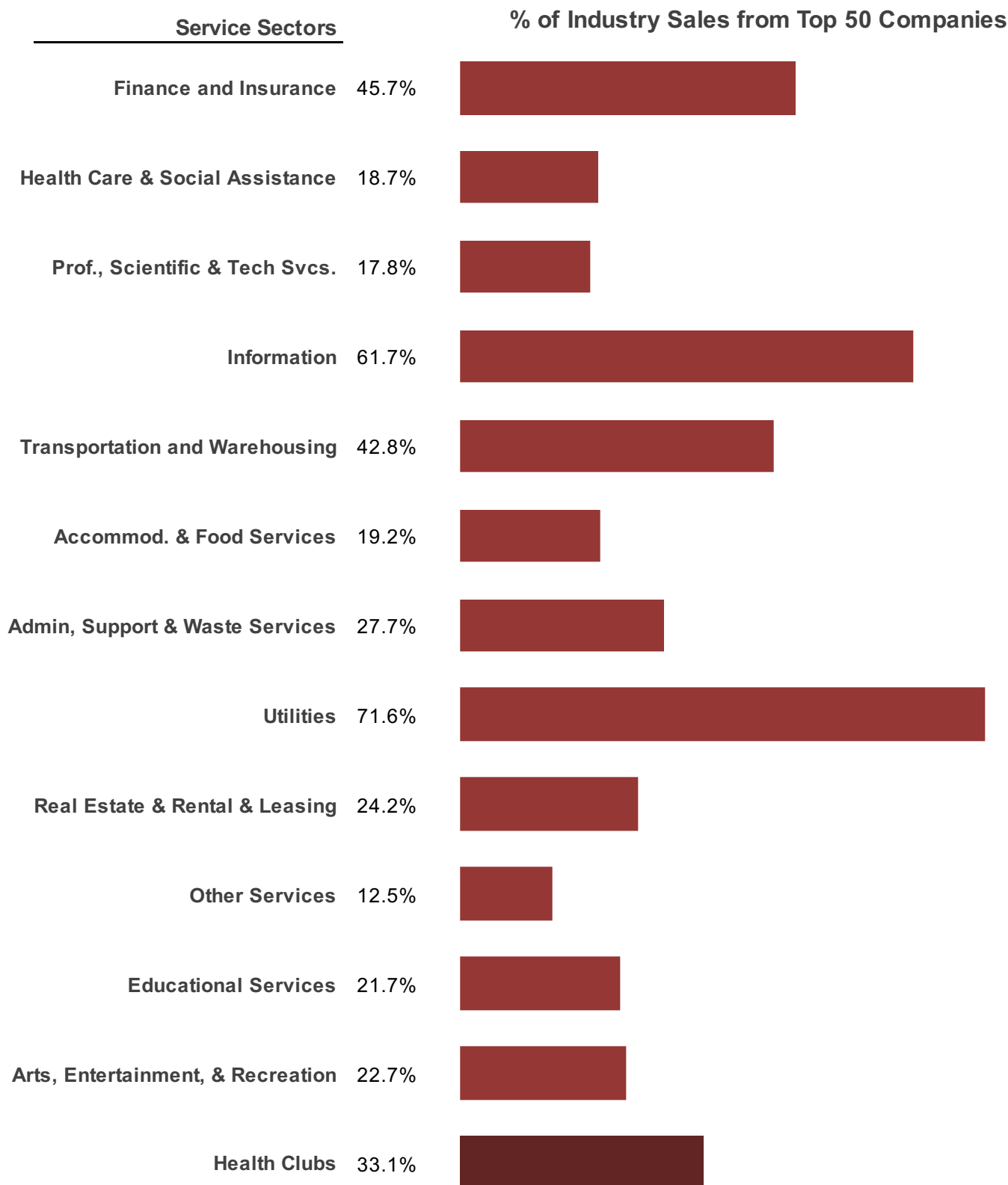
	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Locations	4.0%	1.3%	2.5%	3.0%	10.8%	89.2%
Sales (\$ M)	19.1%	3.3%	4.6%	6.2%	33.1%	66.9%
Employees	15.5%	2.9%	4.5%	7.0%	29.8%	70.2%
Payroll (\$ M)	11.7%	3.4%	3.8%	6.7%	25.7%	74.3%

■ Top 50 ■ Rest of Industry



Sector Concentration Benchmarks

Below are sales concentration benchmarks; % of industry sales the top 50 companies represent per major service sector, with the Health Clubs sales concentration reflected on the bottom for comparison.



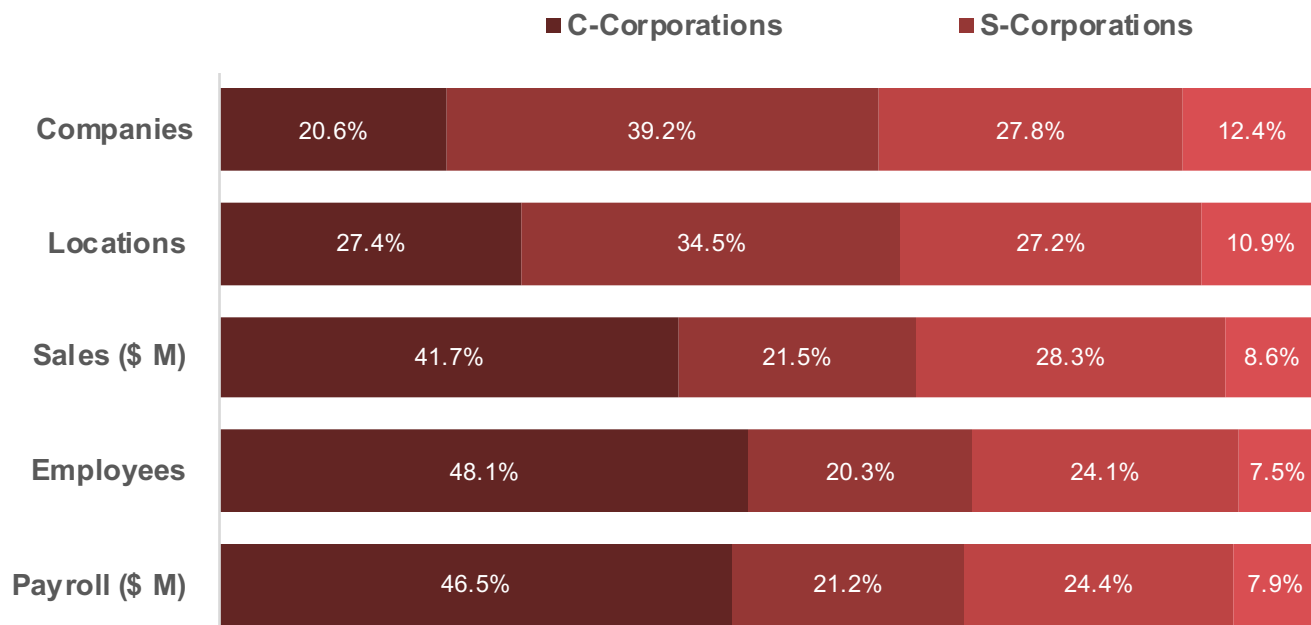
Industry Segmentation by Business Structure

Below are the various industry segmentation metrics including locations, sales, employees and payroll by business structure including C-Corporations, S-Corporations, Partnerships, and Sole Proprietorships. Both absolute and as a percent of the industry figures are included.

Health Clubs Segmentation by Business Structure

	Business Structure			
	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	5,952	11,328	8,035	3,589
Locations	9,610	12,075	9,529	3,805
Sales (\$ M)	16,297	8,379	11,036	3,347
Employees	358,511	151,553	179,792	55,933
Payroll (\$ M)	5,154	2,348	2,702	880

	Business Structure			
	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	20.6%	39.2%	27.8%	12.4%
Locations	27.4%	34.5%	27.2%	10.9%
Sales (\$ M)	41.7%	21.5%	28.3%	8.6%
Employees	48.1%	20.3%	24.1%	7.5%
Payroll (\$ M)	46.5%	21.2%	24.4%	7.9%

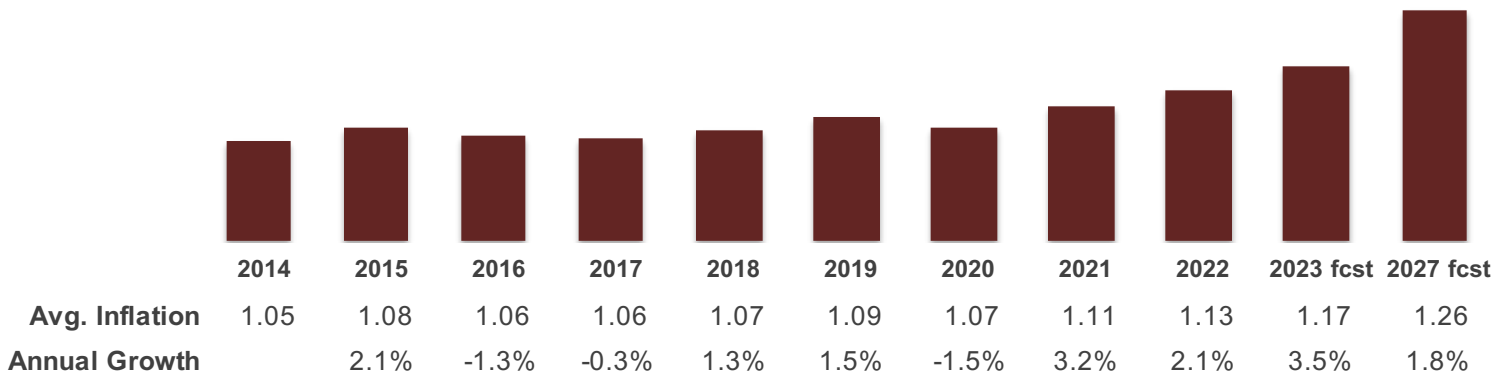


Pricing & Inflation

Understanding the pricing and inflation dynamics of an industry is critical to help inform the pricing decisions of a company. Below is the historical and forecasted inflation of the industry, and the seasonality of inflation over the past 4 years.

Health Clubs Industry Inflation

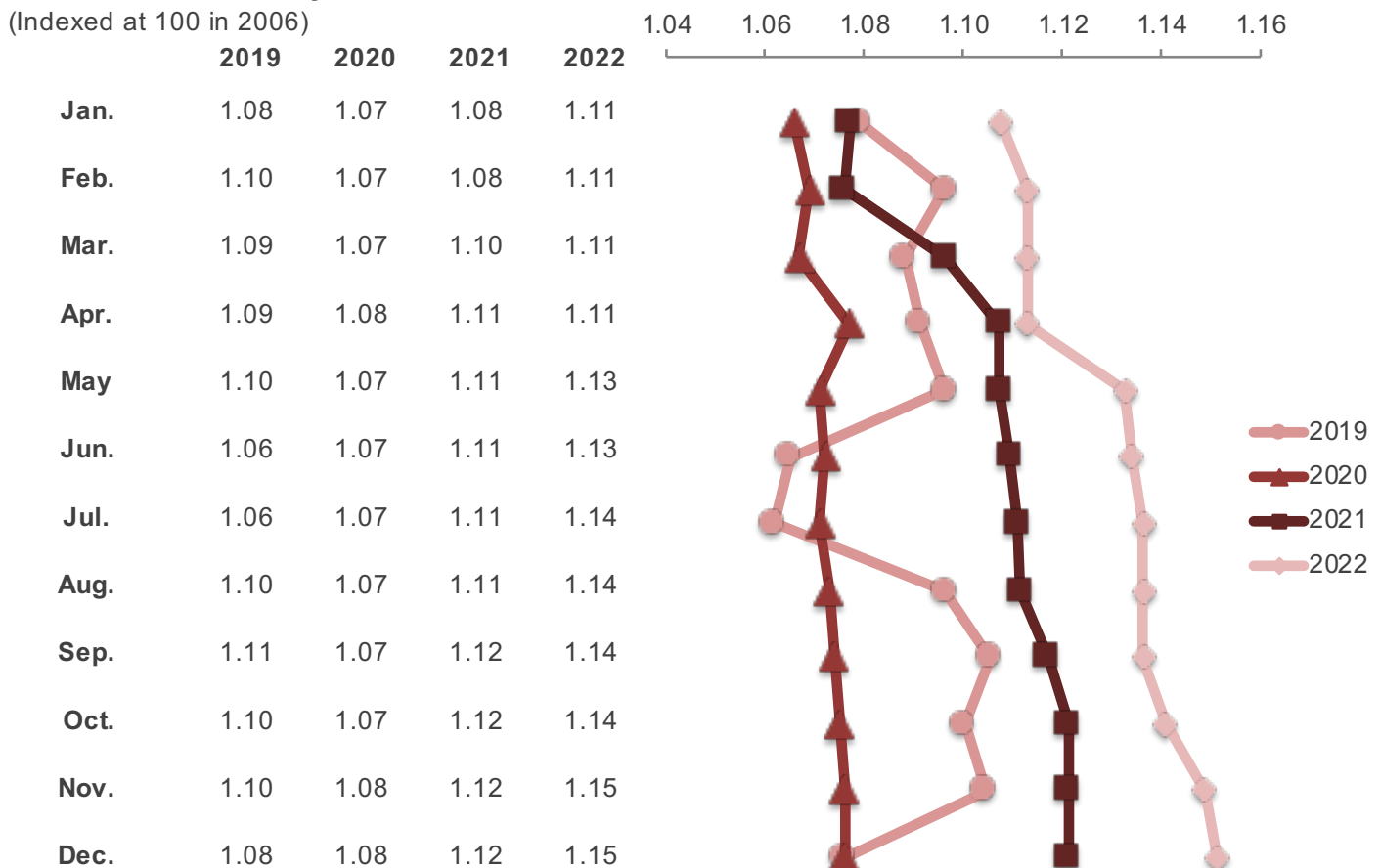
(Indexed at 100 in 2006)



Compound Annual Growth Rate **1.3%** 3-Year **1.3%** 5-Year

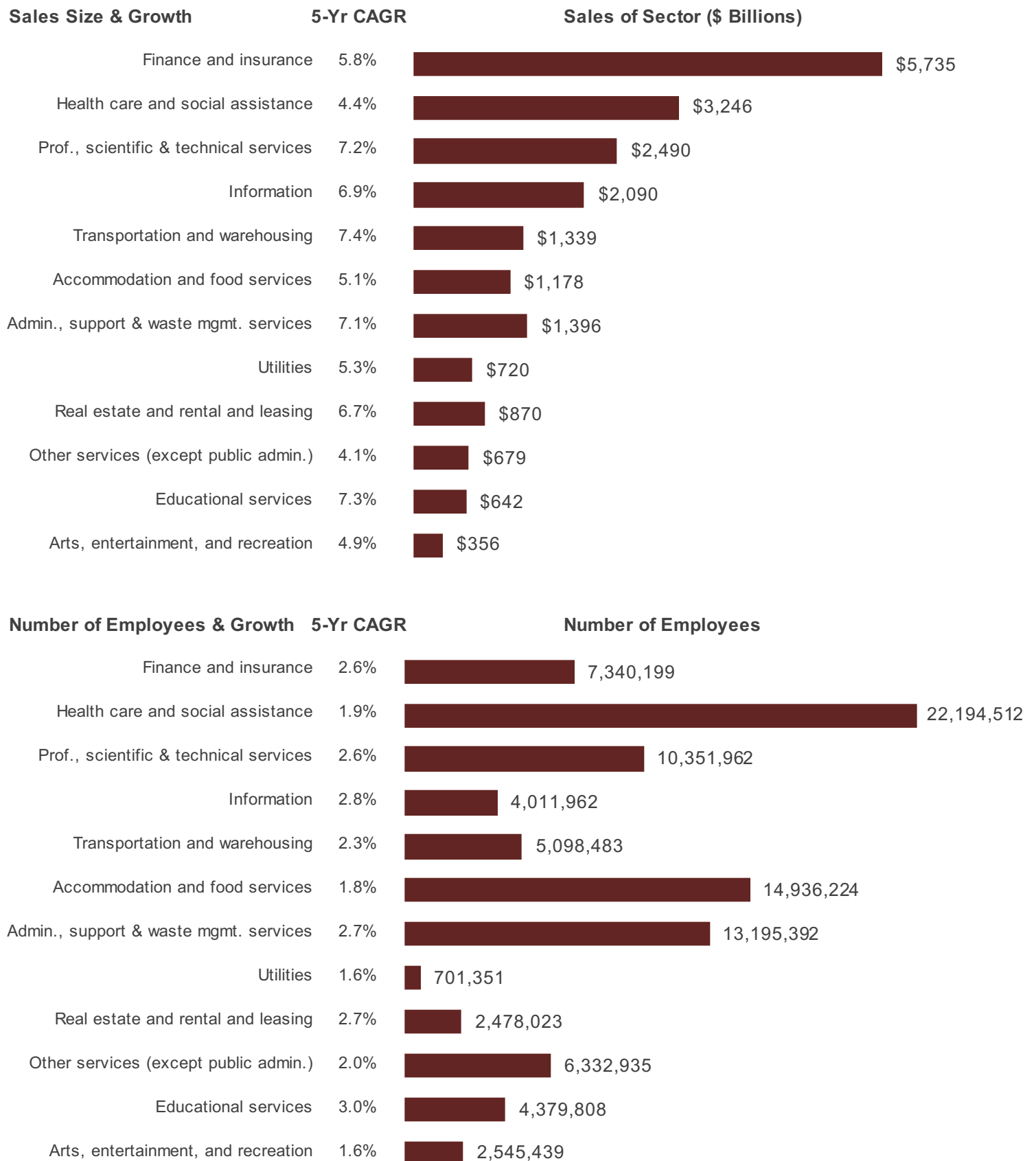
Health Clubs Industry Inflation

(Indexed at 100 in 2006)



Services Sector Growth

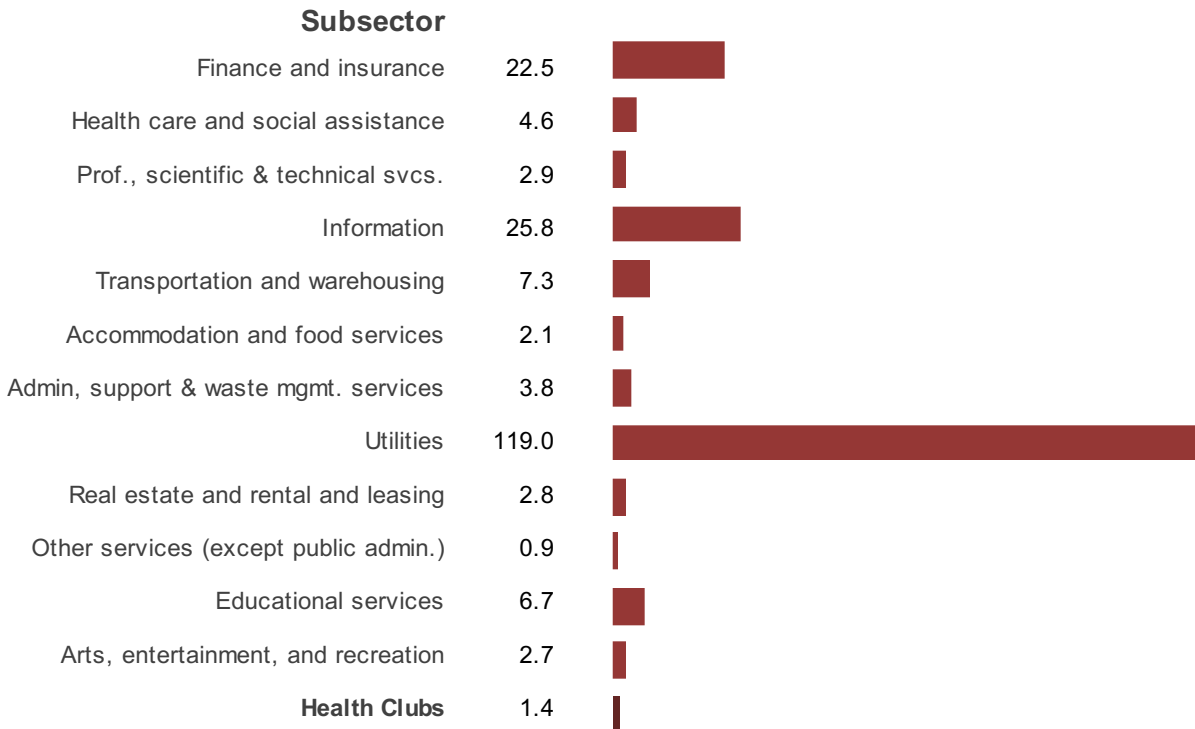
Below is the size and growth of all of the major service subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



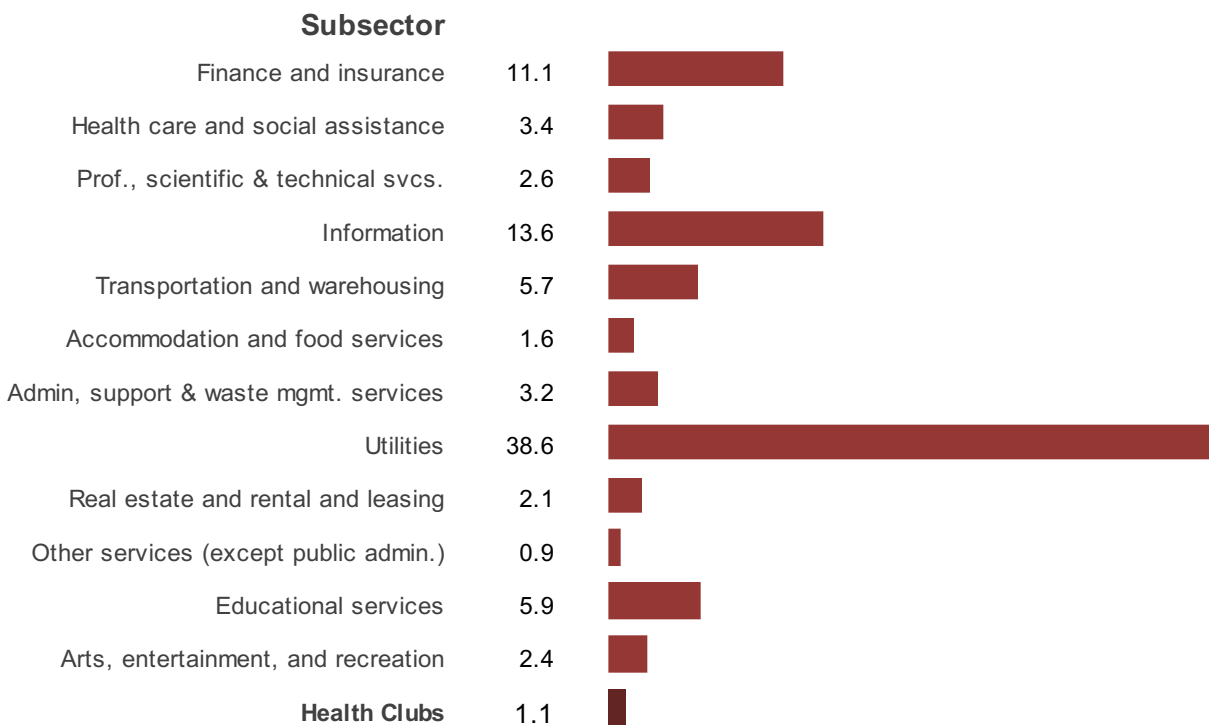
Subsector Analysis (1/2)

Below are revenue per company and location for all of the major services subsectors with the Health Clubs industry metric at the bottom of the chart.

