Kentley Insights

2023 Market Research Report

Health Clubs

June 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 Health Clubs 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

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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 $37.2 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 1.2% per year. This growth rate significantly lags the 6.2% average for service industries and ranks it in the bottom 20% 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 3.1% per year for the Health Clubs industry.

Revenue per Company

In 2022, the average revenue per company for the industry was approximately $1.1 million, which grew at a 0.4% 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 $292. This is 185% higher than the average $103 per capita across the U.S.

Sales per Location

For the industry, Hawaii has the highest sales per location at $1.5 million, which is 94% higher than the U.S. average of $.9 million in sales per location.

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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 91.1%, and over the past 3 years total operating expenses for the industry grew at 2.6% 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 12.3% over 2021 to $48,011, which ranks the industry in the bottom 20% of service industries.

Profitability

64.4% of Companies in the Health Clubs industry are profitable, with an average net income of 12.1% of revenue, which ranks the industry in the top 60% of service industries.

Payroll per Employee

In 2022, payroll per employee equaled $16,180 for the industry, which ranks it in the bottom 20% of service industries. Payroll per employee has grew at an annual rate of 1.5% 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 $20,176, which is 24.7% 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.

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Section One

Revenue & Growth Analysis

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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)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Millions)	26,983	28,719	30,910	33,117	34,309	35,874	25,108	31,688	37,161	38,011	43,386
Annual Growth		6.4%	7.6%	7.1%	3.6%	4.6%	-30.0%	26.2%	17.3%	2.3%	3.4%

Compound Annual Growth Rate **1.2%** 3-Year **2.3%** 5-Year

Number of Companies

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
Companies	26,480	27,366	28,445	29,967	31,135	32,223	32,364	32,788	33,024	32,934	33,246
Annual Growth		3.3%	3.9%	5.4%	3.9%	3.5%	0.4%	1.3%	0.7%	-0.3%	0.2%

Compound Annual Growth Rate **0.8%** 3-Year **2.0%** 5-Year

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

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
Locations	31,715	32,712	33,980	36,225	37,758	39,297	39,562	40,278	40,527	40,296	40,840
Annual Growth		3.1%	3.9%	6.6%	4.2%	4.1%	0.7%	1.8%	0.6%	-0.6%	0.3%

Compound Annual Growth Rate **1.0%** 3-Year **2.3%** 5-Year

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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)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Thousands)	1,019	1,049	1,087	1,105	1,102	1,113	776	966	1,125	1,154	1,305
Annual Growth		3.0%	3.5%	1.7%	-0.3%	1.0%	-30.3%	24.6%	16.4%	2.6%	3.1%

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

Revenue per Location ($ Thousands)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Thousands)	851	878	910	914	909	913	635	787	917	943	1,062
Annual Growth		3.2%	3.6%	0.5%	-0.6%	0.5%	-30.5%	24.0%	16.6%	2.9%	3.0%

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

Locations per Company

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
Loc. per Comp.	1.20	1.20	1.19	1.21	1.21	1.22	1.22	1.23	1.23	1.22	1.23
Annual Growth		-0.2%	-0.1%	1.2%	0.3%	0.6%	0.2%	0.5%	-0.1%	-0.3%	0.1%

Compound Annual Growth Rate **0.2%** 3-Year **0.3%** 5-Year

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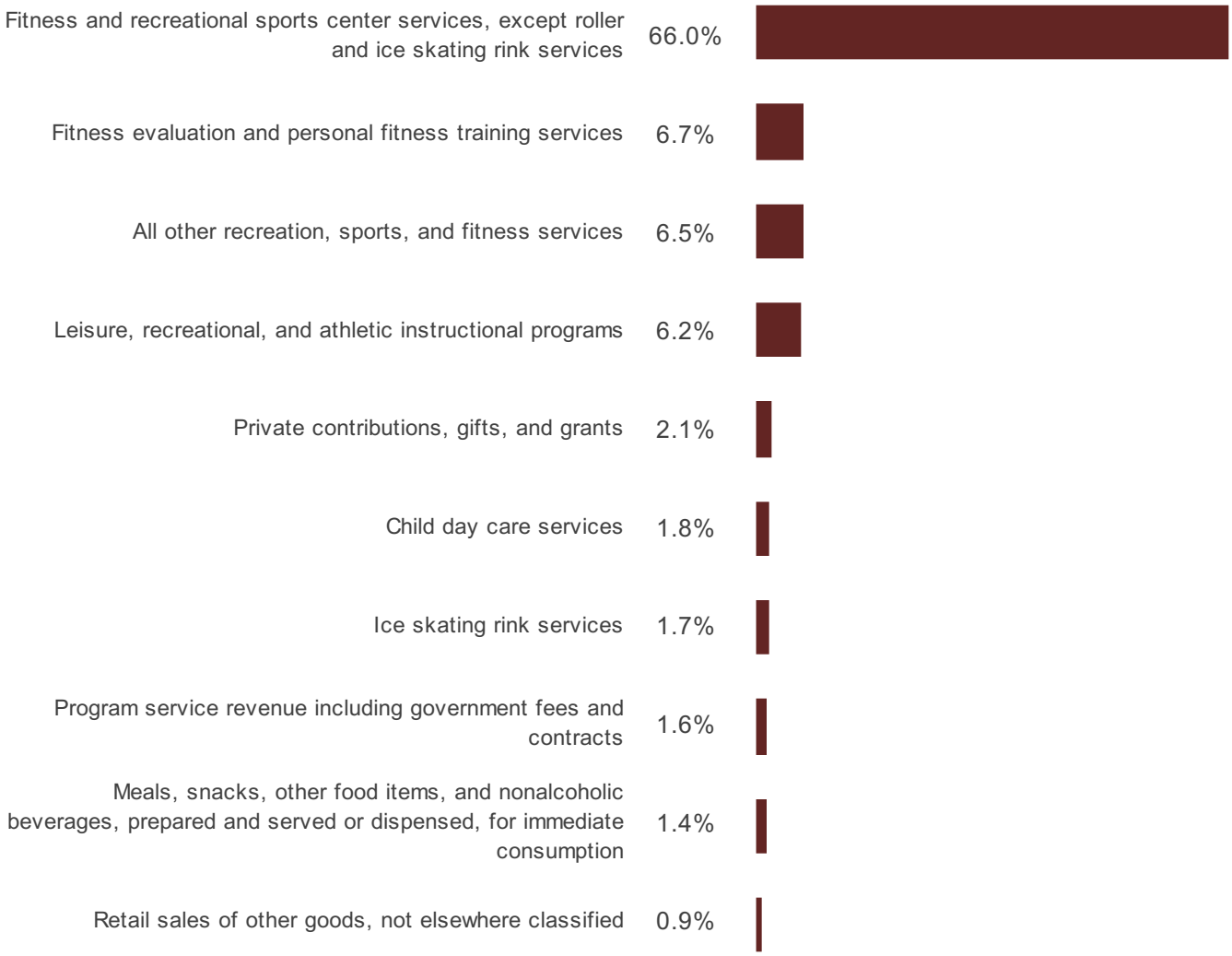
Breakdown of Top Product Lines

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 (%)



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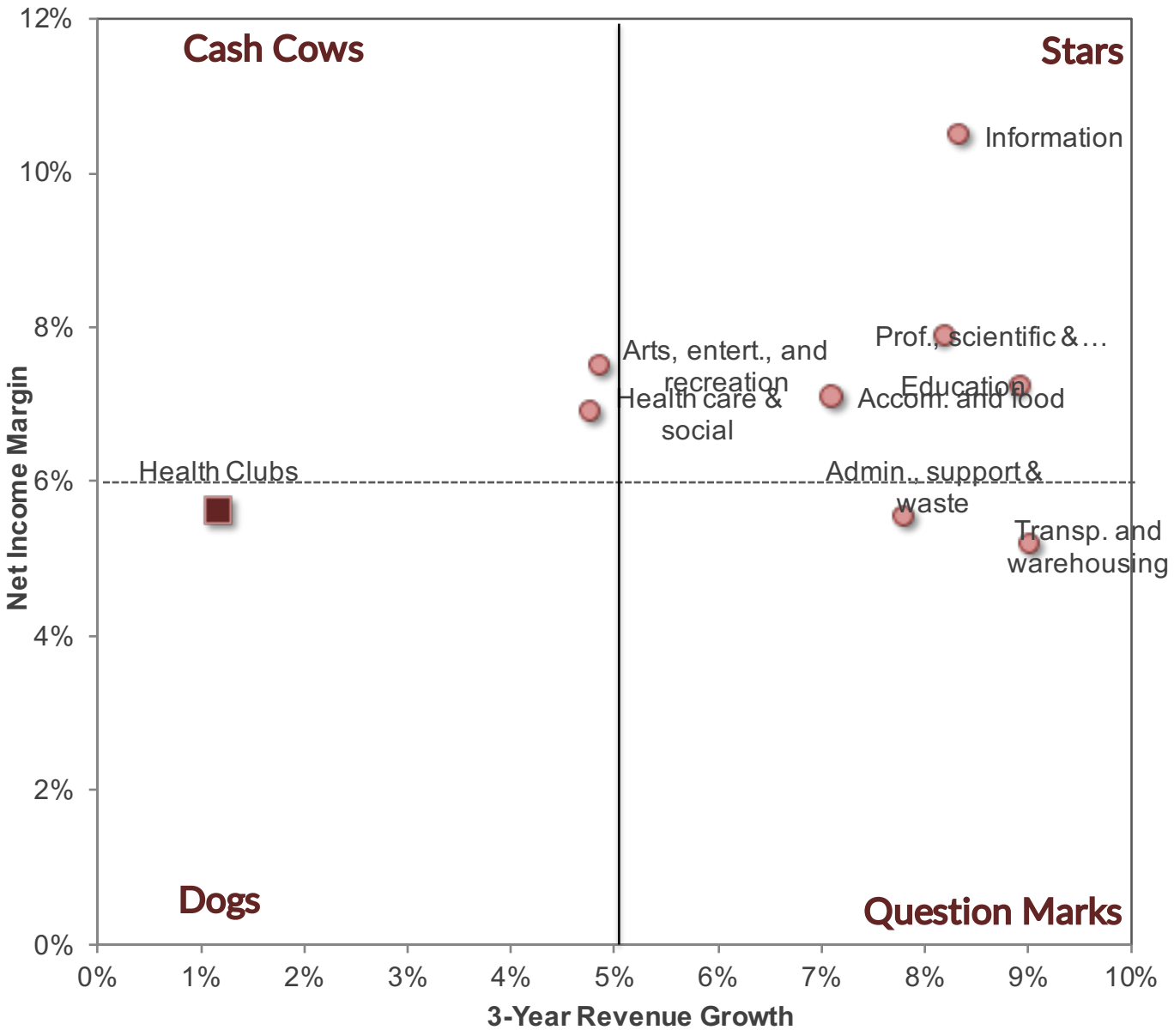
Income vs. Revenue Growth Matrix

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.



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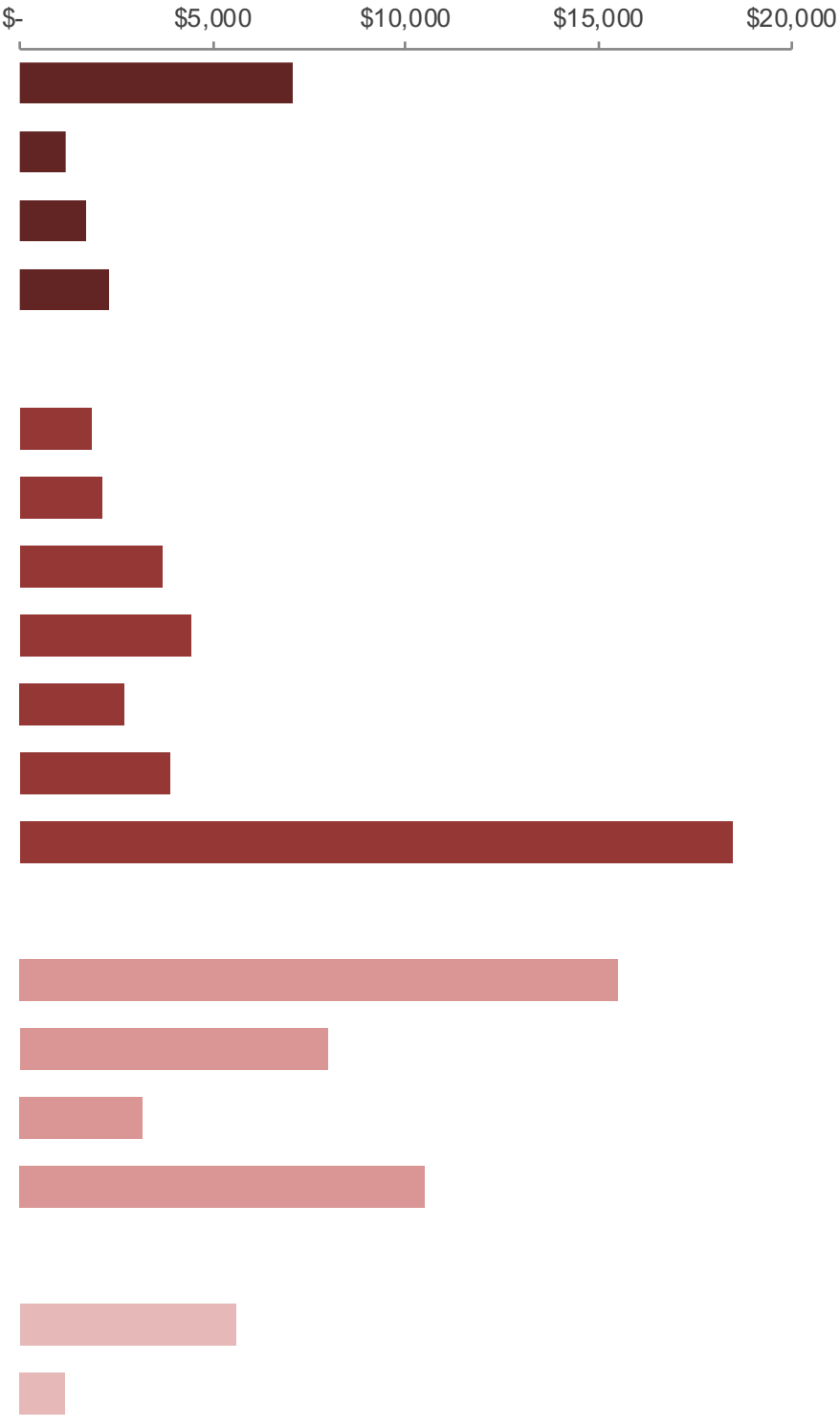
Total Sales by Segments

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

All figures in $ millions

Concentration Segments	
4 largest firms	$7,090
Next 4 largest	$1,217
Next 12 largest	$1,703
Next 30 largest	$2,303
Business Size (# employees)	
1-4	$1,853
5-9	$2,129
10-19	$3,692
20-49	$4,431
50-99	$2,708
100-249	$3,887
250+	$18,461
Business Structure Segments	
C-corporations	$15,505
S-corporations	$7,972
Sole Proprietorships	$3,184
Partnerships	$10,500
Franchise Segments	
Franchisee-Owned	$5,595
Franchisor-Owned	$1,177
Total Industry Sales	$37,161



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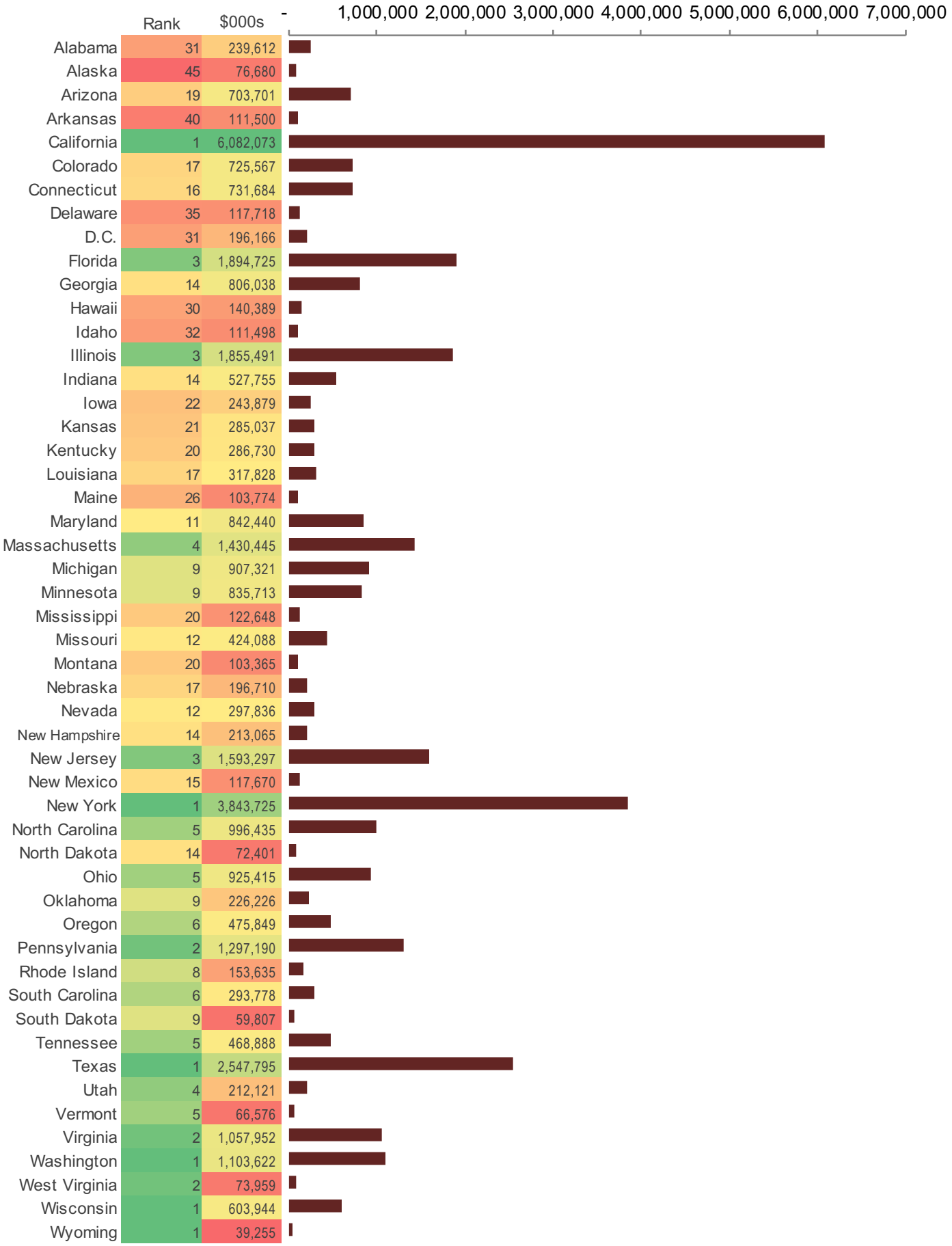
Sales per State

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.



	Rank	$000s
Alabama	31	239,612
Alaska	45	76,680
Arizona	19	703,701
Arkansas	40	111,500
California	1	6,082,073
Colorado	17	725,567
Connecticut	16	731,684
Delaware	35	117,718
D.C.	31	196,166
Florida	3	1,894,725
Georgia	14	806,038
Hawaii	30	140,389
Idaho	32	111,498
Illinois	3	1,855,491
Indiana	14	527,755
Iowa	22	243,879
Kansas	21	285,037
Kentucky	20	286,730
Louisiana	17	317,828
Maine	26	103,774
Maryland	11	842,440
Massachusetts	4	1,430,445
Michigan	9	907,321
Minnesota	9	835,713
Mississippi	20	122,648
Missouri	12	424,088
Montana	20	103,365
Nebraska	17	196,710
Nevada	12	297,836
New Hampshire	14	213,065
New Jersey	3	1,593,297
New Mexico	15	117,670
New York	1	3,843,725
North Carolina	5	996,435
North Dakota	14	72,401
Ohio	5	925,415
Oklahoma	9	226,226
Oregon	6	475,849
Pennsylvania	2	1,297,190
Rhode Island	8	153,635
South Carolina	6	293,778
South Dakota	9	59,807
Tennessee	5	468,888
Texas	1	2,547,795
Utah	4	212,121
Vermont	5	66,576
Virginia	2	1,057,952
Washington	1	1,103,622
West Virginia	2	73,959
Wisconsin	1	603,944
Wyoming	1	39,255

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.

	Rank	$
Alabama	48	47
Alaska	17	105
Arizona	24	96
Arkansas	51	37
California	6	156
Colorado	13	124
Connecticut	3	202
Delaware	15	116
D.C.	1	292
Florida	30	85
Georgia	36	74
Hawaii	22	97
Idaho	44	58
Illinois	8	147
Indiana	33	77
Iowa	34	76
Kansas	23	97
Kentucky	42	64
Louisiana	37	69
Maine	35	75
Maryland	12	137
Massachusetts	2	205
Michigan	29	90
Minnesota	9	146
Mississippi	49	42
Missouri	38	69
Montana	28	92
Nebraska	21	100
Nevada	25	94
New Hampshire	7	153
New Jersey	5	172
New Mexico	46	56
New York	4	195
North Carolina	26	93
North Dakota	27	93
Ohio	32	79
Oklahoma	45	56
Oregon	16	112
Pennsylvania	20	100
Rhode Island	11	140
South Carolina	47	56
South Dakota	41	66
Tennessee	40	66
Texas	31	85
Utah	43	63
Vermont	18	103
Virginia	14	122
Washington	10	142
West Virginia	50	42
Wisconsin	19	102
Wyoming	39	68

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
Abilene, TX	9,400
Akron, OH	41,376
Albany, GA	11,469
Albany, OR	2,760
Albany-Schenectady-Troy, NY	117,867
Albuquerque, NM	81,070
Alexandria, LA	5,526
Allentown-Bethlehem-Easton, PA-NJ	56,983
Altoona, PA	8,635
Amarillo, TX	16,064
Ames, IA	6,389
Anchorage, AK	58,193
Ann Arbor, MI	50,133
Anniston-Oxford-Jacksonville, AL	1,117
Appleton, WI	33,724
Asheville, NC	36,177
Athens-Clarke County, GA	21,916
Atlanta-Sandy Springs-Roswell, GA	647,905
Atlantic City-Hammonton, NJ	25,649
Auburn-Opelika, AL	5,266
Augusta-Richmond County, GA-SC	46,591
Austin-Round Rock, TX	317,455
Bakersfield, CA	59,676
Baltimore-Columbia-Towson, MD	431,142
Bangor, ME	11,906
Barnstable Town, MA	30,622
Baton Rouge, LA	80,939
Battle Creek, MI	8,969
Bay City, MI	6,069
Beaumont-Port Arthur, TX	20,047
Beckley, WV	4,107
Bellingham, WA	24,067
Bend-Redmond, OR	20,569
Billings, MT	21,519
Binghamton, NY	18,662
Birmingham-Hoover, AL	113,828
Bismarck, ND	17,410
Blacksburg-Christiansburg-Radford, VA	6,516
Bloomington, IL	20,080
Bloomington, IN	18,586
Bloomsburg-Berwick, PA	4,103
Boise City, ID	53,591
Boston-Cambridge-Newton, MA-NH	1,233,401
Boulder, CO	62,767
Bowling Green, KY	7,948
Bremerton-Silverdale, WA	27,360
Bridgeport-Stamford-Norwalk, CT	381,599
Brownsville-Harlingen, TX	12,041

Metropolitan Statistical Area	$000s
Brunswick, GA	1,866
Buffalo-Cheektowaga-Niagara Falls, NY	100,713
Burlington, NC	15,460
Burlington-South Burlington, VT	40,240
California-Lexington Park, MD	4,955
Canton-Massillon, OH	30,360
Cape Coral-Fort Myers, FL	47,204
Cape Girardeau, MO-IL	1,296
Carbondale-Marion, IL	4,613
Carson City, NV	4,589
Casper, WY	8,259
Cedar Rapids, IA	23,330
Chambersburg-Waynesboro, PA	11,934
Champaign-Urbana, IL	9,289
Charleston, WV	14,164
Charleston-North Charleston, SC	64,909
Charlotte-Concord-Gastonia, NC-SC	356,064
Charlottesville, VA	36,184
Chattanooga, TN-GA	51,562
Cheyenne, WY	6,902
Chicago-Naperville-Elgin, IL-IN-WI	1,671,307
Chico, CA	20,658
Cincinnati, OH-KY-IN	258,988
Clarksville, TN-KY	13,614
Cleveland, TN	6,257
Cleveland-Elyria, OH	178,227
Coeur d'Alene, ID	13,881
College Station-Bryan, TX	20,139
Colorado Springs, CO	81,239
Columbia, MO	16,170
Columbia, SC	49,016
Columbus, GA-AL	11,196
Columbus, IN	6,750
Columbus, OH	239,781
Corpus Christi, TX	29,752
Corvallis, OR	9,175
Crestview-Fort Walton Beach-Destin, FL	13,665
Cumberland, MD-WV	4,161
Dallas-Fort Worth-Arlington, TX	832,806
Dalton, GA	5,145
Danville, IL	3,611
Daphne-Fairhope-Foley, AL	8,704
Davenport-Moline-Rock Island, IA-IL	33,639
Dayton, OH	59,989
Decatur, AL	4,189
Decatur, IL	9,150
Deltona-Daytona Beach-Ormond, FL	44,644
Denver-Aurora-Lakewood, CO	468,734

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
Des Moines-West Des Moines, IA	93,910
Detroit-Warren-Dearborn, MI	558,074
Dothan, AL	2,320
Dover, DE	17,061
Dubuque, IA	14,569
Duluth, MN-WI	20,194
Durham-Chapel Hill, NC	58,425
East Stroudsburg, PA	7,748
Eau Claire, WI	16,261
El Centro, CA	4,099
Elizabethtown-Fort Knox, KY	6,060
Elkhart-Goshen, IN	8,221
Elmira, NY	7,012
El Paso, TX	40,234
Enid, OK	4,888
Erie, PA	29,075
Eugene, OR	28,453
Evansville, IN-KY	36,674
Fairbanks, AK	7,746
Fargo, ND-MN	39,479
Farmington, NM	3,397
Fayetteville, NC	20,732
Fayetteville-Springdale-Rogers, AR-MO	31,133
Flagstaff, AZ	13,131
Flint, MI	10,345
Florence, SC	10,057
Florence-Muscle Shoals, AL	6,160
Fond du Lac, WI	6,581
Fort Collins, CO	44,140
Fort Smith, AR-OK	4,188
Fort Wayne, IN	39,861
Fresno, CA	68,667
Gadsden, AL	3,762
Gainesville, FL	32,066
Gainesville, GA	22,835
Gettysburg, PA	362
Glens Falls, NY	8,855
Goldsboro, NC	6,799
Grand Forks, ND-MN	10,841
Grand Island, NE	1,642
Grand Junction, CO	11,212
Grand Rapids-Wyoming, MI	109,200
Grants Pass, OR	9,651
Great Falls, MT	7,182
Greeley, CO	6,874
Green Bay, WI	38,749
Greensboro-High Point, NC	66,917
Greenville, NC	16,190
Greenville-Anderson-Mauldin, SC	63,035
Gulfport-Biloxi-Pascagoula, MS	21,709
Hagerstown-Martinsburg, MD-WV	17,626
Hammond, LA	9,452
Hanford-Corcoran, CA	7,043
Harrisburg-Carlisle, PA	44,180
Harrisonburg, VA	16,121
Hartford-West Hartford-East Hartford, CT	188,009
Hattiesburg, MS	11,505
Hickory-Lenoir-Morganton, NC	12,466
Hilton Head Island-Bluffton-Beaufort, SC	25,218
Hinesville, GA	7,634
Homosassa Springs, FL	1,560
Hot Springs, AR	3,497
Houma-Thibodaux, LA	8,531
Houston-The Woodlands-Sugar Land, TX	777,764
Huntington-Ashland, WV-KY-OH	16,082
Huntsville, AL	32,129
Idaho Falls, ID	8,870
Indianapolis-Carmel-Anderson, IN	227,033
Iowa City, IA	20,987
Ithaca, NY	7,858
Jackson, MI	4,557
Jackson, MS	38,346
Jackson, TN	8,726
Jacksonville, FL	124,199
Jacksonville, NC	14,608
Janesville-Beloit, WI	16,444
Jefferson City, MO	10,785
Johnson City, TN	4,646
Johnstown, PA	4,928
Jonesboro, AR	3,870
Joplin, MO	9,039
Kahului-Wailuku-Lahaina, HI	15,764
Kalamazoo-Portage, MI	23,871
Kankakee, IL	9,685
Kansas City, MO-KS	234,072
Kennewick-Richland, WA	29,600
Killeen-Temple, TX	24,715
Kingsport-Bristol-Bristol, TN-VA	15,006
Kingston, NY	14,948
Knoxville, TN	64,166
Kokomo, IN	5,880
La Crosse-Onalaska, WI-MN	20,768
Lafayette, LA	35,562
Lafayette-West Lafayette, IN	21,945
Lake Charles, LA	8,197
Lake Havasu City-Kingman, AZ	11,720

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
Lakeland-Winter Haven, FL	21,656
Lancaster, PA	54,471
Lansing-East Lansing, MI	36,703
Laredo, TX	19,977
Las Cruces, NM	5,216
Las Vegas-Henderson-Paradise, NV	228,878
Lawrence, KS	11,295
Lawton, OK	2,310
Lebanon, PA	7,163
Lewiston, ID-WA	1,362
Lewiston-Auburn, ME	5,768
Lexington-Fayette, KY	55,676
Lima, OH	8,257
Lincoln, NE	32,503
Little Rock-North Little Rock-Conway, AR	49,910
Logan, UT-ID	8,862
Longview, TX	10,067
Longview, WA	3,906
Los Angeles-Long Beach-Anaheim, CA	2,172,431
Louisville/Jefferson County, KY-IN	133,314
Lubbock, TX	29,462
Lynchburg, VA	17,274
Macon-Bibb County, GA	4,826
Madera, CA	3,480
Madison, WI	102,249
Manchester-Nashua, NH	67,821
Manhattan, KS	3,543
Mankato-North Mankato, MN	9,173
Mansfield, OH	6,799
McAllen-Edinburg-Mission, TX	28,226
Medford, OR	21,642
Memphis, TN-MS-AR	109,992
Merced, CA	15,545
Miami-Fort Lauderdale-West Palm Beach, FL	722,069
Michigan City-La Porte, IN	7,503
Midland, MI	4,902
Midland, TX	25,366
Milwaukee-Waukesha-West Allis, WI	217,161
Minneapolis-St. Paul-Bloomington, MN-WI	731,504
Missoula, MT	20,767
Mobile, AL	10,826
Modesto, CA	39,872
Monroe, LA	10,072
Monroe, MI	3,998
Montgomery, AL	25,628
Morgantown, WV	7,851
Morristown, TN	1,098
Mount Vernon-Anacortes, WA	12,367

Metropolitan Statistical Area	$000s
Muncie, IN	4,176
Muskegon, MI	6,498
Myrtle-Conway-North Myrtle Beach, SC-NC	18,258
Napa, CA	28,645
Naples-Immokalee-Marco Island, FL	48,827
Nashville-Davidson--Murfrees.--Franklin, TI	190,639
New Bern, NC	4,579
New Haven-Milford, CT	122,234
New Orleans-Metairie, LA	125,047
New York-Newark-Jersey City, NY-NJ-PA	4,570,679
Niles-Benton Harbor, MI	13,584
North Port-Sarasota-Bradenton, FL	96,446
Norwich-New London, CT	23,344
Ocala, FL	9,537
Ocean City, NJ	10,751
Odessa, TX	14,576
Ogden-Clearfield, UT	30,589
Oklahoma City, OK	116,219
Olympia-Tumwater, WA	29,569
Omaha-Council Bluffs, NE-IA	122,332
Orlando-Kissimmee-Sanford, FL	285,929
Oshkosh-Neenah, WI	22,616
Owensboro, KY	8,879
Oxnard-Thousand Oaks-Ventura, CA	112,870
Palm Bay-Melbourne-Titusville, FL	31,346
Panama City, FL	7,173
Parkersburg-Vienna, WV	8,504
Pensacola-Ferry Pass-Brent, FL	17,762
Peoria, IL	27,416
Philadelphia-Camden-Wilmin., PA-NJ-DE-M	954,686
Phoenix-Mesa-Scottsdale, AZ	560,817
Pine Bluff, AR	6,535
Pittsburgh, PA	239,094
Pittsfield, MA	5,908
Pocatello, ID	3,723
Portland-South Portland, ME	52,616
Portland-Vancouver-Hillsboro, OR-WA	355,883
Port St. Lucie, FL	29,147
Prescott, AZ	13,712
Providence-Warwick, RI-MA	235,565
Provo-Orem, UT	27,870
Pueblo, CO	11,079
Punta Gorda, FL	4,810
Racine, WI	7,598
Raleigh, NC	240,905
Rapid City, SD	11,317
Reading, PA	30,624
Redding, CA	10,580

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
Reno, NV	53,082
Richmond, VA	179,486
Riverside-San Bernardino-Ontario, CA	437,408
Roanoke, VA	21,084
Rochester, MN	22,191
Rochester, NY	139,566
Rockford, IL	37,211
Rocky Mount, NC	6,187
Rome, GA	2,397
Sacramento--Roseville--Arden-Arcade, CA	298,287
Saginaw, MI	11,360
St. Cloud, MN	16,340
St. George, UT	11,813
St. Joseph, MO-KS	7,766
St. Louis, MO-IL	293,094
Salem, OR	40,590
Salinas, CA	61,157
Salisbury, MD-DE	29,024
Salt Lake City, UT	118,757
San Angelo, TX	7,896
San Antonio-New Braunfels, TX	211,035
San Diego-Carlsbad, CA	617,005
San Francisco-Oakland-Hayward, CA	1,136,937
San Jose-Sunnyvale-Santa Clara, CA	465,589
San Luis Obispo-Paso Robles-Arroyo Gr., CA	32,930
Santa Cruz-Watsonville, CA	163,770
Santa Fe, NM	12,621
Santa Maria-Santa Barbara, CA	56,763
Santa Rosa, CA	84,461
Savannah, GA	16,836
Scranton--Wilkes-Barre--Hazleton, PA	37,087
Seattle-Tacoma-Bellevue, WA	819,495
Sebastian-Vero Beach, FL	12,163
Sebring, FL	4,475
Sheboygan, WI	12,355
Sherman-Denison, TX	5,885
Shreveport-Bossier City, LA	23,525
Sierra Vista-Douglas, AZ	2,718
Sioux City, IA-NE-SD	10,221
Sioux Falls, SD	32,933
South Bend-Mishawaka, IN-MI	25,863
Spartanburg, SC	15,126
Spokane-Spokane Valley, WA	63,064
Springfield, IL	21,475
Springfield, MA	57,722
Springfield, MO	19,414
Springfield, OH	3,259
State College, PA	13,254
Staunton-Waynesboro, VA	6,781
Stockton-Lodi, CA	50,940
Sumter, SC	9,477
Syracuse, NY	54,753
Tallahassee, FL	26,181
Tampa-St. Petersburg-Clearwater, FL	283,426
Terre Haute, IN	6,135
Texarkana, TX-AR	6,687
The Villages, FL	3,753
Toledo, OH	71,325
Topeka, KS	12,808
Trenton, NJ	77,009
Tucson, AZ	100,823
Tulsa, OK	74,936
Tuscaloosa, AL	4,895
Tyler, TX	9,361
Urban Honolulu, HI	113,044
Utica-Rome, NY	11,810
Valdosta, GA	4,834
Vallejo-Fairfield, CA	61,258
Victoria, TX	4,313
Vineland-Bridgeton, NJ	4,528
Virginia Beach-Norfolk-Newport, VA-NC	162,835
Visalia-Porterville, CA	17,863
Waco, TX	23,011
Walla Walla, WA	4,116
Warner Robins, GA	3,924
Washing.-Arling.-Alexan., DC-VA-MD-WV	1,137,164
Waterloo-Cedar Falls, IA	19,212
Watertown-Fort Drum, NY	2,426
Wausau, WI	9,556
Weirton-Steubenville, WV-OH	1,134
Wenatchee, WA	10,621
Wheeling, WV-OH	8,100
Wichita, KS	80,814
Wichita Falls, TX	2,808
Williamsport, PA	1,844
Wilmington, NC	34,276
Winchester, VA-WV	12,148
Winston-Salem, NC	51,400
Worcester, MA-CT	98,750
Yakima, WA	13,223
York-Hanover, PA	40,576
Youngstown-Warren-Boardman, OH-PA	19,916
Yuba City, CA	13,947
Yuma, AZ	5,530

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	$
Abilene, TX	53
Akron, OH	59
Albany, GA	77
Albany, OR	21
Albany-Schenectady-Troy, NY	131
Albuquerque, NM	88
Alexandria, LA	36
Allentown-Bethlehem-Easton, PA-NJ	66
Altoona, PA	70
Amarillo, TX	60
Ames, IA	51
Anchorage, AK	146
Ann Arbor, MI	135
Anniston-Oxford-Jacksonville, AL	10
Appleton, WI	139
Asheville, NC	77
Athens-Clarke County, GA	102
Atlanta-Sandy Springs-Roswell, GA	106
Atlantic City-Hammonton, NJ	94
Auburn-Opelika, AL	30
Augusta-Richmond County, GA-SC	76
Austin-Round Rock, TX	138
Bakersfield, CA	66
Baltimore-Columbia-Towson, MD	152
Bangor, ME	78
Barnstable Town, MA	134
Baton Rouge, LA	93
Battle Creek, MI	67
Bay City, MI	59
Beaumont-Port Arthur, TX	51
Beckley, WV	36
Bellingham, WA	106
Bend-Redmond, OR	103
Billings, MT	117
Binghamton, NY	76
Birmingham-Hoover, AL	102
Bismarck, ND	130
Blacksburg-Christiansburg-Radford, VA	39
Bloomington, IL	118
Bloomington, IN	116
Bloomsburg-Berwick, PA	50
Boise City, ID	70
Boston-Cambridge-Newton, MA-NH	250
Boulder, CO	190
Bowling Green, KY	44
Bremerton-Silverdale, WA	99
Bridgeport-Stamford-Norwalk, CT	399
Brownsville-Harlingen, TX	29

Metropolitan Statistical Area	$
Brunswick, GA	16
Buffalo-Cheektowaga-Niagara Falls, NY	86
Burlington, NC	90
Burlington-South Burlington, VT	178
California-Lexington Park, MD	43
Canton-Massillon, OH	76
Cape Coral-Fort Myers, FL	62
Cape Girardeau, MO-IL	13
Carbondale-Marion, IL	35
Carson City, NV	78
Casper, WY	103
Cedar Rapids, IA	84
Chambersburg-Waynesboro, PA	77
Champaign-Urbana, IL	42
Charleston, WV	55
Charleston-North Charleston, SC	81
Charlotte-Concord-Gastonia, NC-SC	133
Charlottesville, VA	163
Chattanooga, TN-GA	91
Cheyenne, WY	69
Chicago-Naperville-Elgin, IL-IN-WI	174
Chico, CA	98
Cincinnati, OH-KY-IN	115
Clarksville, TN-KY	42
Cleveland, TN	50
Cleveland-Elyria, OH	85
Coeur d'Alene, ID	80
College Station-Bryan, TX	75
Colorado Springs, CO	107
Columbia, MO	77
Columbia, SC	59
Columbus, GA-AL	34
Columbus, IN	82
Columbus, OH	112
Corpus Christi, TX	71
Corvallis, OR	96
Crestview-Fort Walton Beach-Destin, FL	48
Cumberland, MD-WV	44
Dallas-Fort Worth-Arlington, TX	109
Dalton, GA	36
Danville, IL	49
Daphne-Fairhope-Foley, AL	37
Davenport-Moline-Rock Island, IA-IL	88
Dayton, OH	74
Decatur, AL	27
Decatur, IL	88
Deltona-Daytona Beach-Ormond, FL	67
Denver-Aurora-Lakewood, CO	158

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	$
Des Moines-West Des Moines, IA	132
Detroit-Warren-Dearborn, MI	127
Dothan, AL	15
Dover, DE	94
Dubuque, IA	147
Duluth, MN-WI	69
Durham-Chapel Hill, NC	90
East Stroudsburg, PA	46
Eau Claire, WI	94
El Centro, CA	23
Elizabethtown-Fort Knox, KY	39
Elkhart-Goshen, IN	40
Elmira, NY	84
El Paso, TX	46
Enid, OK	78
Erie, PA	108
Eugene, OR	74
Evansville, IN-KY	117
Fairbanks, AK	81
Fargo, ND-MN	158
Farmington, NM	28
Fayetteville, NC	40
Fayetteville-Springdale-Rogers, AR-MO	57
Flagstaff, AZ	90
Flint, MI	26
Florence, SC	50
Florence-Muscle Shoals, AL	41
Fond du Lac, WI	63
Fort Collins, CO	123
Fort Smith, AR-OK	17
Fort Wayne, IN	95
Fresno, CA	68
Gadsden, AL	36
Gainesville, FL	94
Gainesville, GA	112
Gettysburg, PA	3
Glens Falls, NY	70
Goldsboro, NC	58
Grand Forks, ND-MN	104
Grand Island, NE	21
Grand Junction, CO	72
Grand Rapids-Wyoming, MI	100
Grants Pass, OR	110
Great Falls, MT	85
Greeley, CO	21
Green Bay, WI	118
Greensboro-High Point, NC	86
Greenville, NC	95
Greenville-Anderson-Mauldin, SC	68
Gulfport-Biloxi-Pascagoula, MS	52
Hagerstown-Martinsburg, MD-WV	60
Hammond, LA	71
Hanford-Corcoran, CA	46
Harrisburg-Carlisle, PA	75
Harrisonburg, VA	119
Hartford-West Hartford-East Hartford, CT	155
Hattiesburg, MS	67
Hickory-Lenoir-Morganton, NC	34
Hilton Head Island-Bluffton-Beaufort, SC	116
Hinesville, GA	94
Homosassa Springs, FL	10
Hot Springs, AR	35
Houma-Thibodaux, LA	41
Houston-The Woodlands-Sugar Land, TX	109
Huntington-Ashland, WV-KY-OH	45
Huntsville, AL	65
Idaho Falls, ID	56
Indianapolis-Carmel-Anderson, IN	107
Iowa City, IA	120
Ithaca, NY	75
Jackson, MI	28
Jackson, MS	65
Jackson, TN	48
Jacksonville, FL	77
Jacksonville, NC	71
Janesville-Beloit, WI	100
Jefferson City, MO	72
Johnson City, TN	22
Johnstown, PA	37
Jonesboro, AR	29
Joplin, MO	50
Kahului-Wailuku-Lahaina, HI	96
Kalamazoo-Portage, MI	91
Kankakee, IL	90
Kansas City, MO-KS	107
Kennewick-Richland, WA	97
Killeen-Temple, TX	52
Kingsport-Bristol-Bristol, TN-VA	49
Kingston, NY	82
Knoxville, TN	73
Kokomo, IN	70
La Crosse-Onalaska, WI-MN	149
Lafayette, LA	74
Lafayette-West Lafayette, IN	98
Lake Charles, LA	37
Lake Havasu City-Kingman, AZ	55

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	$
Lakeland-Winter Haven, FL	30
Lancaster, PA	99
Lansing-East Lansing, MI	68
Laredo, TX	75
Las Cruces, NM	24
Las Vegas-Henderson-Paradise, NV	101
Lawrence, KS	95
Lawton, OK	18
Lebanon, PA	50
Lewiston, ID-WA	21
Lewiston-Auburn, ME	52
Lexington-Fayette, KY	108
Lima, OH	81
Lincoln, NE	95
Little Rock-North Little Rock-Conway, AR	67
Logan, UT-ID	60
Longview, TX	35
Longview, WA	35
Los Angeles-Long Beach-Anaheim, CA	165
Louisville/Jefferson County, KY-IN	104
Lubbock, TX	91
Lynchburg, VA	66
Macon-Bibb County, GA	21
Madera, CA	22
Madison, WI	150
Manchester-Nashua, NH	160
Manhattan, KS	26
Mankato-North Mankato, MN	88
Mansfield, OH	54
McAllen-Edinburg-Mission, TX	32
Medford, OR	97
Memphis, TN-MS-AR	82
Merced, CA	55
Miami-Fort Lauderdale-West Palm Beach, FL	118
Michigan City-La Porte, IN	67
Midland, MI	59
Midland, TX	145
Milwaukee-Waukesha-West Allis, WI	138
Minneapolis-St. Paul-Bloomington, MN-WI	198
Missoula, MT	176
Mobile, AL	25
Modesto, CA	72
Monroe, LA	49
Monroe, MI	26
Montgomery, AL	66
Morgantown, WV	56
Morristown, TN	8
Mount Vernon-Anacortes, WA	95
Muncie, IN	37
Muskegon, MI	37
Myrtle-Conway-North Myrtle, SC-NC	37
Napa, CA	208
Naples-Immokalee-Marco Island, FL	129
Nashville-Davidson--Murfr.--Franklin, TN	96
New Bern, NC	38
New Haven-Milford, CT	142
New Orleans-Metairie, LA	98
New York-Newark-Jersey City, NY-NJ-PA	227
Niles-Benton Harbor, MI	88
North Port-Sarasota-Bradenton, FL	115
Norwich-New London, CT	87
Ocala, FL	25
Ocean City, NJ	113
Odessa, TX	88
Ogden-Clearfield, UT	44
Oklahoma City, OK	81
Olympia-Tumwater, WA	100
Omaha-Council Bluffs, NE-IA	126
Orlando-Kissimmee-Sanford, FL	107
Oshkosh-Neenah, WI	132
Owensboro, KY	73
Oxnard-Thousand Oaks-Ventura, CA	134
Palm Bay-Melbourne-Titusville, FL	52
Panama City, FL	41
Parkersburg-Vienna, WV	95
Pensacola-Ferry Pass-Brent, FL	35
Peoria, IL	68
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	153
Phoenix-Mesa-Scottsdale, AZ	115
Pine Bluff, AR	75
Pittsburgh, PA	101
Pittsfield, MA	46
Pocatello, ID	39
Portland-South Portland, ME	95
Portland-Vancouver-Hillsboro, OR-WA	141
Port St. Lucie, FL	60
Prescott, AZ	58
Providence-Warwick, RI-MA	141
Provo-Orem, UT	41
Pueblo, CO	66
Punta Gorda, FL	26
Racine, WI	38
Raleigh, NC	170
Rapid City, SD	81
Reading, PA	71
Redding, CA	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	$
Reno, NV	108
Richmond, VA	136
Riverside-San Bernardino-Ontario, CA	95
Roanoke, VA	67
Rochester, MN	98
Rochester, NY	128
Rockford, IL	110
Rocky Mount, NC	43
Rome, GA	24
Sacramento--Roseville--Arden-Arcade, CA	124
Saginaw, MI	60
St. Cloud, MN	82
St. George, UT	65
St. Joseph, MO-KS	64
St. Louis, MO-IL	104
Salem, OR	94
Salinas, CA	139
Salisbury, MD-DE	69
Salt Lake City, UT	94
San Angelo, TX	64
San Antonio-New Braunfels, TX	82
San Diego-Carlsbad, CA	187
San Francisco-Oakland-Hayward, CA	240
San Jose-Sunnyvale-Santa Clara, CA	233
San Luis Obispo-Paso Robles-Arroyo Gr., CA	117
Santa Cruz-Watsonville, CA	606
Santa Fe, NM	81
Santa Maria-Santa Barbara, CA	127
Santa Rosa, CA	173
Savannah, GA	42
Scranton--Wilkes-Barre--Hazleton, PA	65
Seattle-Tacoma-Bellevue, WA	204
Sebastian-Vero Beach, FL	76
Sebring, FL	44
Sheboygan, WI	105
Sherman-Denison, TX	43
Shreveport-Bossier City, LA	60
Sierra Vista-Douglas, AZ	22
Sioux City, IA-NE-SD	68
Sioux Falls, SD	119
South Bend-Mishawaka, IN-MI	80
Spartanburg, SC	46
Spokane-Spokane Valley, WA	107
Springfield, IL	103
Springfield, MA	83
Springfield, MO	41
Springfield, OH	24
State College, PA	84

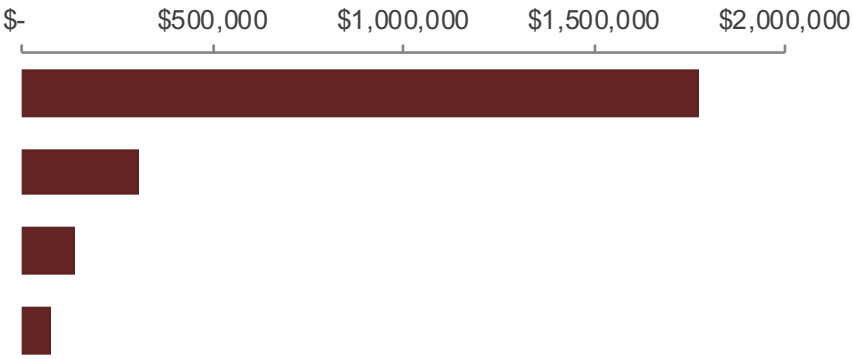
Metropolitan Statistical Area	$
Staunton-Waynesboro, VA	54
Stockton-Lodi, CA	65
Sumter, SC	69
Syracuse, NY	83
Tallahassee, FL	68
Tampa-St. Petersburg-Clearwater, FL	89
Terre Haute, IN	33
Texarkana, TX-AR	45
The Villages, FL	29
Toledo, OH	110
Topeka, KS	55
Trenton, NJ	199
Tucson, AZ	96
Tulsa, OK	74
Tuscaloosa, AL	18
Tyler, TX	40
Urban Honolulu, HI	112
Utica-Rome, NY	40
Valdosta, GA	33
Vallejo-Fairfield, CA	135
Victoria, TX	44
Vineland-Bridgeton, NJ	29
Virginia Beach-Norfolk-Newport, VA-NC	90
Visalia-Porterville, CA	38
Waco, TX	83
Walla Walla, WA	66
Warner Robins, GA	20
Washing.-Arling.-Alexan., DC-VA-MD-WV	178
Waterloo-Cedar Falls, IA	114
Watertown-Fort Drum, NY	21
Wausau, WI	57
Weirton-Steubenville, WV-OH	10
Wenatchee, WA	87
Wheeling, WV-OH	58
Wichita, KS	125
Wichita Falls, TX	19
Williamsport, PA	16
Wilmington, NC	120
Winchester, VA-WV	85
Winston-Salem, NC	76
Worcester, MA-CT	101
Yakima, WA	52
York-Hanover, PA	89
Youngstown-Warren-Boardman, OH-PA	37
Yuba City, CA	77
Yuma, AZ	27

Sales per Company by Segments

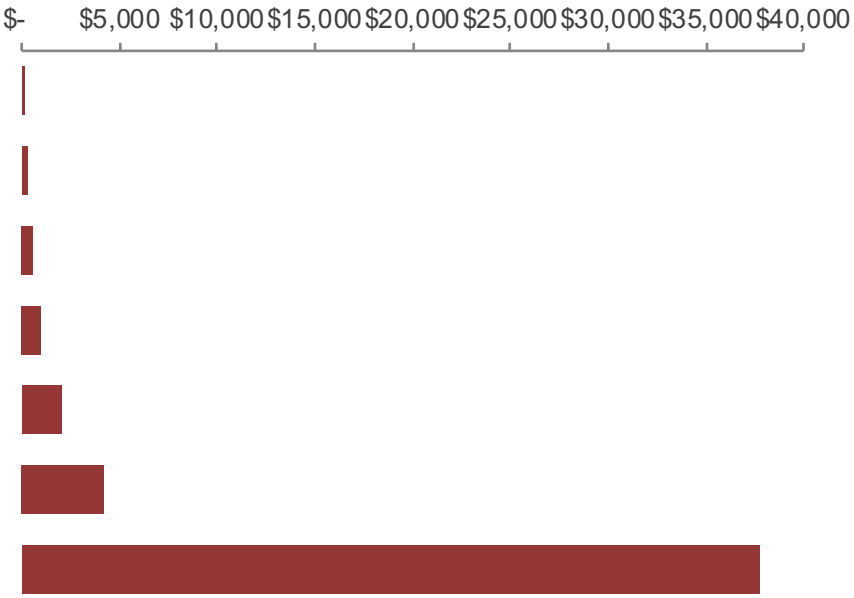
Below is the average sales per company for industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in $ thousands

Concentration Segments	
4 largest firms	$1,772,617
Next 4 largest	$304,320
Next 12 largest	$141,933
Next 30 largest	$76,759



Business Size (# employees)	
1-4	$149
5-9	$303
10-19	$585
20-49	$986
50-99	$2,037
100-249	$4,221
250+	$37,753



Business Structure Segments	
C-corporations	$2,280
S-corporations	$616
Sole Proprietorships	$776
Partnerships	$1,144

Industry Average	$1,125

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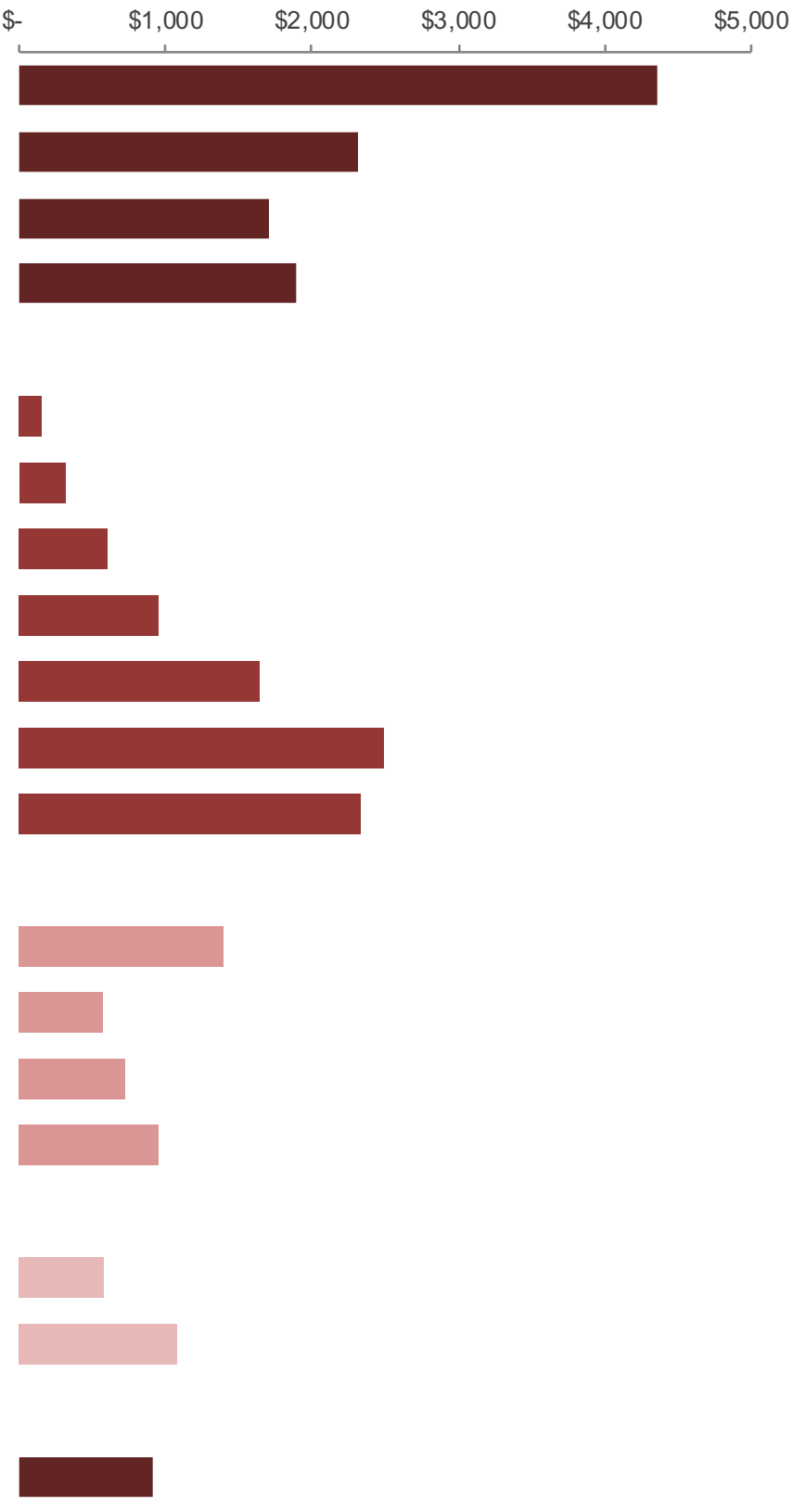
Sales per Location by Segments

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

Concentration Segments	
4 largest firms	$4,354
Next 4 largest	$2,313
Next 12 largest	$1,714
Next 30 largest	$1,890
Business Size (# employees)	
1-4	$156
5-9	$317
10-19	$602
20-49	$951
50-99	$1,642
100-249	$2,493
250+	$2,334
Business Structure Segments	
C-corporations	$1,394
S-corporations	$570
Sole Proprietorships	$723
Partnerships	$952
Franchise Segments	
Franchisee-Owned	$577
Franchisor-Owned	$1,081
Industry Average	$917



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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.