Revenue per Company (\$ M)



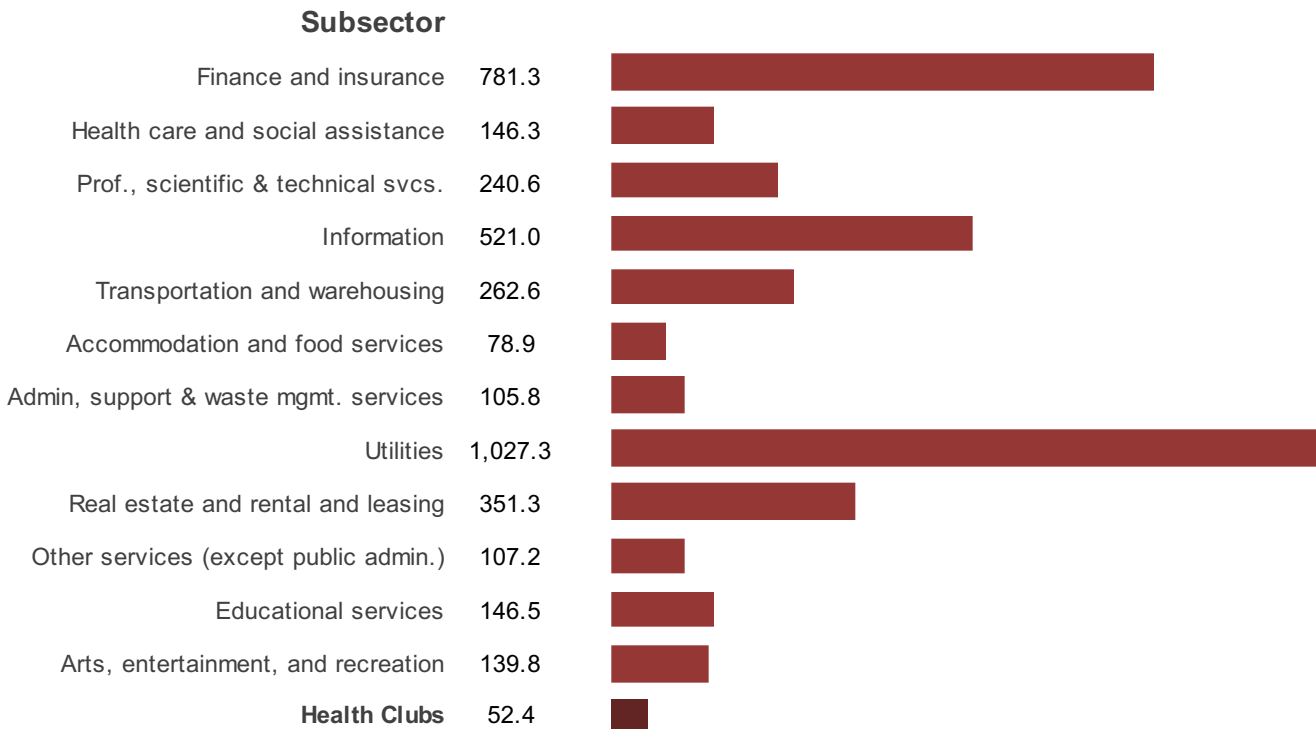
Revenue per Location (\$ M)



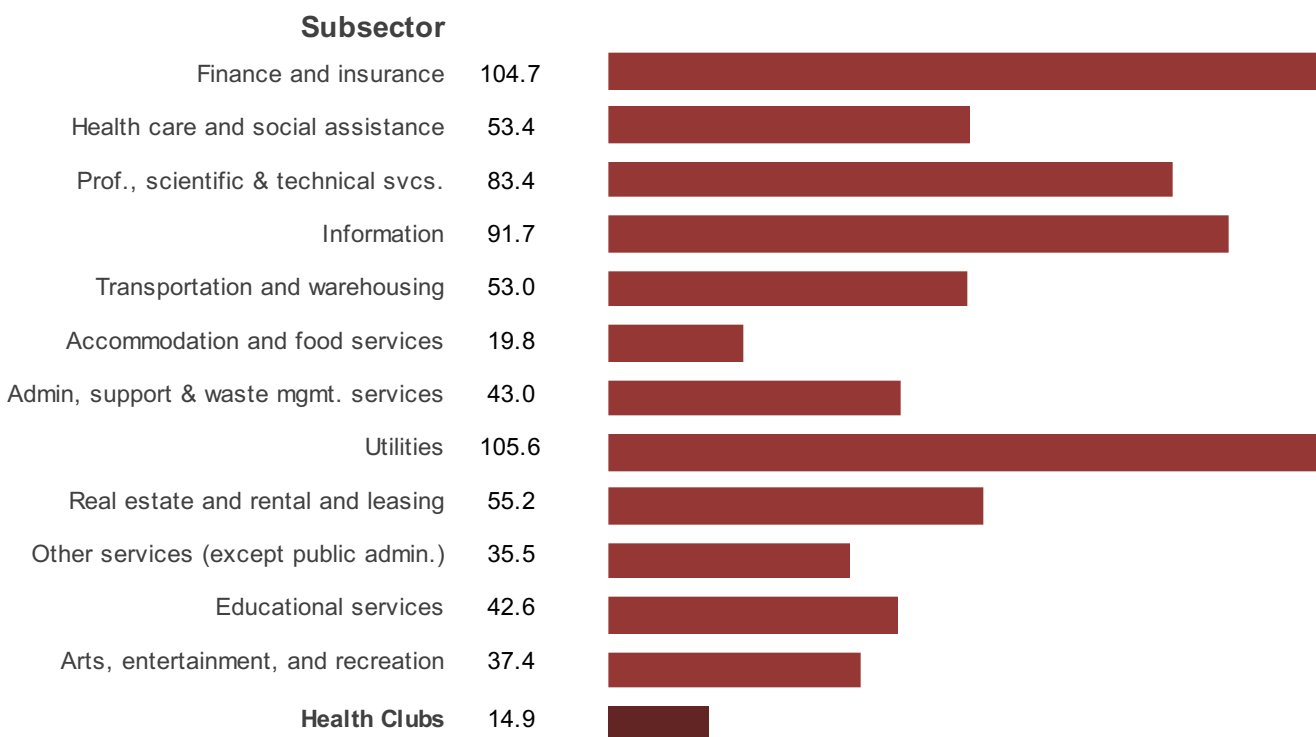
Subsector Analysis (2/2)

Below are sales per employee and payroll per employee for all major services subsectors with the Health Clubs industry metric at the bottom of the chart.

Sales per Employee (\$ 000s)



Payroll per Employee (\$ 000s)



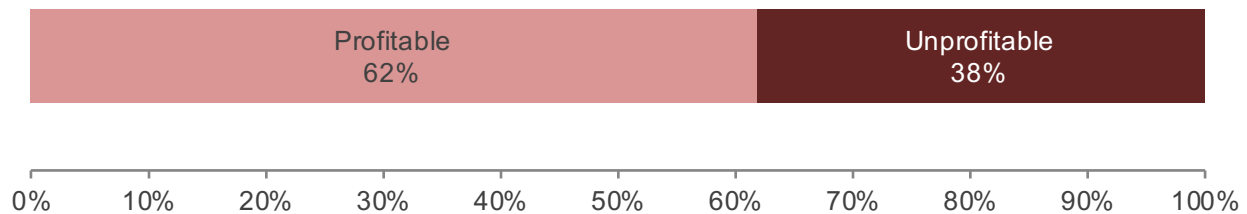
Section Two

Cost & Financial Analysis

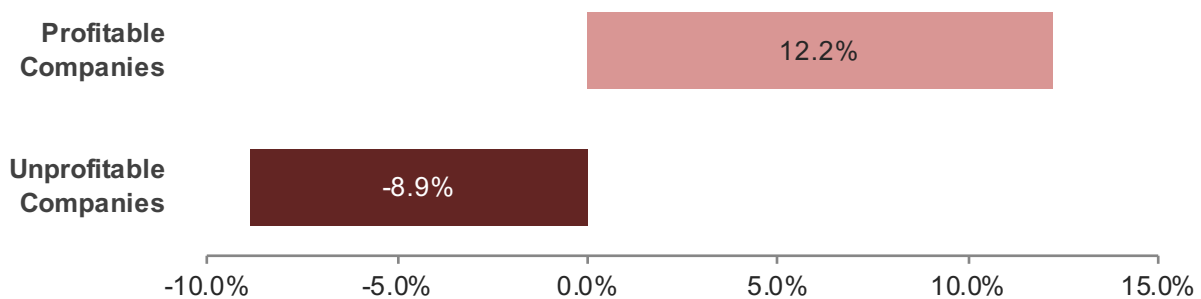
Profitability & Financial Ratio Analysis

Below are benchmarks for the percent of companies that are profitable, average net income as a percent of revenue, and financial ratios including total asset turnover, fixed asset turnover, fixed assets to total assets ratio, total assets to total liabilities ratio, return on sales, return on total assets, return on net worth, total liabilities to net worth ratio, fixed assets to net worth ratio, and solvency ratio.

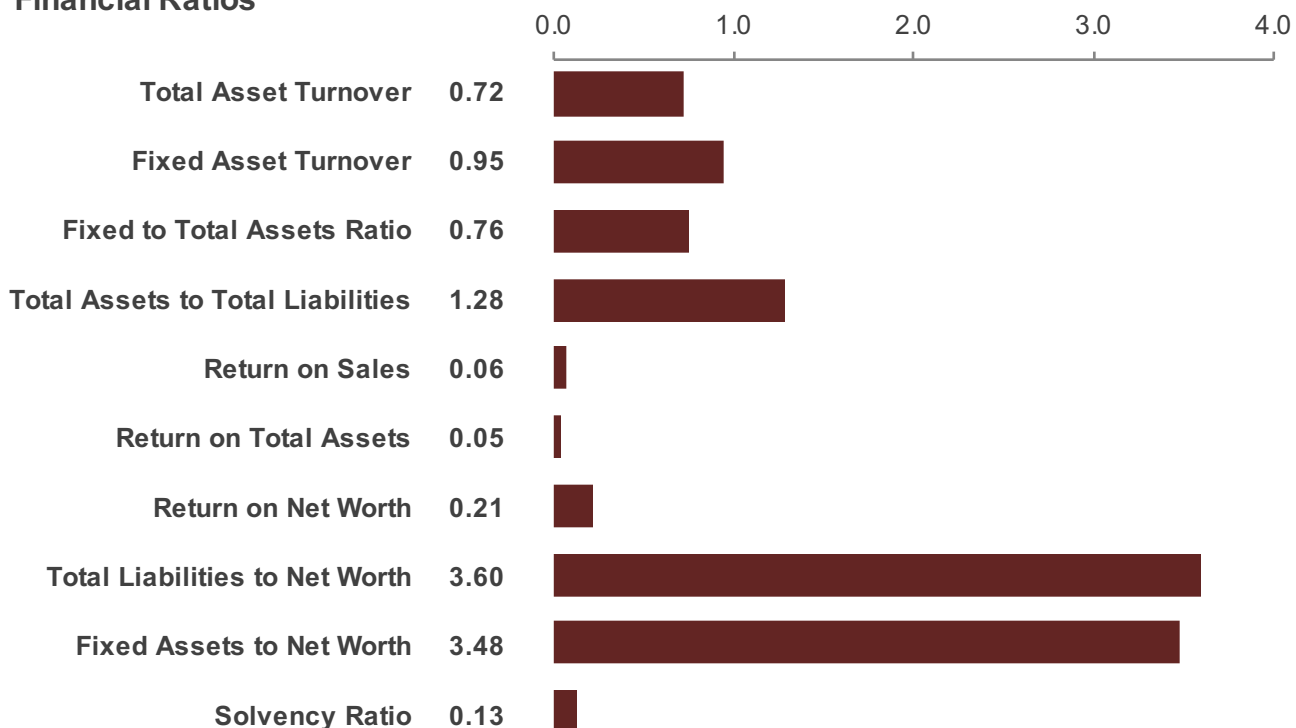
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenue

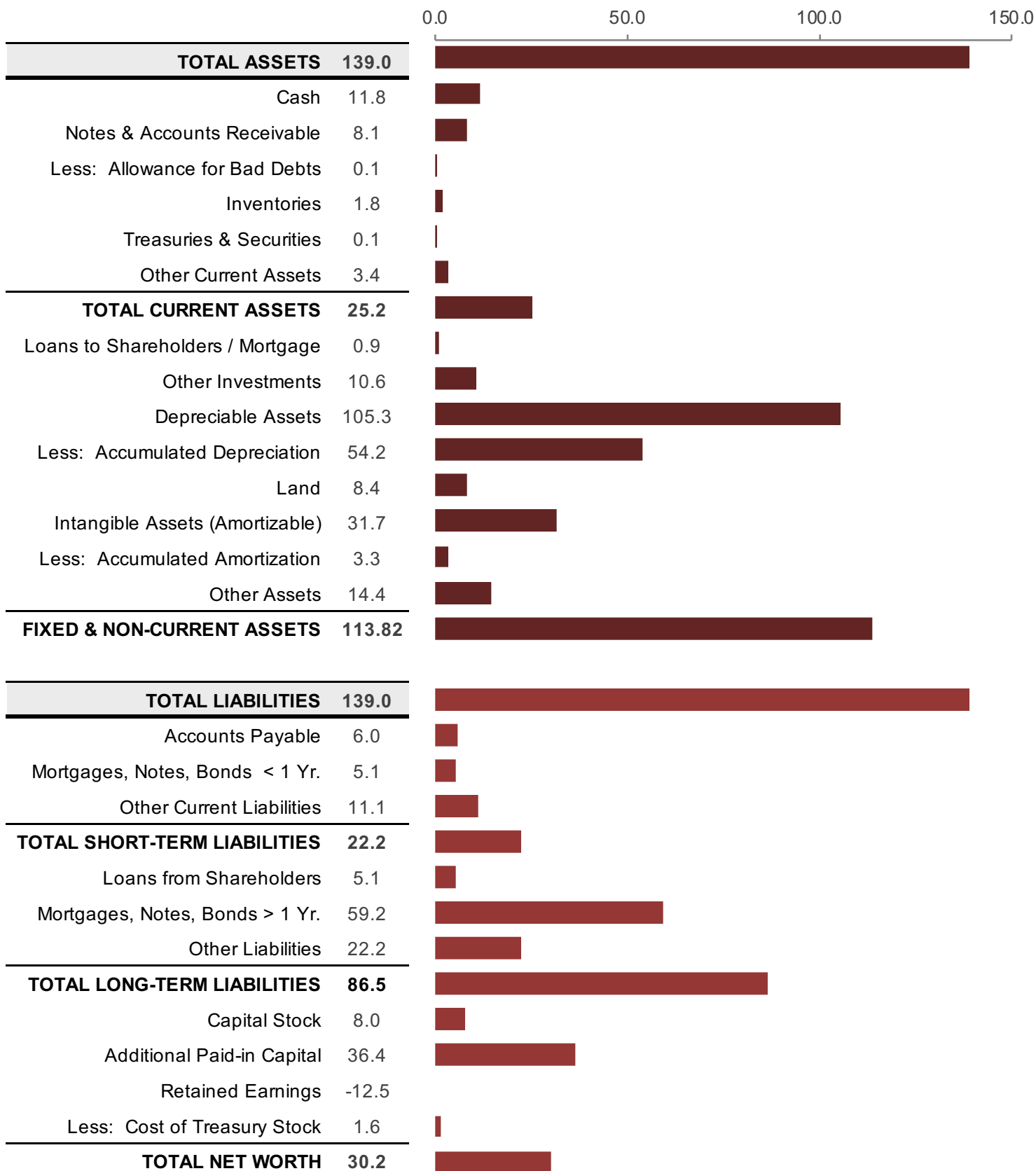


Financial Ratios



Balance Sheet Benchmarks - Assets, Liabilities & Equity

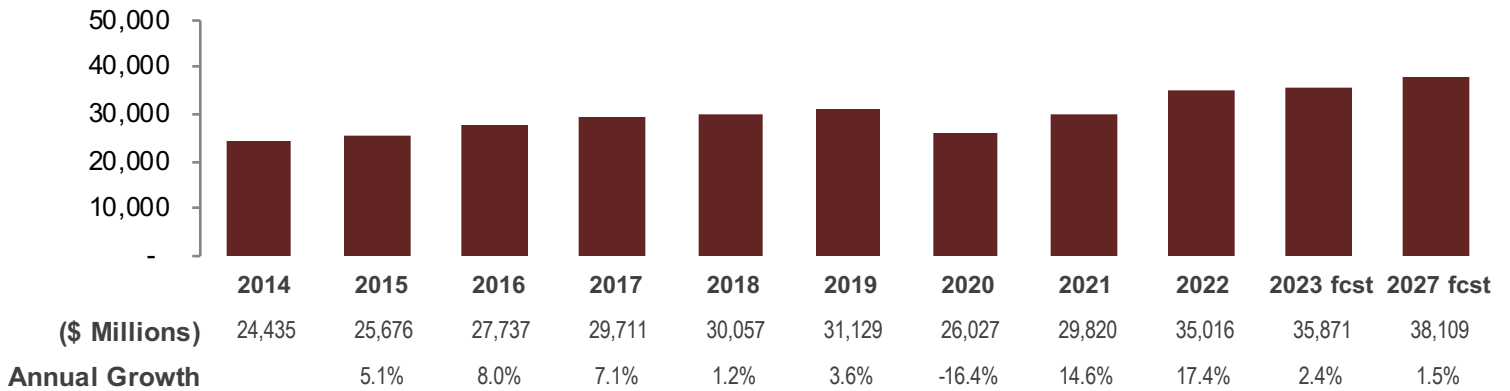
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



Operating Expenses

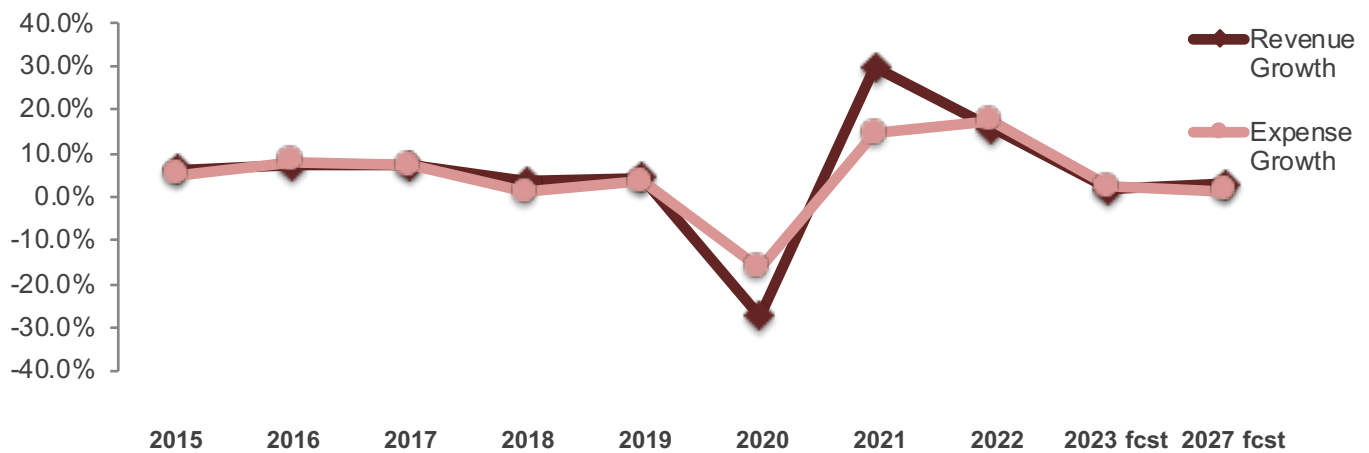
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Health Clubs industry. The data sets include historical and forecasts.

Industry Operating Expenses

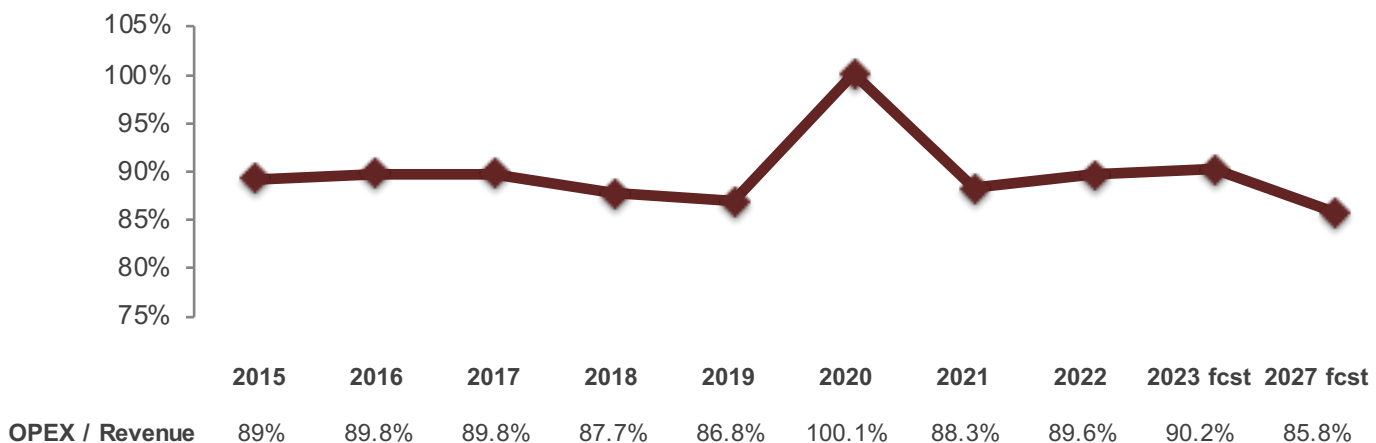


Compound Annual Growth Rate **4.0%** 3-Year **3.3%** 5-Year

Industry Revenue vs. Operating Expense Growth



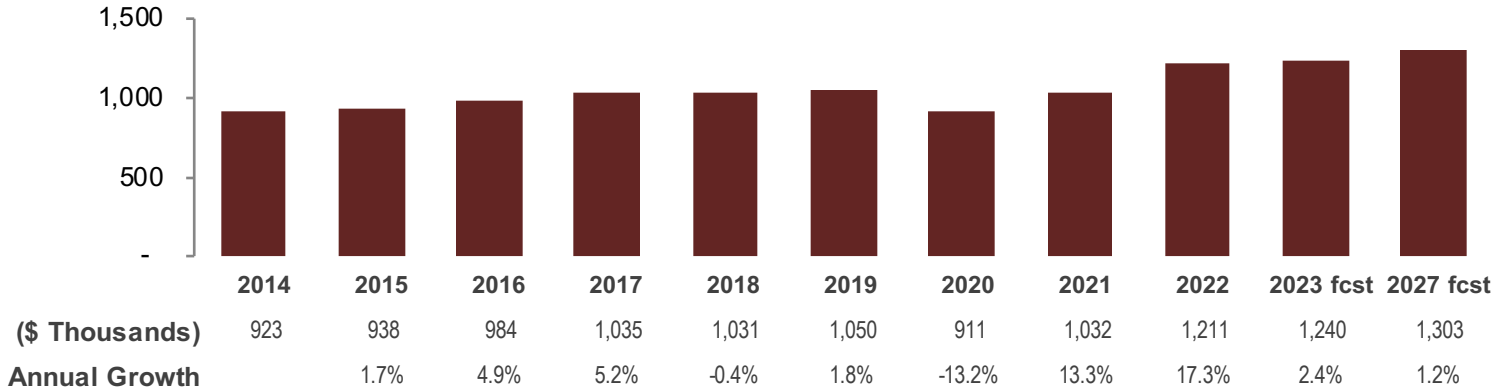
Operating Expense as a Percent of Revenue



Operating Expenses per Company & Location

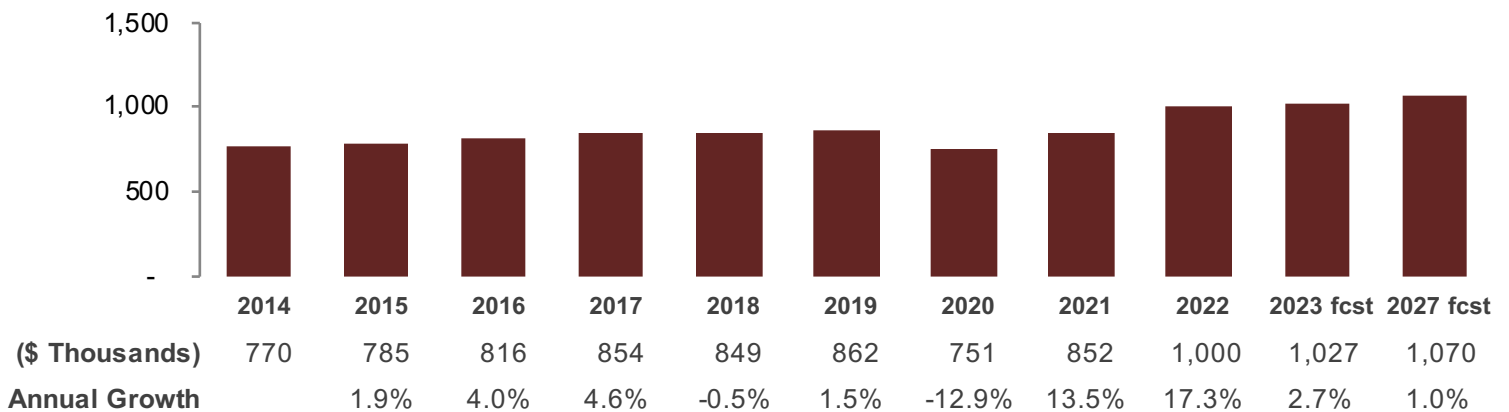
Given the dynamics of company and location growth and consolidation in the industry, it is important to normalize operating expense growth by company and location, which are below. This serves as a better benchmark for operating expense comparisons.

Industry Operating Expenses per Company



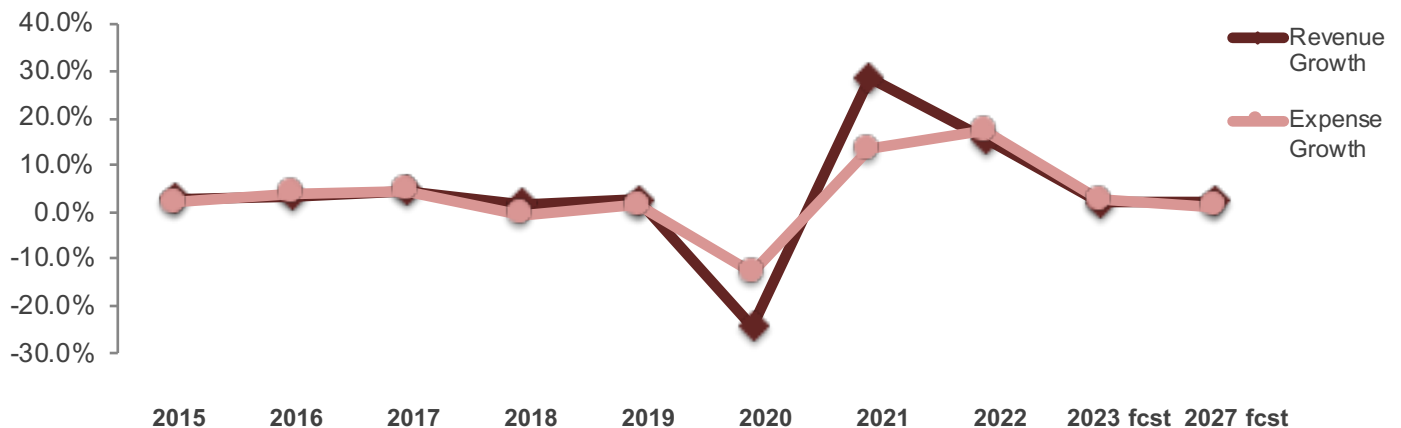
Compound Annual Growth Rate **4.9%** 3-Year **3.2%** 5-Year

Industry Operating Expenses per Location



Compound Annual Growth Rate **5.1%** 3-Year **3.2%** 5-Year

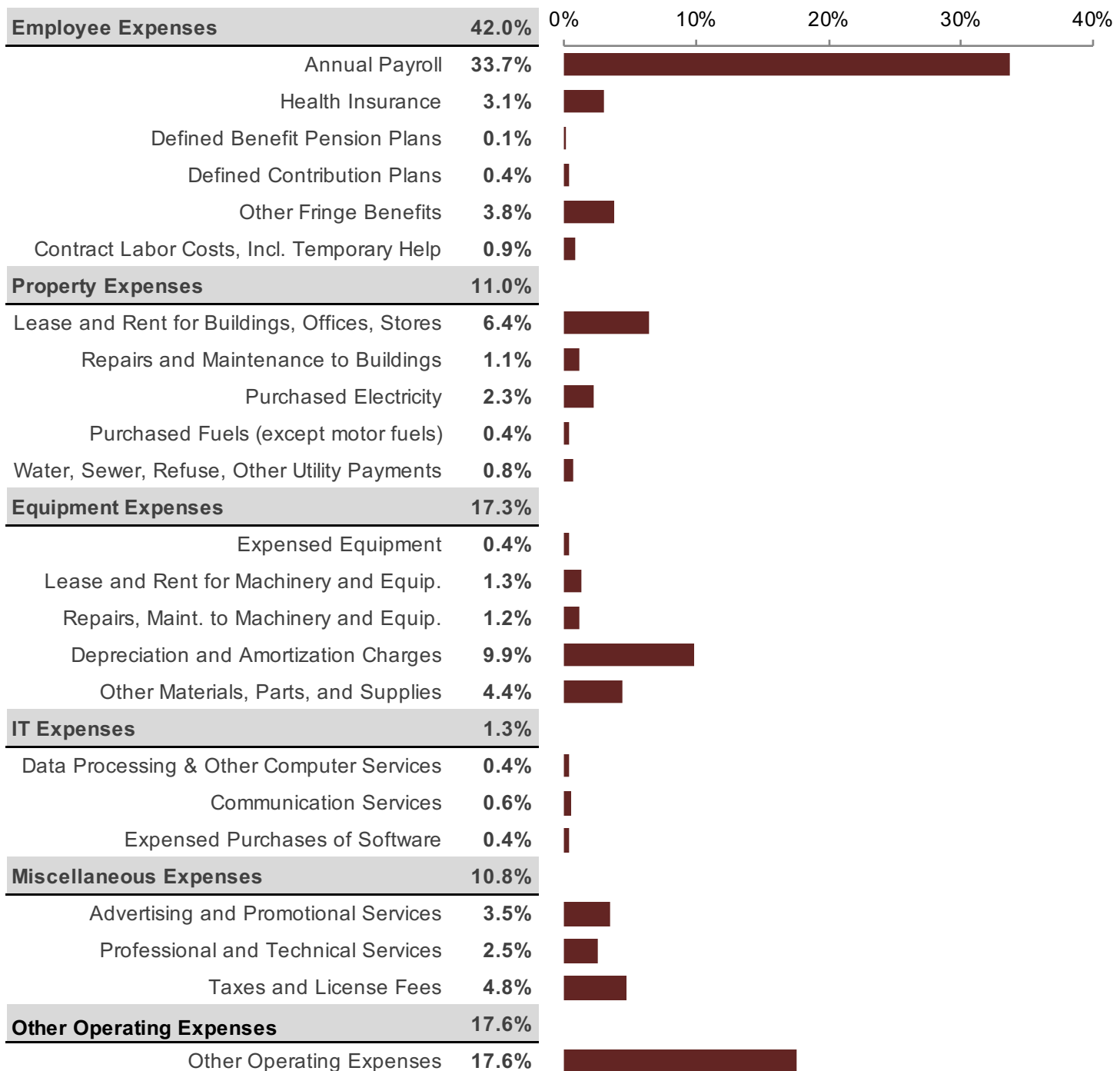
Revenue Growth per Location vs. Operating Expense Growth per Location



Operating Expense Detail

Below outlines the breakdown of operating expenses, broken down by employee, property, equipment, IT, and other categories. Operating expense detail is typically used in a gap analysis to highlight opportunities where a company has variances to the benchmark expense data.

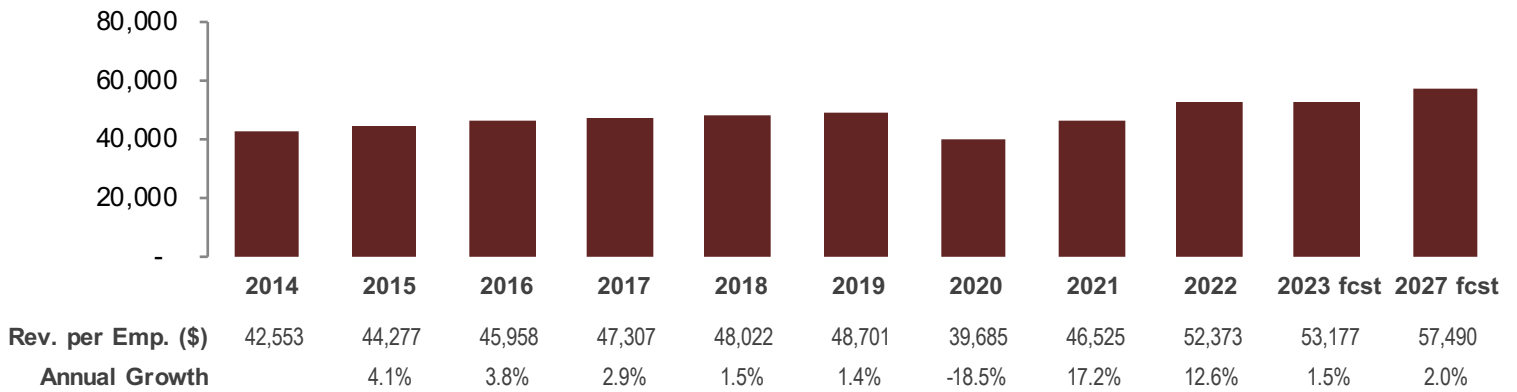
Operating Expense Breakdown



Employee Productivity & Industry Employment

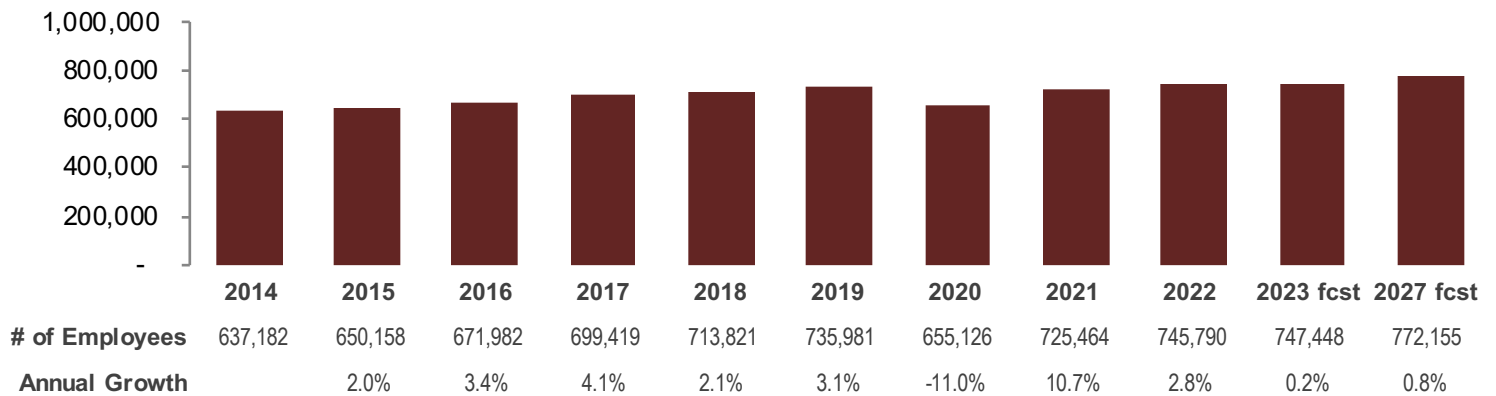
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historicals and forecasts.

Productivity - Revenue (output) per Employee



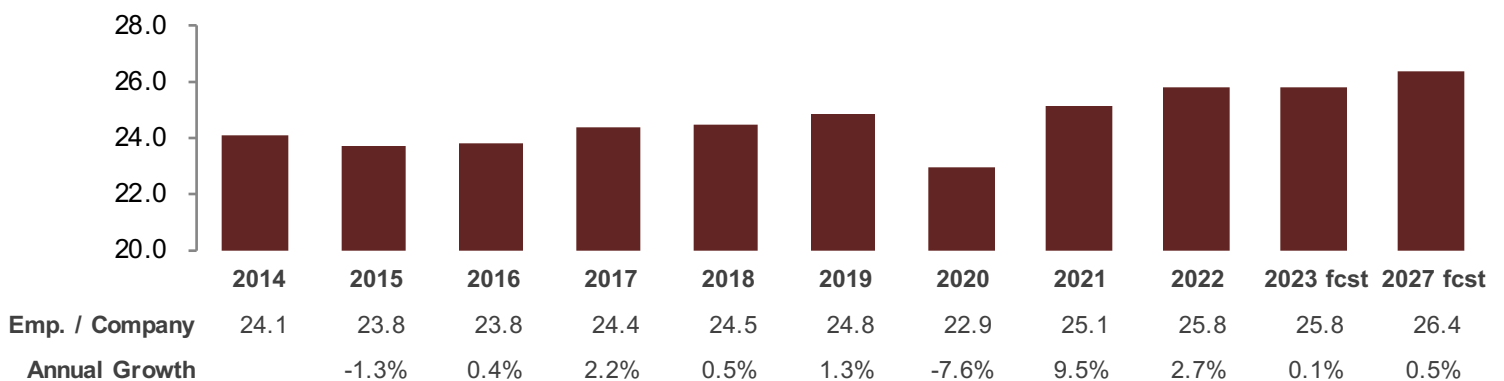
Compound Annual Growth Rate **2.5%** 3-Year **2.1%** 5-Year

Total Industry Employees



Compound Annual Growth Rate **0.4%** 3-Year **1.3%** 5-Year

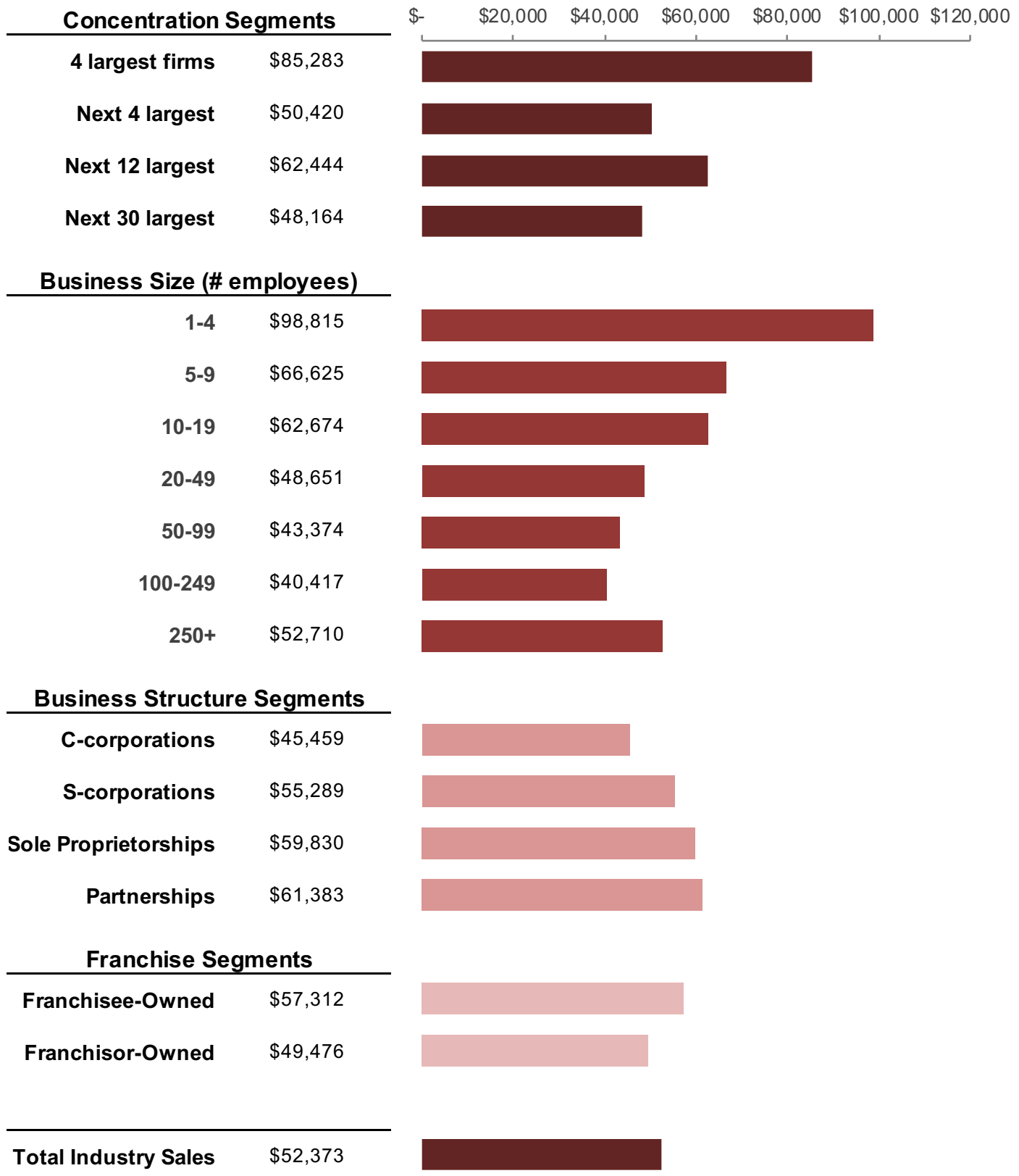
Employees per Company



Compound Annual Growth Rate **1.3%** 3-Year **1.2%** 5-Year

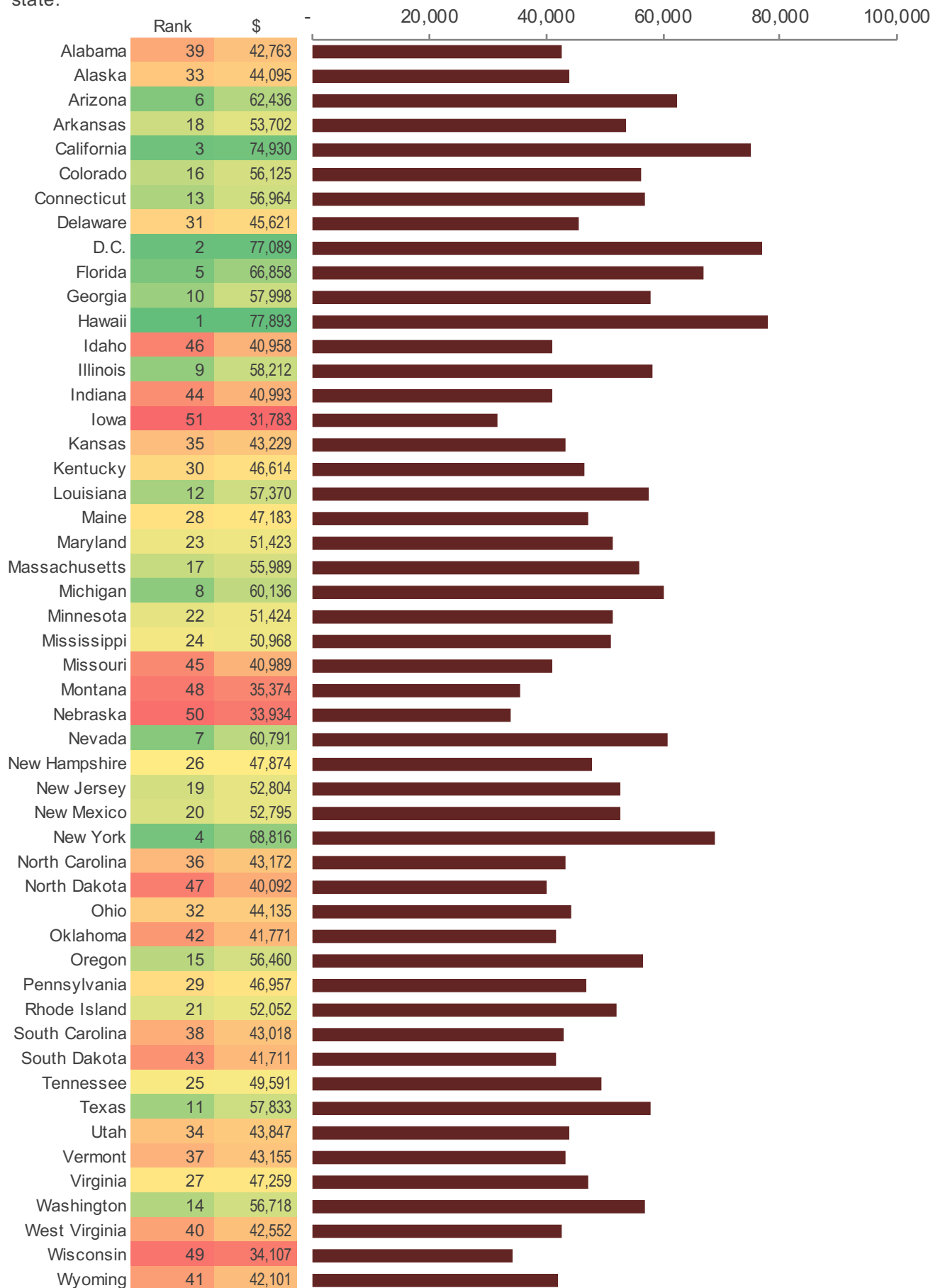
Employee Productivity by Segments

Below are employee productivity (i.e., revenue per employee) statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.