	Rank	$ 000s
Alabama	46	527
Alaska	24	762
Arizona	11	976
Arkansas	48	494
California	4	1,255
Colorado	20	837
Connecticut	6	1,087
Delaware	32	691
D.C.	2	1,408
Florida	23	769
Georgia	33	690
Hawaii	1	1,530
Idaho	43	563
Illinois	5	1,092
Indiana	27	729
Iowa	40	591
Kansas	17	871
Kentucky	31	697
Louisiana	39	612
Maine	38	613
Maryland	8	1,051
Massachusetts	9	1,048
Michigan	12	959
Minnesota	10	992
Mississippi	49	442
Missouri	36	626
Montana	45	544
Nebraska	35	649
Nevada	13	955
New Hampshire	21	777
New Jersey	14	954
New Mexico	42	566
New York	3	1,326
North Carolina	26	737
North Dakota	30	704
Ohio	29	712
Oklahoma	41	590
Oregon	19	837
Pennsylvania	22	775
Rhode Island	18	858
South Carolina	44	547
South Dakota	50	440
Tennessee	34	681
Texas	15	909
Utah	28	713
Vermont	37	614
Virginia	16	885
Washington	7	1,077
West Virginia	47	515
Wisconsin	25	760
Wyoming	51	428

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
Abilene, TX	472
Akron, OH	492
Albany, GA	1,153
Albany, OR	227
Albany-Schenectady-Troy, NY	1,006
Albuquerque, NM	780
Alexandria, LA	454
Allentown-Bethlehem-Easton, PA-NJ	554
Altoona, PA	651
Amarillo, TX	726
Ames, IA	361
Anchorage, AK	1,012
Ann Arbor, MI	907
Anniston-Oxford-Jacksonville, AL	168
Appleton, WI	1,052
Asheville, NC	545
Athens-Clarke County, GA	619
Atlanta-Sandy Springs-Roswell, GA	796
Atlantic City-Hammonton, NJ	703
Auburn-Opelika, AL	529
Augusta-Richmond County, GA-SC	826
Austin-Round Rock, TX	923
Bakersfield, CA	964
Baltimore-Columbia-Towson, MD	1,043
Bangor, ME	718
Barnstable Town, MA	589
Baton Rouge, LA	787
Battle Creek, MI	901
Bay City, MI	784
Beaumont-Port Arthur, TX	549
Beckley, WV	619
Bellingham, WA	573
Bend-Redmond, OR	517
Billings, MT	499
Binghamton, NY	649
Birmingham-Hoover, AL	837
Bismarck, ND	984
Blacksburg-Christiansburg-Radford, VA	295
Bloomington, IL	757
Bloomington, IN	934
Bloomsburg-Berwick, PA	309
Boise City, ID	621
Boston-Cambridge-Newton, MA-NH	1,105
Boulder, CO	835
Bowling Green, KY	423
Bremerton-Silverdale, WA	853
Bridgeport-Stamford-Norwalk, CT	1,469
Brownsville-Harlingen, TX	545
Brunswick, GA	211
Buffalo-Cheektowaga-Niagara Falls, NY	599
Burlington, NC	932
Burlington-South Burlington, VT	984
California-Lexington Park, MD	640
Canton-Massillon, OH	858
Cape Coral-Fort Myers, FL	712
Cape Girardeau, MO-IL	195
Carbondale-Marion, IL	348
Carson City, NV	593
Casper, WY	439
Cedar Rapids, IA	728
Chambersburg-Waynesboro, PA	600
Champaign-Urbana, IL	323
Charleston, WV	557
Charleston-North Charleston, SC	605
Charlotte-Concord-Gastonia, NC-SC	765
Charlottesville, VA	885
Chattanooga, TN-GA	717
Cheyenne, WY	694
Chicago-Naperville-Elgin, IL-IN-WI	1,247
Chico, CA	890
Cincinnati, OH-KY-IN	874
Clarksville, TN-KY	493
Cleveland, TN	808
Cleveland-Elyria, OH	683
Coeur d'Alene, ID	502
College Station-Bryan, TX	651
Colorado Springs, CO	967
Columbia, MO	443
Columbia, SC	583
Columbus, GA-AL	482
Columbus, IN	555
Columbus, OH	889
Corpus Christi, TX	727
Corvallis, OR	593
Crestview-Fort Walton Beach-Destin, FL	375
Cumberland, MD-WV	753
Dallas-Fort Worth-Arlington, TX	1,026
Dalton, GA	1,163
Danville, IL	408
Daphne-Fairhope-Foley, AL	358
Davenport-Moline-Rock Island, IA-IL	742
Dayton, OH	583
Decatur, AL	541
Decatur, IL	690
Deltona-Daytona Beach-Ormond, FL	603
Denver-Aurora-Lakewood, CO	936

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
Des Moines-West Des Moines, IA	841
Detroit-Warren-Dearborn, MI	1,210
Dothan, AL	210
Dover, DE	1,102
Dubuque, IA	878
Duluth, MN-WI	522
Durham-Chapel Hill, NC	644
East Stroudsburg, PA	539
Eau Claire, WI	700
El Centro, CA	412
Elizabethtown-Fort Knox, KY	365
Elkhart-Goshen, IN	496
Elmira, NY	634
El Paso, TX	479
Enid, OK	442
Erie, PA	877
Eugene, OR	643
Evansville, IN-KY	948
Fairbanks, AK	467
Fargo, ND-MN	992
Farmington, NM	439
Fayetteville, NC	670
Fayetteville-Springdale-Rogers, AR-MO	587
Flagstaff, AZ	699
Flint, MI	390
Florence, SC	700
Florence-Muscle Shoals, AL	348
Fond du Lac, WI	496
Fort Collins, CO	614
Fort Smith, AR-OK	199
Fort Wayne, IN	784
Fresno, CA	817
Gadsden, AL	425
Gainesville, FL	829
Gainesville, GA	1,721
Gettysburg, PA	82
Glens Falls, NY	572
Goldsboro, NC	512
Grand Forks, ND-MN	1,089
Grand Island, NE	149
Grand Junction, CO	922
Grand Rapids-Wyoming, MI	959
Grants Pass, OR	1,091
Great Falls, MT	650
Greeley, CO	283
Green Bay, WI	876
Greensboro-High Point, NC	704
Greenville, NC	732
Greenville-Anderson-Mauldin, SC	509
Gulfport-Biloxi-Pascagoula, MS	467
Hagerstown-Martinsburg, MD-WV	725
Hammond, LA	777
Hanford-Corcoran, CA	910
Harrisburg-Carlisle, PA	596
Harrisonburg, VA	1,458
Hartford-West Hartford-East Hartford, CT	890
Hattiesburg, MS	612
Hickory-Lenoir-Morganton, NC	470
Hilton Head Island-Bluffton-Beaufort, SC	713
Hinesville, GA	6,904
Homosassa Springs, FL	202
Hot Springs, AR	527
Houma-Thibodaux, LA	351
Houston-The Woodlands-Sugar Land, TX	1,077
Huntington-Ashland, WV-KY-OH	632
Huntsville, AL	454
Idaho Falls, ID	1,605
Indianapolis-Carmel-Anderson, IN	838
Iowa City, IA	1,117
Ithaca, NY	418
Jackson, MI	317
Jackson, MS	578
Jackson, TN	607
Jacksonville, FL	706
Jacksonville, NC	1,101
Janesville-Beloit, WI	826
Jefferson City, MO	574
Johnson City, TN	467
Johnstown, PA	405
Jonesboro, AR	438
Joplin, MO	743
Kahului-Wailuku-Lahaina, HI	648
Kalamazoo-Portage, MI	696
Kankakee, IL	730
Kansas City, MO-KS	802
Kennewick-Richland, WA	765
Killeen-Temple, TX	677
Kingsport-Bristol-Bristol, TN-VA	438
Kingston, NY	501
Knoxville, TN	683
Kokomo, IN	591
La Crosse-Onalaska, WI-MN	783
Lafayette, LA	555
Lafayette-West Lafayette, IN	1,168
Lake Charles, LA	436
Lake Havasu City-Kingman, AZ	707

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
Lakeland-Winter Haven, FL	515
Lancaster, PA	947
Lansing-East Lansing, MI	1,037
Laredo, TX	1,004
Las Cruces, NM	337
Las Vegas-Henderson-Paradise, NV	1,156
Lawrence, KS	730
Lawton, OK	298
Lebanon, PA	648
Lewiston, ID-WA	205
Lewiston-Auburn, ME	474
Lexington-Fayette, KY	763
Lima, OH	747
Lincoln, NE	668
Little Rock-North Little Rock-Conway, AR	717
Logan, UT-ID	617
Longview, TX	536
Longview, WA	272
Los Angeles-Long Beach-Anaheim, CA	1,311
Louisville/Jefferson County, KY-IN	913
Lubbock, TX	919
Lynchburg, VA	601
Macon-Bibb County, GA	257
Madera, CA	393
Madison, WI	740
Manchester-Nashua, NH	797
Manhattan, KS	458
Mankato-North Mankato, MN	638
Mansfield, OH	512
McAllen-Edinburg-Mission, TX	798
Medford, OR	593
Memphis, TN-MS-AR	865
Merced, CA	611
Miami-Fort Lauderdale-West Palm Beach, FL	862
Michigan City-La Porte, IN	617
Midland, MI	633
Midland, TX	1,434
Milwaukee-Waukesha-West Allis, WI	897
Minneapolis-St. Paul-Bloomington, MN-WI	1,186
Missoula, MT	817
Mobile, AL	306
Modesto, CA	694
Monroe, LA	569
Monroe, MI	452
Montgomery, AL	626
Morgantown, WV	374
Morristown, TN	199
Mount Vernon-Anacortes, WA	860

Metropolitan Statistical Area	$000s
Muncie, IN	420
Muskegon, MI	588
Myrtle-Conway-North Myrtle, SC-NC	413
Napa, CA	1,079
Naples-Immokalee-Marco Island, FL	901
Nashville-Davidson--Murfr.--Franklin, TN	746
New Bern, NC	460
New Haven-Milford, CT	945
New Orleans-Metairie, LA	754
New York-Newark-Jersey City, NY-NJ-PA	1,337
Niles-Benton Harbor, MI	945
North Port-Sarasota-Bradenton, FL	948
Norwich-New London, CT	681
Ocala, FL	539
Ocean City, NJ	572
Odessa, TX	879
Ogden-Clearfield, UT	629
Oklahoma City, OK	683
Olympia-Tumwater, WA	955
Omaha-Council Bluffs, NE-IA	768
Orlando-Kissimmee-Sanford, FL	998
Oshkosh-Neenah, WI	974
Owensboro, KY	669
Oxnard-Thousand Oaks-Ventura, CA	1,011
Palm Bay-Melbourne-Titusville, FL	525
Panama City, FL	341
Parkersburg-Vienna, WV	699
Pensacola-Ferry Pass-Brent, FL	357
Peoria, IL	670
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	949
Phoenix-Mesa-Scottsdale, AZ	1,137
Pine Bluff, AR	2,955
Pittsburgh, PA	687
Pittsfield, MA	411
Pocatello, ID	561
Portland-South Portland, ME	618
Portland-Vancouver-Hillsboro, OR-WA	1,055
Port St. Lucie, FL	586
Prescott, AZ	517
Providence-Warwick, RI-MA	895
Provo-Orem, UT	573
Pueblo, CO	835
Punta Gorda, FL	311
Racine, WI	573
Raleigh, NC	990
Rapid City, SD	512
Reading, PA	543
Redding, CA	456

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
Reno, NV	717
Richmond, VA	961
Riverside-San Bernardino-Ontario, CA	1,225
Roanoke, VA	465
Rochester, MN	912
Rochester, NY	1,002
Rockford, IL	935
Rocky Mount, NC	799
Rome, GA	241
Sacramento--Roseville--Arden-Arcade, CA	999
Saginaw, MI	642
St. Cloud, MN	462
St. George, UT	509
St. Joseph, MO-KS	780
St. Louis, MO-IL	768
Salem, OR	693
Salinas, CA	1,627
Salisbury, MD-DE	486
Salt Lake City, UT	918
San Angelo, TX	714
San Antonio-New Braunfels, TX	918
San Diego-Carlsbad, CA	1,348
San Francisco-Oakland-Hayward, CA	1,480
San Jose-Sunnyvale-Santa Clara, CA	1,408
San Luis Obispo-Paso Robles-Arroyo Gr., CA	662
Santa Cruz-Watsonville, CA	4,003
Santa Fe, NM	439
Santa Maria-Santa Barbara, CA	733
Santa Rosa, CA	992
Savannah, GA	508
Scranton--Wilkes-Barre--Hazleton, PA	610
Seattle-Tacoma-Bellevue, WA	1,375
Sebastian-Vero Beach, FL	647
Sebring, FL	450
Sheboygan, WI	1,016
Sherman-Denison, TX	591
Shreveport-Bossier City, LA	434
Sierra Vista-Douglas, AZ	351
Sioux City, IA-NE-SD	514
Sioux Falls, SD	514
South Bend-Mishawaka, IN-MI	616
Spartanburg, SC	441
Spokane-Spokane Valley, WA	851
Springfield, IL	719
Springfield, MA	768
Springfield, MO	399
Springfield, OH	328
State College, PA	444
Staunton-Waynesboro, VA	438
Stockton-Lodi, CA	903
Sumter, SC	2,143
Syracuse, NY	652
Tallahassee, FL	640
Tampa-St. Petersburg-Clearwater, FL	722
Terre Haute, IN	462
Texarkana, TX-AR	605
The Villages, FL	566
Toledo, OH	1,093
Topeka, KS	483
Trenton, NJ	1,055
Tucson, AZ	754
Tulsa, OK	692
Tuscaloosa, AL	277
Tyler, TX	446
Urban Honolulu, HI	2,175
Utica-Rome, NY	345
Valdosta, GA	364
Vallejo-Fairfield, CA	1,179
Victoria, TX	390
Vineland-Bridgeton, NJ	341
Virginia Beach-Norfolk-Newport, VA-NC	733
Visalia-Porterville, CA	702
Waco, TX	905
Walla Walla, WA	745
Warner Robins, GA	355
Washing.-Arling.-Alexan., DC-VA-MD-WV	1,152
Waterloo-Cedar Falls, IA	965
Watertown-Fort Drum, NY	549
Wausau, WI	540
Weirton-Steubenville, WV-OH	146
Wenatchee, WA	565
Wheeling, WV-OH	611
Wichita, KS	1,433
Wichita Falls, TX	318
Williamsport, PA	334
Wilmington, NC	795
Winchester, VA-WV	687
Winston-Salem, NC	596
Worcester, MA-CT	805
Yakima, WA	629
York-Hanover, PA	765
Youngstown-Warren-Boardman, OH-PA	419
Yuba City, CA	1,261
Yuma, AZ	385

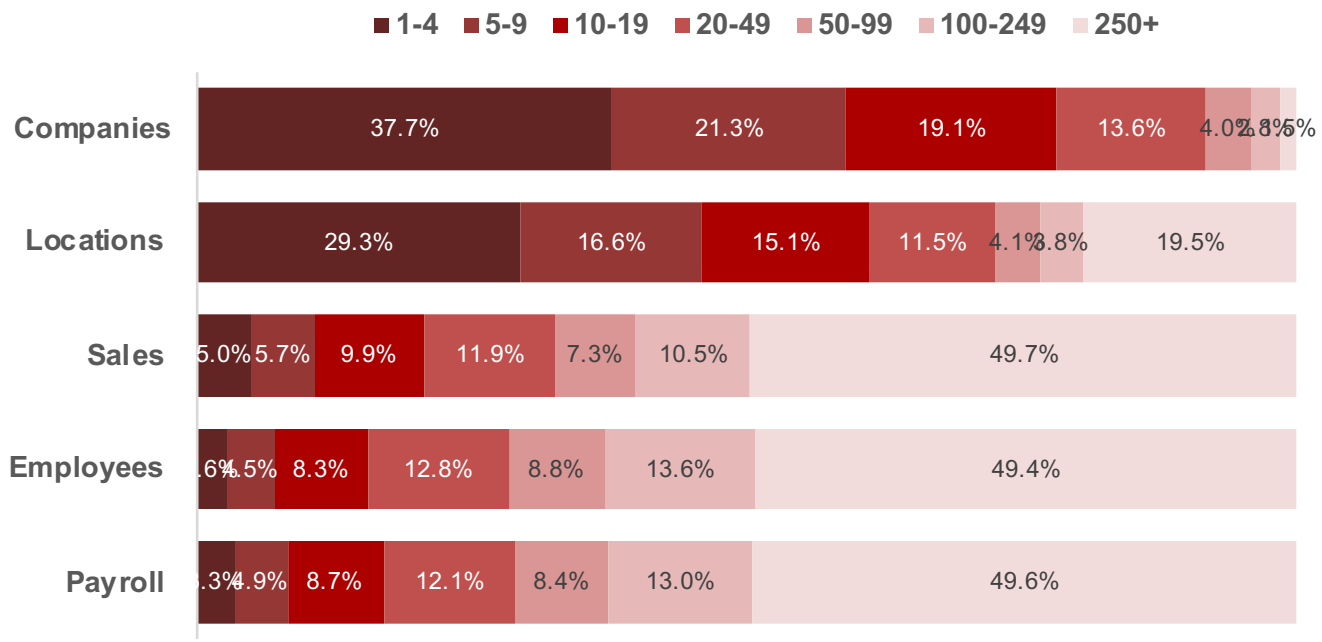
Industry Segmentation by Business Size

Below are industry segmentation statistics by business size, including companies, locations, sales, employees, and payroll. The business size segments are based on the number of employees per company. 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	12,455	7,026	6,308	4,494	1,330	921	489
Locations	11,890	6,725	6,133	4,660	1,649	1,559	7,911
Sales ($ M)	1,853	2,129	3,692	4,431	2,708	3,887	18,461
Employees	20,452	34,855	64,259	99,360	68,108	104,914	382,069
Payroll ($ M)	417	612	1,086	1,515	1,051	1,626	6,217

	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%



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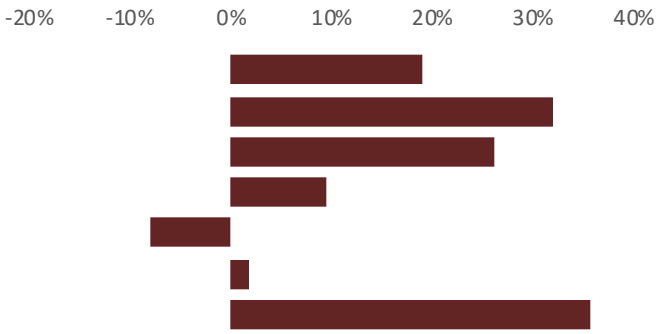
Industry Consolidation Analysis

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

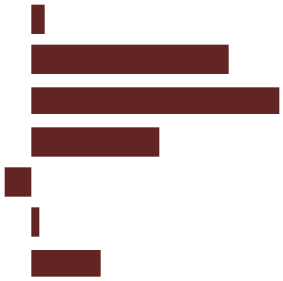
Sales ($ M)

# of Empl.	2017	2022	Growth
1-4	1,559	1,853	19%
5-9	1,612	2,129	32%
10-19	2,929	3,692	26%
20-49	4,046	4,431	10%
50-99	2,947	2,708	-8%
100-249	3,823	3,887	2%
250+	13,618	18,461	36%



Number of Companies

# of Empl.	2017	2022	Growth
1-4	12,301	12,455	1%
5-9	5,876	7,026	20%
10-19	5,061	6,308	25%
20-49	3,990	4,494	13%
50-99	1,367	1,330	-3%
100-249	914	921	1%
250+	458	489	7%

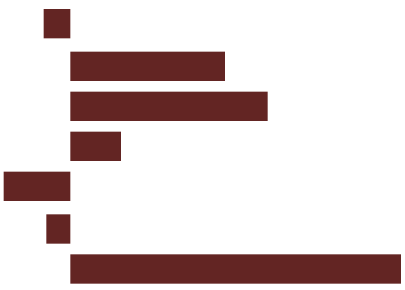


Number of Locations

# of Empl.	2017	2022	Growth
1-4	11,871	11,890	0%
5-9	5,689	6,725	18%
10-19	4,943	6,133	24%
20-49	4,144	4,660	12%
50-99	1,676	1,649	-2%
100-249	1,476	1,559	6%
250+	6,425	7,911	23%

Number of Employees

# of Empl.	2017	2022	Growth
1-4	21,018	20,452	-3%
5-9	30,212	34,855	15%
10-19	53,762	64,259	20%
20-49	94,591	99,360	5%
50-99	72,944	68,108	-7%
100-249	107,613	104,914	-3%
250+	287,635	382,069	33%



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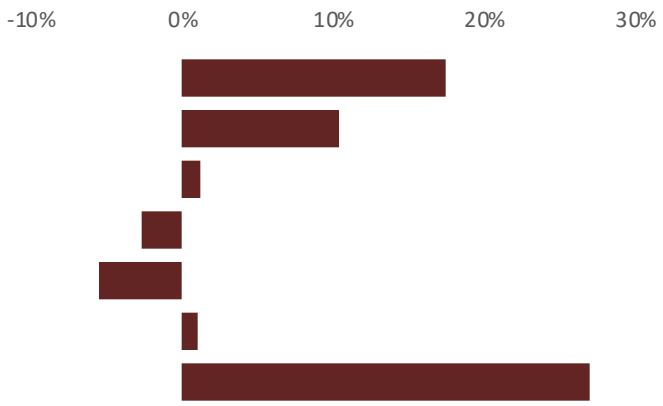
Industry Consolidation Benchmarks

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)

# of Empl.	2017	2022	Growth
1-4	127	149	17%
5-9	274	303	10%
10-19	579	585	1%
20-49	1,014	986	-3%
50-99	2,155	2,037	-6%
100-249	4,182	4,221	1%
250+	29,746	37,753	27%

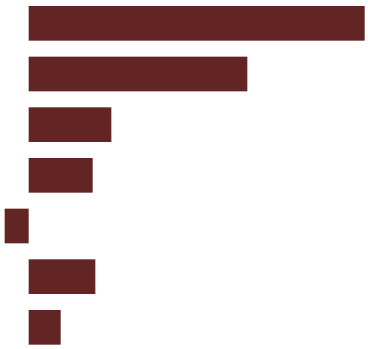


Sales per Location ($ thousands)

# of Empl.	2017	2022	Growth
1-4	131	156	19%
5-9	283	317	12%
10-19	592	602	2%
20-49	976	951	-3%
50-99	1,758	1,642	-7%
100-249	2,591	2,493	-4%
250+	2,120	2,334	10%

Sales per Employee ($)

# of Empl.	2017	2022	Growth
1-4	74,164	90,583	22%
5-9	53,370	61,075	14%
10-19	54,473	57,453	5%
20-49	42,779	44,598	4%
50-99	40,395	39,761	-2%
100-249	35,523	37,050	4%
250+	47,344	48,319	2%



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Industry Segmentation by Concentration

Below are industry segmentation statistics by industry sales concentration, including companies, 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.

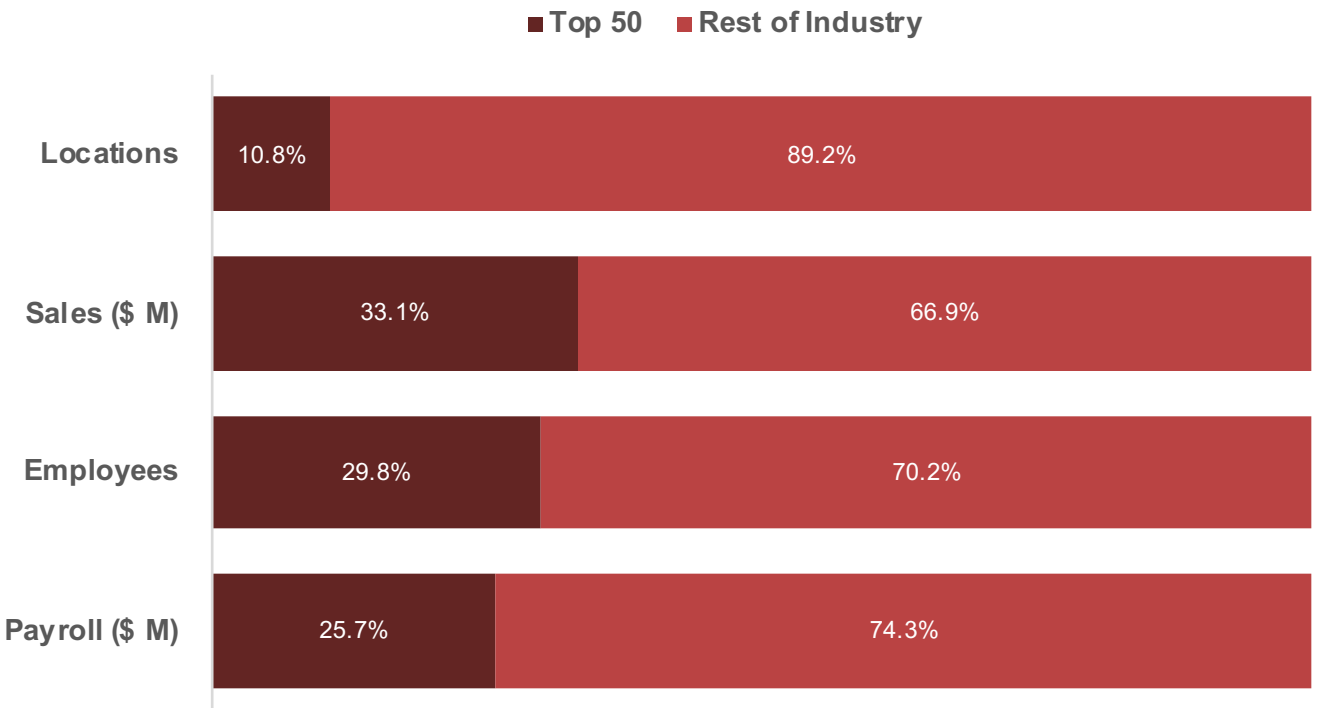
Health Clubs Segmentation by Top 50 Companies Concentration

Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	32,974
Locations	1,629	526	994	1,218	4,367	36,160
Sales ($ M)	7,090	1,217	1,703	2,303	12,314	24,847
Employees	119,857	22,364	34,850	53,820	230,891	543,127
Payroll ($ M)	1,467	426	481	844	3,219	9,305

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%



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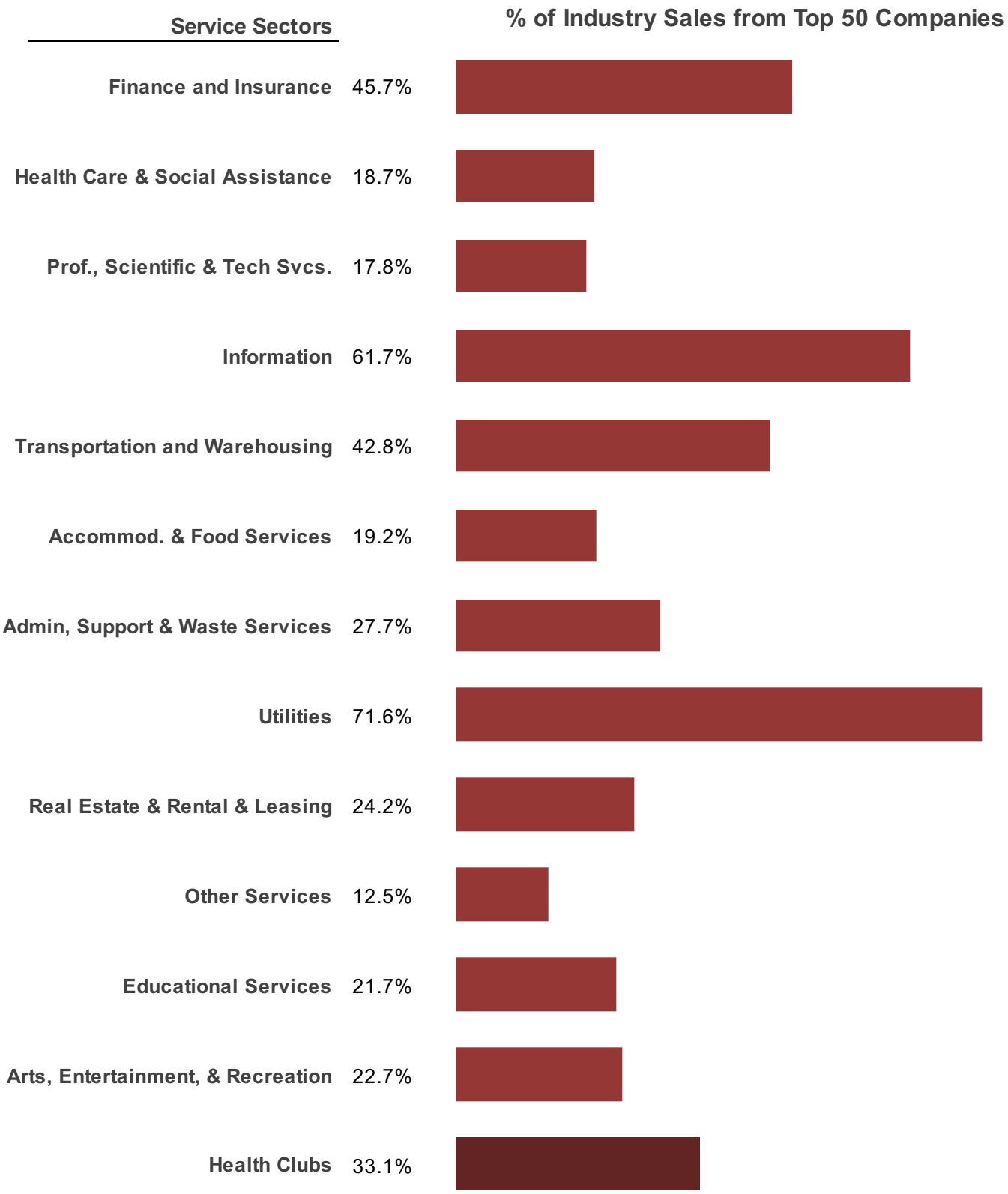
Sector Concentration Benchmarks

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.



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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.

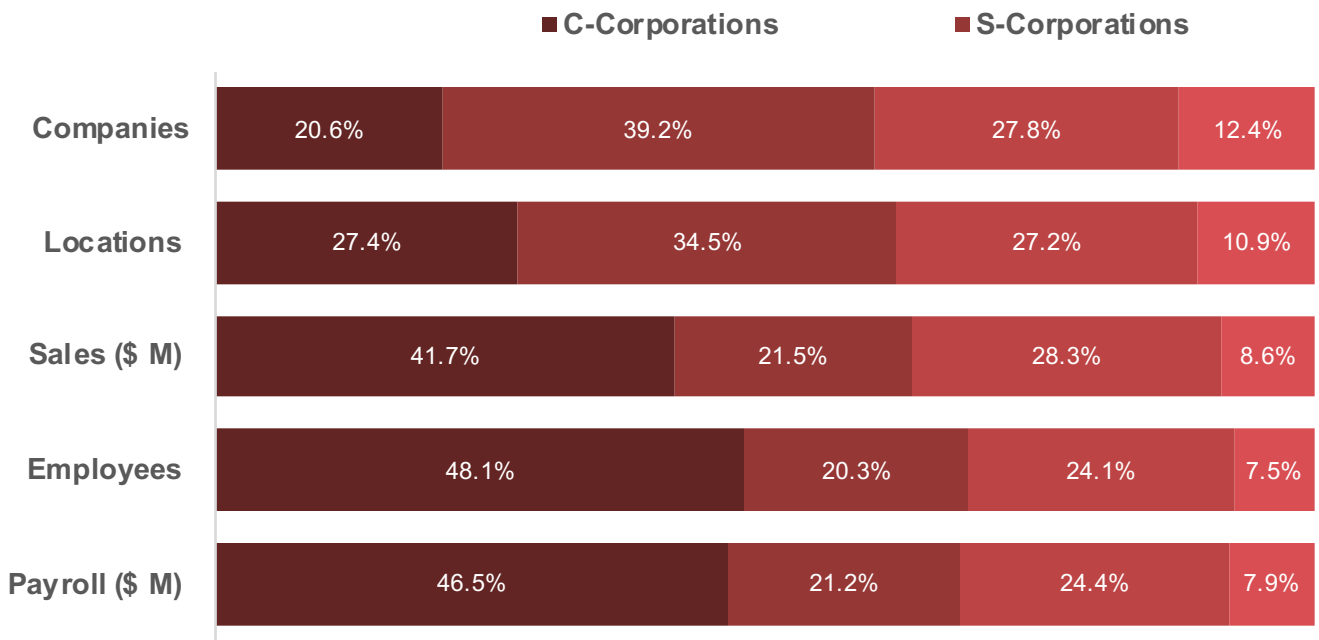
Health Clubs Segmentation by Business Structure

Business Structure

	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	6,800	12,942	9,180	4,101
Locations	11,122	13,974	11,028	4,404
Sales ($ M)	15,505	7,972	10,500	3,184
Employees	372,081	157,290	186,598	58,050
Payroll ($ M)	5,823	2,653	3,053	995

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%



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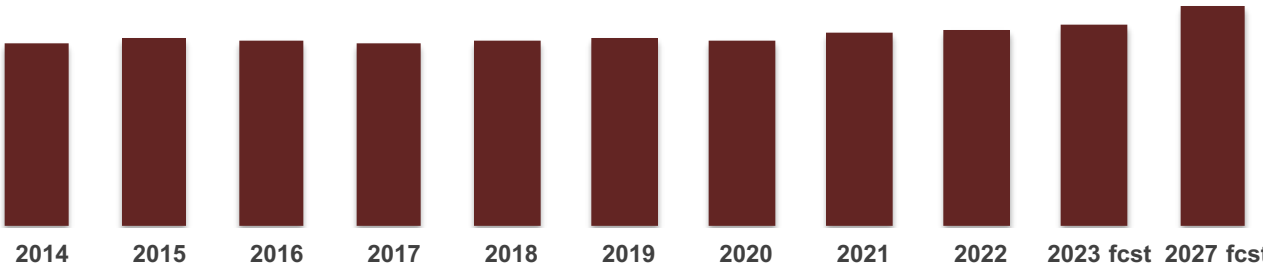
Pricing & Inflation

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)



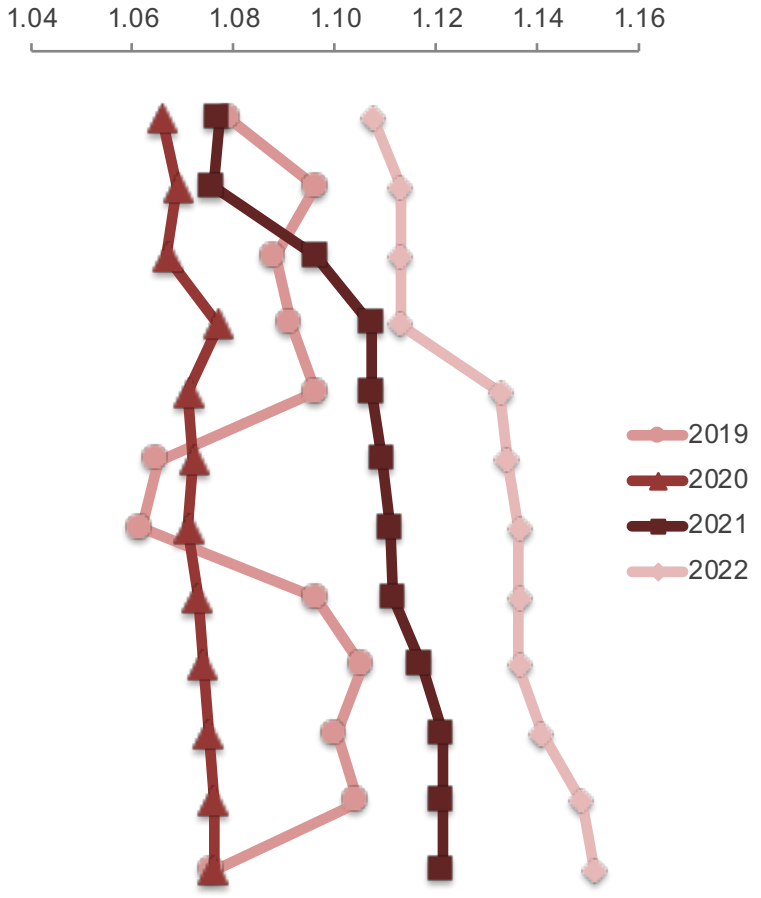
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
Avg. Inflation	1.05	1.08	1.06	1.06	1.07	1.09	1.07	1.11	1.13	1.17	1.27
Annual Growth		2.1%	-1.3%	-0.3%	1.3%	1.5%	-1.5%	3.2%	2.1%	3.1%	2.1%

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

Health Clubs Industry Inflation

(Indexed at 100 in 2006)

	2019	2020	2021	2022
Jan.	1.08	1.07	1.08	1.11
Feb.	1.10	1.07	1.08	1.11
Mar.	1.09	1.07	1.10	1.11
Apr.	1.09	1.08	1.11	1.11
May	1.10	1.07	1.11	1.13
Jun.	1.06	1.07	1.11	1.13
Jul.	1.06	1.07	1.11	1.14
Aug.	1.10	1.07	1.11	1.14
Sep.	1.11	1.07	1.12	1.14
Oct.	1.10	1.07	1.12	1.14
Nov.	1.10	1.08	1.12	1.15
Dec.	1.08	1.08	1.12	1.15



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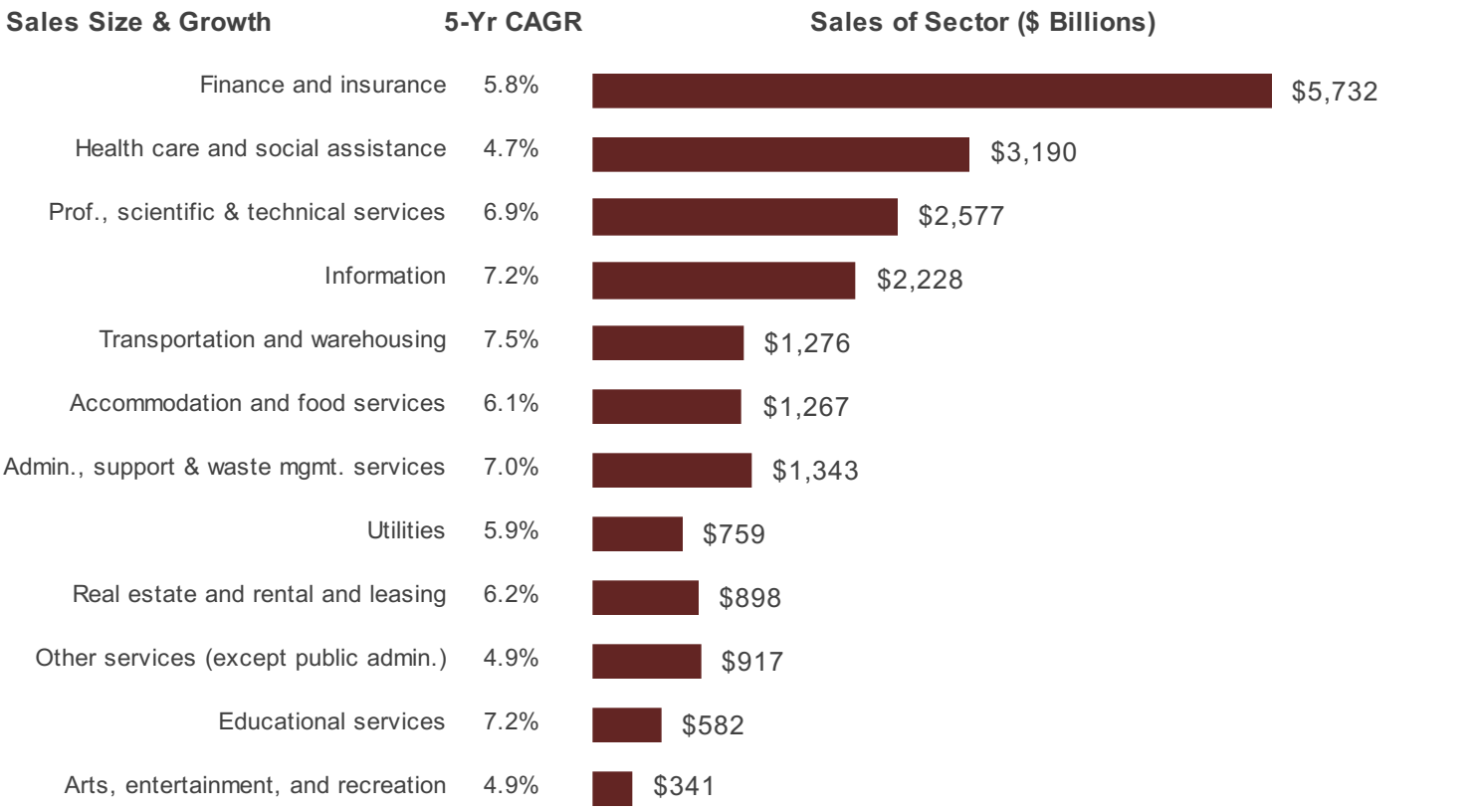
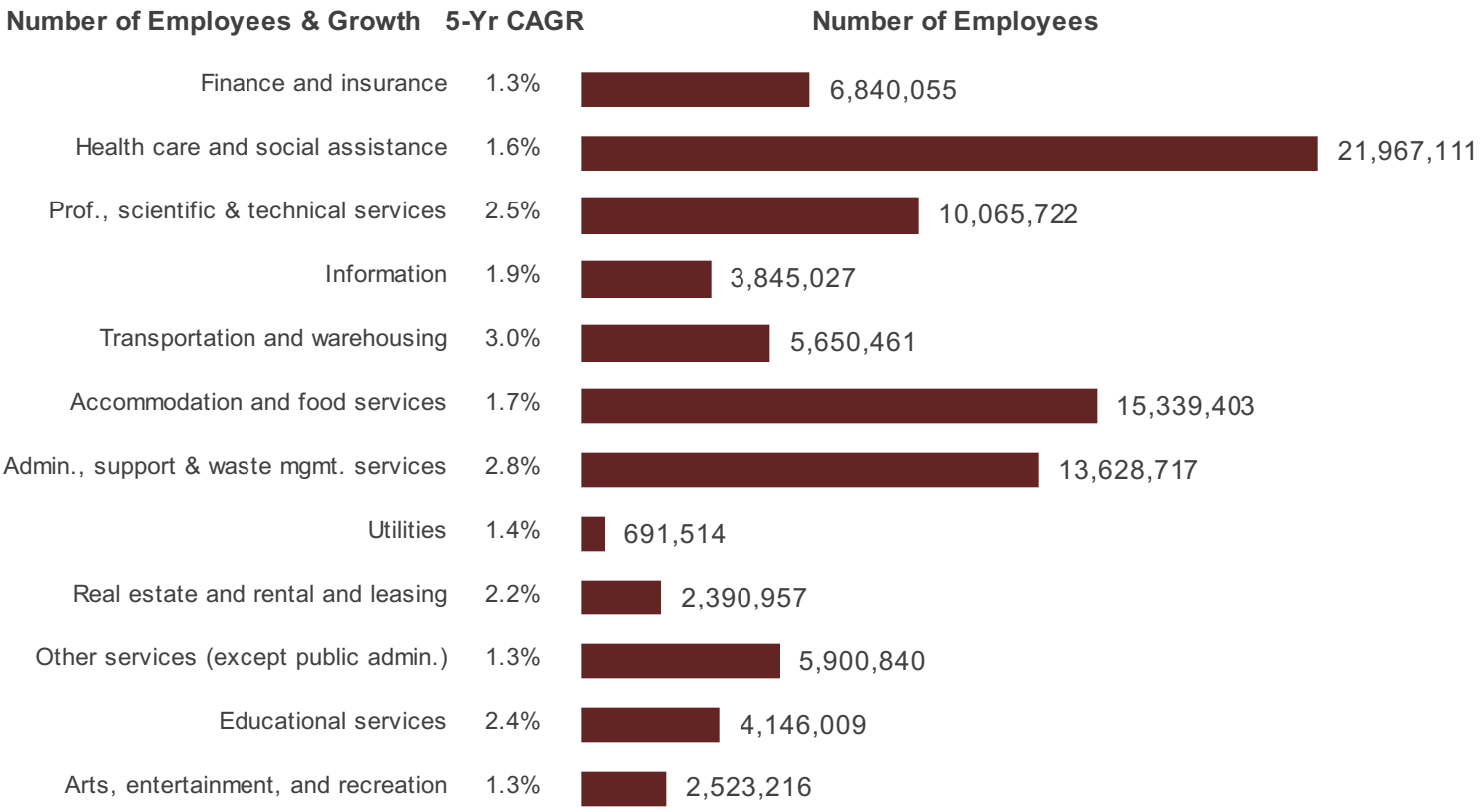
Services Sector Growth

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.





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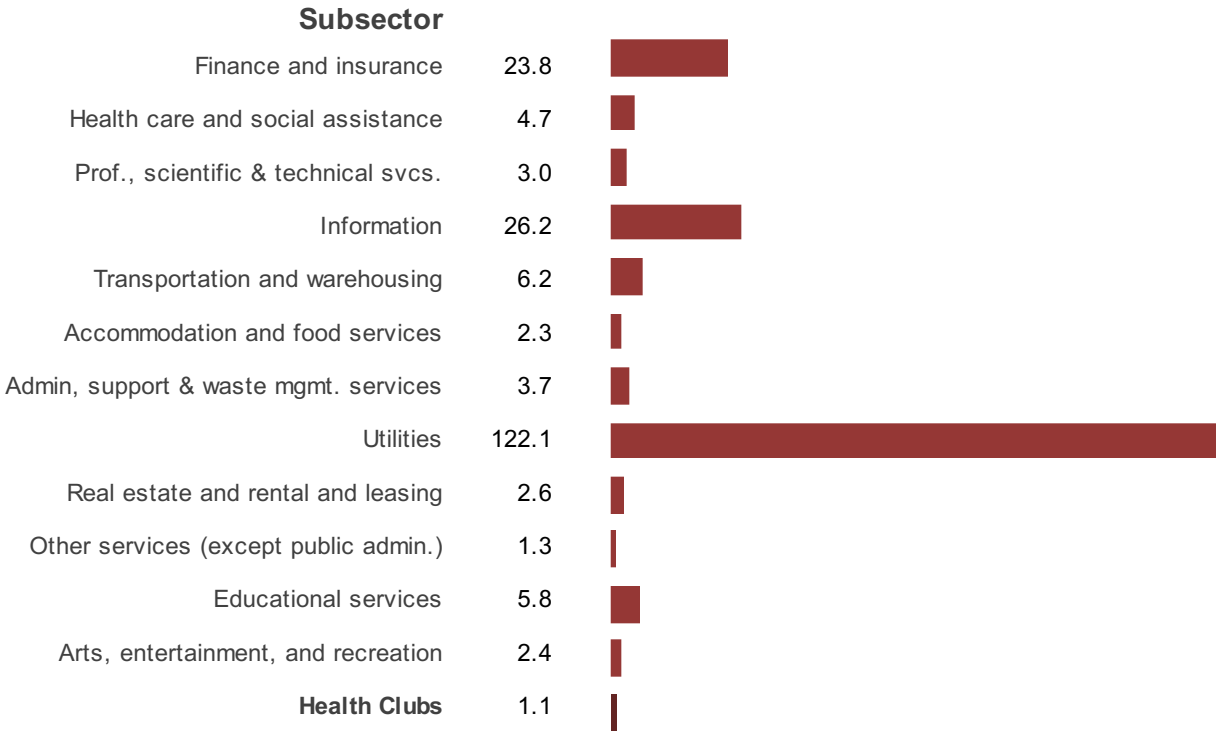
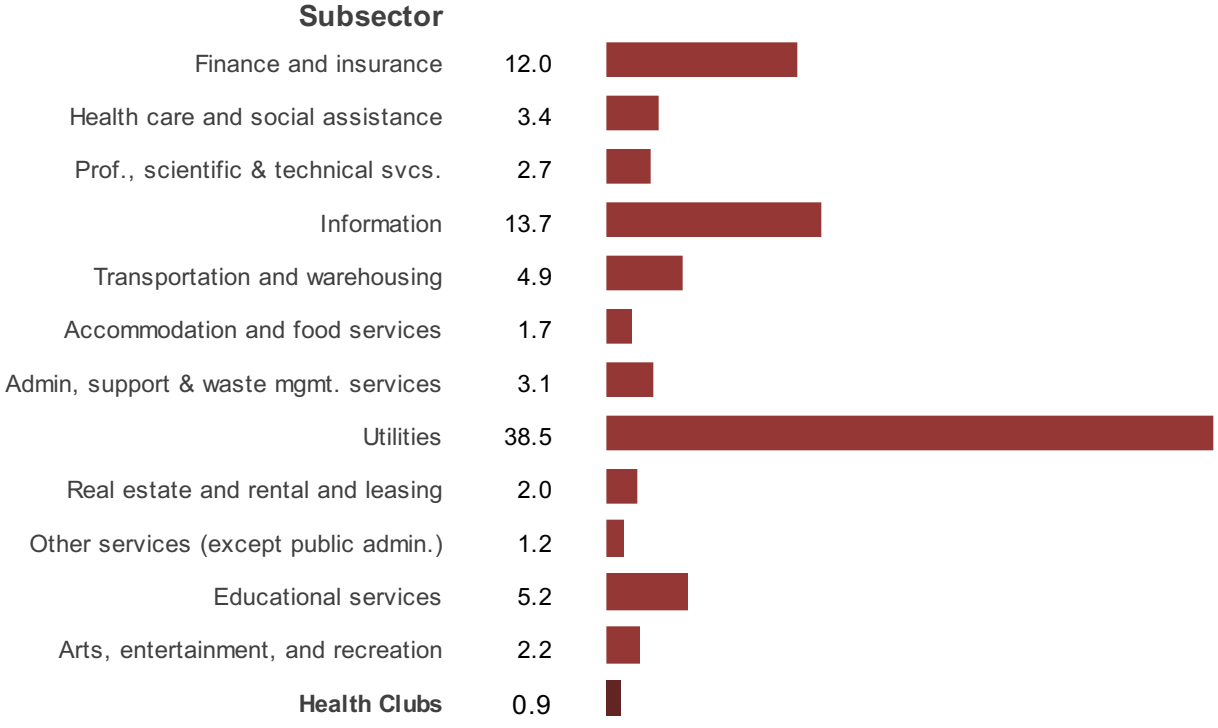
Subsector Analysis (1/2)

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)



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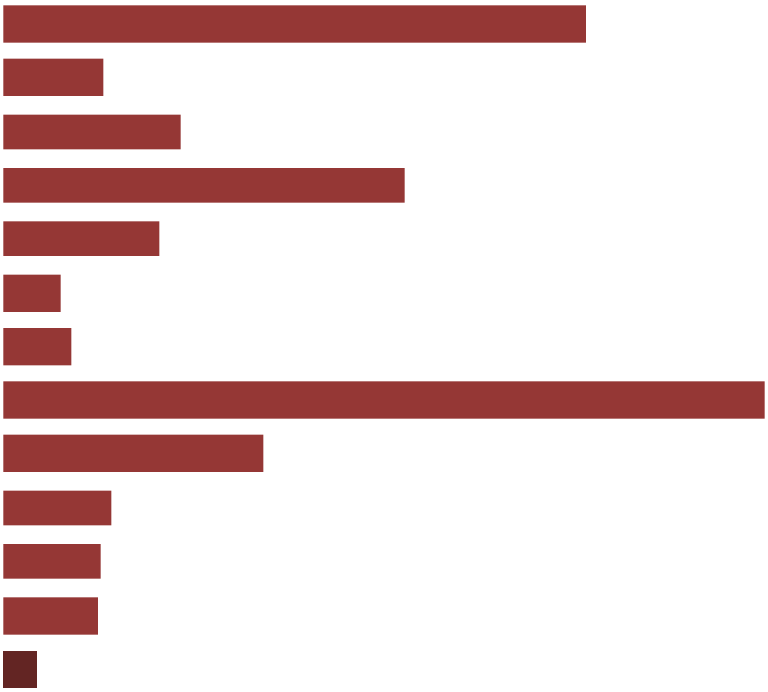
Subsector Analysis (2/2)

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.

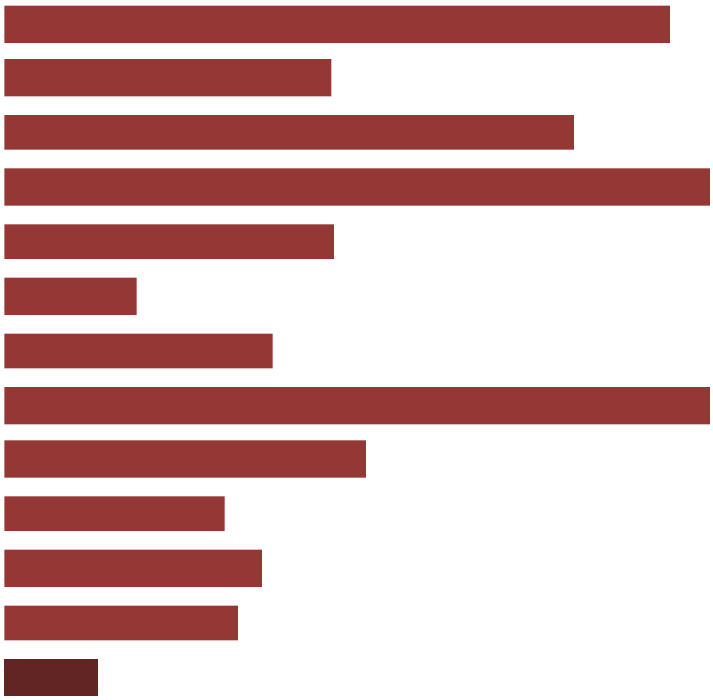
Sales per Employee ($ 000s)

Subsector	
Finance and insurance	838.1
Health care and social assistance	145.2
Prof., scientific & technical svcs.	256.0
Information	579.4
Transportation and warehousing	225.7
Accommodation and food services	82.6
Admin, support & waste mgmt. services	98.6
Utilities	1,098.1
Real estate and rental and leasing	375.7
Other services (except public admin.)	155.3
Educational services	140.4
Arts, entertainment, and recreation	135.0
Health Clubs	48.0



Payroll per Employee ($ 000s)

Subsector	
Finance and insurance	114.7
Health care and social assistance	56.5
Prof., scientific & technical svcs.	98.0
Information	121.7
Transportation and warehousing	56.9
Accommodation and food services	22.6
Admin, support & waste mgmt. services	46.3
Utilities	121.5
Real estate and rental and leasing	62.1
Other services (except public admin.)	38.0
Educational services	44.3
Arts, entertainment, and recreation	40.4
Health Clubs	16.2



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Section Two

Cost & Financial Analysis

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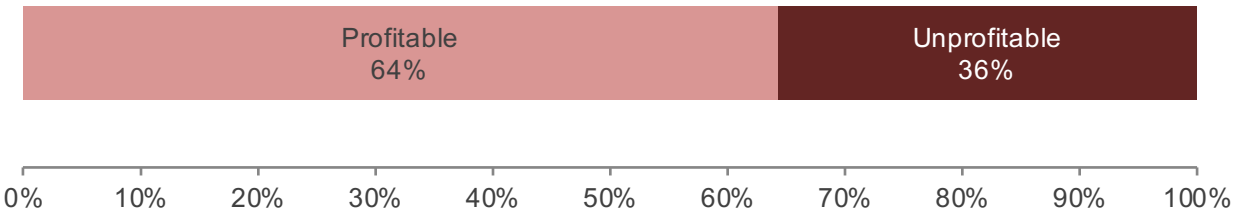
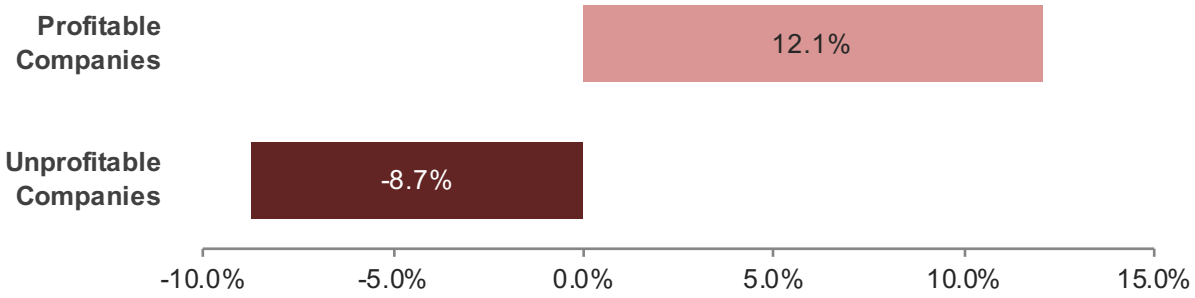
Profitability & Financial Ratio Analysis

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.