Productivity by State - Revenue (output) per Employee

Below is sales per employee per MSA. When it states "no data", there wasn't a sufficient sample size of data for the state.



Sales per Employee per Metropolitan Area

Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	56	Brunswick, GA	52
Akron, OH	49	Buffalo-Cheektowaga-Niagara Falls, NY	40
Albany, GA	52	Burlington, NC	40
Albany, OR	39	Burlington-South Burlington, VT	36
Albany-Schenectady-Troy, NY	36	California-Lexington Park, MD	27
Albuquerque, NM	47	Canton-Massillon, OH	28
Alexandria, LA	63	Cape Coral-Fort Myers, FL	65
Allentown-Bethlehem-Easton, PA-NJ	50	Cape Girardeau, MO-IL	44
Altoona, PA	31	Carbondale-Marion, IL	39
Amarillo, TX	44	Carson City, NV	60
Ames, IA	25	Casper, WY	35
Anchorage, AK	49	Cedar Rapids, IA	25
Ann Arbor, MI	42	Chambersburg-Waynesboro, PA	52
Anniston-Oxford-Jacksonville, AL	49	Champaign-Urbana, IL	37
Appleton, WI	24	Charleston, WV	43
Asheville, NC	38	Charleston-North Charleston, SC	52
Athens-Clarke County, GA	42	Charlotte-Concord-Gastonia, NC-SC	42
Atlanta-Sandy Springs-Roswell, GA	60	Charlottesville, VA	65
Atlantic City-Hammonton, NJ	41	Chattanooga, TN-GA	41
Auburn-Opelika, AL	48	Cheyenne, WY	28
Augusta-Richmond County, GA-SC	39	Chicago-Naperville-Elgin, IL-IN-WI	60
Austin-Round Rock, TX	50	Chico, CA	47
Bakersfield, CA	69	Cincinnati, OH-KY-IN	46
Baltimore-Columbia-Towson, MD	46	Clarksville, TN-KY	45
Bangor, ME	47	Cleveland, TN	25
Barnstable Town, MA	50	Cleveland-Elyria, OH	47
Baton Rouge, LA	48	Coeur d'Alene, ID	54
Battle Creek, MI	45	College Station-Bryan, TX	36
Bay City, MI	34	Colorado Springs, CO	53
Beaumont-Port Arthur, TX	42	Columbia, MO	38
Beckley, WV	33	Columbia, SC	47
Bellingham, WA	35	Columbus, GA-AL	38
Bend-Redmond, OR	47	Columbus, IN	34
Billings, MT	31	Columbus, OH	48
Binghamton, NY	39	Corpus Christi, TX	48
Birmingham-Hoover, AL	44	Corvallis, OR	38
Bismarck, ND	33	Crestview-Fort Walton Beach-Destin, FL	61
Blacksburg-Christiansburg-Radford, VA	38	Cumberland, MD-WV	73
Bloomington, IL	21	Dallas-Fort Worth-Arlington, TX	62
Bloomington, IN	30	Dalton, GA	39
Bloomsburg-Berwick, PA	32	Danville, IL	29
Boise City, ID	40	Daphne-Fairhope-Foley, AL	32
Boston-Cambridge-Newton, MA-NH	55	Davenport-Moline-Rock Island, IA-IL	30
Boulder, CO	39	Dayton, OH	34
Bowling Green, KY	33	Decatur, AL	38
Bremerton-Silverdale, WA	36	Decatur, IL	30
Bridgeport-Stamford-Norwalk, CT	64	Deltona-Daytona Beach-Ormond, FL	47
Brownsville-Harlingen, TX	42	Denver-Aurora-Lakewood, CO	58

Sales per Employee per Metropolitan Area

Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	34	Greenville-Anderson-Mauldin, SC	34
Detroit-Warren-Dearborn, MI	71	Gulfport-Biloxi-Pascagoula, MS	54
Dothan, AL	54	Hagerstown-Martinsburg, MD-WV	34
Dover, DE	52	Hammond, LA	39
Dubuque, IA	57	Hanford-Corcoran, CA	49
Duluth, MN-WI	29	Harrisburg-Carlisle, PA	43
Durham-Chapel Hill, NC	40	Harrisonburg, VA	52
East Stroudsburg, PA	38	Hartford-West Hartford-East Hartford, CT	43
Eau Claire, WI	22	Hattiesburg, MS	40
El Centro, CA	36	Hickory-Lenoir-Morganton, NC	36
Elizabethtown-Fort Knox, KY	51	Hilton Head Island-Bluffton-Beaufort, SC	61
Elkhart-Goshen, IN	62	Hinesville, GA	52
Elmira, NY	31	Homosassa Springs, FL	40
El Paso, TX	46	Hot Springs, AR	27
Enid, OK	38	Houma-Thibodaux, LA	39
Erie, PA	30	Houston-The Woodlands-Sugar Land, TX	56
Eugene, OR	38	Huntington-Ashland, WV-KY-OH	35
Evansville, IN-KY	39	Huntsville, AL	39
Fairbanks, AK	48	Idaho Falls, ID	21
Fargo, ND-MN	42	Indianapolis-Carmel-Anderson, IN	50
Farmington, NM	44	Iowa City, IA	52
Fayetteville, NC	43	Ithaca, NY	33
Fayetteville-Springdale-Rogers, AR-MO	51	Jackson, MI	51
Flagstaff, AZ	37	Jackson, MS	48
Flint, MI	63	Jackson, TN	52
Florence, SC	28	Jacksonville, FL	56
Florence-Muscle Shoals, AL	30	Jacksonville, NC	73
Fond du Lac, WI	24	Janesville-Beloit, WI	38
Fort Collins, CO	42	Jefferson City, MO	35
Fort Smith, AR-OK	42	Johnson City, TN	46
Fort Wayne, IN	29	Johnstown, PA	34
Fresno, CA	53	Jonesboro, AR	40
Gadsden, AL	34	Joplin, MO	24
Gainesville, FL	51	Kahului-Wailuku-Lahaina, HI	63
Gainesville, GA	52	Kalamazoo-Portage, MI	36
Gettysburg, PA	22	Kankakee, IL	36
Glens Falls, NY	26	Kansas City, MO-KS	45
Goldsboro, NC	38	Kennewick-Richland, WA	39
Grand Forks, ND-MN	52	Killeen-Temple, TX	45
Grand Island, NE	45	Kingsport-Bristol-Bristol, TN-VA	32
Grand Junction, CO	46	Kingston, NY	30
Grand Rapids-Wyoming, MI	46	Knoxville, TN	41
Grants Pass, OR	35	Kokomo, IN	26
Great Falls, MT	52	La Crosse-Onalaska, WI-MN	24
Greeley, CO	34	Lafayette, LA	58
Green Bay, WI	29	Lafayette-West Lafayette, IN	52
Greensboro-High Point, NC	36	Lake Charles, LA	86
Greenville, NC	48	Lake Havasu City-Kingman, AZ	52

Sales per Employee per Metropolitan Area

Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Lakeland-Winter Haven, FL	44	Muncie, IN	24
Lancaster, PA	39	Muskegon, MI	39
Lansing-East Lansing, MI	38	Myrtle-Conway-North Myrtle, SC-NC	47
Laredo, TX	67	Napa, CA	71
Las Cruces, NM	45	Naples-Immokalee-Marco Island, FL	67
Las Vegas-Henderson-Paradise, NV	57	Nashville-Davidson--Murfr.--Franklin, TN	48
Lawrence, KS	39	New Bern, NC	25
Lawton, OK	26	New Haven-Milford, CT	49
Lebanon, PA	29	New Orleans-Metairie, LA	56
Lewiston, ID-WA	20	New York-Newark-Jersey City, NY-NJ-PA	66
Lewiston-Auburn, ME	41	Niles-Benton Harbor, MI	32
Lexington-Fayette, KY	45	North Port-Sarasota-Bradenton, FL	55
Lima, OH	46	Norwich-New London, CT	62
Lincoln, NE	29	Ocala, FL	54
Little Rock-North Little Rock-Conway, AR	52	Ocean City, NJ	52
Logan, UT-ID	27	Odessa, TX	71
Longview, TX	62	Ogden-Clearfield, UT	26
Longview, WA	55	Oklahoma City, OK	41
Los Angeles-Long Beach-Anaheim, CA	77	Olympia-Tumwater, WA	45
Louisville/Jefferson County, KY-IN	46	Omaha-Council Bluffs, NE-IA	38
Lubbock, TX	43	Orlando-Kissimmee-Sanford, FL	65
Lynchburg, VA	36	Oshkosh-Neenah, WI	24
Macon-Bibb County, GA	39	Owensboro, KY	42
Madera, CA	40	Oxnard-Thousand Oaks-Ventura, CA	57
Madison, WI	39	Palm Bay-Melbourne-Titusville, FL	60
Manchester-Nashua, NH	47	Panama City, FL	54
Manhattan, KS	32	Parkersburg-Vienna, WV	45
Mankato-North Mankato, MN	27	Pensacola-Ferry Pass-Brent, FL	52
Mansfield, OH	33	Peoria, IL	38
McAllen-Edinburg-Mission, TX	74	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	48
Medford, OR	55	Phoenix-Mesa-Scottsdale, AZ	62
Memphis, TN-MS-AR	55	Pine Bluff, AR	52
Merced, CA	61	Pittsburgh, PA	49
Miami-Fort Lauderdale-West Palm Beach, FL	76	Pittsfield, MA	39
Michigan City-La Porte, IN	32	Pocatello, ID	24
Midland, MI	43	Portland-South Portland, ME	49
Midland, TX	71	Portland-Vancouver-Hillsboro, OR-WA	61
Milwaukee-Waukesha-West Allis, WI	35	Port St. Lucie, FL	53
Minneapolis-St. Paul-Bloomington, MN-WI	52	Prescott, AZ	38
Missoula, MT	29	Providence-Warwick, RI-MA	44
Mobile, AL	24	Provo-Orem, UT	47
Modesto, CA	53	Pueblo, CO	40
Monroe, LA	60	Punta Gorda, FL	28
Monroe, MI	34	Racine, WI	48
Montgomery, AL	37	Raleigh, NC	42
Morgantown, WV	50	Rapid City, SD	43
Morristown, TN	68	Reading, PA	36
Mount Vernon-Anacortes, WA	35	Redding, CA	46

Sales per Employee per Metropolitan Area

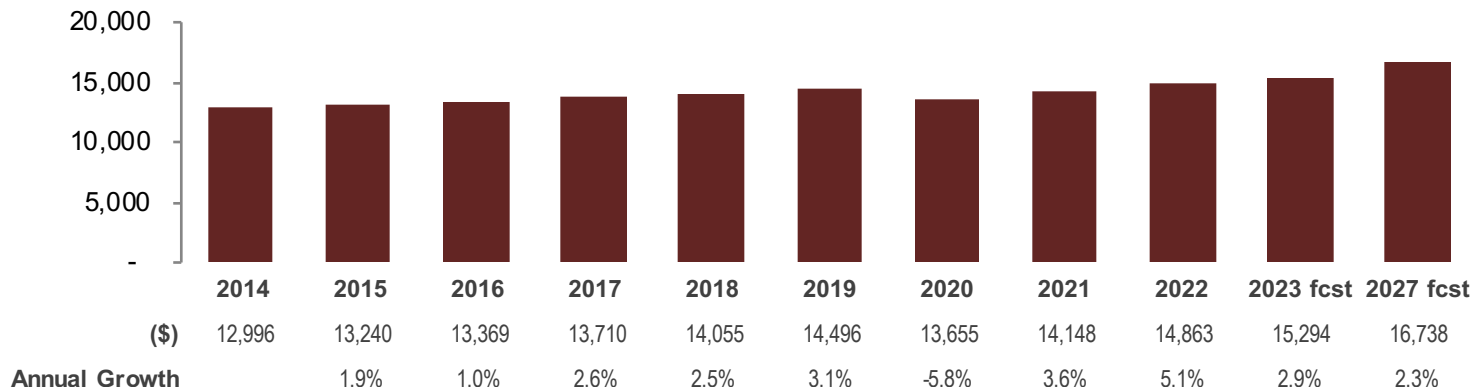
Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	58	Staunton-Waynesboro, VA	30
Richmond, VA	35	Stockton-Lodi, CA	55
Riverside-San Bernardino-Ontario, CA	72	Sumter, SC	52
Roanoke, VA	38	Syracuse, NY	28
Rochester, MN	36	Tallahassee, FL	50
Rochester, NY	39	Tampa-St. Petersburg-Clearwater, FL	52
Rockford, IL	39	Terre Haute, IN	32
Rocky Mount, NC	34	Texarkana, TX-AR	51
Rome, GA	50	The Villages, FL	49
Sacramento--Roseville--Arden-Arcade, CA	56	Toledo, OH	37
Saginaw, MI	48	Topeka, KS	34
St. Cloud, MN	37	Trenton, NJ	39
St. George, UT	44	Tucson, AZ	51
St. Joseph, MO-KS	35	Tulsa, OK	40
St. Louis, MO-IL	38	Tuscaloosa, AL	36
Salem, OR	44	Tyler, TX	39
Salinas, CA	108	Urban Honolulu, HI	76
Salisbury, MD-DE	42	Utica-Rome, NY	41
Salt Lake City, UT	49	Valdosta, GA	32
San Angelo, TX	35	Vallejo-Fairfield, CA	71
San Antonio-New Braunfels, TX	48	Victoria, TX	33
San Diego-Carlsbad, CA	57	Vineland-Bridgeton, NJ	40
San Francisco-Oakland-Hayward, CA	76	Virginia Beach-Norfolk-Newport, VA-NC	37
San Jose-Sunnyvale-Santa Clara, CA	70	Visalia-Porterville, CA	50
San Luis Obispo-Paso Robles-Arroyo Gr., CA	42	Waco, TX	26
Santa Cruz-Watsonville, CA	169	Walla Walla, WA	28
Santa Fe, NM	85	Warner Robins, GA	34
Santa Maria-Santa Barbara, CA	57	Washing.-Arling.-Alexan., DC-VA-MD-WV	56
Santa Rosa, CA	59	Waterloo-Cedar Falls, IA	52
Savannah, GA	58	Watertown-Fort Drum, NY	82
Scranton--Wilkes-Barre--Hazleton, PA	38	Wausau, WI	18
Seattle-Tacoma-Bellevue, WA	59	Weirton-Steubenville, WV-OH	22
Sebastian-Vero Beach, FL	52	Wenatchee, WA	33
Sebring, FL	51	Wheeling, WV-OH	57
Sheboygan, WI	27	Wichita, KS	47
Sherman-Denison, TX	62	Wichita Falls, TX	30
Shreveport-Bossier City, LA	60	Williamsport, PA	61
Sierra Vista-Douglas, AZ	35	Wilmington, NC	43
Sioux City, IA-NE-SD	29	Winchester, VA-WV	37
Sioux Falls, SD	39	Winston-Salem, NC	30
South Bend-Mishawaka, IN-MI	43	Worcester, MA-CT	46
Spartanburg, SC	37	Yakima, WA	51
Spokane-Spokane Valley, WA	44	York-Hanover, PA	32
Springfield, IL	40	Youngstown-Warren-Boardman, OH-PA	30
Springfield, MA	38	Yuba City, CA	52
Springfield, MO	31	Yuma, AZ	76
Springfield, OH	22		
State College, PA	29		

Industry Payroll

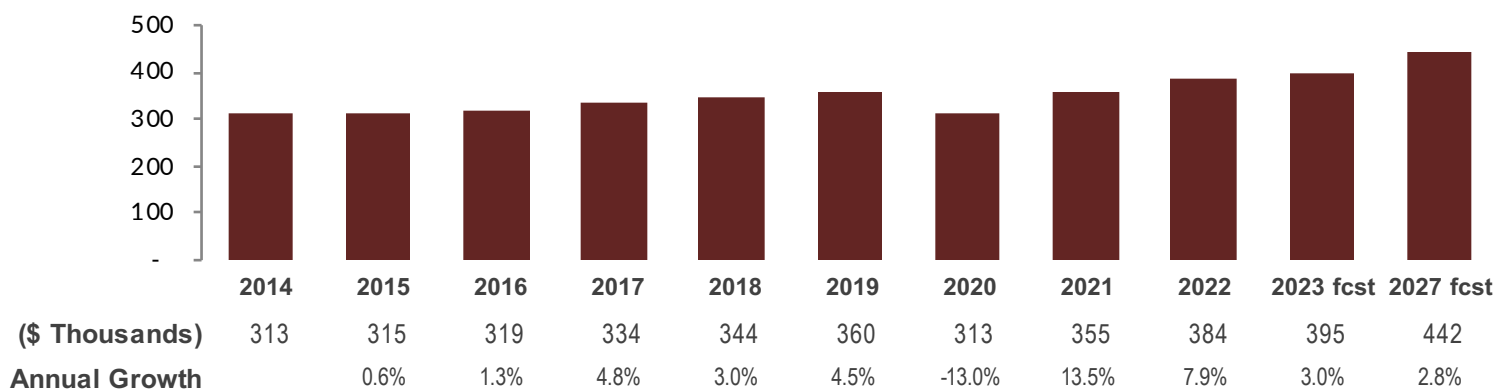
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company, and location. In particular, payroll per employee is a strong metric to benchmark against, both in terms of the dollar figure but also the historical and forecasted growth.