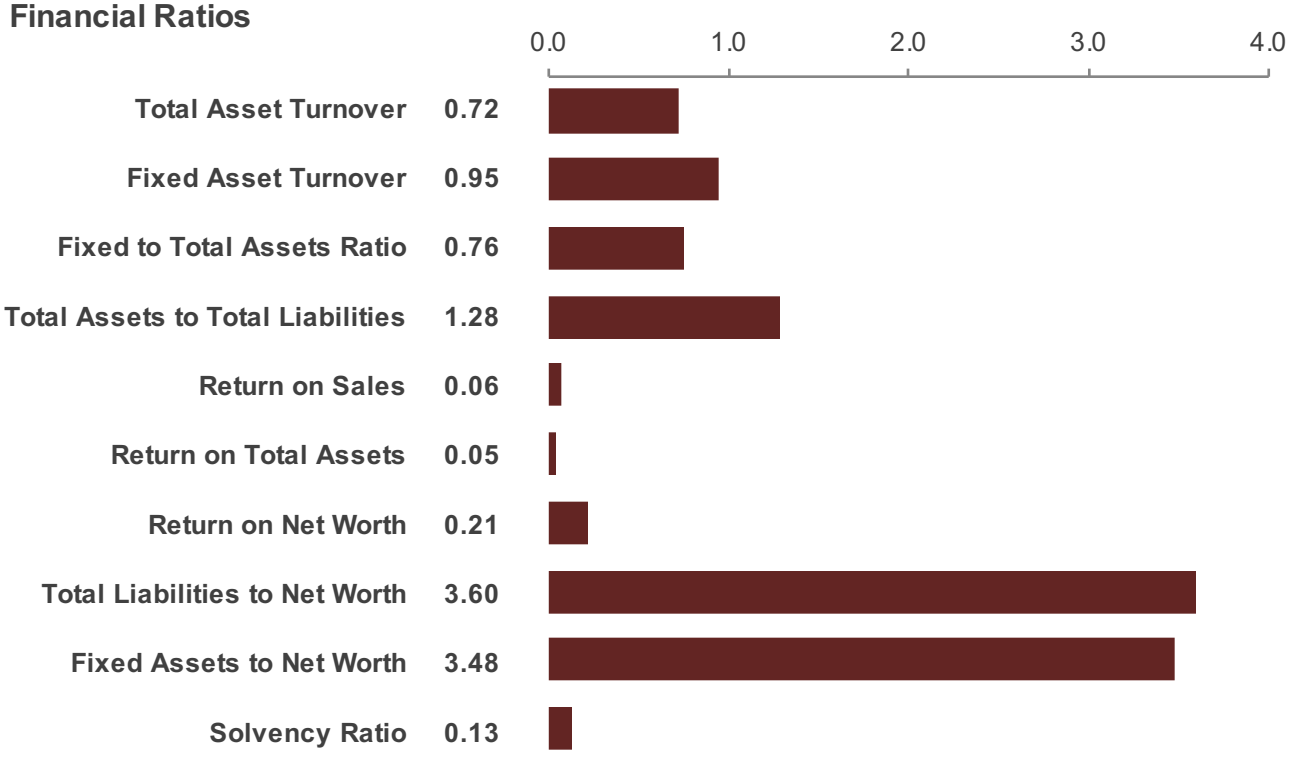
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenue



Financial Ratios



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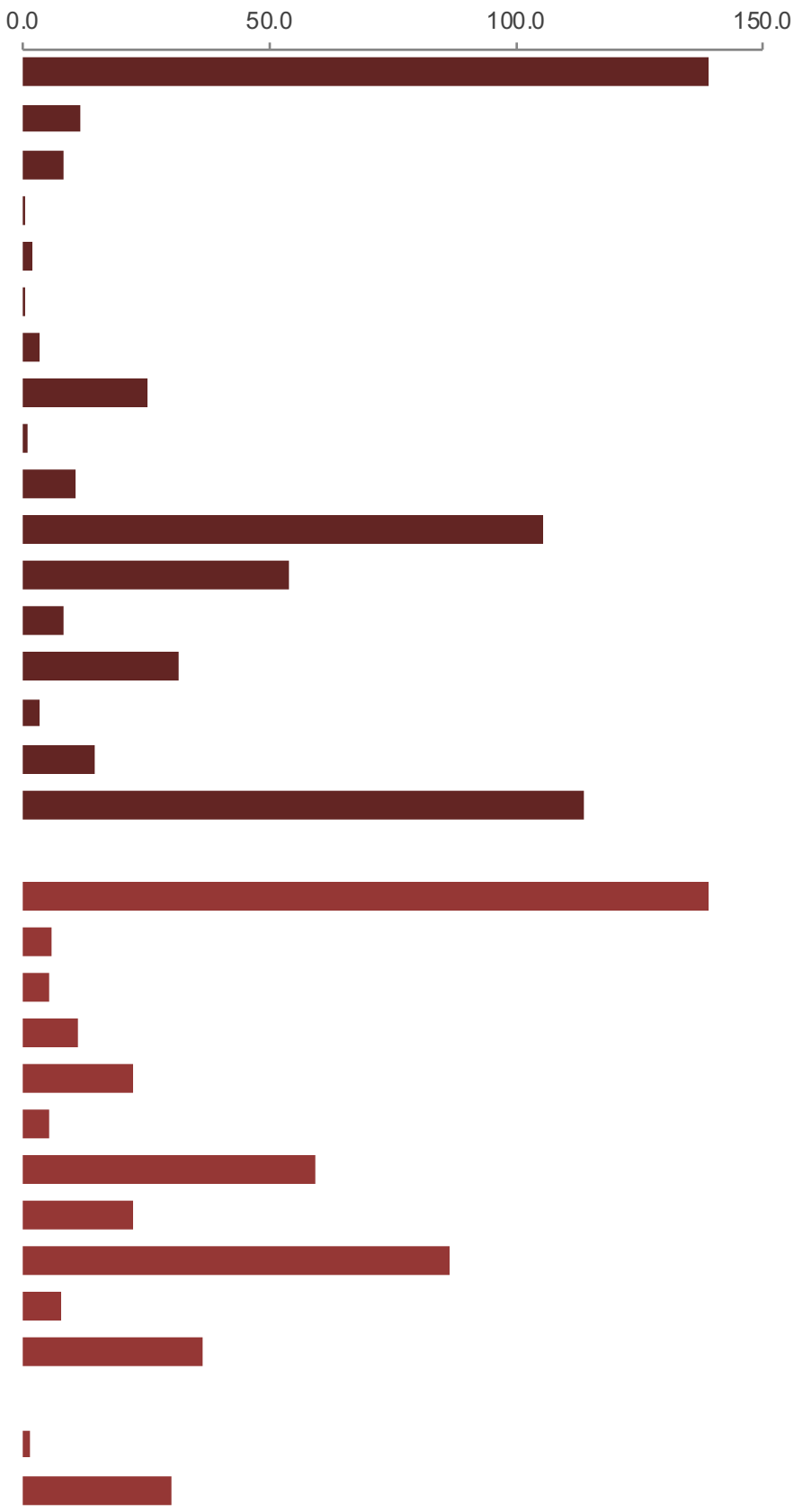
Balance Sheet Benchmarks - Assets, Liabilities & Equity

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

TOTAL ASSETS	**139.0**
Cash	11.8
Notes & Accounts Receivable	8.1
Less: Allowance for Bad Debts	0.1
Inventories	1.8
Treasuries & Securities	0.1
Other Current Assets	3.4
TOTAL CURRENT ASSETS	**25.2**
Loans to Shareholders / Mortgage	0.9
Other Investments	10.6
Depreciable Assets	105.3
Less: Accumulated Depreciation	54.2
Land	8.4
Intangible Assets (Amortizable)	31.7
Less: Accumulated Amortization	3.3
Other Assets	14.4
FIXED & NON-CURRENT ASSETS	**113.82**
TOTAL LIABILITIES	**139.0**
Accounts Payable	6.0
Mortgages, Notes, Bonds < 1 Yr.	5.1
Other Current Liabilities	11.1
TOTAL SHORT-TERM LIABILITIES	**22.2**
Loans from Shareholders	5.1
Mortgages, Notes, Bonds > 1 Yr.	59.2
Other Liabilities	22.2
TOTAL LONG-TERM LIABILITIES	**86.5**
Capital Stock	8.0
Additional Paid-in Capital	36.4
Retained Earnings	-12.5
Less: Cost of Treasury Stock	1.6
TOTAL NET WORTH	**30.2**



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Operating Expenses

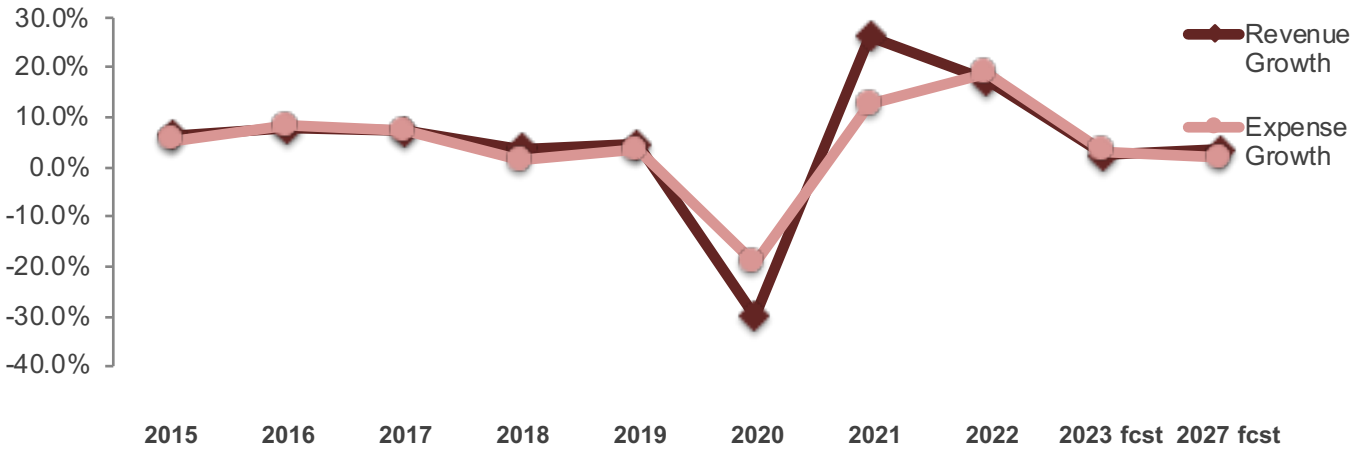
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Health Clubs industry. The data sets include historicals and forecasts.

Industry Operating Expenses

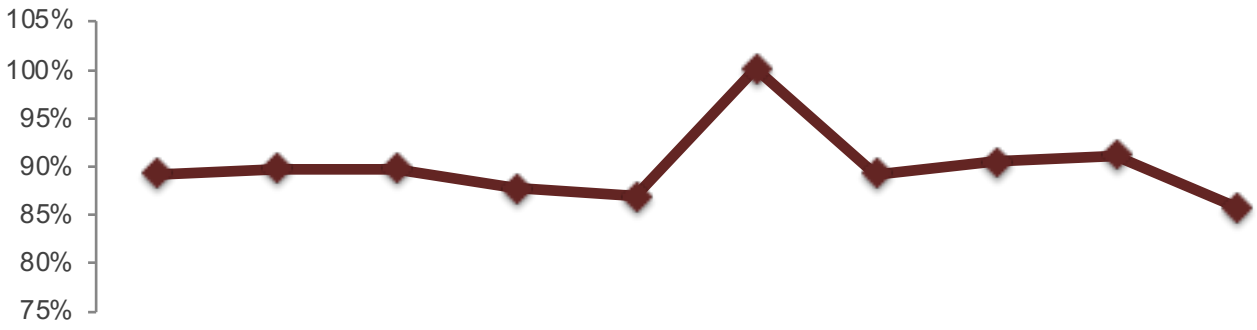
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Millions)	24,317	25,615	27,761	29,737	30,083	31,156	25,135	28,281	33,612	34,647	37,246
Annual Growth		5.3%	8.4%	7.1%	1.2%	3.6%	-19.3%	12.5%	18.8%	3.1%	1.8%

Compound Annual Growth Rate	2.6%	3-Year	2.5%	5-Year

Industry Revenue vs. Operating Expense Growth



Operating Expense as a Percent of Revenue



	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
OPEX / Revenue	89%	89.8%	89.8%	87.7%	86.8%	100.1%	89.2%	90.4%	91.1%	85.8%

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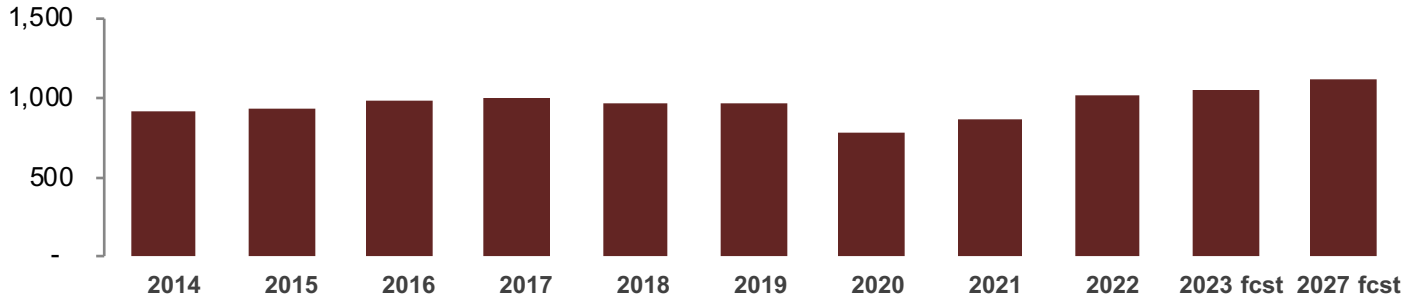
Operating Expenses per Company & Location

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



	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Thousands)	918	936	976	992	966	967	777	863	1,018	1,052	1,120
Annual Growth		1.9%	4.3%	1.7%	-2.6%	0.1%	-19.7%	11.1%	18.0%	3.4%	1.6%

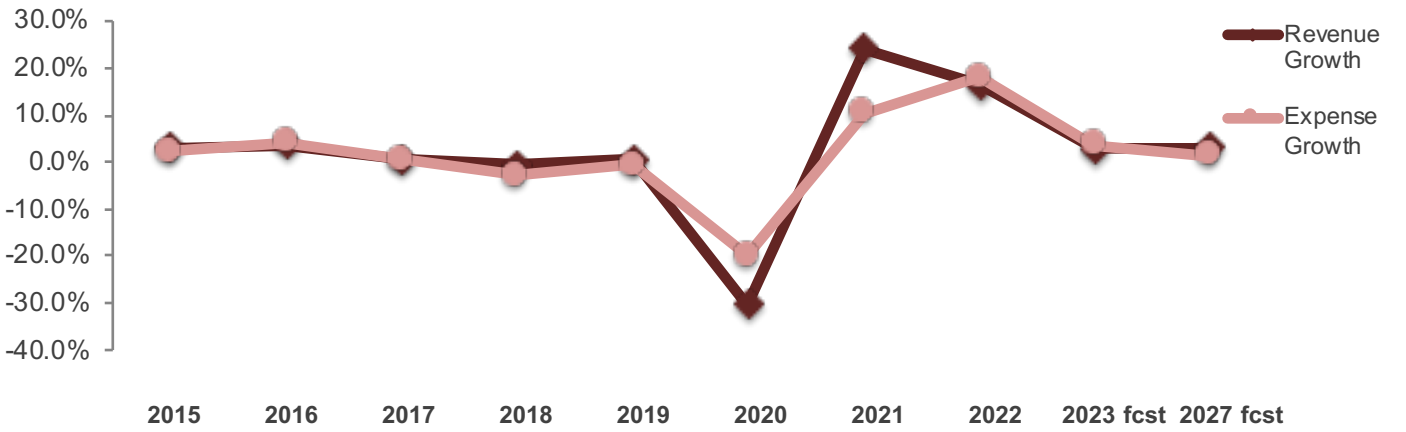
Compound Annual Growth Rate **1.7%** 3-Year **0.5%** 5-Year

Industry Operating Expenses per Location

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Thousands)	767	783	817	821	797	793	635	702	829	860	912
Annual Growth		2.1%	4.3%	0.5%	-2.9%	-0.5%	-19.9%	10.5%	18.1%	3.7%	1.5%

Compound Annual Growth Rate **1.5%** 3-Year **0.2%** 5-Year

Revenue Growth per Location vs. Operating Expense Growth per Location



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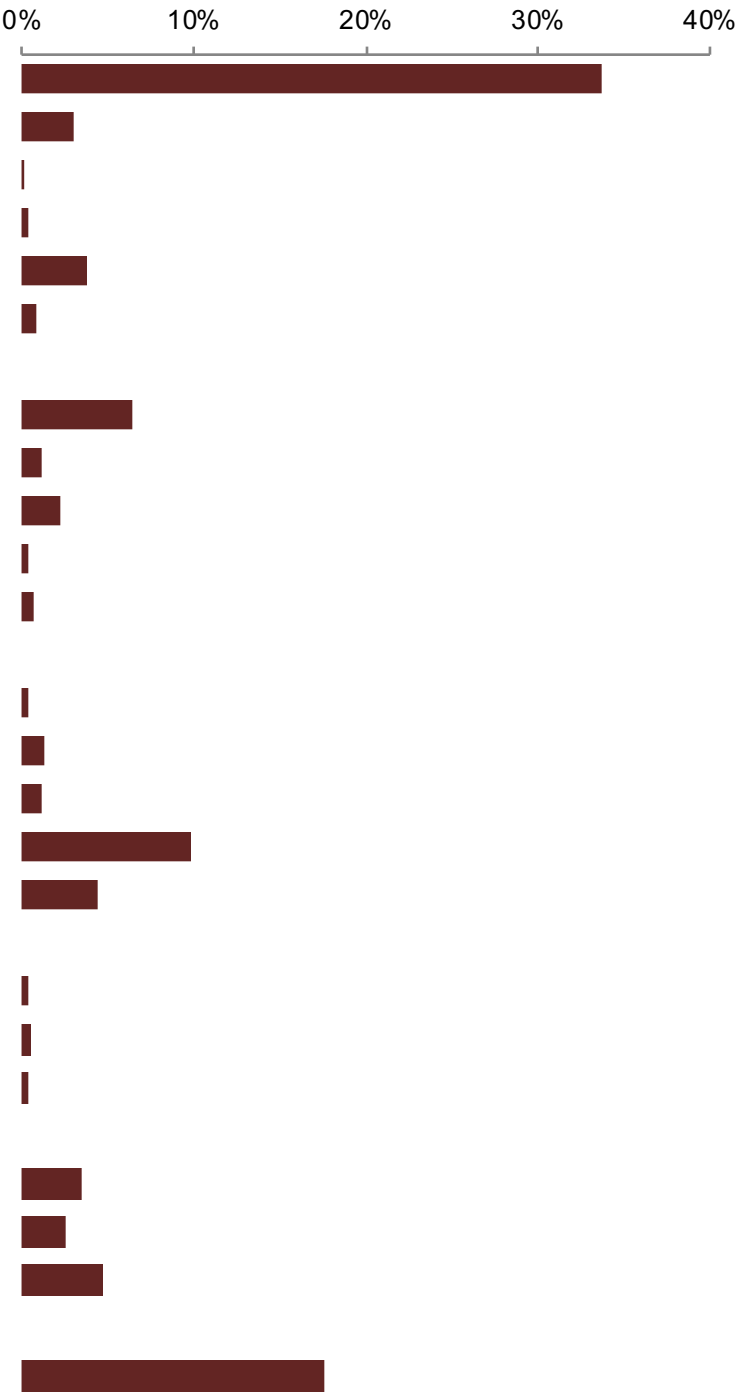
Operating Expense Detail

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 Expenses	**42.0%**
Annual Payroll	**33.7%**
Health Insurance	**3.1%**
Defined Benefit Pension Plans	**0.1%**
Defined Contribution Plans	**0.4%**
Other Fringe Benefits	**3.8%**
Contract Labor Costs, Incl. Temporary Help	**0.9%**
Property Expenses	**11.0%**
Lease and Rent for Buildings, Offices, Stores	**6.4%**
Repairs and Maintenance to Buildings	**1.1%**
Purchased Electricity	**2.3%**
Purchased Fuels (except motor fuels)	**0.4%**
Water, Sewer, Refuse, Other Utility Payments	**0.8%**
Equipment Expenses	**17.3%**
Expensed Equipment	**0.4%**
Lease and Rent for Machinery and Equip.	**1.3%**
Repairs, Maint. to Machinery and Equip.	**1.2%**
Depreciation and Amortization Charges	**9.9%**
Other Materials, Parts, and Supplies	**4.4%**
IT Expenses	**1.3%**
Data Processing & Other Computer Services	**0.4%**
Communication Services	**0.6%**
Expensed Purchases of Software	**0.4%**
Miscellaneous Expenses	**10.8%**
Advertising and Promotional Services	**3.5%**
Professional and Technical Services	**2.5%**
Taxes and License Fees	**4.8%**
Other Operating Expenses	**17.6%**
Other Operating Expenses	**17.6%**



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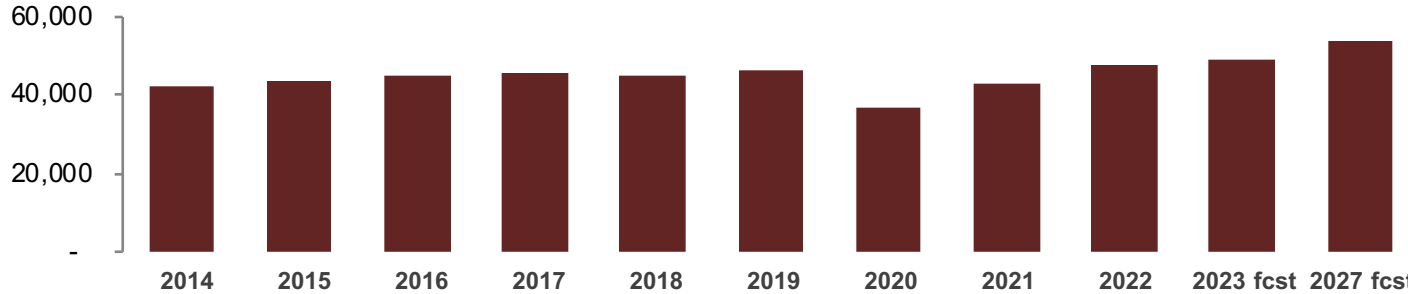
Employee Productivity & Industry Employment

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

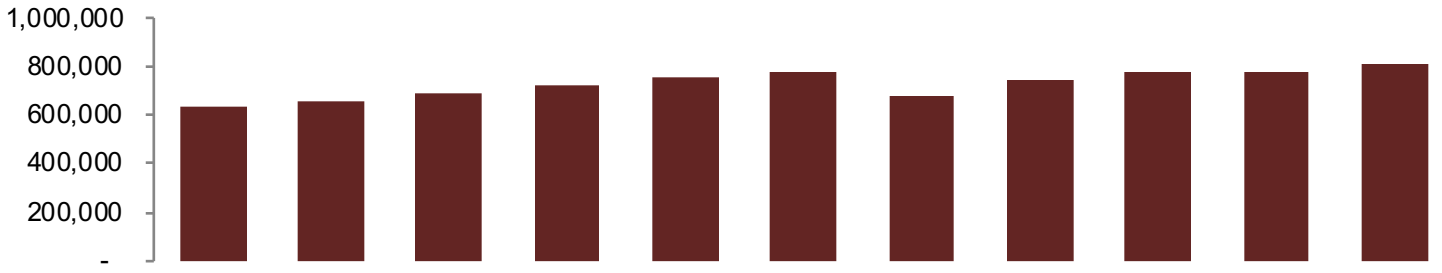
Productivity - Revenue (output) per Employee



	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
Rev. per Emp. ($)	42,348	43,589	45,067	45,542	45,298	46,135	36,820	42,770	48,011	49,096	53,625
Annual Growth		2.9%	3.4%	1.1%	-0.5%	1.8%	-20.2%	16.2%	12.3%	2.3%	2.2%

Compound Annual Growth Rate **1.3%** 3-Year **1.1%** 5-Year

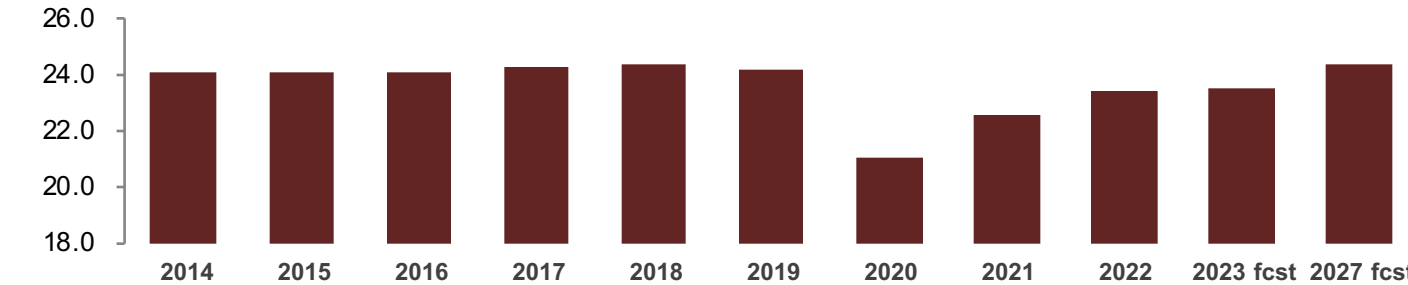
Total Industry Employees



	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
# of Employees	637,182	658,848	685,878	727,173	757,408	777,590	681,909	740,881	774,018	774,221	809,072
Annual Growth		3.4%	4.1%	6.0%	4.2%	2.7%	-12.3%	8.6%	4.5%	0.0%	1.1%

Compound Annual Growth Rate **-0.2%** 3-Year **1.3%** 5-Year

Employees per Company



	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
Emp. / Company	24.1	24.1	24.1	24.3	24.3	24.1	21.1	22.6	23.4	23.5	24.3
Annual Growth		0.1%	0.2%	0.6%	0.3%	-0.8%	-12.7%	7.2%	3.7%	0.3%	0.9%

Compound Annual Growth Rate **-1.0%** 3-Year **-0.7%** 5-Year

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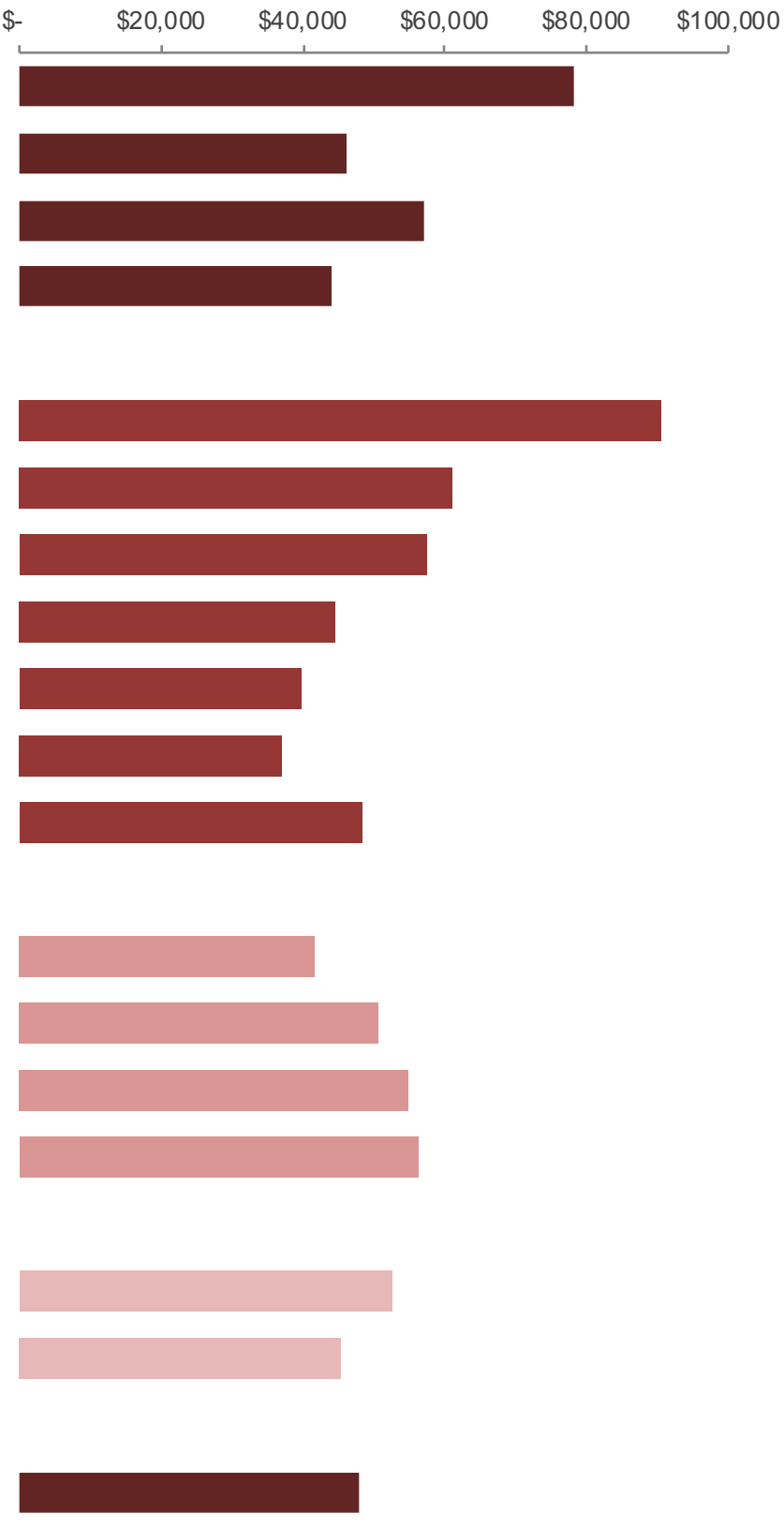
Employee Productivity by Segments