Payroll per Employee



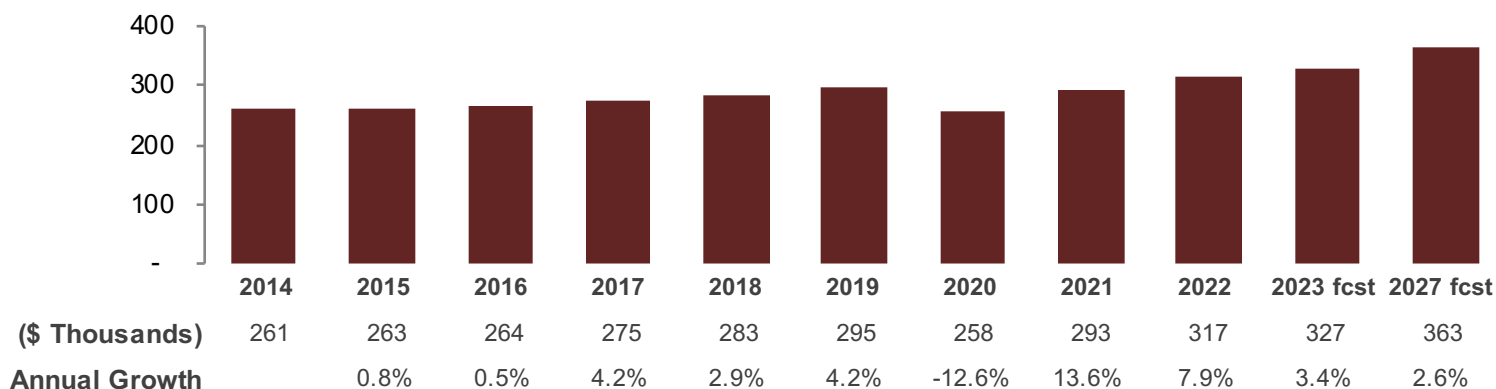
Compound Annual Growth Rate **0.8%** 3-Year **1.6%** 5-Year

Payroll per Company



Compound Annual Growth Rate **2.2%** 3-Year **2.8%** 5-Year

Payroll per Location

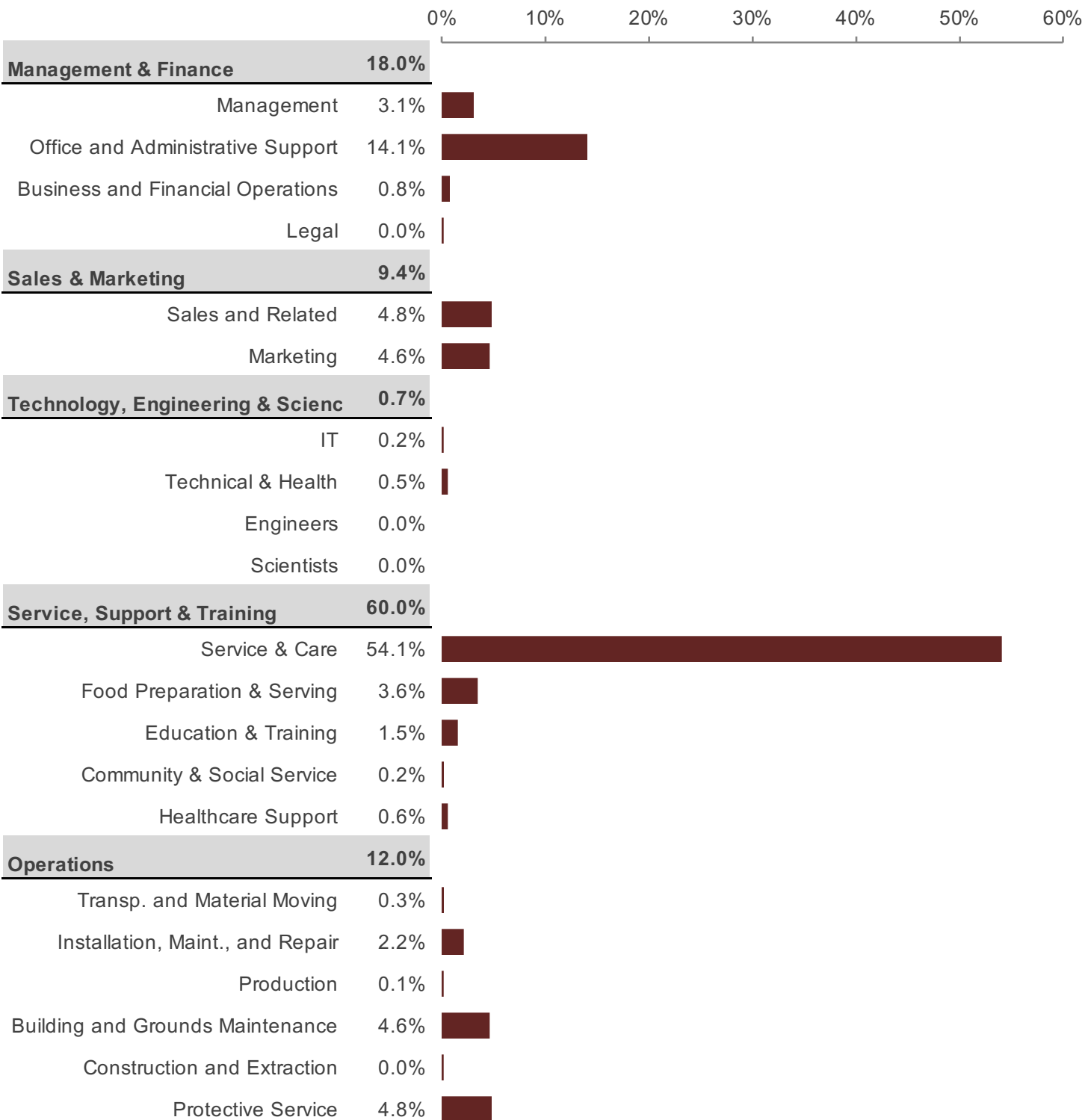


Compound Annual Growth Rate **2.3%** 3-Year **2.8%** 5-Year

Workforce Composition Benchmarks

Ensuring your company has the right people in the right roles, is just as important as having the right number of people and the proper compensation. Pay particular attention to management ratios, and the three higher-level categories of 1. management & finance, 2. sales, service & marketing, and 3. operations.

Job Categories as a % of Total Employees



Job Categorization Pay Ranges

Below are the pay ranges of the high-level job categories. The bottom 10% represents the average that the 10% lowest paid receive in hourly pay, while the top 90% represents the average that the 10% highest paid receive in hourly pay. In those instances where the sample size was not statistically significant, the figures are left blank.

Health Clubs

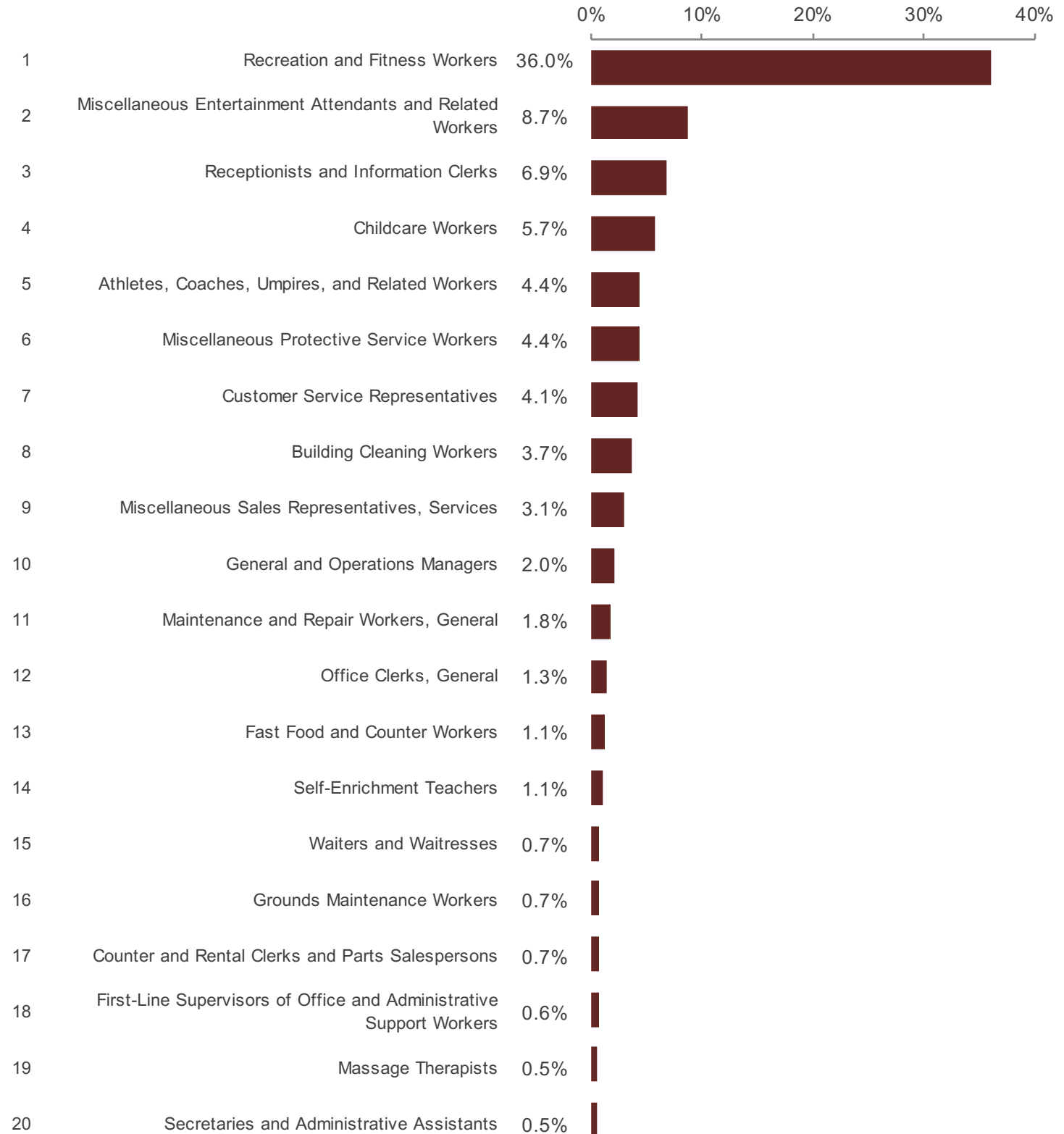
Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
Management & Finance					
Management	\$17.32	\$23.83	\$42.78	\$51.91	\$78.76
Office and Administrative Support	\$9.49	\$11.22	\$15.12	\$17.05	\$22.76
Business and Financial Operations	\$14.05	\$18.99	\$28.42	\$34.16	\$47.31
Legal	#	#	#	#	#
Sales & Marketing					
Sales and Related	\$9.60	\$11.43	\$19.57	\$21.47	\$36.84
Arts, Design, Entertainment, Media	\$10.35	\$13.13	\$22.75	\$28.82	\$40.62
Technology, Engineering & Science					
Computers	\$20.41	\$27.50	\$40.34	\$52.91	\$64.80
Technical & Healthcare	\$12.40	\$17.90	\$28.44	\$37.14	\$46.78
Engineering & Architecture	#	#	#	#	#
Life, Physical & Social Science	#	#	#	#	#
Service, Support & Training					
Personal Service & Care	\$9.88	\$12.64	\$20.22	\$25.73	\$34.19
Food Preparation & Serving	\$9.42	\$10.64	\$14.75	\$16.06	\$20.90
Education, Training & Library	\$9.80	\$12.20	\$19.09	\$23.74	\$32.19
Community & Social Service	#	#	#	#	#
Healthcare Support	\$11.27	\$13.67	\$22.68	\$28.25	\$39.96
Operations					
Transportation and Material Moving	\$10.09	\$12.29	\$16.24	\$18.53	\$24.23
Installation, Maint., and Repair	\$11.18	\$13.68	\$20.07	\$24.67	\$32.25
Production	\$12.44	\$13.08	\$17.12	\$19.48	\$24.11
Building and Grounds Maintenance	\$10.06	\$12.07	\$15.22	\$16.59	\$21.13
Construction and Extraction	\$13.75	\$15.63	\$22.58	\$25.60	\$37.81
Protective Service	\$9.06	\$10.00	\$12.82	\$13.67	\$17.05

Top 20 Industry Jobs - Percent of Employment

The below metrics go into the details of the industry's top jobs ranked by percent of total employment.

Top Jobs - Percent of Total Employment



Top 20 Jobs - Pay Bands

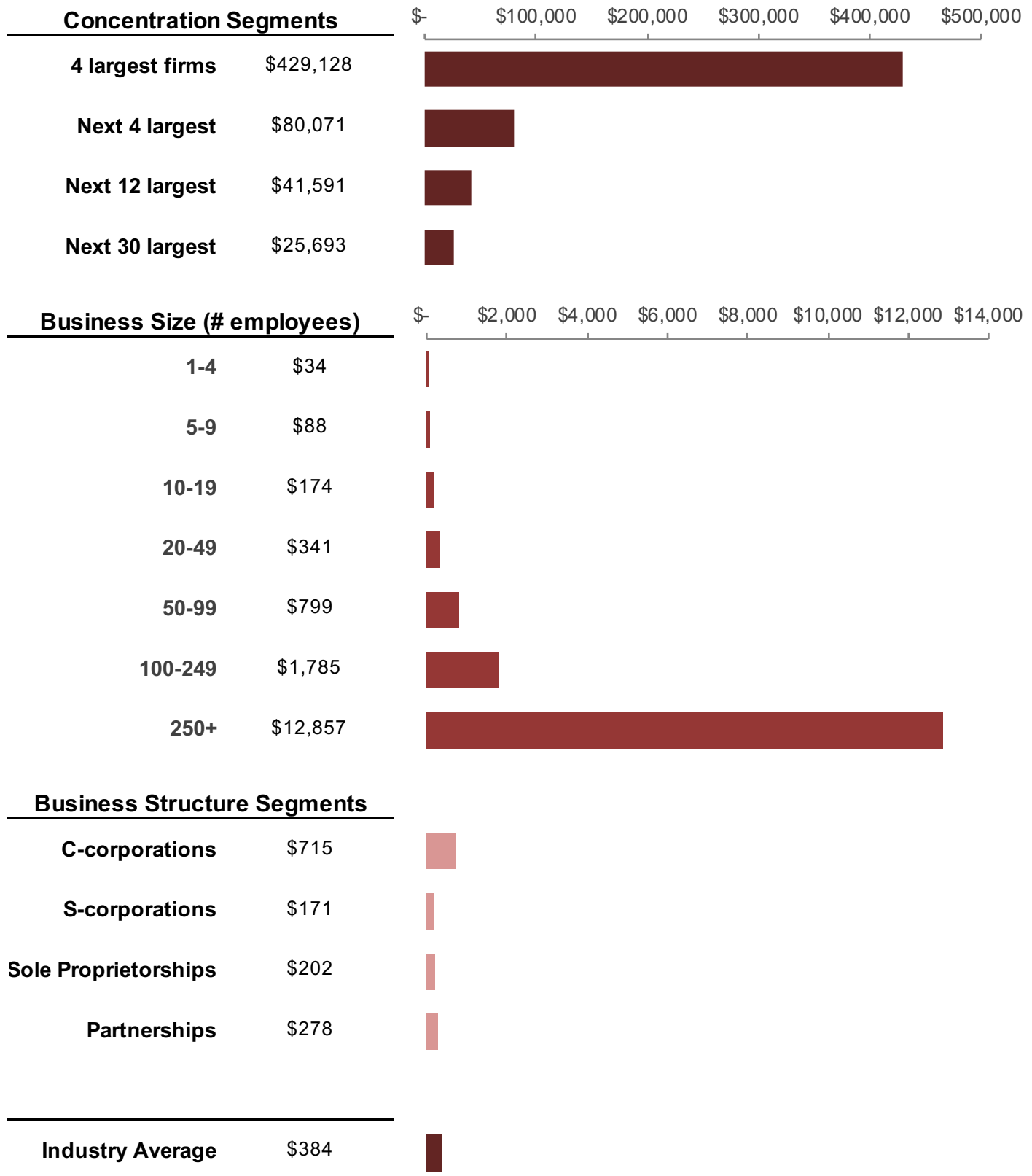
Below are the details of the wage bands for the industry's top jobs. The bottom 10% represents the average that the 10% lowest paid receive in hourly pay, while the top 90% represents the average that the 10% highest paid receive in hourly pay. In those instances where the sample size was not statistically significant, the figures are left blank.

Top Detailed Jobs - Pay Bands		Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
1	Recreation and Fitness Workers	\$10.65	\$13.73	\$23.06	\$29.43	\$39.24
2	Miscellaneous Entertainment Attendants and Related Workers	\$9.33	\$10.77	\$13.32	\$15.12	\$16.82
3	Receptionists and Information Clerks	\$9.30	\$10.46	\$13.47	\$15.58	\$19.02
4	Childcare Workers	\$8.77	\$9.70	\$12.25	\$13.83	\$16.35
5	Athletes, Coaches, Umpires, and Related Workers	*	*	*	*	*
6	Miscellaneous Protective Service Workers	\$8.98	\$9.94	\$12.24	\$13.23	\$15.99
7	Customer Service Representatives	\$9.75	\$11.56	\$14.68	\$16.00	\$22.10
8	Building Cleaning Workers	\$9.99	\$11.89	\$14.62	\$16.14	\$19.86
9	Miscellaneous Sales Representatives, Services	\$9.85	\$12.67	\$22.04	\$26.04	\$42.07
10	General and Operations Managers	\$17.16	\$23.65	\$42.55	\$50.48	\$79.66
11	Maintenance and Repair Workers, General	\$11.03	\$13.41	\$19.23	\$23.47	\$30.75
12	Office Clerks, General	\$9.25	\$10.29	\$15.39	\$18.61	\$23.85
13	Fast Food and Counter Workers	\$8.96	\$10.11	\$12.61	\$14.29	\$16.24
14	Self-Enrichment Teachers	\$9.79	\$12.44	\$19.85	\$25.10	\$33.14
15	Waiters and Waitresses	\$9.32	\$10.13	\$13.39	\$15.44	\$19.59
16	Grounds Maintenance Workers	\$10.10	\$12.24	\$15.31	\$17.47	\$21.52
17	Counter and Rental Clerks and Parts Salespersons	\$9.15	\$9.89	\$13.53	\$14.88	\$20.94
18	First-Line Supervisors of Office and Administrative Support Workers	\$13.90	\$16.80	\$24.96	\$30.09	\$39.25
19	Massage Therapists	\$10.61	\$13.67	\$22.83	\$28.39	\$41.22
20	Secretaries and Administrative Assistants	\$12.46	\$14.69	\$21.52	\$24.64	\$32.14

Payroll per Company by Segments

Below are payroll per company statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

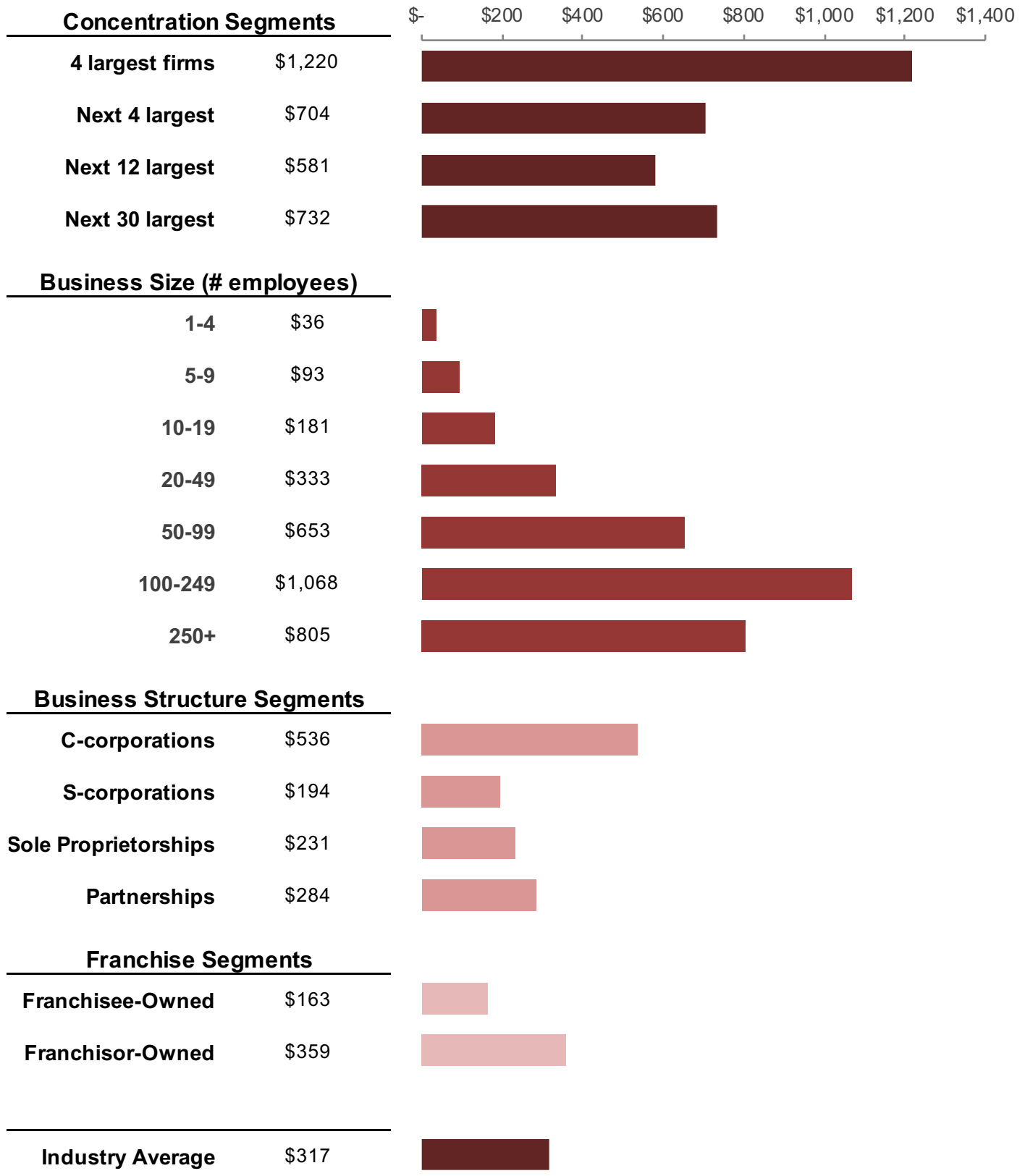
\$ thousands



Payroll per Location by Segments

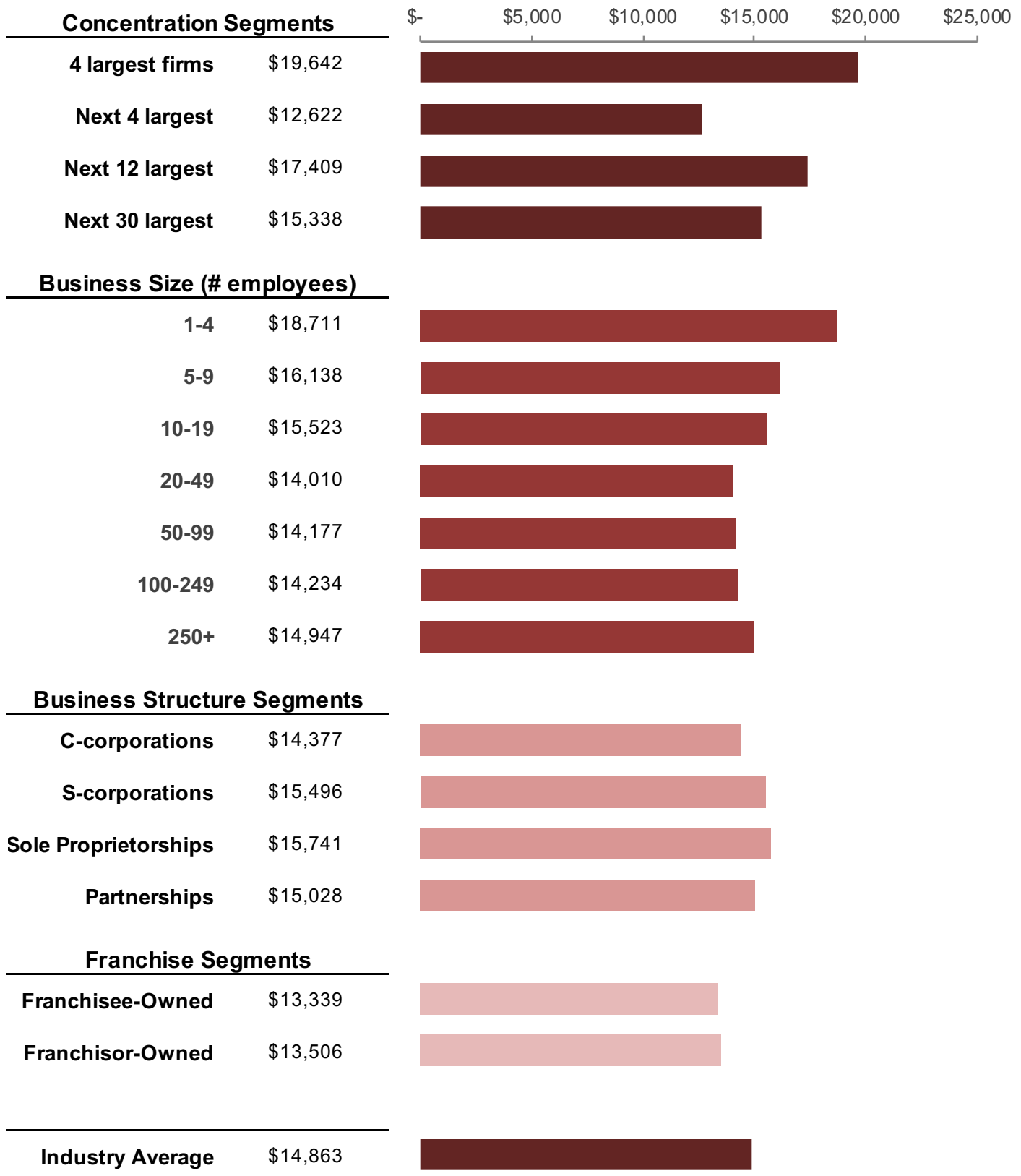
Below are payroll per location statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