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

Concentration Segments	
4 largest firms	$78,178
Next 4 largest	$46,220
Next 12 largest	$57,242
Next 30 largest	$44,152
Business Size (# employees)	
1-4	$90,583
5-9	$61,075
10-19	$57,453
20-49	$44,598
50-99	$39,761
100-249	$37,050
250+	$48,319
Business Structure Segments	
C-corporations	$41,672
S-corporations	$50,684
Sole Proprietorships	$54,847
Partnerships	$56,269
Franchise Segments	
Franchisee-Owned	$52,538
Franchisor-Owned	$45,355
Total Industry Sales	$48,011



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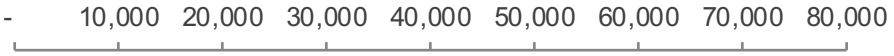
Productivity by State - Revenue (output) per Employee

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

	Rank	$
Alabama	39	39,132
Alaska	33	40,350
Arizona	6	57,134
Arkansas	18	49,142
California	3	68,567
Colorado	16	51,359
Connecticut	13	52,127
Delaware	31	41,747
D.C.	2	70,543
Florida	5	61,181
Georgia	10	53,073
Hawaii	1	71,279
Idaho	46	37,480
Illinois	9	53,269
Indiana	44	37,512
Iowa	51	29,084
Kansas	35	39,558
Kentucky	30	42,656
Louisiana	12	52,499
Maine	28	43,177
Maryland	23	47,057
Massachusetts	17	51,235
Michigan	8	55,029
Minnesota	22	47,058
Mississippi	24	46,640
Missouri	45	37,508
Montana	48	32,370
Nebraska	50	31,052
Nevada	7	55,629
New Hampshire	26	43,809
New Jersey	19	48,320
New Mexico	20	48,311
New York	4	62,972
North Carolina	36	39,506
North Dakota	47	36,687
Ohio	32	40,387
Oklahoma	42	38,224
Oregon	15	51,665
Pennsylvania	29	42,970
Rhode Island	21	47,632
South Carolina	38	39,365
South Dakota	43	38,169
Tennessee	25	45,380
Texas	11	52,922
Utah	34	40,124
Vermont	37	39,491
Virginia	27	43,246
Washington	14	51,902
West Virginia	40	38,939
Wisconsin	49	31,211
Wyoming	41	38,526



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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
Abilene, TX	52
Akron, OH	44
Albany, GA	48
Albany, OR	36
Albany-Schenectady-Troy, NY	33
Albuquerque, NM	44
Alexandria, LA	58
Allentown-Bethlehem-Easton, PA-NJ	46
Altoona, PA	29
Amarillo, TX	40
Ames, IA	22
Anchorage, AK	45
Ann Arbor, MI	39
Anniston-Oxford-Jacksonville, AL	45
Appleton, WI	22
Asheville, NC	35
Athens-Clarke County, GA	38
Atlanta-Sandy Springs-Roswell, GA	55
Atlantic City-Hammonton, NJ	38
Auburn-Opelika, AL	44
Augusta-Richmond County, GA-SC	36
Austin-Round Rock, TX	46
Bakersfield, CA	63
Baltimore-Columbia-Towson, MD	42
Bangor, ME	43
Barnstable Town, MA	46
Baton Rouge, LA	44
Battle Creek, MI	42
Bay City, MI	31
Beaumont-Port Arthur, TX	39
Beckley, WV	30
Bellingham, WA	32
Bend-Redmond, OR	43
Billings, MT	29
Binghamton, NY	35
Birmingham-Hoover, AL	41
Bismarck, ND	30
Blacksburg-Christiansburg-Radford, VA	35
Bloomington, IL	19
Bloomington, IN	27
Bloomsburg-Berwick, PA	30
Boise City, ID	37
Boston-Cambridge-Newton, MA-NH	51
Boulder, CO	36
Bowling Green, KY	30
Bremerton-Silverdale, WA	33
Bridgeport-Stamford-Norwalk, CT	58
Brownsville-Harlingen, TX	39

Metropolitan Statistical Area	$000s
Brunswick, GA	47
Buffalo-Cheektowaga-Niagara Falls, NY	37
Burlington, NC	37
Burlington-South Burlington, VT	33
California-Lexington Park, MD	25
Canton-Massillon, OH	26
Cape Coral-Fort Myers, FL	60
Cape Girardeau, MO-IL	40
Carbondale-Marion, IL	36
Carson City, NV	55
Casper, WY	32
Cedar Rapids, IA	23
Chambersburg-Waynesboro, PA	48
Champaign-Urbana, IL	34
Charleston, WV	39
Charleston-North Charleston, SC	47
Charlotte-Concord-Gastonia, NC-SC	39
Charlottesville, VA	59
Chattanooga, TN-GA	38
Cheyenne, WY	25
Chicago-Naperville-Elgin, IL-IN-WI	55
Chico, CA	43
Cincinnati, OH-KY-IN	42
Clarksville, TN-KY	41
Cleveland, TN	23
Cleveland-Elyria, OH	44
Coeur d'Alene, ID	50
College Station-Bryan, TX	33
Colorado Springs, CO	49
Columbia, MO	35
Columbia, SC	43
Columbus, GA-AL	35
Columbus, IN	31
Columbus, OH	44
Corpus Christi, TX	44
Corvallis, OR	35
Crestview-Fort Walton Beach-Destin, FL	56
Cumberland, MD-WV	67
Dallas-Fort Worth-Arlington, TX	57
Dalton, GA	36
Danville, IL	27
Daphne-Fairhope-Foley, AL	30
Davenport-Moline-Rock Island, IA-IL	27
Dayton, OH	31
Decatur, AL	35
Decatur, IL	28
Deltona-Daytona Beach-Ormond, FL	43
Denver-Aurora-Lakewood, CO	54

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
Des Moines-West Des Moines, IA	31
Detroit-Warren-Dearborn, MI	65
Dothan, AL	50
Dover, DE	48
Dubuque, IA	53
Duluth, MN-WI	26
Durham-Chapel Hill, NC	37
East Stroudsburg, PA	35
Eau Claire, WI	20
El Centro, CA	33
Elizabethtown-Fort Knox, KY	47
Elkhart-Goshen, IN	57
Elmira, NY	28
El Paso, TX	42
Enid, OK	35
Erie, PA	27
Eugene, OR	35
Evansville, IN-KY	36
Fairbanks, AK	44
Fargo, ND-MN	38
Farmington, NM	40
Fayetteville, NC	39
Fayetteville-Springdale-Rogers, AR-MO	47
Flagstaff, AZ	34
Flint, MI	58
Florence, SC	26
Florence-Muscle Shoals, AL	28
Fond du Lac, WI	22
Fort Collins, CO	39
Fort Smith, AR-OK	38
Fort Wayne, IN	26
Fresno, CA	49
Gadsden, AL	31
Gainesville, FL	47
Gainesville, GA	48
Gettysburg, PA	21
Glens Falls, NY	24
Goldsboro, NC	34
Grand Forks, ND-MN	48
Grand Island, NE	42
Grand Junction, CO	42
Grand Rapids-Wyoming, MI	42
Grants Pass, OR	32
Great Falls, MT	48
Greeley, CO	31
Green Bay, WI	26
Greensboro-High Point, NC	33
Greenville, NC	44
Greenville-Anderson-Mauldin, SC	31
Gulfport-Biloxi-Pascagoula, MS	50
Hagerstown-Martinsburg, MD-WV	31
Hammond, LA	36
Hanford-Corcoran, CA	45
Harrisburg-Carlisle, PA	39
Harrisonburg, VA	48
Hartford-West Hartford-East Hartford, CT	39
Hattiesburg, MS	36
Hickory-Lenoir-Morganton, NC	33
Hilton Head Island-Bluffton-Beaufort, SC	56
Hinesville, GA	48
Homosassa Springs, FL	37
Hot Springs, AR	24
Houma-Thibodaux, LA	36
Houston-The Woodlands-Sugar Land, TX	51
Huntington-Ashland, WV-KY-OH	32
Huntsville, AL	36
Idaho Falls, ID	19
Indianapolis-Carmel-Anderson, IN	46
Iowa City, IA	48
Ithaca, NY	30
Jackson, MI	47
Jackson, MS	44
Jackson, TN	48
Jacksonville, FL	52
Jacksonville, NC	67
Janesville-Beloit, WI	35
Jefferson City, MO	32
Johnson City, TN	42
Johnstown, PA	31
Jonesboro, AR	37
Joplin, MO	22
Kahului-Wailuku-Lahaina, HI	57
Kalamazoo-Portage, MI	33
Kankakee, IL	33
Kansas City, MO-KS	41
Kennewick-Richland, WA	36
Killeen-Temple, TX	41
Kingsport-Bristol-Bristol, TN-VA	30
Kingston, NY	27
Knoxville, TN	37
Kokomo, IN	24
La Crosse-Onalaska, WI-MN	22
Lafayette, LA	53
Lafayette-West Lafayette, IN	48
Lake Charles, LA	79
Lake Havasu City-Kingman, AZ	48

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
Lakeland-Winter Haven, FL	40
Lancaster, PA	35
Lansing-East Lansing, MI	35
Laredo, TX	61
Las Cruces, NM	41
Las Vegas-Henderson-Paradise, NV	53
Lawrence, KS	36
Lawton, OK	24
Lebanon, PA	27
Lewiston, ID-WA	19
Lewiston-Auburn, ME	38
Lexington-Fayette, KY	41
Lima, OH	42
Lincoln, NE	27
Little Rock-North Little Rock-Conway, AR	48
Logan, UT-ID	24
Longview, TX	57
Longview, WA	50
Los Angeles-Long Beach-Anaheim, CA	71
Louisville/Jefferson County, KY-IN	42
Lubbock, TX	39
Lynchburg, VA	33
Macon-Bibb County, GA	36
Madera, CA	37
Madison, WI	36
Manchester-Nashua, NH	43
Manhattan, KS	30
Mankato-North Mankato, MN	25
Mansfield, OH	30
McAllen-Edinburg-Mission, TX	68
Medford, OR	50
Memphis, TN-MS-AR	50
Merced, CA	56
Miami-Fort Lauderdale-West Palm Beach, FL	69
Michigan City-La Porte, IN	29
Midland, MI	40
Midland, TX	65
Milwaukee-Waukesha-West Allis, WI	32
Minneapolis-St. Paul-Bloomington, MN-WI	48
Missoula, MT	27
Mobile, AL	22
Modesto, CA	49
Monroe, LA	55
Monroe, MI	32
Montgomery, AL	34
Morgantown, WV	46
Morristown, TN	62
Mount Vernon-Anacortes, WA	32

Metropolitan Statistical Area	$000s
Muncie, IN	22
Muskegon, MI	36
Myrtle-Conway-North Myrtle, SC-NC	43
Napa, CA	65
Naples-Immokalee-Marco Island, FL	61
Nashville-Davidson--Murfr.--Franklin, TN	44
New Bern, NC	23
New Haven-Milford, CT	45
New Orleans-Metairie, LA	51
New York-Newark-Jersey City, NY-NJ-PA	61
Niles-Benton Harbor, MI	29
North Port-Sarasota-Bradenton, FL	50
Norwich-New London, CT	57
Ocala, FL	49
Ocean City, NJ	48
Odessa, TX	65
Ogden-Clearfield, UT	24
Oklahoma City, OK	37
Olympia-Tumwater, WA	41
Omaha-Council Bluffs, NE-IA	34
Orlando-Kissimmee-Sanford, FL	59
Oshkosh-Neenah, WI	22
Owensboro, KY	39
Oxnard-Thousand Oaks-Ventura, CA	52
Palm Bay-Melbourne-Titusville, FL	55
Panama City, FL	50
Parkersburg-Vienna, WV	41
Pensacola-Ferry Pass-Brent, FL	48
Peoria, IL	35
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	44
Phoenix-Mesa-Scottsdale, AZ	57
Pine Bluff, AR	48
Pittsburgh, PA	45
Pittsfield, MA	35
Pocatello, ID	22
Portland-South Portland, ME	45
Portland-Vancouver-Hillsboro, OR-WA	56
Port St. Lucie, FL	49
Prescott, AZ	34
Providence-Warwick, RI-MA	40
Provo-Orem, UT	43
Pueblo, CO	36
Punta Gorda, FL	25
Racine, WI	44
Raleigh, NC	38
Rapid City, SD	40
Reading, PA	33
Redding, CA	42

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.

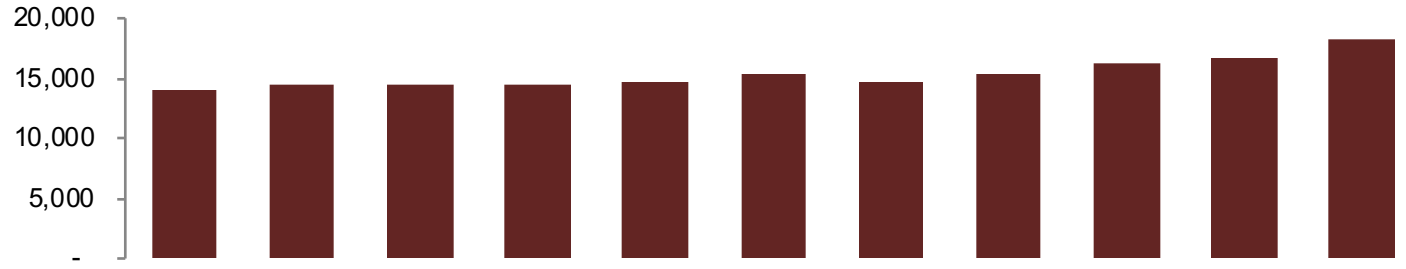
Metropolitan Statistical Area	$000s
Reno, NV	53
Richmond, VA	32
Riverside-San Bernardino-Ontario, CA	66
Roanoke, VA	35
Rochester, MN	33
Rochester, NY	36
Rockford, IL	35
Rocky Mount, NC	31
Rome, GA	46
Sacramento--Roseville--Arden-Arcade, CA	52
Saginaw, MI	44
St. Cloud, MN	34
St. George, UT	40
St. Joseph, MO-KS	32
St. Louis, MO-IL	35
Salem, OR	41
Salinas, CA	99
Salisbury, MD-DE	39
Salt Lake City, UT	45
San Angelo, TX	32
San Antonio-New Braunfels, TX	44
San Diego-Carlsbad, CA	53
San Francisco-Oakland-Hayward, CA	70
San Jose-Sunnyvale-Santa Clara, CA	64
San Luis Obispo-Paso Robles-Arroyo Gr., CA	38
Santa Cruz-Watsonville, CA	155
Santa Fe, NM	78
Santa Maria-Santa Barbara, CA	52
Santa Rosa, CA	55
Savannah, GA	53
Scranton--Wilkes-Barre--Hazleton, PA	35
Seattle-Tacoma-Bellevue, WA	54
Sebastian-Vero Beach, FL	48
Sebring, FL	47
Sheboygan, WI	25
Sherman-Denison, TX	57
Shreveport-Bossier City, LA	55
Sierra Vista-Douglas, AZ	32
Sioux City, IA-NE-SD	26
Sioux Falls, SD	36
South Bend-Mishawaka, IN-MI	39
Spartanburg, SC	34
Spokane-Spokane Valley, WA	41
Springfield, IL	37
Springfield, MA	35
Springfield, MO	28
Springfield, OH	21
State College, PA	27

Metropolitan Statistical Area	$000s
Staunton-Waynesboro, VA	27
Stockton-Lodi, CA	51
Sumter, SC	48
Syracuse, NY	26
Tallahassee, FL	46
Tampa-St. Petersburg-Clearwater, FL	48
Terre Haute, IN	29
Texarkana, TX-AR	47
The Villages, FL	45
Toledo, OH	34
Topeka, KS	31
Trenton, NJ	35
Tucson, AZ	47
Tulsa, OK	37
Tuscaloosa, AL	33
Tyler, TX	36
Urban Honolulu, HI	70
Utica-Rome, NY	37
Valdosta, GA	29
Vallejo-Fairfield, CA	65
Victoria, TX	31
Vineland-Bridgeton, NJ	37
Virginia Beach-Norfolk-Newport, VA-NC	34
Visalia-Porterville, CA	46
Waco, TX	24
Walla Walla, WA	25
Warner Robins, GA	31
Washing.-Arling.-Alexan., DC-VA-MD-WV	52
Waterloo-Cedar Falls, IA	48
Watertown-Fort Drum, NY	75
Wausau, WI	16
Weirton-Steubenville, WV-OH	20
Wenatchee, WA	30
Wheeling, WV-OH	52
Wichita, KS	43
Wichita Falls, TX	28
Williamsport, PA	56
Wilmington, NC	39
Winchester, VA-WV	34
Winston-Salem, NC	27
Worcester, MA-CT	42
Yakima, WA	46
York-Hanover, PA	29
Youngstown-Warren-Boardman, OH-PA	27
Yuba City, CA	48
Yuma, AZ	70

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



	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($)	14,067	14,408	14,540	14,545	14,734	15,450	14,773	15,385	16,180	16,633	18,269
Annual Growth		2.4%	0.9%	0.0%	1.3%	4.9%	-4.4%	4.1%	5.2%	2.8%	2.4%

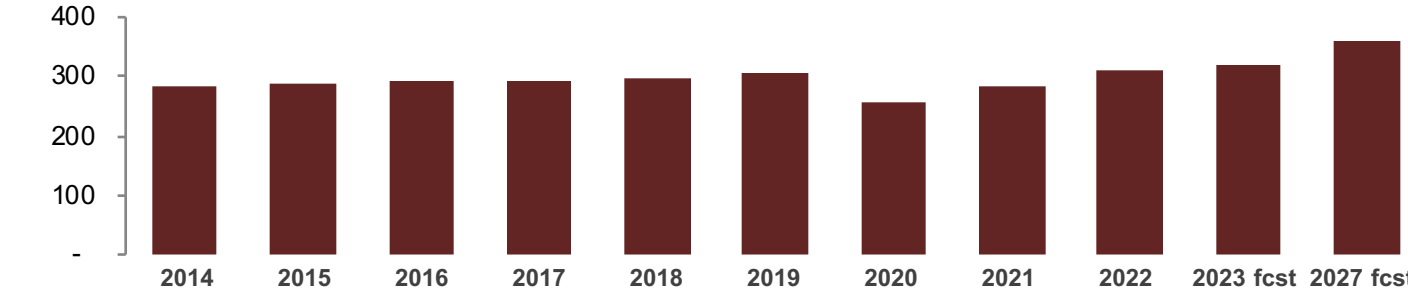
Compound Annual Growth Rate **1.5%** 3-Year **2.2%** 5-Year

Payroll per Company

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Thousands)	338	347	351	353	358	373	311	348	379	391	445
Annual Growth		2.5%	1.1%	0.7%	1.6%	4.0%	-16.5%	11.7%	9.1%	3.1%	3.3%

Compound Annual Growth Rate **0.6%** 3-Year **1.4%** 5-Year

Payroll per Location



	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 fcst	2027 fcst
($ Thousands)	283	290	293	292	296	306	255	283	309	320	362
Annual Growth		2.7%	1.1%	-0.5%	1.2%	3.4%	-16.7%	11.1%	9.2%	3.4%	3.2%

Compound Annual Growth Rate **0.4%** 3-Year **1.1%** 5-Year

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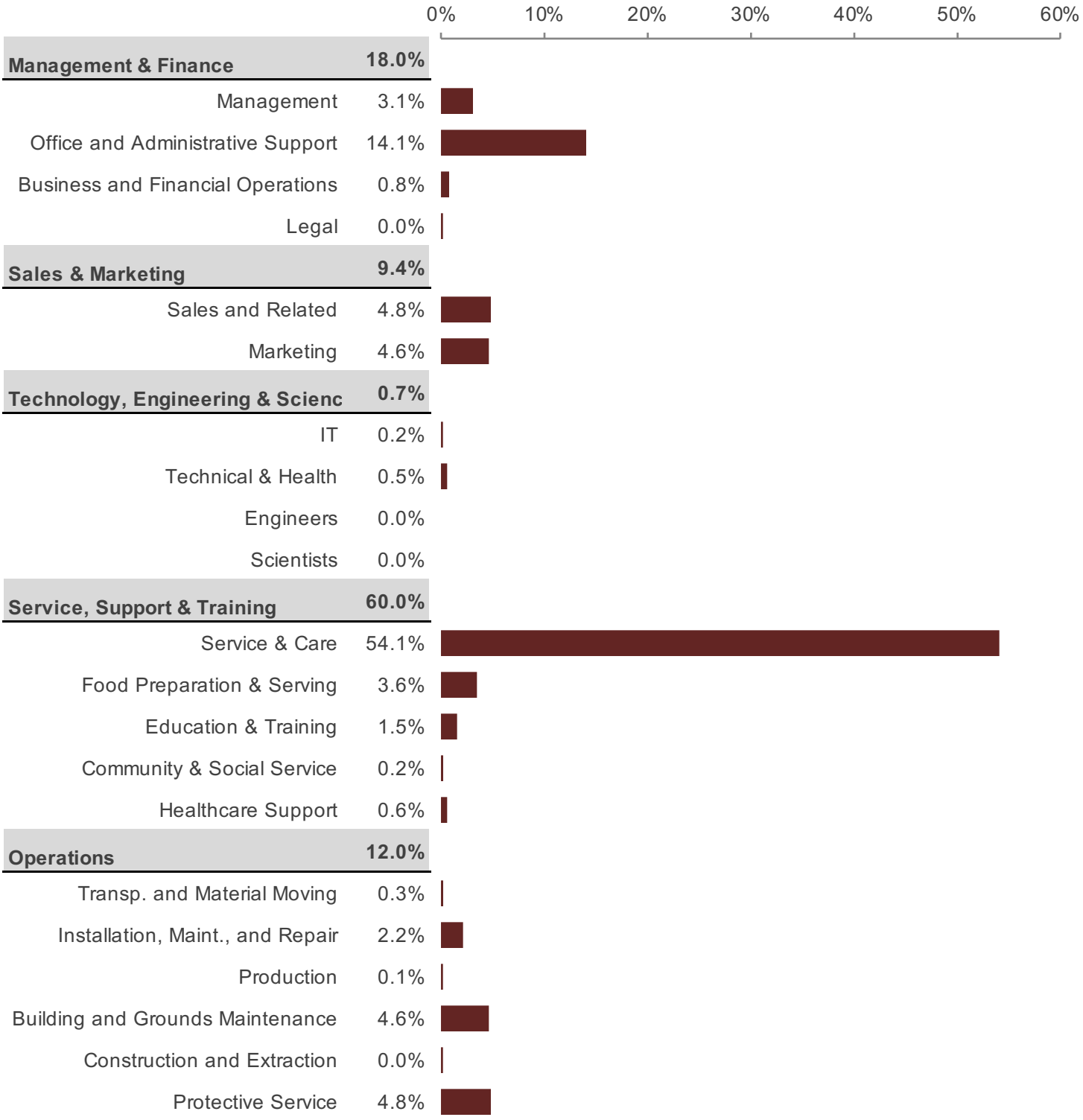
Workforce Composition Benchmarks

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



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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	$17.34	$23.85	$42.82	$51.96	$78.85
Office and Administrative Support	$9.50	$11.23	$15.13	$17.07	$22.78
Business and Financial Operations	$14.06	$19.01	$28.45	$34.20	$47.36
Legal	#	#	#	#	#
Sales & Marketing					
Sales and Related	$9.61	$11.44	$19.59	$21.50	$36.88
Arts, Design, Entertainment, Media	$10.36	$13.15	$22.77	$28.85	$40.66
Technology, Engineering & Science					
Computers	$20.43	$27.53	$40.38	$52.96	$64.87
Technical & Healthcare	$12.41	$17.92	$28.47	$37.18	$46.83
Engineering & Architecture	#	#	#	#	#
Life, Physical & Social Science	#	#	#	#	#
Service, Support & Training					
Personal Service & Care	$9.89	$12.65	$20.24	$25.76	$34.22
Food Preparation & Serving	$9.43	$10.65	$14.77	$16.08	$20.92
Education, Training & Library	$9.81	$12.21	$19.11	$23.77	$32.22
Community & Social Service	#	#	#	#	#
Healthcare Support	$11.28	$13.68	$22.71	$28.28	$40.01
Operations					
Transportation and Material Moving	$10.10	$12.30	$16.26	$18.55	$24.25
Installation, Maint., and Repair	$11.19	$13.69	$20.09	$24.69	$32.29
Production	$12.45	$13.09	$17.14	$19.50	$24.14
Building and Grounds Maintenance	$10.08	$12.08	$15.24	$16.61	$21.15
Construction and Extraction	$13.77	$15.65	$22.60	$25.63	$37.85
Protective Service	$9.07	$10.01	$12.83	$13.68	$17.07

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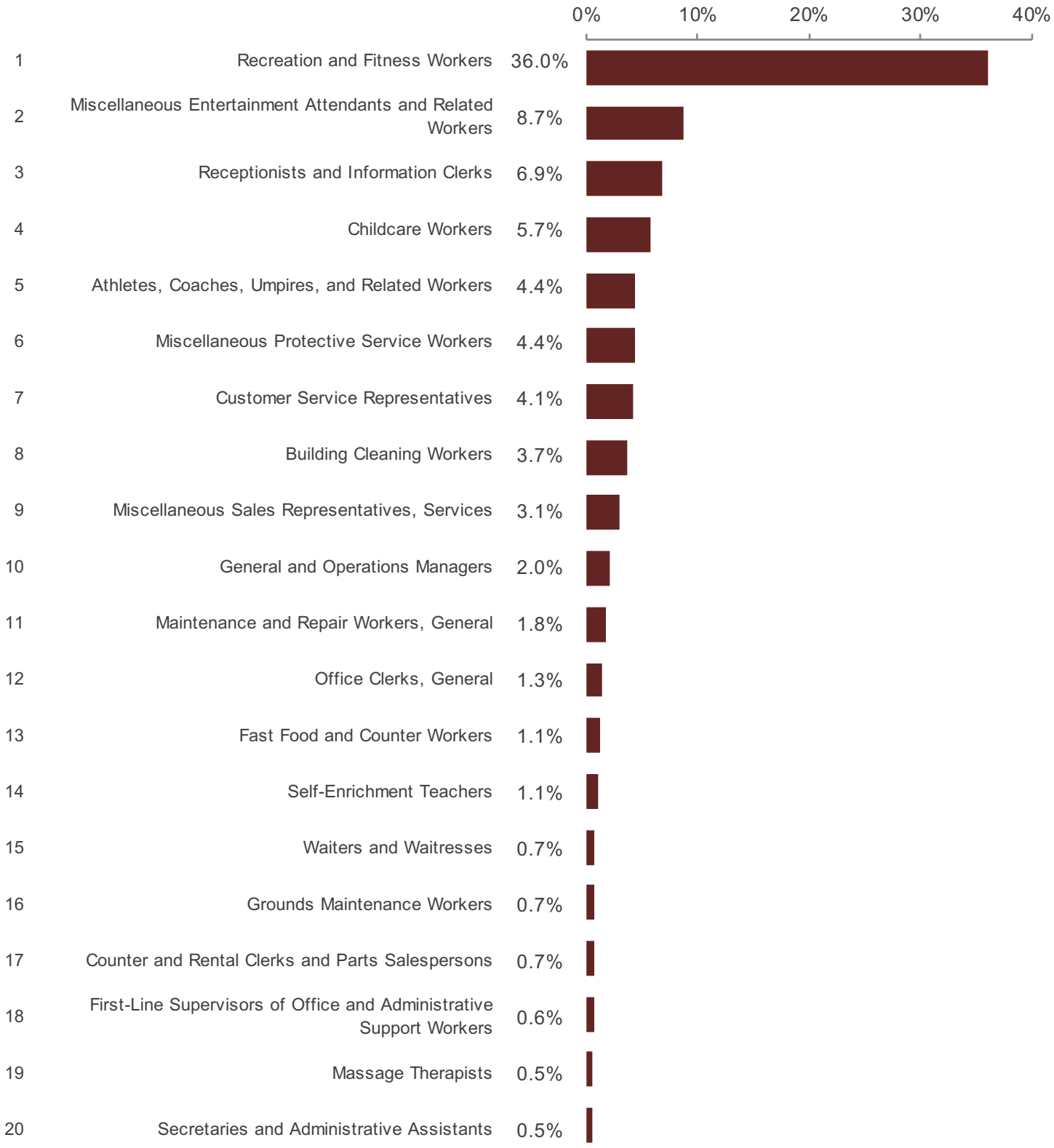
Top 20 Industry Jobs - Percent of Employment