\$ thousands



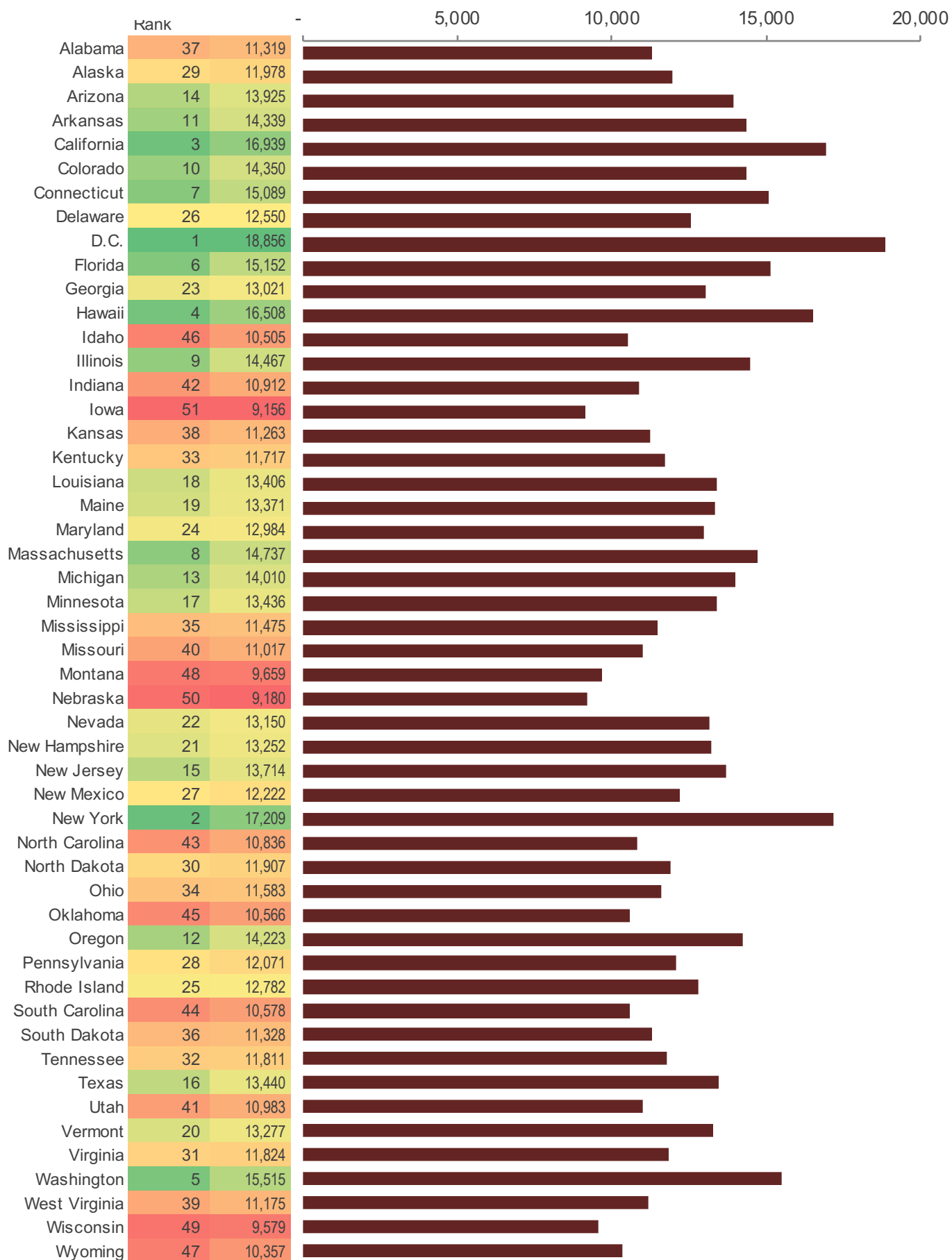
Payroll per Employee by Segments

Below are payroll per employee statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.



Payroll per Employee by State

The competition for talent is local, with the supply and demand dynamics of each state driving compensation. When it states "no data", there wasn't a sufficient sample size of data for the state.



Payroll per Employee per Metropolitan Area

Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Abilene, TX	11,262	Brunswick, GA	10,560
Akron, OH	13,581	Buffalo-Cheektowaga-Niagara Falls, NY	12,139
Albany, GA	10,856	Burlington, NC	10,685
Albany, OR	12,409	Burlington-South Burlington, VT	14,496
Albany-Schenectady-Troy, NY	11,729	California-Lexington Park, MD	6,120
Albuquerque, NM	12,769	Canton-Massillon, OH	9,736
Alexandria, LA	11,293	Cape Coral-Fort Myers, FL	16,109
Allentown-Bethlehem-Easton, PA-NJ	12,425	Cape Girardeau, MO-IL	15,471
Altoona, PA	11,627	Carbondale-Marion, IL	11,930
Amarillo, TX	10,153	Carson City, NV	14,784
Ames, IA	9,836	Casper, WY	11,510
Anchorage, AK	16,080	Cedar Rapids, IA	9,020
Ann Arbor, MI	14,428	Chambersburg-Waynesboro, PA	10,843
Anniston-Oxford-Jacksonville, AL	15,698	Champaign-Urbana, IL	10,030
Appleton, WI	8,892	Charleston, WV	14,423
Asheville, NC	11,310	Charleston-North Charleston, SC	13,353
Athens-Clarke County, GA	10,577	Charlotte-Concord-Gastonia, NC-SC	12,287
Atlanta-Sandy Springs-Roswell, GA	15,296	Charlottesville, VA	18,320
Atlantic City-Hammonton, NJ	14,010	Chattanooga, TN-GA	12,079
Auburn-Opelika, AL	13,227	Cheyenne, WY	8,671
Augusta-Richmond County, GA-SC	10,185	Chicago-Naperville-Elgin, IL-IN-WI	16,956
Austin-Round Rock, TX	13,118	Chico, CA	14,117
Bakersfield, CA	16,069	Cincinnati, OH-KY-IN	12,951
Baltimore-Columbia-Towson, MD	13,770	Clarksville, TN-KY	12,197
Bangor, ME	15,505	Cleveland, TN	9,359
Barnstable Town, MA	13,318	Cleveland-Elyria, OH	13,243
Baton Rouge, LA	12,361	Coeur d'Alene, ID	13,608
Battle Creek, MI	15,878	College Station-Bryan, TX	8,741
Bay City, MI	11,272	Colorado Springs, CO	14,109
Beaumont-Port Arthur, TX	12,663	Columbia, MO	11,246
Beckley, WV	12,443	Columbia, SC	12,648
Bellingham, WA	11,764	Columbus, GA-AL	12,422
Bend-Redmond, OR	12,694	Columbus, IN	11,022
Billings, MT	9,681	Columbus, OH	14,482
Binghamton, NY	14,484	Corpus Christi, TX	14,280
Birmingham-Hoover, AL	13,801	Corvallis, OR	14,747
Bismarck, ND	13,048	Crestview-Fort Walton Beach-Destin, FL	14,291
Blacksburg-Christiansburg-Radford, VA	12,153	Cumberland, MD-WV	10,022
Bloomington, IL	7,205	Dallas-Fort Worth-Arlington, TX	16,462
Bloomington, IN	10,627	Dalton, GA	7,722
Bloomsburg-Berwick, PA	10,447	Danville, IL	9,120
Boise City, ID	11,765	Daphne-Fairhope-Foley, AL	8,667
Boston-Cambridge-Newton, MA-NH	16,310	Davenport-Moline-Rock Island, IA-IL	10,616
Boulder, CO	12,358	Dayton, OH	11,066
Bowling Green, KY	9,943	Decatur, AL	10,406
Bremerton-Silverdale, WA	11,539	Decatur, IL	11,117
Bridgeport-Stamford-Norwalk, CT	19,146	Deltona-Daytona Beach-Ormond, FL	12,216
Brownsville-Harlingen, TX	10,112	Denver-Aurora-Lakewood, CO	17,169

Payroll per Employee per Metropolitan Area

Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Des Moines-West Des Moines, IA	10,606	Greenville-Anderson-Mauldin, SC	10,946
Detroit-Warren-Dearborn, MI	17,596	Gulfport-Biloxi-Pascagoula, MS	13,235
Dothan, AL	16,162	Hagerstown-Martinsburg, MD-WV	9,693
Dover, DE	12,448	Hammond, LA	9,090
Dubuque, IA	16,277	Hanford-Corcoran, CA	14,554
Duluth, MN-WI	9,495	Harrisburg-Carlisle, PA	12,091
Durham-Chapel Hill, NC	13,091	Harrisonburg, VA	15,466
East Stroudsburg, PA	11,369	Hartford-West Hartford-East Hartford, CT	13,712
Eau Claire, WI	8,085	Hattiesburg, MS	10,398
El Centro, CA	9,620	Hickory-Lenoir-Morganton, NC	11,768
Elizabethtown-Fort Knox, KY	14,105	Hilton Head Island-Bluffton-Beaufort, SC	16,232
Elkhart-Goshen, IN	14,126	Hinesville, GA	12,214
Elmira, NY	11,557	Homosassa Springs, FL	9,036
El Paso, TX	11,835	Hot Springs, AR	10,800
Enid, OK	11,137	Houma-Thibodaux, LA	10,168
Erie, PA	12,689	Houston-The Woodlands-Sugar Land, TX	15,384
Eugene, OR	11,765	Huntington-Ashland, WV-KY-OH	11,745
Evansville, IN-KY	11,405	Huntsville, AL	12,794
Fairbanks, AK	10,575	Idaho Falls, ID	7,496
Fargo, ND-MN	12,915	Indianapolis-Carmel-Anderson, IN	14,754
Farmington, NM	20,132	Iowa City, IA	14,998
Fayetteville, NC	9,074	Ithaca, NY	11,109
Fayetteville-Springdale-Rogers, AR-MO	16,607	Jackson, MI	14,090
Flagstaff, AZ	11,901	Jackson, MS	13,434
Flint, MI	12,588	Jackson, TN	11,544
Florence, SC	10,035	Jacksonville, FL	15,201
Florence-Muscle Shoals, AL	7,922	Jacksonville, NC	13,623
Fond du Lac, WI	8,791	Janesville-Beloit, WI	11,503
Fort Collins, CO	12,484	Jefferson City, MO	11,766
Fort Smith, AR-OK	10,366	Johnson City, TN	19,294
Fort Wayne, IN	8,854	Johnstown, PA	7,799
Fresno, CA	13,828	Jonesboro, AR	15,234
Gadsden, AL	12,235	Joplin, MO	9,265
Gainesville, FL	14,965	Kahului-Wailuku-Lahaina, HI	17,120
Gainesville, GA	13,846	Kalamazoo-Portage, MI	13,117
Gettysburg, PA	7,191	Kankakee, IL	10,222
Glens Falls, NY	9,832	Kansas City, MO-KS	13,222
Goldsboro, NC	7,926	Kennewick-Richland, WA	13,325
Grand Forks, ND-MN	13,974	Killeen-Temple, TX	11,427
Grand Island, NE	10,671	Kingsport-Bristol-Bristol, TN-VA	11,092
Grand Junction, CO	14,475	Kingston, NY	10,302
Grand Rapids-Wyoming, MI	12,591	Knoxville, TN	12,008
Grants Pass, OR	12,173	Kokomo, IN	10,614
Great Falls, MT	12,116	La Crosse-Onalaska, WI-MN	9,169
Greeley, CO	9,648	Lafayette, LA	15,556
Green Bay, WI	9,336	Lafayette-West Lafayette, IN	13,538
Greensboro-High Point, NC	10,203	Lake Charles, LA	14,325
Greenville, NC	14,852	Lake Havasu City-Kingman, AZ	10,473

Payroll per Employee per Metropolitan Area

Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Lakeland-Winter Haven, FL	14,378	Muncie, IN	8,716
Lancaster, PA	12,714	Muskegon, MI	11,702
Lansing-East Lansing, MI	10,438	Myrtle-Conway-North Myrtle, SC-NC	10,309
Laredo, TX	14,909	Napa, CA	18,923
Las Cruces, NM	10,830	Naples-Immokalee-Marco Island, FL	20,439
Las Vegas-Henderson-Paradise, NV	14,042	Nashville-Davidson--Murfr.--Franklin, TN	11,929
Lawrence, KS	9,984	New Bern, NC	9,531
Lawton, OK	10,175	New Haven-Milford, CT	15,333
Lebanon, PA	8,664	New Orleans-Metairie, LA	17,334
Lewiston, ID-WA	9,101	New York-Newark-Jersey City, NY-NJ-PA	18,942
Lewiston-Auburn, ME	11,636	Niles-Benton Harbor, MI	10,313
Lexington-Fayette, KY	12,916	North Port-Sarasota-Bradenton, FL	15,721
Lima, OH	10,185	Norwich-New London, CT	13,865
Lincoln, NE	9,608	Ocala, FL	14,145
Little Rock-North Little Rock-Conway, AR	15,145	Ocean City, NJ	13,258
Logan, UT-ID	10,099	Odessa, TX	21,453
Longview, TX	18,810	Ogden-Clearfield, UT	7,738
Longview, WA	10,859	Oklahoma City, OK	11,343
Los Angeles-Long Beach-Anaheim, CA	19,161	Olympia-Tumwater, WA	13,973
Louisville/Jefferson County, KY-IN	13,411	Omaha-Council Bluffs, NE-IA	11,000
Lubbock, TX	13,490	Orlando-Kissimmee-Sanford, FL	17,043
Lynchburg, VA	11,417	Oshkosh-Neenah, WI	9,358
Macon-Bibb County, GA	11,246	Owensboro, KY	15,035
Madera, CA	10,056	Oxnard-Thousand Oaks-Ventura, CA	15,797
Madison, WI	12,661	Palm Bay-Melbourne-Titusville, FL	14,245
Manchester-Nashua, NH	16,079	Panama City, FL	11,590
Manhattan, KS	10,887	Parkersburg-Vienna, WV	11,115
Mankato-North Mankato, MN	10,111	Pensacola-Ferry Pass-Brent, FL	17,362
Mansfield, OH	12,167	Peoria, IL	12,074
McAllen-Edinburg-Mission, TX	11,549	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	13,857
Medford, OR	13,423	Phoenix-Mesa-Scottsdale, AZ	15,402
Memphis, TN-MS-AR	16,212	Pine Bluff, AR	10,957
Merced, CA	14,501	Pittsburgh, PA	13,500
Miami-Fort Lauderdale-West Palm Beach, FL	18,846	Pittsfield, MA	11,857
Michigan City-La Porte, IN	11,506	Pocatello, ID	9,157
Midland, MI	16,809	Portland-South Portland, ME	13,822
Midland, TX	19,280	Portland-Vancouver-Hillsboro, OR-WA	16,999
Milwaukee-Waukesha-West Allis, WI	10,639	Port St. Lucie, FL	14,906
Minneapolis-St. Paul-Bloomington, MN-WI	15,566	Prescott, AZ	12,405
Missoula, MT	9,676	Providence-Warwick, RI-MA	13,814
Mobile, AL	7,378	Provo-Orem, UT	12,083
Modesto, CA	13,011	Pueblo, CO	11,487
Monroe, LA	11,609	Punta Gorda, FL	8,710
Monroe, MI	10,925	Racine, WI	11,450
Montgomery, AL	11,005	Raleigh, NC	11,884
Morgantown, WV	12,422	Rapid City, SD	15,242
Morristown, TN	17,224	Reading, PA	13,090
Mount Vernon-Anacortes, WA	13,666	Redding, CA	14,706

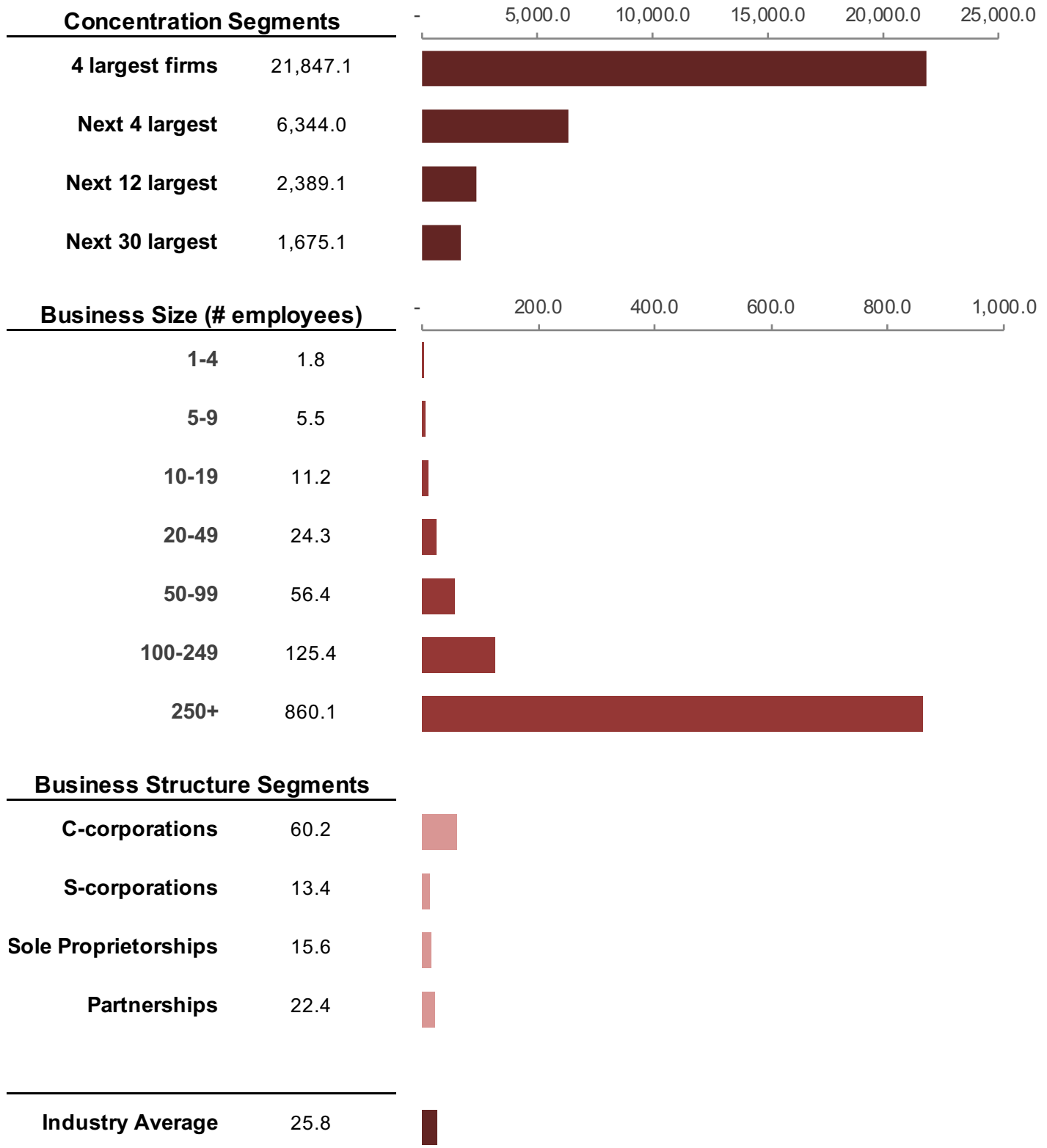
Payroll per Employee per Metropolitan Area

Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Reno, NV	15,136	Staunton-Waynesboro, VA	12,016
Richmond, VA	11,476	Stockton-Lodi, CA	12,864
Riverside-San Bernardino-Ontario, CA	16,450	Sumter, SC	10,701
Roanoke, VA	10,755	Syracuse, NY	10,614
Rochester, MN	11,824	Tallahassee, FL	13,845
Rochester, NY	12,480	Tampa-St. Petersburg-Clearwater, FL	13,838
Rockford, IL	10,895	Terre Haute, IN	12,192
Rocky Mount, NC	10,903	Texarkana, TX-AR	13,255
Rome, GA	14,882	The Villages, FL	15,139
Sacramento--Roseville--Arden-Arcade, CA	14,681	Toledo, OH	11,278
Saginaw, MI	12,377	Topeka, KS	12,266
St. Cloud, MN	11,526	Trenton, NJ	12,688
St. George, UT	11,555	Tucson, AZ	14,884
St. Joseph, MO-KS	11,821	Tulsa, OK	12,531
St. Louis, MO-IL	11,971	Tuscaloosa, AL	13,013
Salem, OR	13,013	Tyler, TX	11,126
Salinas, CA	26,267	Urban Honolulu, HI	17,906
Salisbury, MD-DE	11,117	Utica-Rome, NY	11,764
Salt Lake City, UT	14,213	Valdosta, GA	13,354
San Angelo, TX	11,421	Vallejo-Fairfield, CA	13,021
San Antonio-New Braunfels, TX	12,365	Victoria, TX	8,704
San Diego-Carlsbad, CA	17,010	Vineland-Bridgeton, NJ	15,567
San Francisco-Oakland-Hayward, CA	20,415	Virginia Beach-Norfolk-Newport, VA-NC	10,680
San Jose-Sunnyvale-Santa Clara, CA	20,093	Visalia-Porterville, CA	11,937
San Luis Obispo-Paso Robles-Arroyo Gr., CA	13,926	Waco, TX	10,142
Santa Cruz-Watsonville, CA	40,532	Walla Walla, WA	12,420
Santa Fe, NM	19,449	Warner Robins, GA	10,116
Santa Maria-Santa Barbara, CA	14,725	Washing.-Arling.-Alexan., DC-VA-MD-WV	15,449
Santa Rosa, CA	16,254	Waterloo-Cedar Falls, IA	16,257
Savannah, GA	16,395	Watertown-Fort Drum, NY	20,279
Scranton--Wilkes-Barre--Hazleton, PA	12,488	Wausau, WI	8,012
Seattle-Tacoma-Bellevue, WA	18,606	Weirton-Steubenville, WV-OH	10,686
Sebastian-Vero Beach, FL	13,801	Wenatchee, WA	12,074
Sebring, FL	16,347	Wheeling, WV-OH	18,130
Sheboygan, WI	10,125	Wichita, KS	11,157
Sherman-Denison, TX	15,785	Wichita Falls, TX	8,546
Shreveport-Bossier City, LA	13,866	Williamsport, PA	15,119
Sierra Vista-Douglas, AZ	10,262	Wilmington, NC	11,681
Sioux City, IA-NE-SD	9,282	Winchester, VA-WV	11,781
Sioux Falls, SD	11,330	Winston-Salem, NC	9,647
South Bend-Mishawaka, IN-MI	12,688	Worcester, MA-CT	13,467
Spartanburg, SC	10,412	Yakima, WA	12,815
Spokane-Spokane Valley, WA	14,725	York-Hanover, PA	11,789
Springfield, IL	12,744	Youngstown-Warren-Boardman, OH-PA	9,718
Springfield, MA	11,977	Yuba City, CA	11,069
Springfield, MO	9,640	Yuma, AZ	13,395
Springfield, OH	8,396		
State College, PA	11,474		

Employees per Company by Segments

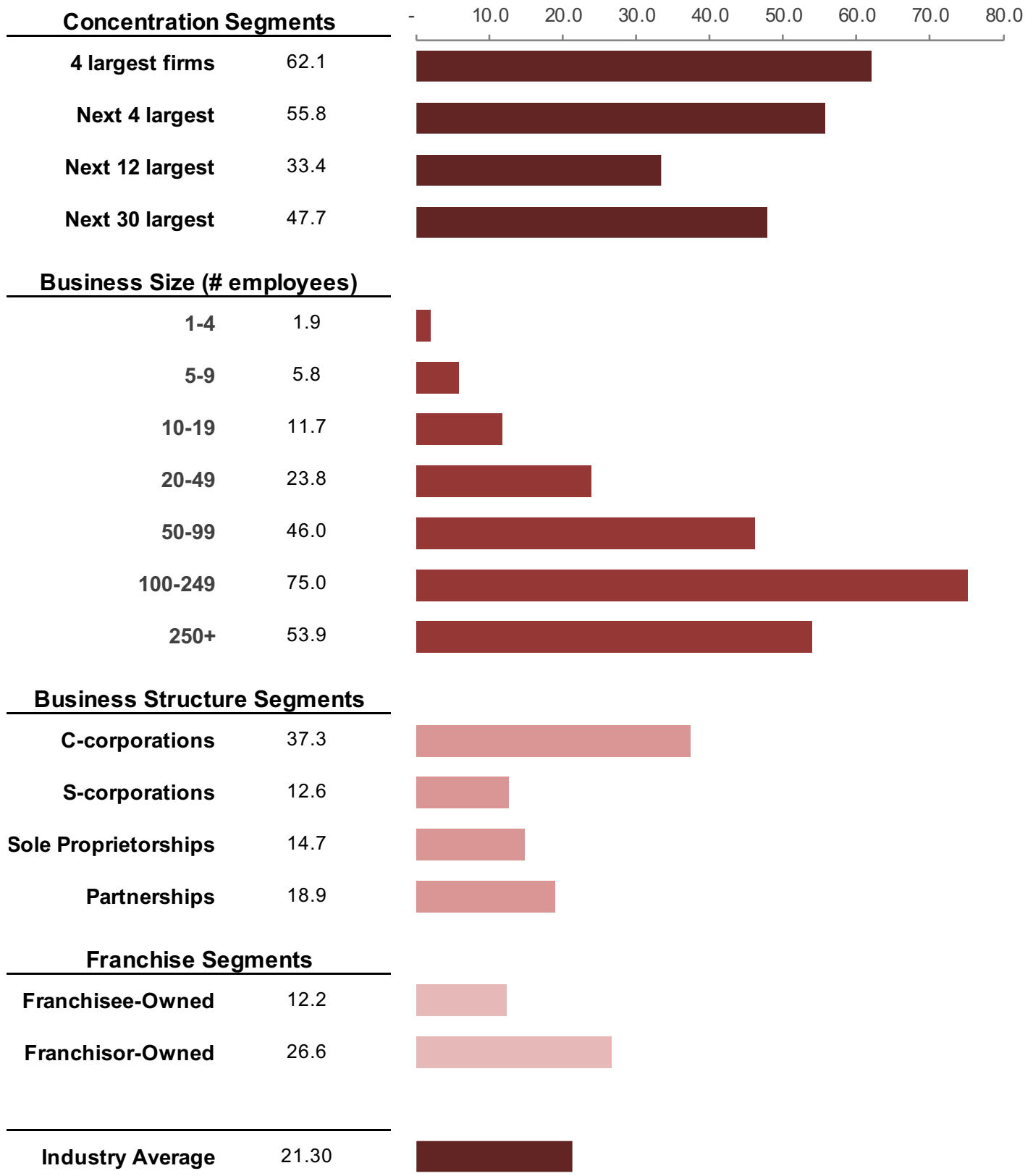
Below is the average full-time and part-time employees per company for industry segmentations including concentration, business size by employees, and business structure.



Employees per Location by Segments

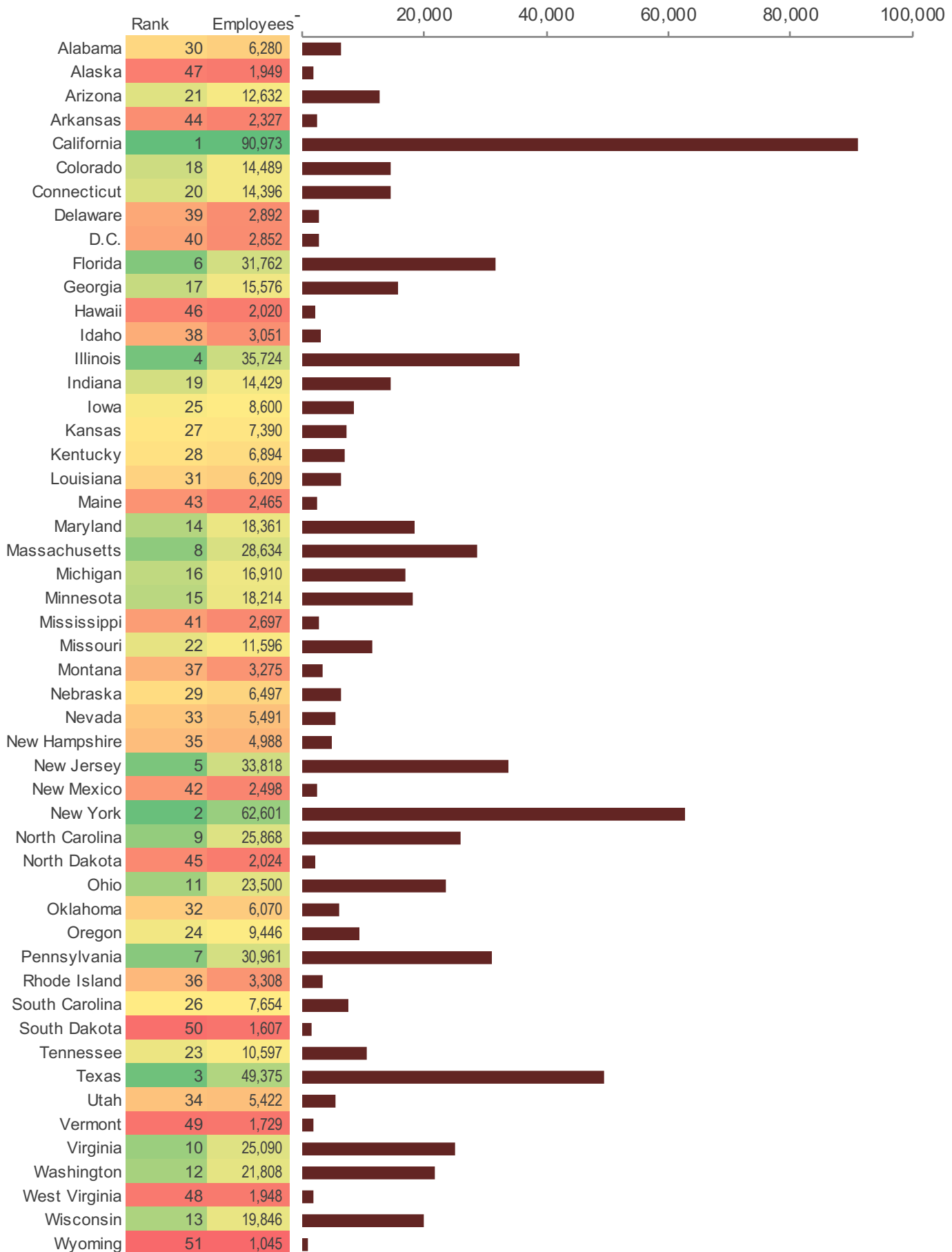
Below is the average number of full-time and part-time employees per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



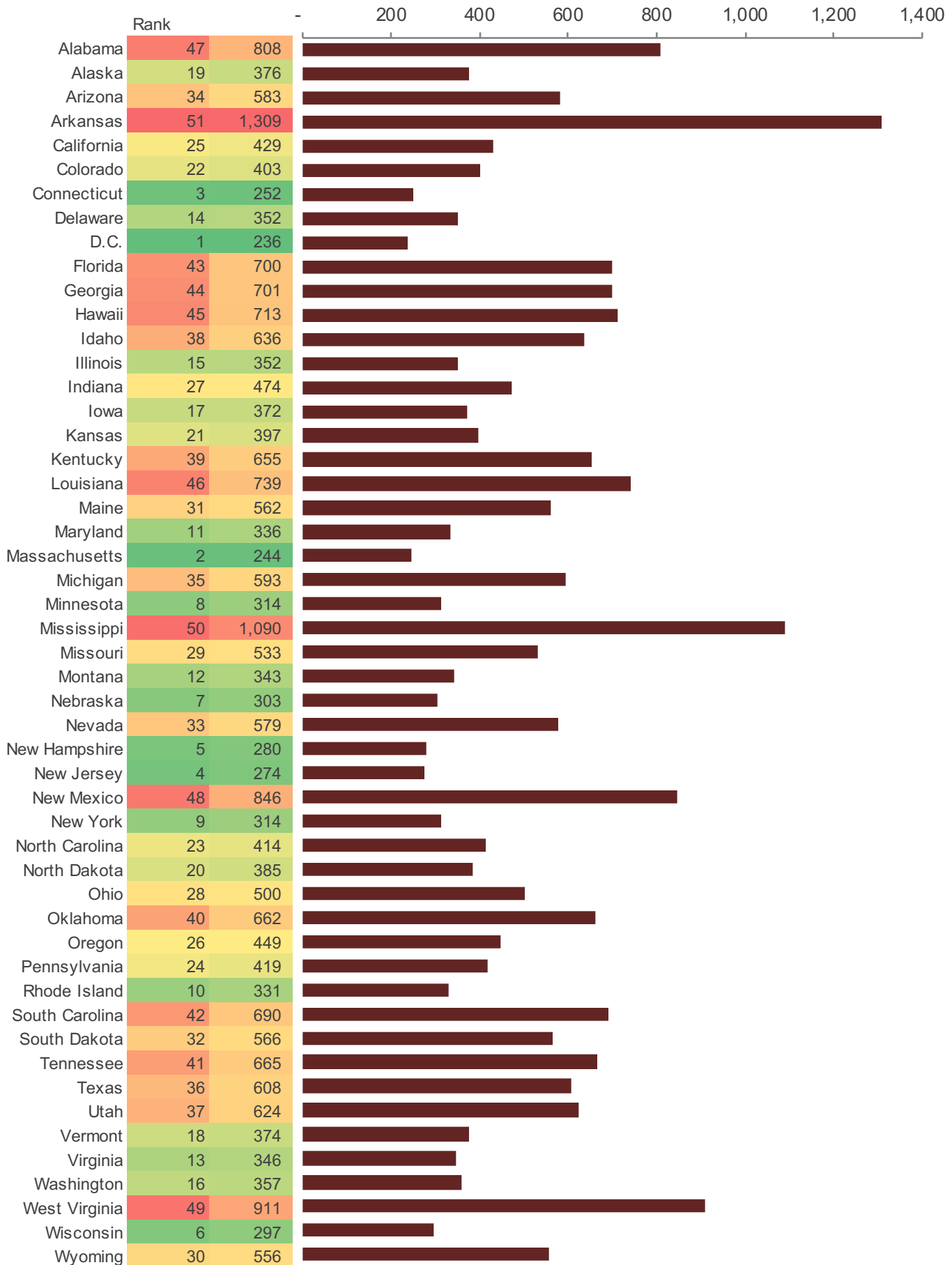
Total Employees by State

Total employees (part-time and full-time) per state. "No data" means there wasn't a sufficient sample size of data.



State Population to Every Industry Employee

Below is the data set of the state residents per each industry employee by state. "No data" means there wasn't a sufficient sample size of data for the state.



Employees per Metropolitan Area

The number of full-time and part-time employees for each MSA. When it states "no data", there wasn't a sufficient sample size of data for the state.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Abilene, TX	175	Brunswick, GA	38
Akron, OH	896	Buffalo-Cheektowaga-Niagara Falls, NY	2,620
Albany, GA	231	Burlington, NC	402
Albany, OR	74	Burlington-South Burlington, VT	1,175
Albany-Schenectady-Troy, NY	3,403	California-Lexington Park, MD	190
Albuquerque, NM	1,794	Canton-Massillon, OH	1,136
Alexandria, LA	92	Cape Coral-Fort Myers, FL	759
Allentown-Bethlehem-Easton, PA-NJ	1,199	Cape Girardeau, MO-IL	31
Altoona, PA	290	Carbondale-Marion, IL	125
Amarillo, TX	384	Carson City, NV	80
Ames, IA	274	Casper, WY	246
Anchorage, AK	1,245	Cedar Rapids, IA	968
Ann Arbor, MI	1,252	Chambersburg-Waynesboro, PA	240
Anniston-Oxford-Jacksonville, AL	24	Champaign-Urbana, IL	264
Appleton, WI	1,488	Charleston, WV	347
Asheville, NC	994	Charleston-North Charleston, SC	1,323
Athens-Clarke County, GA	550	Charlotte-Concord-Gastonia, NC-SC	8,848
Atlanta-Sandy Springs-Roswell, GA	11,413	Charlottesville, VA	589
Atlantic City-Hammonton, NJ	658	Chattanooga, TN-GA	1,308
Auburn-Opelika, AL	116	Cheyenne, WY	263
Augusta-Richmond County, GA-SC	1,264	Chicago-Naperville-Elgin, IL-IN-WI	29,144
Austin-Round Rock, TX	6,689	Chico, CA	465
Bakersfield, CA	915	Cincinnati, OH-KY-IN	5,905
Baltimore-Columbia-Towson, MD	9,925	Clarksville, TN-KY	320
Bangor, ME	266	Cleveland, TN	263
Barnstable Town, MA	642	Cleveland-Elyria, OH	3,946
Baton Rouge, LA	1,765	Coeur d'Alene, ID	270
Battle Creek, MI	208	College Station-Bryan, TX	592
Bay City, MI	189	Colorado Springs, CO	1,601
Beaumont-Port Arthur, TX	499	Columbia, MO	447
Beckley, WV	132	Columbia, SC	1,102
Bellingham, WA	730	Columbus, GA-AL	311
Bend-Redmond, OR	461	Columbus, IN	207
Billings, MT	721	Columbus, OH	5,305
Binghamton, NY	509	Corpus Christi, TX	649
Birmingham-Hoover, AL	2,689	Corvallis, OR	251
Bismarck, ND	559	Crestview-Fort Walton Beach-Destin, FL	235
Blacksburg-Christiansburg-Radford, VA	181	Cumberland, MD-WV	60
Bloomington, IL	1,010	Dallas-Fort Worth-Arlington, TX	14,177
Bloomington, IN	659	Dalton, GA	137
Bloomsburg-Berwick, PA	133	Danville, IL	129
Boise City, ID	1,395	Daphne-Fairhope-Foley, AL	283
Boston-Cambridge-Newton, MA-NH	23,506	Davenport-Moline-Rock Island, IA-IL	1,195
Boulder, CO	1,688	Dayton, OH	1,859
Bowling Green, KY	255	Decatur, AL	116
Bremerton-Silverdale, WA	810	Decatur, IL	319
Bridgeport-Stamford-Norwalk, CT	6,314	Deltona-Daytona Beach-Ormond, FL	1,001
Brownsville-Harlingen, TX	299	Denver-Aurora-Lakewood, CO	8,426

Employees per Metropolitan Area

The number of full-time and part-time employees for each MSA. When it states "no data", there wasn't a sufficient sample size of data for the state.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Des Moines-West Des Moines, IA	2,934	Greenville-Anderson-Mauldin, SC	1,948
Detroit-Warren-Dearborn, MI	8,305	Gulfport-Biloxi-Pascagoula, MS	419
Dothan, AL	45	Hagerstown-Martinsburg, MD-WV	542
Dover, DE	343	Hammond, LA	254
Dubuque, IA	267	Hanford-Corcoran, CA	151
Duluth, MN-WI	738	Harrisburg-Carlisle, PA	1,086
Durham-Chapel Hill, NC	1,518	Harrisonburg, VA	324
East Stroudsburg, PA	216	Hartford-West Hartford-East Hartford, CT	4,649
Eau Claire, WI	784	Hattiesburg, MS	304
El Centro, CA	120	Hickory-Lenoir-Morganton, NC	361
Elizabethtown-Fort Knox, KY	125	Hilton Head Island-Bluffton-Beaufort, SC	431
Elkhart-Goshen, IN	139	Hinesville, GA	154
Elmira, NY	240	Homosassa Springs, FL	41
El Paso, TX	914	Hot Springs, AR	138
Enid, OK	134	Houma-Thibodaux, LA	231
Erie, PA	1,022	Houston-The Woodlands-Sugar Land, TX	14,607
Eugene, OR	785	Huntington-Ashland, WV-KY-OH	486
Evansville, IN-KY	989	Huntsville, AL	870
Fairbanks, AK	171	Idaho Falls, ID	443
Fargo, ND-MN	994	Indianapolis-Carmel-Anderson, IN	4,792
Farmington, NM	82	Iowa City, IA	422
Fayetteville, NC	506	Ithaca, NY	251
Fayetteville-Springdale-Rogers, AR-MO	641	Jackson, MI	94
Flagstaff, AZ	376	Jackson, MS	842
Flint, MI	172	Jackson, TN	177
Florence, SC	372	Jacksonville, FL	2,319
Florence-Muscle Shoals, AL	215	Jacksonville, NC	210
Fond du Lac, WI	287	Janesville-Beloit, WI	455
Fort Collins, CO	1,102	Jefferson City, MO	327
Fort Smith, AR-OK	106	Johnson City, TN	106
Fort Wayne, IN	1,455	Johnstown, PA	153
Fresno, CA	1,358	Jonesboro, AR	101
Gadsden, AL	117	Joplin, MO	395
Gainesville, FL	655	Kahului-Wailuku-Lahaina, HI	265
Gainesville, GA	459	Kalamazoo-Portage, MI	702
Gettysburg, PA	17	Kankakee, IL	281
Glens Falls, NY	353	Kansas City, MO-KS	5,526
Goldsboro, NC	190	Kennewick-Richland, WA	788
Grand Forks, ND-MN	218	Killeen-Temple, TX	582
Grand Island, NE	38	Kingsport-Bristol-Bristol, TN-VA	487
Grand Junction, CO	255	Kingston, NY	528
Grand Rapids-Wyoming, MI	2,516	Knoxville, TN	1,661
Grants Pass, OR	292	Kokomo, IN	237
Great Falls, MT	145	La Crosse-Onalaska, WI-MN	900
Greeley, CO	212	Lafayette, LA	648
Green Bay, WI	1,428	Lafayette-West Lafayette, IN	441
Greensboro-High Point, NC	1,955	Lake Charles, LA	100
Greenville, NC	355	Lake Havasu City-Kingman, AZ	236

Employees per Metropolitan Area

The number of full-time and part-time employees for each MSA. When it states "no data", there wasn't a sufficient sample size of data for the state.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Lakeland-Winter Haven, FL	520	Muncie, IN	180
Lancaster, PA	1,486	Muskegon, MI	173
Lansing-East Lansing, MI	1,013	Myrtle-Conway-North Myrtle, SC-NC	412
Laredo, TX	315	Napa, CA	423
Las Cruces, NM	122	Naples-Immokalee-Marco Island, FL	770
Las Vegas-Henderson-Paradise, NV	4,199	Nashville-Davidson--Murfr.--Franklin, TN	4,171
Lawrence, KS	306	New Bern, NC	195
Lawton, OK	92	New Haven-Milford, CT	2,606
Lebanon, PA	258	New Orleans-Metairie, LA	2,349
Lewiston, ID-WA	70	New York-Newark-Jersey City, NY-NJ-PA	72,681
Lewiston-Auburn, ME	148	Niles-Benton Harbor, MI	450
Lexington-Fayette, KY	1,308	North Port-Sarasota-Bradenton, FL	1,847
Lima, OH	190	Norwich-New London, CT	397
Lincoln, NE	1,174	Ocala, FL	186
Little Rock-North Little Rock-Conway, AR	1,007	Ocean City, NJ	216
Logan, UT-ID	350	Odessa, TX	215
Longview, TX	170	Ogden-Clearfield, UT	1,239
Longview, WA	75	Oklahoma City, OK	2,990
Los Angeles-Long Beach-Anaheim, CA	29,660	Olympia-Tumwater, WA	697
Louisville/Jefferson County, KY-IN	3,058	Omaha-Council Bluffs, NE-IA	3,419
Lubbock, TX	724	Orlando-Kissimmee-Sanford, FL	4,647
Lynchburg, VA	503	Oshkosh-Neenah, WI	978
Macon-Bibb County, GA	130	Owensboro, KY	221
Madera, CA	91	Oxnard-Thousand Oaks-Ventura, CA	2,073
Madison, WI	2,761	Palm Bay-Melbourne-Titusville, FL	553
Manchester-Nashua, NH	1,516	Panama City, FL	139
Manhattan, KS	115	Parkersburg-Vienna, WV	198
Mankato-North Mankato, MN	353	Pensacola-Ferry Pass-Brent, FL	359
Mansfield, OH	219	Peoria, IL	761
McAllen-Edinburg-Mission, TX	401	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	20,794
Medford, OR	414	Phoenix-Mesa-Scottsdale, AZ	9,457
Memphis, TN-MS-AR	2,104	Pine Bluff, AR	132
Merced, CA	268	Pittsburgh, PA	5,095
Miami-Fort Lauderdale-West Palm Beach, FL	10,029	Pittsfield, MA	161
Michigan City-La Porte, IN	249	Pocatello, ID	162
Midland, MI	119	Portland-South Portland, ME	1,135
Midland, TX	375	Portland-Vancouver-Hillsboro, OR-WA	6,153
Milwaukee-Waukesha-West Allis, WI	6,601	Port St. Lucie, FL	576
Minneapolis-St. Paul-Bloomington, MN-WI	14,686	Prescott, AZ	383
Missoula, MT	743	Providence-Warwick, RI-MA	5,647
Mobile, AL	471	Provo-Orem, UT	625
Modesto, CA	789	Pueblo, CO	293
Monroe, LA	177	Punta Gorda, FL	183
Monroe, MI	122	Racine, WI	167
Montgomery, AL	728	Raleigh, NC	6,067
Morgantown, WV	165	Rapid City, SD	275
Morristown, TN	17	Reading, PA	884
Mount Vernon-Anacortes, WA	372	Redding, CA	241