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



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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	$10.66	$13.75	$23.08	$29.46	$39.28
2	Miscellaneous Entertainment Attendants and Related Workers	$9.34	$10.78	$13.34	$15.13	$16.84
3	Receptionists and Information Clerks	$9.31	$10.47	$13.48	$15.60	$19.04
4	Childcare Workers	$8.78	$9.71	$12.26	$13.84	$16.36
5	Athletes, Coaches, Umpires, and Related Workers	*	*	*	*	*
6	Miscellaneous Protective Service Workers	$8.99	$9.95	$12.25	$13.24	$16.01
7	Customer Service Representatives	$9.76	$11.57	$14.69	$16.02	$22.13
8	Building Cleaning Workers	$10.00	$11.91	$14.64	$16.15	$19.88
9	Miscellaneous Sales Representatives, Services	$9.86	$12.68	$22.06	$26.07	$42.11
10	General and Operations Managers	$17.17	$23.67	$42.59	$50.53	$79.74
11	Maintenance and Repair Workers, General	$11.04	$13.42	$19.25	$23.49	$30.78
12	Office Clerks, General	$9.25	$10.30	$15.41	$18.63	$23.87
13	Fast Food and Counter Workers	$8.97	$10.12	$12.62	$14.30	$16.26
14	Self-Enrichment Teachers	$9.80	$12.45	$19.87	$25.12	$33.17
15	Waiters and Waitresses	$9.33	$10.14	$13.41	$15.46	$19.61
16	Grounds Maintenance Workers	$10.11	$12.25	$15.32	$17.49	$21.54
17	Counter and Rental Clerks and Parts Salespersons	$9.16	$9.90	$13.55	$14.89	$20.96
18	First-Line Supervisors of Office and Administrative Support Workers	$13.91	$16.82	$24.99	$30.12	$39.29
19	Massage Therapists	$10.62	$13.68	$22.85	$28.42	$41.27
20	Secretaries and Administrative Assistants	$12.47	$14.70	$21.54	$24.66	$32.17

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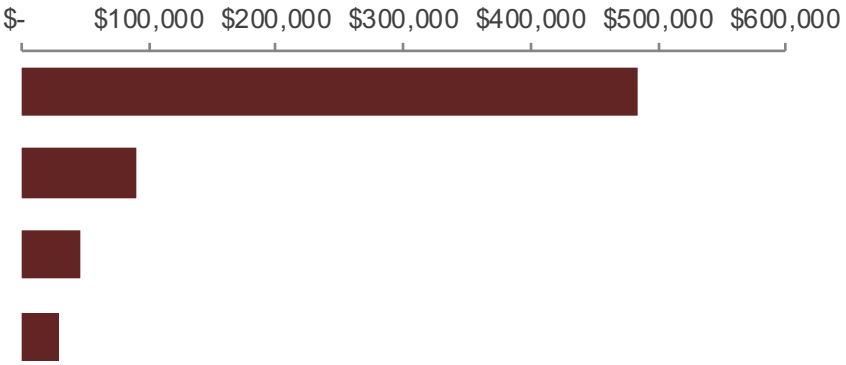
Payroll per Company by Segments

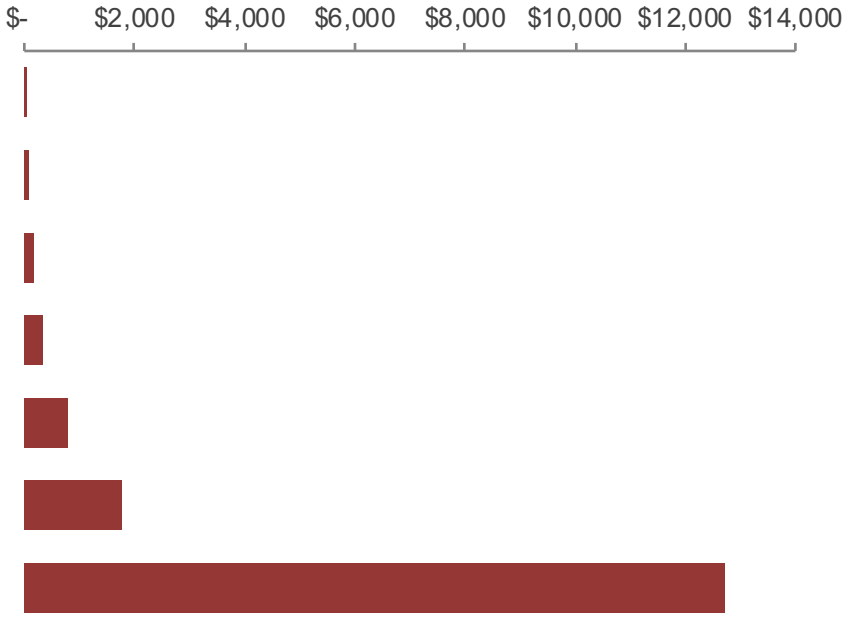
Below are payroll per company statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

$ thousands

Concentration Segments	
4 largest firms	$484,813
Next 4 largest	$90,462
Next 12 largest	$46,989
Next 30 largest	$29,027



Business Size (# employees)	
1-4	$33
5-9	$87
10-19	$172
20-49	$337
50-99	$790
100-249	$1,765
250+	$12,713



Business Structure Segments	
C-corporations	$698
S-corporations	$167
Sole Proprietorships	$198
Partnerships	$271

Industry Average	$379

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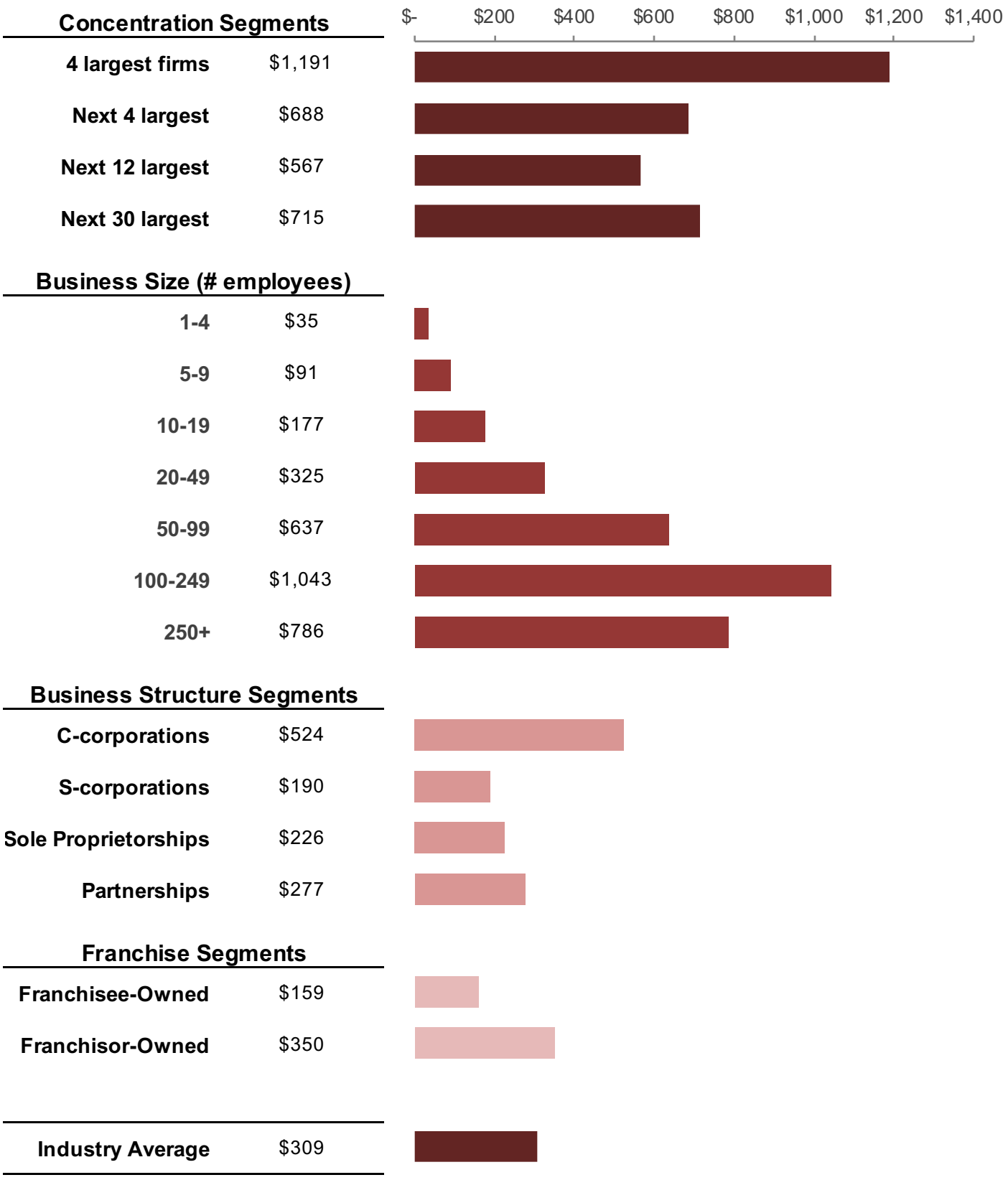
Payroll per Location by Segments

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

$ thousands



Concentration Segments	
4 largest firms	$1,191
Next 4 largest	$688
Next 12 largest	$567
Next 30 largest	$715
Business Size (# employees)	
1-4	$35
5-9	$91
10-19	$177
20-49	$325
50-99	$637
100-249	$1,043
250+	$786
Business Structure Segments	
C-corporations	$524
S-corporations	$190
Sole Proprietorships	$226
Partnerships	$277
Franchise Segments	
Franchisee-Owned	$159
Franchisor-Owned	$350
Industry Average	$309

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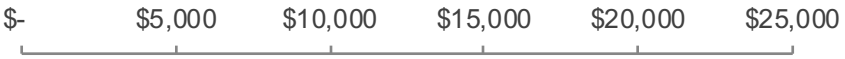
Payroll per Employee by Segments

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



Concentration Segments	
4 largest firms	$21,382
Next 4 largest	$13,739
Next 12 largest	$18,951
Next 30 largest	$16,696
Business Size (# employees)	
1-4	$20,368
5-9	$17,567
10-19	$16,898
20-49	$15,251
50-99	$15,433
100-249	$15,494
250+	$16,271
Business Structure Segments	
C-corporations	$15,650
S-corporations	$16,868
Sole Proprietorships	$17,135
Partnerships	$16,359
Franchise Segments	
Franchisee-Owned	$14,521
Franchisor-Owned	$14,702
Industry Average	$16,180

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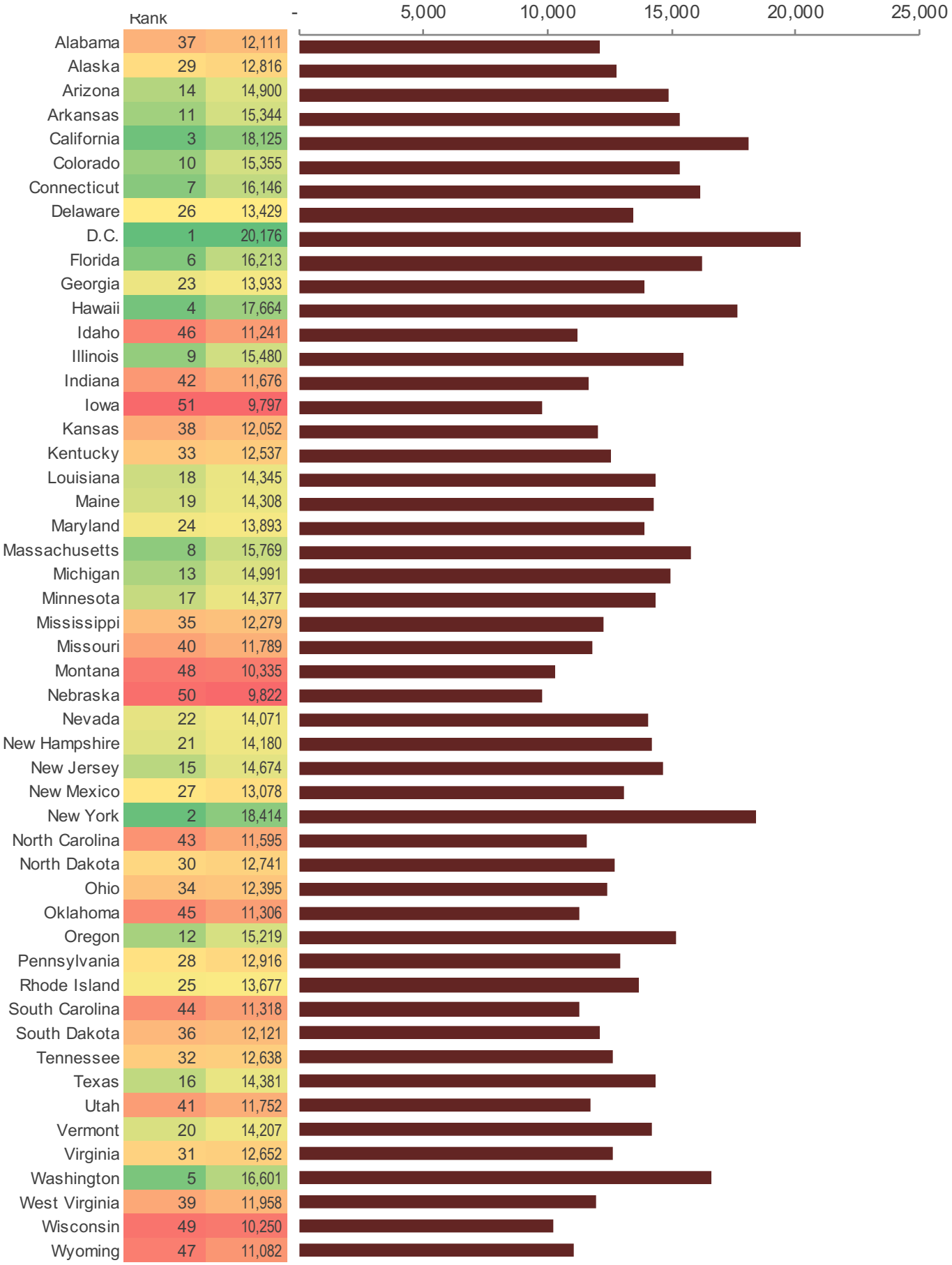
Payroll per Employee by State

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.



	Rank	
Alabama	37	12,111
Alaska	29	12,816
Arizona	14	14,900
Arkansas	11	15,344
California	3	18,125
Colorado	10	15,355
Connecticut	7	16,146
Delaware	26	13,429
D.C.	1	20,176
Florida	6	16,213
Georgia	23	13,933
Hawaii	4	17,664
Idaho	46	11,241
Illinois	9	15,480
Indiana	42	11,676
Iowa	51	9,797
Kansas	38	12,052
Kentucky	33	12,537
Louisiana	18	14,345
Maine	19	14,308
Maryland	24	13,893
Massachusetts	8	15,769
Michigan	13	14,991
Minnesota	17	14,377
Mississippi	35	12,279
Missouri	40	11,789
Montana	48	10,335
Nebraska	50	9,822
Nevada	22	14,071
New Hampshire	21	14,180
New Jersey	15	14,674
New Mexico	27	13,078
New York	2	18,414
North Carolina	43	11,595
North Dakota	30	12,741
Ohio	34	12,395
Oklahoma	45	11,306
Oregon	12	15,219
Pennsylvania	28	12,916
Rhode Island	25	13,677
South Carolina	44	11,318
South Dakota	36	12,121
Tennessee	32	12,638
Texas	16	14,381
Utah	41	11,752
Vermont	20	14,207
Virginia	31	12,652
Washington	5	16,601
West Virginia	39	11,958
Wisconsin	49	10,250
Wyoming	47	11,082

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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	$
Abilene, TX	12,260
Akron, OH	14,784
Albany, GA	11,818
Albany, OR	13,508
Albany-Schenectady-Troy, NY	12,768
Albuquerque, NM	13,899
Alexandria, LA	12,293
Allentown-Bethlehem-Easton, PA-NJ	13,525
Altoona, PA	12,657
Amarillo, TX	11,052
Ames, IA	10,707
Anchorage, AK	17,504
Ann Arbor, MI	15,706
Anniston-Oxford-Jacksonville, AL	17,089
Appleton, WI	9,679
Asheville, NC	12,311
Athens-Clarke County, GA	11,513
Atlanta-Sandy Springs-Roswell, GA	16,651
Atlantic City-Hammonton, NJ	15,251
Auburn-Opelika, AL	14,398
Augusta-Richmond County, GA-SC	11,087
Austin-Round Rock, TX	14,280
Bakersfield, CA	17,492
Baltimore-Columbia-Towson, MD	14,990
Bangor, ME	16,879
Barnstable Town, MA	14,497
Baton Rouge, LA	13,455
Battle Creek, MI	17,285
Bay City, MI	12,270
Beaumont-Port Arthur, TX	13,785
Beckley, WV	13,545
Bellingham, WA	12,806
Bend-Redmond, OR	13,818
Billings, MT	10,538
Binghamton, NY	15,767
Birmingham-Hoover, AL	15,023
Bismarck, ND	14,204
Blacksburg-Christiansburg-Radford, VA	13,229
Bloomington, IL	7,843
Bloomington, IN	11,568
Bloomsburg-Berwick, PA	11,373
Boise City, ID	12,807
Boston-Cambridge-Newton, MA-NH	17,755
Boulder, CO	13,453
Bowling Green, KY	10,824
Bremerton-Silverdale, WA	12,561
Bridgeport-Stamford-Norwalk, CT	20,841
Brownsville-Harlingen, TX	11,008

Metropolitan Statistical Area	$
Brunswick, GA	11,496
Buffalo-Cheektowaga-Niagara Falls, NY	13,214
Burlington, NC	11,632
Burlington-South Burlington, VT	15,780
California-Lexington Park, MD	6,662
Canton-Massillon, OH	10,599
Cape Coral-Fort Myers, FL	17,535
Cape Girardeau, MO-IL	16,841
Carbondale-Marion, IL	12,987
Carson City, NV	16,094
Casper, WY	12,529
Cedar Rapids, IA	9,819
Chambersburg-Waynesboro, PA	11,803
Champaign-Urbana, IL	10,918
Charleston, WV	15,701
Charleston-North Charleston, SC	14,535
Charlotte-Concord-Gastonia, NC-SC	13,376
Charlottesville, VA	19,943
Chattanooga, TN-GA	13,148
Cheyenne, WY	9,439
Chicago-Naperville-Elgin, IL-IN-WI	18,458
Chico, CA	15,367
Cincinnati, OH-KY-IN	14,098
Clarksville, TN-KY	13,277
Cleveland, TN	10,187
Cleveland-Elyria, OH	14,415
Coeur d'Alene, ID	14,813
College Station-Bryan, TX	9,516
Colorado Springs, CO	15,358
Columbia, MO	12,242
Columbia, SC	13,768
Columbus, GA-AL	13,522
Columbus, IN	11,998
Columbus, OH	15,765
Corpus Christi, TX	15,545
Corvallis, OR	16,053
Crestview-Fort Walton Beach-Destin, FL	15,556
Cumberland, MD-WV	10,910
Dallas-Fort Worth-Arlington, TX	17,920
Dalton, GA	8,406
Danville, IL	9,928
Daphne-Fairhope-Foley, AL	9,434
Davenport-Moline-Rock Island, IA-IL	11,556
Dayton, OH	12,046
Decatur, AL	11,328
Decatur, IL	12,101
Deltona-Daytona Beach-Ormond, FL	13,298
Denver-Aurora-Lakewood, CO	18,689

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	$
Des Moines-West Des Moines, IA	11,545
Detroit-Warren-Dearborn, MI	19,155
Dothan, AL	17,593
Dover, DE	13,551
Dubuque, IA	17,718
Duluth, MN-WI	10,336
Durham-Chapel Hill, NC	14,250
East Stroudsburg, PA	12,376
Eau Claire, WI	8,801
El Centro, CA	10,472
Elizabethtown-Fort Knox, KY	15,354
Elkhart-Goshen, IN	15,377
Elmira, NY	12,581
El Paso, TX	12,883
Enid, OK	12,123
Erie, PA	13,813
Eugene, OR	12,807
Evansville, IN-KY	12,415
Fairbanks, AK	11,511
Fargo, ND-MN	14,058
Farmington, NM	21,915
Fayetteville, NC	9,878
Fayetteville-Springdale-Rogers, AR-MO	18,077
Flagstaff, AZ	12,956
Flint, MI	13,702
Florence, SC	10,924
Florence-Muscle Shoals, AL	8,624
Fond du Lac, WI	9,569
Fort Collins, CO	13,590
Fort Smith, AR-OK	11,284
Fort Wayne, IN	9,638
Fresno, CA	15,052
Gadsden, AL	13,318
Gainesville, FL	16,290
Gainesville, GA	15,072
Gettysburg, PA	7,828
Glens Falls, NY	10,702
Goldsboro, NC	8,628
Grand Forks, ND-MN	15,211
Grand Island, NE	11,617
Grand Junction, CO	15,756
Grand Rapids-Wyoming, MI	13,706
Grants Pass, OR	13,251
Great Falls, MT	13,188
Greeley, CO	10,503
Green Bay, WI	10,163
Greensboro-High Point, NC	11,106
Greenville, NC	16,168
Greenville-Anderson-Mauldin, SC	11,916
Gulfport-Biloxi-Pascagoula, MS	14,407
Hagerstown-Martinsburg, MD-WV	10,552
Hammond, LA	9,895
Hanford-Corcoran, CA	15,843
Harrisburg-Carlisle, PA	13,162
Harrisonburg, VA	16,835
Hartford-West Hartford-East Hartford, CT	14,927
Hattiesburg, MS	11,319
Hickory-Lenoir-Morganton, NC	12,810
Hilton Head Island-Bluffton-Beaufort, SC	17,669
Hinesville, GA	13,295
Homosassa Springs, FL	9,836
Hot Springs, AR	11,757
Houma-Thibodaux, LA	11,068
Houston-The Woodlands-Sugar Land, TX	16,747
Huntington-Ashland, WV-KY-OH	12,785
Huntsville, AL	13,927
Idaho Falls, ID	8,159
Indianapolis-Carmel-Anderson, IN	16,060
Iowa City, IA	16,326
Ithaca, NY	12,093
Jackson, MI	15,338
Jackson, MS	14,623
Jackson, TN	12,567
Jacksonville, FL	16,547
Jacksonville, NC	14,830
Janesville-Beloit, WI	12,521
Jefferson City, MO	12,808
Johnson City, TN	21,003
Johnstown, PA	8,490
Jonesboro, AR	16,583
Joplin, MO	10,085
Kahului-Wailuku-Lahaina, HI	18,636
Kalamazoo-Portage, MI	14,279
Kankakee, IL	11,127
Kansas City, MO-KS	14,393
Kennewick-Richland, WA	14,505
Killeen-Temple, TX	12,439
Kingsport-Bristol-Bristol, TN-VA	12,074
Kingston, NY	11,214
Knoxville, TN	13,071
Kokomo, IN	11,554
La Crosse-Onalaska, WI-MN	9,981
Lafayette, LA	16,934
Lafayette-West Lafayette, IN	14,737
Lake Charles, LA	15,594
Lake Havasu City-Kingman, AZ	11,401

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	$
Lakeland-Winter Haven, FL	15,652
Lancaster, PA	13,840
Lansing-East Lansing, MI	11,362
Laredo, TX	16,230
Las Cruces, NM	11,789
Las Vegas-Henderson-Paradise, NV	15,286
Lawrence, KS	10,868
Lawton, OK	11,076
Lebanon, PA	9,432
Lewiston, ID-WA	9,907
Lewiston-Auburn, ME	12,667
Lexington-Fayette, KY	14,060
Lima, OH	11,087
Lincoln, NE	10,458
Little Rock-North Little Rock-Conway, AR	16,486
Logan, UT-ID	10,993
Longview, TX	20,476
Longview, WA	11,820
Los Angeles-Long Beach-Anaheim, CA	20,858
Louisville/Jefferson County, KY-IN	14,599
Lubbock, TX	14,684
Lynchburg, VA	12,428
Macon-Bibb County, GA	12,241
Madera, CA	10,947
Madison, WI	13,783
Manchester-Nashua, NH	17,503
Manhattan, KS	11,851
Mankato-North Mankato, MN	11,007
Mansfield, OH	13,245
McAllen-Edinburg-Mission, TX	12,572
Medford, OR	14,611
Memphis, TN-MS-AR	17,648
Merced, CA	15,785
Miami-Fort Lauderdale-West Palm Beach, FL	20,515
Michigan City-La Porte, IN	12,525
Midland, MI	18,298
Midland, TX	20,987
Milwaukee-Waukesha-West Allis, WI	11,582
Minneapolis-St. Paul-Bloomington, MN-WI	16,945
Missoula, MT	10,532
Mobile, AL	8,031
Modesto, CA	14,164
Monroe, LA	12,638
Monroe, MI	11,892
Montgomery, AL	11,980
Morgantown, WV	13,522
Morristown, TN	18,749
Mount Vernon-Anacortes, WA	14,876
Muncie, IN	9,488
Muskegon, MI	12,738
Myrtle-Conway-North Myrtle, SC-NC	11,222
Napa, CA	20,599
Naples-Immokalee-Marco Island, FL	22,249
Nashville-Davidson--Murfr.--Franklin, TN	12,985
New Bern, NC	10,375
New Haven-Milford, CT	16,691
New Orleans-Metairie, LA	18,869
New York-Newark-Jersey City, NY-NJ-PA	20,620
Niles-Benton Harbor, MI	11,226
North Port-Sarasota-Bradenton, FL	17,113
Norwich-New London, CT	15,093
Ocala, FL	15,398
Ocean City, NJ	14,433
Odessa, TX	23,353
Ogden-Clearfield, UT	8,423
Oklahoma City, OK	12,347
Olympia-Tumwater, WA	15,210
Omaha-Council Bluffs, NE-IA	11,974
Orlando-Kissimmee-Sanford, FL	18,553
Oshkosh-Neenah, WI	10,187
Owensboro, KY	16,366
Oxnard-Thousand Oaks-Ventura, CA	17,196
Palm Bay-Melbourne-Titusville, FL	15,506
Panama City, FL	12,616
Parkersburg-Vienna, WV	12,099
Pensacola-Ferry Pass-Brent, FL	18,899
Peoria, IL	13,143
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	15,085
Phoenix-Mesa-Scottsdale, AZ	16,766
Pine Bluff, AR	11,928
Pittsburgh, PA	14,696
Pittsfield, MA	12,907
Pocatello, ID	9,968
Portland-South Portland, ME	15,046
Portland-Vancouver-Hillsboro, OR-WA	18,504
Port St. Lucie, FL	16,226
Prescott, AZ	13,503
Providence-Warwick, RI-MA	15,037
Provo-Orem, UT	13,153
Pueblo, CO	12,504
Punta Gorda, FL	9,481
Racine, WI	12,464
Raleigh, NC	12,937
Rapid City, SD	16,592
Reading, PA	14,249
Redding, CA	16,008