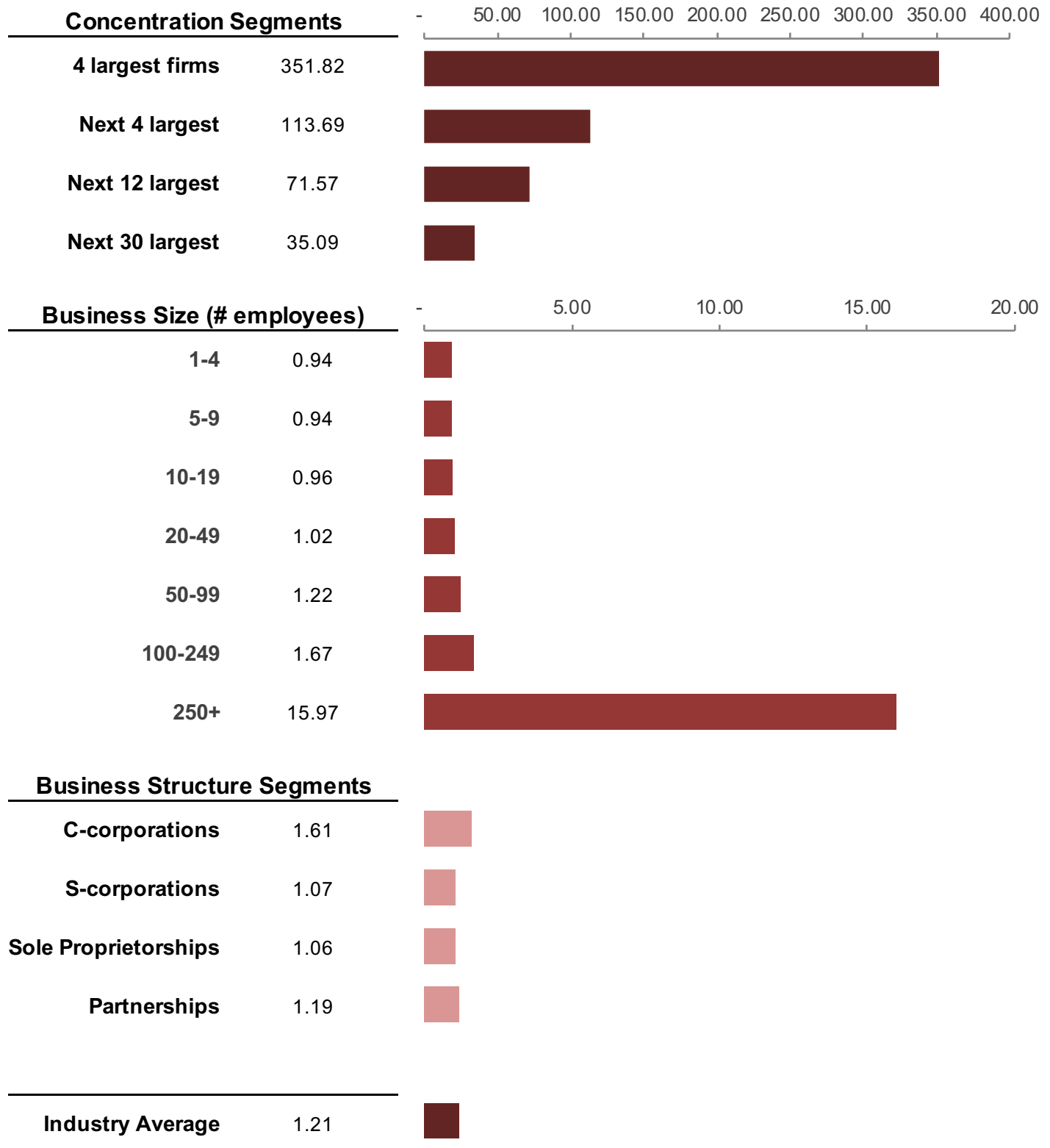
Employees per Metropolitan Area

The number of full-time and part-time employees for each MSA. When it states "no data", there wasn't a sufficient sample size of data for the state.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Reno, NV	968	Staunton-Waynesboro, VA	240
Richmond, VA	5,395	Stockton-Lodi, CA	967
Riverside-San Bernardino-Ontario, CA	6,366	Sumter, SC	191
Roanoke, VA	588	Syracuse, NY	2,025
Rochester, MN	656	Tallahassee, FL	545
Rochester, NY	3,768	Tampa-St. Petersburg-Clearwater, FL	5,706
Rockford, IL	1,011	Terre Haute, IN	201
Rocky Mount, NC	190	Texarkana, TX-AR	138
Rome, GA	50	The Villages, FL	80
Sacramento--Roseville--Arden-Arcade, CA	5,577	Toledo, OH	2,018
Saginaw, MI	247	Topeka, KS	400
St. Cloud, MN	465	Trenton, NJ	2,098
St. George, UT	282	Tucson, AZ	2,085
St. Joseph, MO-KS	231	Tulsa, OK	1,973
St. Louis, MO-IL	8,152	Tuscaloosa, AL	141
Salem, OR	965	Tyler, TX	251
Salinas, CA	597	Urban Honolulu, HI	1,566
Salisbury, MD-DE	725	Utica-Rome, NY	306
Salt Lake City, UT	2,567	Valdosta, GA	158
San Angelo, TX	238	Vallejo-Fairfield, CA	908
San Antonio-New Braunfels, TX	4,585	Victoria, TX	136
San Diego-Carlsbad, CA	11,282	Vineland-Bridgeton, NJ	119
San Francisco-Oakland-Hayward, CA	15,707	Virginia Beach-Norfolk-Newport, VA-NC	4,583
San Jose-Sunnyvale-Santa Clara, CA	7,019	Visalia-Porterville, CA	374
San Luis Obispo-Paso Robles-Arroyo Gr., CA	826	Waco, TX	932
Santa Cruz-Watsonville, CA	1,019	Walla Walla, WA	157
Santa Fe, NM	156	Warner Robins, GA	122
Santa Maria-Santa Barbara, CA	1,050	Washing.-Arling.-Alexan., DC-VA-MD-WV	21,219
Santa Rosa, CA	1,493	Waterloo-Cedar Falls, IA	386
Savannah, GA	304	Watertown-Fort Drum, NY	31
Scranton--Wilkes-Barre--Hazleton, PA	1,030	Wausau, WI	560
Seattle-Tacoma-Bellevue, WA	14,610	Weirton-Steubenville, WV-OH	55
Sebastian-Vero Beach, FL	246	Wenatchee, WA	337
Sebring, FL	92	Wheeling, WV-OH	149
Sheboygan, WI	474	Wichita, KS	1,825
Sherman-Denison, TX	99	Wichita Falls, TX	98
Shreveport-Bossier City, LA	409	Williamsport, PA	32
Sierra Vista-Douglas, AZ	81	Wilmington, NC	846
Sioux City, IA-NE-SD	373	Winchester, VA-WV	346
Sioux Falls, SD	882	Winston-Salem, NC	1,807
South Bend-Mishawaka, IN-MI	637	Worcester, MA-CT	2,270
Spartanburg, SC	430	Yakima, WA	275
Spokane-Spokane Valley, WA	1,497	York-Hanover, PA	1,347
Springfield, IL	560	Youngstown-Warren-Boardman, OH-PA	703
Springfield, MA	1,591	Yuba City, CA	280
Springfield, MO	667	Yuma, AZ	76
Springfield, OH	153		
State College, PA	477		

Locations per Company by Segments

Below is the average locations per company for industry segmentations including concentration, business size by employees, and business structure.



Locations per Metropolitan Area

Number of locations for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Abilene, TX	17	Brunswick, GA	8
Akron, OH	73	Buffalo-Cheektowaga-Niagara Falls, NY	145
Albany, GA	9	Burlington, NC	14
Albany, OR	11	Burlington-South Burlington, VT	35
Albany-Schenectady-Troy, NY	101	California-Lexington Park, MD	7
Albuquerque, NM	90	Canton-Massillon, OH	31
Alexandria, LA	11	Cape Coral-Fort Myers, FL	57
Allentown-Bethlehem-Easton, PA-NJ	89	Cape Girardeau, MO-IL	6
Altoona, PA	11	Carbondale-Marion, IL	11
Amarillo, TX	19	Carson City, NV	7
Ames, IA	15	Casper, WY	16
Anchorage, AK	50	Cedar Rapids, IA	28
Ann Arbor, MI	48	Chambersburg-Waynesboro, PA	17
Anniston-Oxford-Jacksonville, AL	6	Champaign-Urbana, IL	25
Appleton, WI	28	Charleston, WV	22
Asheville, NC	57	Charleston-North Charleston, SC	93
Athens-Clarke County, GA	31	Charlotte-Concord-Gastonia, NC-SC	402
Atlanta-Sandy Springs-Roswell, GA	703	Charlottesville, VA	35
Atlantic City-Hammonton, NJ	32	Chattanooga, TN-GA	62
Auburn-Opelika, AL	9	Cheyenne, WY	9
Augusta-Richmond County, GA-SC	49	Chicago-Naperville-Elgin, IL-IN-WI	1,158
Austin-Round Rock, TX	297	Chico, CA	20
Bakersfield, CA	54	Cincinnati, OH-KY-IN	256
Baltimore-Columbia-Towson, MD	357	Clarksville, TN-KY	24
Bangor, ME	14	Cleveland, TN	7
Barnstable Town, MA	45	Cleveland-Elyria, OH	225
Baton Rouge, LA	89	Coeur d'Alene, ID	24
Battle Creek, MI	9	College Station-Bryan, TX	27
Bay City, MI	7	Colorado Springs, CO	73
Beaumont-Port Arthur, TX	32	Columbia, MO	32
Beckley, WV	6	Columbia, SC	73
Bellingham, WA	36	Columbus, GA-AL	20
Bend-Redmond, OR	34	Columbus, IN	11
Billings, MT	37	Columbus, OH	233
Binghamton, NY	25	Corpus Christi, TX	35
Birmingham-Hoover, AL	118	Corvallis, OR	13
Bismarck, ND	15	Crestview-Fort Walton Beach-Destin, FL	32
Blacksburg-Christiansburg-Radford, VA	19	Cumberland, MD-WV	5
Bloomington, IL	23	Dallas-Fort Worth-Arlington, TX	701
Bloomington, IN	17	Dalton, GA	4
Bloomsburg-Berwick, PA	11	Danville, IL	8
Boise City, ID	75	Daphne-Fairhope-Foley, AL	21
Boston-Cambridge-Newton, MA-NH	965	Davenport-Moline-Rock Island, IA-IL	39
Boulder, CO	65	Dayton, OH	89
Bowling Green, KY	16	Decatur, AL	7
Bremerton-Silverdale, WA	28	Decatur, IL	11
Bridgeport-Stamford-Norwalk, CT	225	Deltona-Daytona Beach-Ormond, FL	64
Brownsville-Harlingen, TX	19	Denver-Aurora-Lakewood, CO	433

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Des Moines-West Des Moines, IA	96	Greenville-Anderson-Mauldin, SC	107
Detroit-Warren-Dearborn, MI	398	Gulfport-Biloxi-Pascagoula, MS	40
Dothan, AL	10	Hagerstown-Martinsburg, MD-WV	21
Dover, DE	13	Hammond, LA	11
Dubuque, IA	14	Hanford-Corcoran, CA	7
Duluth, MN-WI	33	Harrisburg-Carlisle, PA	64
Durham-Chapel Hill, NC	78	Harrisonburg, VA	10
East Stroudsburg, PA	12	Hartford-West Hartford-East Hartford, CT	182
Eau Claire, WI	20	Hattiesburg, MS	16
El Centro, CA	9	Hickory-Lenoir-Morganton, NC	23
Elizabethtown-Fort Knox, KY	14	Hilton Head Island-Bluffton-Beaufort, SC	31
Elkhart-Goshen, IN	14	Hinesville, GA	1
Elmira, NY	10	Homosassa Springs, FL	7
El Paso, TX	73	Hot Springs, AR	6
Enid, OK	10	Houma-Thibodaux, LA	21
Erie, PA	29	Houston-The Woodlands-Sugar Land, TX	624
Eugene, OR	38	Huntington-Ashland, WV-KY-OH	22
Evansville, IN-KY	33	Huntsville, AL	61
Fairbanks, AK	14	Idaho Falls, ID	5
Fargo, ND-MN	34	Indianapolis-Carmel-Anderson, IN	234
Farmington, NM	7	Iowa City, IA	16
Fayetteville, NC	27	Ithaca, NY	16
Fayetteville-Springdale-Rogers, AR-MO	46	Jackson, MI	12
Flagstaff, AZ	16	Jackson, MS	57
Flint, MI	23	Jackson, TN	12
Florence, SC	12	Jacksonville, FL	152
Florence-Muscle Shoals, AL	15	Jacksonville, NC	11
Fond du Lac, WI	11	Janesville-Beloit, WI	17
Fort Collins, CO	62	Jefferson City, MO	16
Fort Smith, AR-OK	18	Johnson City, TN	9
Fort Wayne, IN	44	Johnstown, PA	11
Fresno, CA	73	Jonesboro, AR	8
Gadsden, AL	8	Joplin, MO	11
Gainesville, FL	33	Kahului-Wailuku-Lahaina, HI	21
Gainesville, GA	11	Kalamazoo-Portage, MI	30
Gettysburg, PA	4	Kankakee, IL	11
Glens Falls, NY	13	Kansas City, MO-KS	252
Goldsboro, NC	11	Kennewick-Richland, WA	33
Grand Forks, ND-MN	9	Killeen-Temple, TX	32
Grand Island, NE	10	Kingsport-Bristol-Bristol, TN-VA	30
Grand Junction, CO	11	Kingston, NY	26
Grand Rapids-Wyoming, MI	98	Knoxville, TN	81
Grants Pass, OR	8	Kokomo, IN	9
Great Falls, MT	10	La Crosse-Onalaska, WI-MN	23
Greeley, CO	21	Lafayette, LA	55
Green Bay, WI	38	Lafayette-West Lafayette, IN	16
Greensboro-High Point, NC	82	Lake Charles, LA	16
Greenville, NC	19	Lake Havasu City-Kingman, AZ	14

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Lakeland-Winter Haven, FL	36	Muncie, IN	9
Lancaster, PA	50	Muskegon, MI	10
Lansing-East Lansing, MI	31	Myrtle-Conway-North Myrtle, SC-NC	38
Laredo, TX	17	Napa, CA	23
Las Cruces, NM	13	Naples-Immokalee-Marco Island, FL	47
Las Vegas-Henderson-Paradise, NV	171	Nashville-Davidson--Murfr.--Franklin, TN	221
Lawrence, KS	13	New Bern, NC	9
Lawton, OK	7	New Haven-Milford, CT	112
Lebanon, PA	10	New Orleans-Metairie, LA	143
Lewiston, ID-WA	6	New York-Newark-Jersey City, NY-NJ-PA	2,954
Lewiston-Auburn, ME	11	Niles-Benton Harbor, MI	12
Lexington-Fayette, KY	63	North Port-Sarasota-Bradenton, FL	88
Lima, OH	10	Norwich-New London, CT	30
Lincoln, NE	42	Ocala, FL	15
Little Rock-North Little Rock-Conway, AR	60	Ocean City, NJ	16
Logan, UT-ID	12	Odessa, TX	14
Longview, TX	16	Ogden-Clearfield, UT	42
Longview, WA	12	Oklahoma City, OK	147
Los Angeles-Long Beach-Anaheim, CA	1,432	Olympia-Tumwater, WA	27
Louisville/Jefferson County, KY-IN	126	Omaha-Council Bluffs, NE-IA	138
Lubbock, TX	28	Orlando-Kissimmee-Sanford, FL	247
Lynchburg, VA	25	Oshkosh-Neenah, WI	20
Macon-Bibb County, GA	16	Owensboro, KY	11
Madera, CA	8	Oxnard-Thousand Oaks-Ventura, CA	96
Madison, WI	119	Palm Bay-Melbourne-Titusville, FL	52
Manchester-Nashua, NH	74	Panama City, FL	18
Manhattan, KS	7	Parkersburg-Vienna, WV	11
Mankato-North Mankato, MN	12	Pensacola-Ferry Pass-Brent, FL	43
Mansfield, OH	11	Peoria, IL	35
McAllen-Edinburg-Mission, TX	31	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	869
Medford, OR	32	Phoenix-Mesa-Scottsdale, AZ	426
Memphis, TN-MS-AR	110	Pine Bluff, AR	2
Merced, CA	22	Pittsburgh, PA	301
Miami-Fort Lauderdale-West Palm Beach, FL	724	Pittsfield, MA	12
Michigan City-La Porte, IN	11	Pocatello, ID	6
Midland, MI	7	Portland-South Portland, ME	74
Midland, TX	15	Portland-Vancouver-Hillsboro, OR-WA	291
Milwaukee-Waukesha-West Allis, WI	209	Port St. Lucie, FL	43
Minneapolis-St. Paul-Bloomington, MN-WI	533	Prescott, AZ	23
Missoula, MT	22	Providence-Warwick, RI-MA	227
Mobile, AL	31	Provo-Orem, UT	42
Modesto, CA	50	Pueblo, CO	11
Monroe, LA	15	Punta Gorda, FL	13
Monroe, MI	8	Racine, WI	11
Montgomery, AL	35	Raleigh, NC	210
Morgantown, WV	18	Rapid City, SD	19
Morristown, TN	5	Reading, PA	49
Mount Vernon-Anacortes, WA	12	Redding, CA	20

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Reno, NV	64	Staunton-Waynesboro, VA	13
Richmond, VA	161	Stockton-Lodi, CA	49
Riverside-San Bernardino-Ontario, CA	309	Sumter, SC	4
Roanoke, VA	39	Syracuse, NY	73
Rochester, MN	21	Tallahassee, FL	35
Rochester, NY	120	Tampa-St. Petersburg-Clearwater, FL	339
Rockford, IL	34	Terre Haute, IN	11
Rocky Mount, NC	7	Texarkana, TX-AR	10
Rome, GA	9	The Villages, FL	6
Sacramento--Roseville--Arden-Arcade, CA	258	Toledo, OH	56
Saginaw, MI	15	Topeka, KS	23
St. Cloud, MN	31	Trenton, NJ	63
St. George, UT	20	Tucson, AZ	116
St. Joseph, MO-KS	9	Tulsa, OK	94
St. Louis, MO-IL	330	Tuscaloosa, AL	15
Salem, OR	51	Tyler, TX	18
Salinas, CA	32	Urban Honolulu, HI	45
Salisbury, MD-DE	52	Utica-Rome, NY	30
Salt Lake City, UT	112	Valdosta, GA	11
San Angelo, TX	10	Vallejo-Fairfield, CA	45
San Antonio-New Braunfels, TX	199	Victoria, TX	10
San Diego-Carlsbad, CA	396	Vineland-Bridgeton, NJ	11
San Francisco-Oakland-Hayward, CA	664	Virginia Beach-Norfolk-Newport, VA-NC	192
San Jose-Sunnyvale-Santa Clara, CA	286	Visalia-Porterville, CA	22
San Luis Obispo-Paso Robles-Arroyo Gr., CA	43	Waco, TX	22
Santa Cruz-Watsonville, CA	35	Walla Walla, WA	5
Santa Fe, NM	25	Warner Robins, GA	10
Santa Maria-Santa Barbara, CA	67	Washing.-Arling.-Alexan., DC-VA-MD-WV	853
Santa Rosa, CA	74	Waterloo-Cedar Falls, IA	17
Savannah, GA	29	Watertown-Fort Drum, NY	4
Scranton--Wilkes-Barre--Hazleton, PA	53	Wausau, WI	15
Seattle-Tacoma-Bellevue, WA	515	Weirton-Steubenville, WV-OH	7
Sebastian-Vero Beach, FL	16	Wenatchee, WA	16
Sebring, FL	9	Wheeling, WV-OH	11
Sheboygan, WI	11	Wichita, KS	49
Sherman-Denison, TX	9	Wichita Falls, TX	8
Shreveport-Bossier City, LA	47	Williamsport, PA	5
Sierra Vista-Douglas, AZ	7	Wilmington, NC	37
Sioux City, IA-NE-SD	17	Winchester, VA-WV	15
Sioux Falls, SD	55	Winston-Salem, NC	75
South Bend-Mishawaka, IN-MI	36	Worcester, MA-CT	106
Spartanburg, SC	30	Yakima, WA	18
Spokane-Spokane Valley, WA	64	York-Hanover, PA	46
Springfield, IL	26	Youngstown-Warren-Boardman, OH-PA	41
Springfield, MA	65	Yuba City, CA	10
Springfield, MO	42	Yuma, AZ	12
Springfield, OH	9		
State College, PA	26		

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