Payroll per Employee per Metropolitan Area

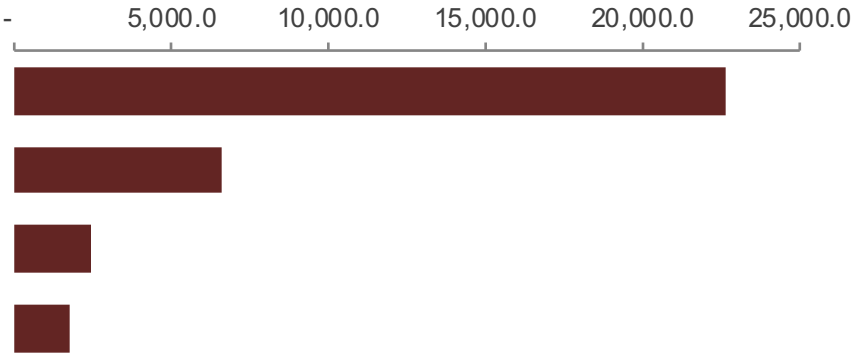
Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	$
Reno, NV	16,477
Richmond, VA	12,492
Riverside-San Bernardino-Ontario, CA	17,907
Roanoke, VA	11,708
Rochester, MN	12,871
Rochester, NY	13,585
Rockford, IL	11,860
Rocky Mount, NC	11,869
Rome, GA	16,199
Sacramento--Roseville--Arden-Arcade, CA	15,981
Saginaw, MI	13,473
St. Cloud, MN	12,547
St. George, UT	12,579
St. Joseph, MO-KS	12,868
St. Louis, MO-IL	13,031
Salem, OR	14,166
Salinas, CA	28,593
Salisbury, MD-DE	12,102
Salt Lake City, UT	15,472
San Angelo, TX	12,432
San Antonio-New Braunfels, TX	13,460
San Diego-Carlsbad, CA	18,516
San Francisco-Oakland-Hayward, CA	22,223
San Jose-Sunnyvale-Santa Clara, CA	21,872
San Luis Obispo-Paso Robles-Arroyo Gr., CA	15,160
Santa Cruz-Watsonville, CA	44,122
Santa Fe, NM	21,171
Santa Maria-Santa Barbara, CA	16,029
Santa Rosa, CA	17,693
Savannah, GA	17,847
Scranton--Wilkes-Barre--Hazleton, PA	13,594
Seattle-Tacoma-Bellevue, WA	20,254
Sebastian-Vero Beach, FL	15,023
Sebring, FL	17,794
Sheboygan, WI	11,022
Sherman-Denison, TX	17,182
Shreveport-Bossier City, LA	15,094
Sierra Vista-Douglas, AZ	11,170
Sioux City, IA-NE-SD	10,104
Sioux Falls, SD	12,333
South Bend-Mishawaka, IN-MI	13,811
Spartanburg, SC	11,334
Spokane-Spokane Valley, WA	16,029
Springfield, IL	13,872
Springfield, MA	13,038
Springfield, MO	10,494
Springfield, OH	9,139
State College, PA	12,490
Staunton-Waynesboro, VA	13,081
Stockton-Lodi, CA	14,003
Sumter, SC	11,649
Syracuse, NY	11,554
Tallahassee, FL	15,072
Tampa-St. Petersburg-Clearwater, FL	15,064
Terre Haute, IN	13,271
Texarkana, TX-AR	14,429
The Villages, FL	16,479
Toledo, OH	12,277
Topeka, KS	13,352
Trenton, NJ	13,811
Tucson, AZ	16,202
Tulsa, OK	13,641
Tuscaloosa, AL	14,165
Tyler, TX	12,111
Urban Honolulu, HI	19,492
Utica-Rome, NY	12,806
Valdosta, GA	14,536
Vallejo-Fairfield, CA	14,175
Victoria, TX	9,475
Vineland-Bridgeton, NJ	16,945
Virginia Beach-Norfolk-Newport, VA-NC	11,626
Visalia-Porterville, CA	12,994
Waco, TX	11,041
Walla Walla, WA	13,520
Warner Robins, GA	11,012
Washing.-Arling.-Alexan., DC-VA-MD-WV	16,818
Waterloo-Cedar Falls, IA	17,697
Watertown-Fort Drum, NY	22,074
Wausau, WI	8,721
Weirton-Steubenville, WV-OH	11,632
Wenatchee, WA	13,143
Wheeling, WV-OH	19,735
Wichita, KS	12,145
Wichita Falls, TX	9,303
Williamsport, PA	16,458
Wilmington, NC	12,715
Winchester, VA-WV	12,824
Winston-Salem, NC	10,502
Worcester, MA-CT	14,660
Yakima, WA	13,950
York-Hanover, PA	12,833
Youngstown-Warren-Boardman, OH-PA	10,579
Yuba City, CA	12,050
Yuma, AZ	14,581

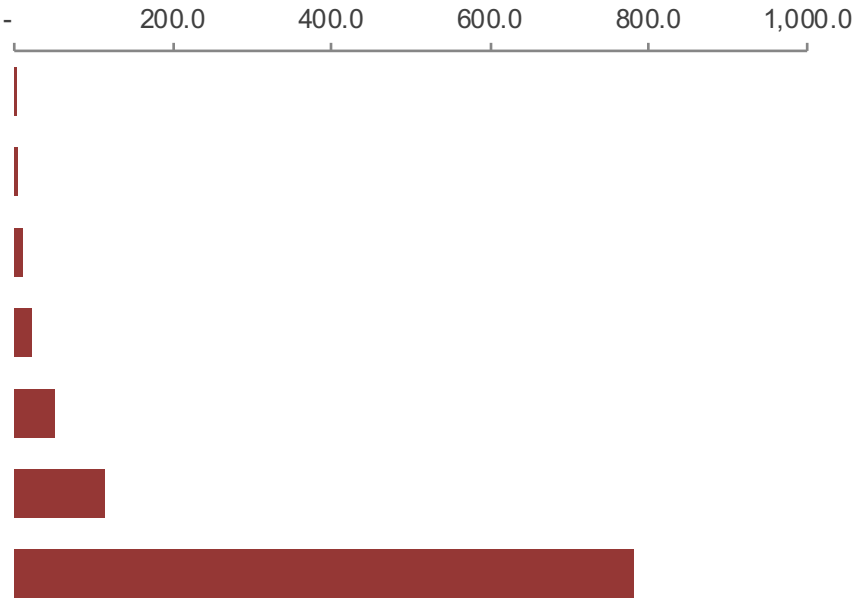
Employees per Company by Segments

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

Concentration Segments	
4 largest firms	22,674.0
Next 4 largest	6,584.1
Next 12 largest	2,479.5
Next 30 largest	1,738.5



Business Size (# employees)	
1-4	1.6
5-9	5.0
10-19	10.2
20-49	22.1
50-99	51.2
100-249	113.9
250+	781.3



Business Structure Segments	
C-corporations	54.7
S-corporations	12.2
Sole Proprietorships	14.2
Partnerships	20.3

Industry Average	23.4

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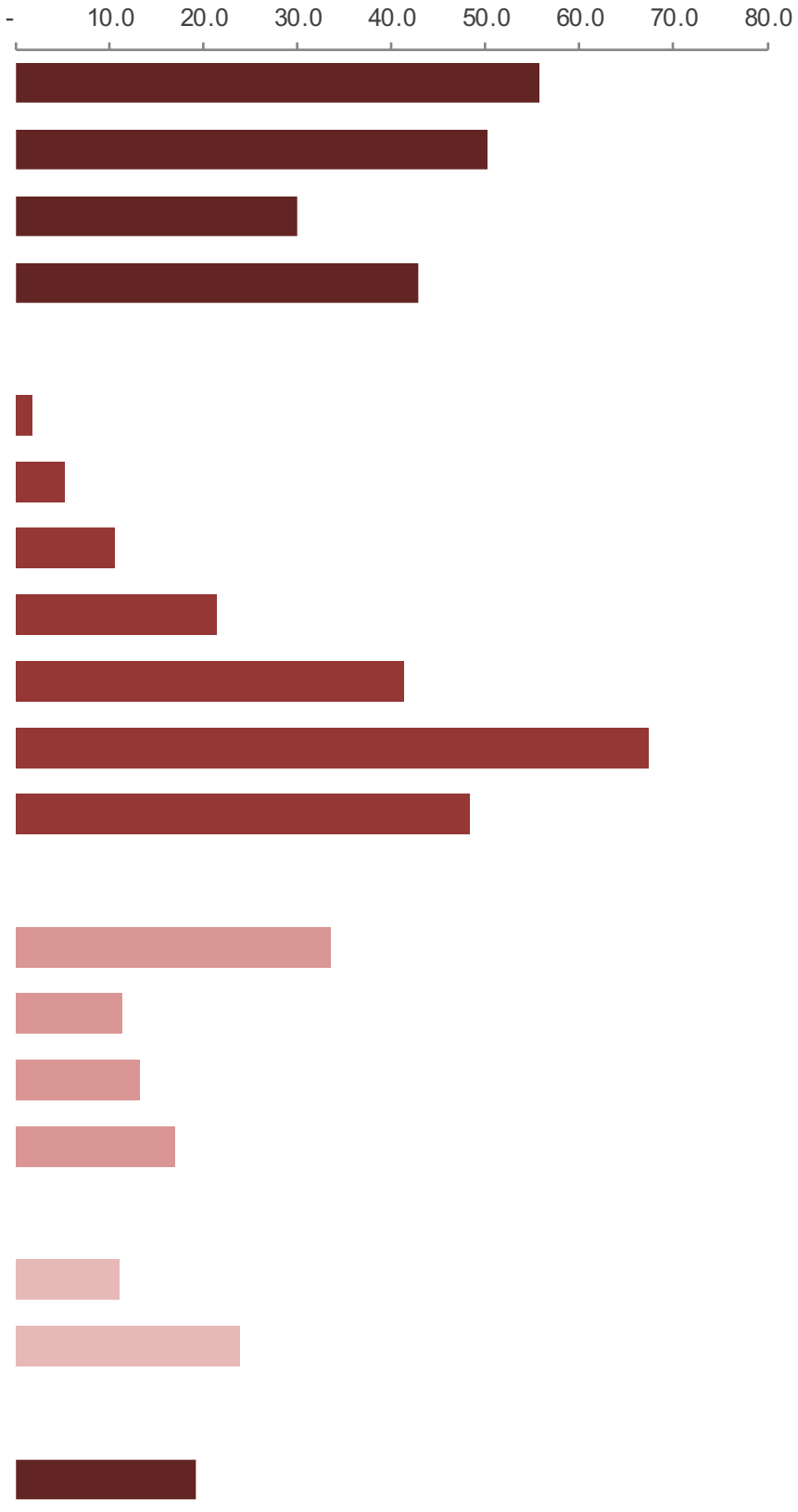
Employees per Location by Segments

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

Concentration Segments	
4 largest firms	55.7
Next 4 largest	50.0
Next 12 largest	29.9
Next 30 largest	42.8
Business Size (# employees)	
1-4	1.7
5-9	5.2
10-19	10.5
20-49	21.3
50-99	41.3
100-249	67.3
250+	48.3
Business Structure Segments	
C-corporations	33.5
S-corporations	11.3
Sole Proprietorships	13.2
Partnerships	16.9
Franchise Segments	
Franchisee-Owned	11.0
Franchisor-Owned	23.8
Industry Average	19.10



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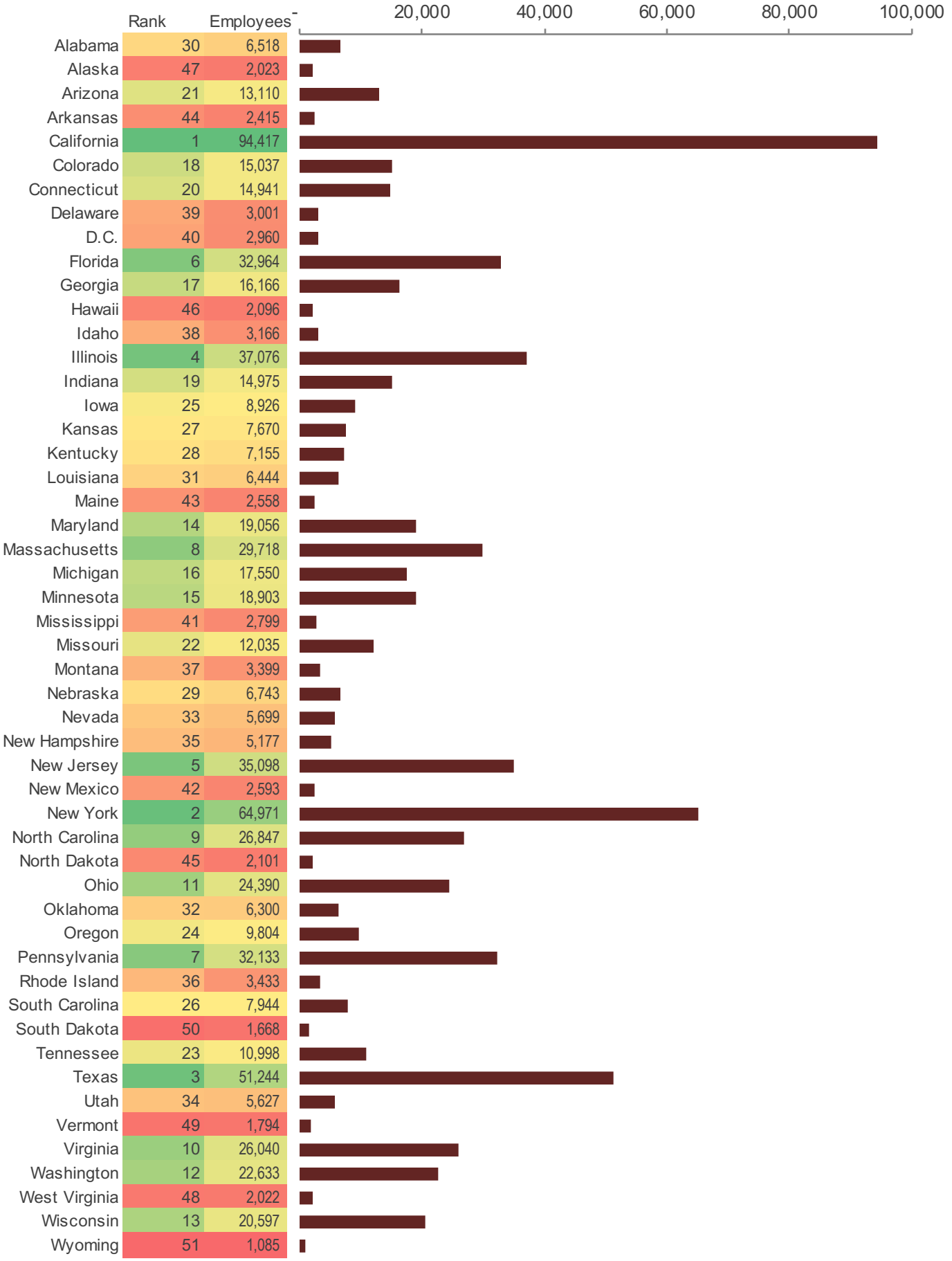
Total Employees by State

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



	Rank	Employees
Alabama	30	6,518
Alaska	47	2,023
Arizona	21	13,110
Arkansas	44	2,415
California	1	94,417
Colorado	18	15,037
Connecticut	20	14,941
Delaware	39	3,001
D.C.	40	2,960
Florida	6	32,964
Georgia	17	16,166
Hawaii	46	2,096
Idaho	38	3,166
Illinois	4	37,076
Indiana	19	14,975
Iowa	25	8,926
Kansas	27	7,670
Kentucky	28	7,155
Louisiana	31	6,444
Maine	43	2,558
Maryland	14	19,056
Massachusetts	8	29,718
Michigan	16	17,550
Minnesota	15	18,903
Mississippi	41	2,799
Missouri	22	12,035
Montana	37	3,399
Nebraska	29	6,743
Nevada	33	5,699
New Hampshire	35	5,177
New Jersey	5	35,098
New Mexico	42	2,593
New York	2	64,971
North Carolina	9	26,847
North Dakota	45	2,101
Ohio	11	24,390
Oklahoma	32	6,300
Oregon	24	9,804
Pennsylvania	7	32,133
Rhode Island	36	3,433
South Carolina	26	7,944
South Dakota	50	1,668
Tennessee	23	10,998
Texas	3	51,244
Utah	34	5,627
Vermont	49	1,794
Virginia	10	26,040
Washington	12	22,633
West Virginia	48	2,022
Wisconsin	13	20,597
Wyoming	51	1,085

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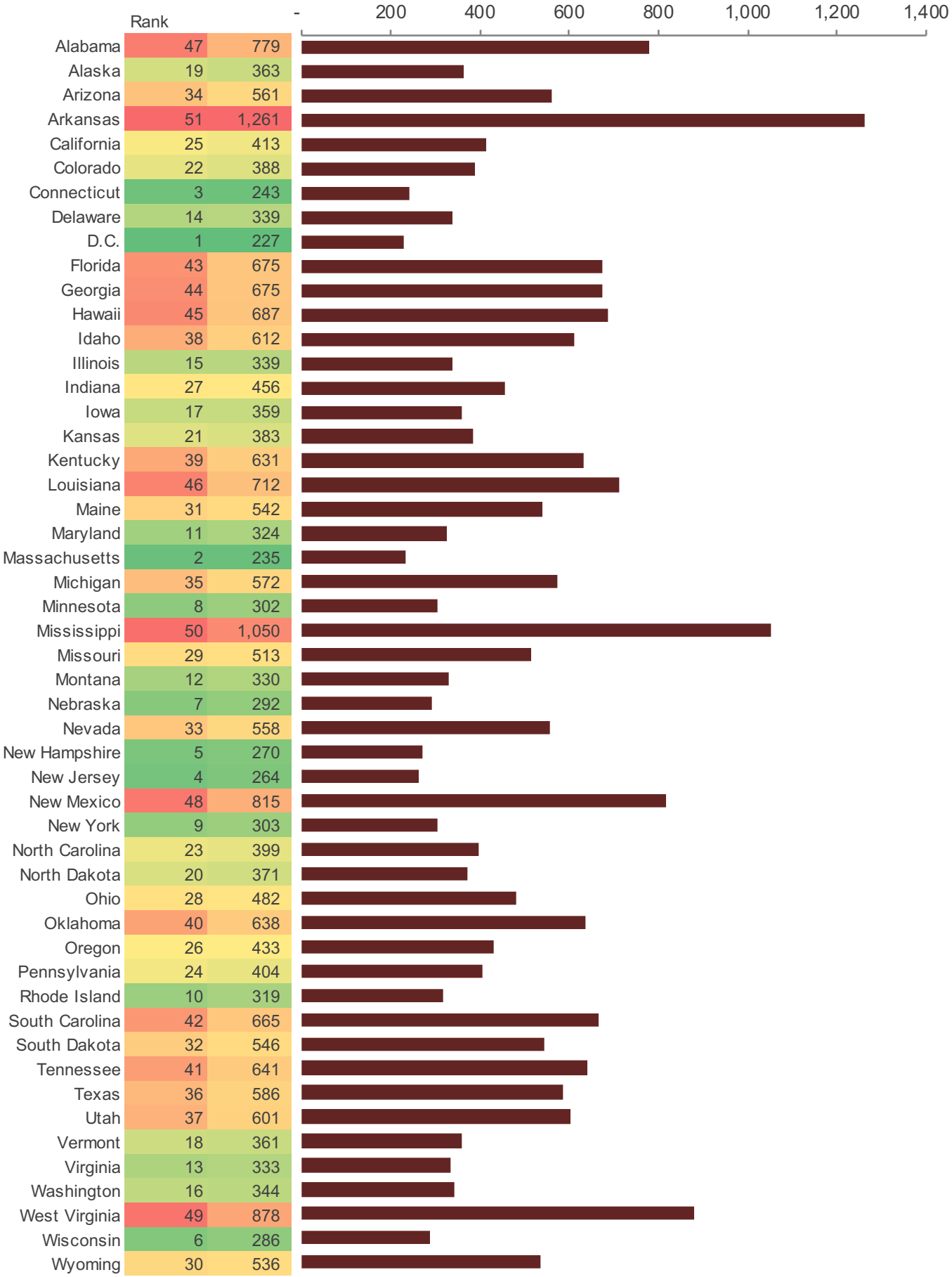
State Population to Every Industry Employee

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.



	Rank	
Alabama	47	779
Alaska	19	363
Arizona	34	561
Arkansas	51	1,261
California	25	413
Colorado	22	388
Connecticut	3	243
Delaware	14	339
D.C.	1	227
Florida	43	675
Georgia	44	675
Hawaii	45	687
Idaho	38	612
Illinois	15	339
Indiana	27	456
Iowa	17	359
Kansas	21	383
Kentucky	39	631
Louisiana	46	712
Maine	31	542
Maryland	11	324
Massachusetts	2	235
Michigan	35	572
Minnesota	8	302
Mississippi	50	1,050
Missouri	29	513
Montana	12	330
Nebraska	7	292
Nevada	33	558
New Hampshire	5	270
New Jersey	4	264
New Mexico	48	815
New York	9	303
North Carolina	23	399
North Dakota	20	371
Ohio	28	482
Oklahoma	40	638
Oregon	26	433
Pennsylvania	24	404
Rhode Island	10	319
South Carolina	42	665
South Dakota	32	546
Tennessee	41	641
Texas	36	586
Utah	37	601
Vermont	18	361
Virginia	13	333
Washington	16	344
West Virginia	49	878
Wisconsin	6	286
Wyoming	30	536

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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	#
Abilene, TX	182
Akron, OH	930
Albany, GA	240
Albany, OR	77
Albany-Schenectady-Troy, NY	3,532
Albuquerque, NM	1,862
Alexandria, LA	95
Allentown-Bethlehem-Easton, PA-NJ	1,244
Altoona, PA	301
Amarillo, TX	399
Ames, IA	284
Anchorage, AK	1,292
Ann Arbor, MI	1,299
Anniston-Oxford-Jacksonville, AL	25
Appleton, WI	1,544
Asheville, NC	1,032
Athens-Clarke County, GA	571
Atlanta-Sandy Springs-Roswell, GA	11,845
Atlantic City-Hammonton, NJ	683
Auburn-Opelika, AL	120
Augusta-Richmond County, GA-SC	1,312
Austin-Round Rock, TX	6,942
Bakersfield, CA	950
Baltimore-Columbia-Towson, MD	10,301
Bangor, ME	276
Barnstable Town, MA	666
Baton Rouge, LA	1,832
Battle Creek, MI	216
Bay City, MI	196
Beaumont-Port Arthur, TX	518
Beckley, WV	137
Bellingham, WA	758
Bend-Redmond, OR	478
Billings, MT	748
Binghamton, NY	528
Birmingham-Hoover, AL	2,791
Bismarck, ND	580
Blacksburg-Christiansburg-Radford, VA	188
Bloomington, IL	1,048
Bloomington, IN	684
Bloomsburg-Berwick, PA	138
Boise City, ID	1,448
Boston-Cambridge-Newton, MA-NH	24,396
Boulder, CO	1,752
Bowling Green, KY	265
Bremerton-Silverdale, WA	841
Bridgeport-Stamford-Norwalk, CT	6,553
Brownsville-Harlingen, TX	310

Metropolitan Statistical Area	#
Brunswick, GA	39
Buffalo-Cheektowaga-Niagara Falls, NY	2,719
Burlington, NC	417
Burlington-South Burlington, VT	1,219
California-Lexington Park, MD	197
Canton-Massillon, OH	1,179
Cape Coral-Fort Myers, FL	788
Cape Girardeau, MO-IL	32
Carbondale-Marion, IL	130
Carson City, NV	83
Casper, WY	255
Cedar Rapids, IA	1,005
Chambersburg-Waynesboro, PA	249
Champaign-Urbana, IL	274
Charleston, WV	360
Charleston-North Charleston, SC	1,373
Charlotte-Concord-Gastonia, NC-SC	9,183
Charlottesville, VA	611
Chattanooga, TN-GA	1,358
Cheyenne, WY	273
Chicago-Naperville-Elgin, IL-IN-WI	30,247
Chico, CA	483
Cincinnati, OH-KY-IN	6,129
Clarksville, TN-KY	332
Cleveland, TN	273
Cleveland-Elyria, OH	4,095
Coeur d'Alene, ID	280
College Station-Bryan, TX	614
Colorado Springs, CO	1,662
Columbia, MO	464
Columbia, SC	1,144
Columbus, GA-AL	323
Columbus, IN	215
Columbus, OH	5,506
Corpus Christi, TX	674
Corvallis, OR	261
Crestview-Fort Walton Beach-Destin, FL	244
Cumberland, MD-WV	62
Dallas-Fort Worth-Arlington, TX	14,714
Dalton, GA	142
Danville, IL	134
Daphne-Fairhope-Foley, AL	294
Davenport-Moline-Rock Island, IA-IL	1,240
Dayton, OH	1,929
Decatur, AL	120
Decatur, IL	331
Deltona-Daytona Beach-Ormond, FL	1,039
Denver-Aurora-Lakewood, CO	8,745

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	#
Des Moines-West Des Moines, IA	3,045
Detroit-Warren-Dearborn, MI	8,619
Dothan, AL	47
Dover, DE	356
Dubuque, IA	277
Duluth, MN-WI	766
Durham-Chapel Hill, NC	1,575
East Stroudsburg, PA	224
Eau Claire, WI	814
El Centro, CA	125
Elizabethtown-Fort Knox, KY	130
Elkhart-Goshen, IN	144
Elmira, NY	249
El Paso, TX	949
Enid, OK	139
Erie, PA	1,061
Eugene, OR	815
Evansville, IN-KY	1,026
Fairbanks, AK	177
Fargo, ND-MN	1,032
Farmington, NM	85
Fayetteville, NC	525
Fayetteville-Springdale-Rogers, AR-MO	665
Flagstaff, AZ	390
Flint, MI	179
Florence, SC	386
Florence-Muscle Shoals, AL	223
Fond du Lac, WI	298
Fort Collins, CO	1,144
Fort Smith, AR-OK	110
Fort Wayne, IN	1,510
Fresno, CA	1,409
Gadsden, AL	121
Gainesville, FL	680
Gainesville, GA	476
Gettysburg, PA	18
Glens Falls, NY	366
Goldsboro, NC	197
Grand Forks, ND-MN	226
Grand Island, NE	39
Grand Junction, CO	265
Grand Rapids-Wyoming, MI	2,611
Grants Pass, OR	303
Great Falls, MT	150
Greeley, CO	220
Green Bay, WI	1,482
Greensboro-High Point, NC	2,029
Greenville, NC	368
Greenville-Anderson-Mauldin, SC	2,022
Gulfport-Biloxi-Pascagoula, MS	435
Hagerstown-Martinsburg, MD-WV	563
Hammond, LA	264
Hanford-Corcoran, CA	157
Harrisburg-Carlisle, PA	1,127
Harrisonburg, VA	336
Hartford-West Hartford-East Hartford, CT	4,825
Hattiesburg, MS	316
Hickory-Lenoir-Morganton, NC	375
Hilton Head Island-Bluffton-Beaufort, SC	447
Hinesville, GA	160
Homosassa Springs, FL	43
Hot Springs, AR	143
Houma-Thibodaux, LA	240
Houston-The Woodlands-Sugar Land, TX	15,160
Huntington-Ashland, WV-KY-OH	504
Huntsville, AL	903
Idaho Falls, ID	460
Indianapolis-Carmel-Anderson, IN	4,973
Iowa City, IA	438
Ithaca, NY	261
Jackson, MI	98
Jackson, MS	874
Jackson, TN	184
Jacksonville, FL	2,407
Jacksonville, NC	218
Janesville-Beloit, WI	472
Jefferson City, MO	339
Johnson City, TN	110
Johnstown, PA	159
Jonesboro, AR	105
Joplin, MO	410
Kahului-Wailuku-Lahaina, HI	275
Kalamazoo-Portage, MI	729
Kankakee, IL	292
Kansas City, MO-KS	5,735
Kennewick-Richland, WA	818
Killeen-Temple, TX	604
Kingsport-Bristol-Bristol, TN-VA	505
Kingston, NY	548
Knoxville, TN	1,724
Kokomo, IN	246
La Crosse-Onalaska, WI-MN	934
Lafayette, LA	673
Lafayette-West Lafayette, IN	458
Lake Charles, LA	104
Lake Havasu City-Kingman, AZ	245

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	#
Lakeland-Winter Haven, FL	540
Lancaster, PA	1,542
Lansing-East Lansing, MI	1,051
Laredo, TX	327
Las Cruces, NM	127
Las Vegas-Henderson-Paradise, NV	4,358
Lawrence, KS	318
Lawton, OK	95
Lebanon, PA	268
Lewiston, ID-WA	73
Lewiston-Auburn, ME	154
Lexington-Fayette, KY	1,358
Lima, OH	197
Lincoln, NE	1,218
Little Rock-North Little Rock-Conway, AR	1,045
Logan, UT-ID	363
Longview, TX	176
Longview, WA	78
Los Angeles-Long Beach-Anaheim, CA	30,783
Louisville/Jefferson County, KY-IN	3,174
Lubbock, TX	751
Lynchburg, VA	522
Macon-Bibb County, GA	135
Madera, CA	94
Madison, WI	2,866
Manchester-Nashua, NH	1,573
Manhattan, KS	119
Mankato-North Mankato, MN	366
Mansfield, OH	227
McAllen-Edinburg-Mission, TX	416
Medford, OR	430
Memphis, TN-MS-AR	2,184
Merced, CA	278
Miami-Fort Lauderdale-West Palm Beach, FL	10,409
Michigan City-La Porte, IN	258
Midland, MI	124
Midland, TX	389
Milwaukee-Waukesha-West Allis, WI	6,851
Minneapolis-St. Paul-Bloomington, MN-WI	15,242
Missoula, MT	771
Mobile, AL	489
Modesto, CA	819
Monroe, LA	184
Monroe, MI	127
Montgomery, AL	756
Morgantown, WV	171
Morristown, TN	18
Mount Vernon-Anacortes, WA	386

Metropolitan Statistical Area	#
Muncie, IN	187
Muskegon, MI	180
Myrtle-Conway-North Myrtle, SC-NC	428
Napa, CA	439
Naples-Immokalee-Marco Island, FL	799
Nashville-Davidson--Murfr.--Franklin, TN	4,329
New Bern, NC	202
New Haven-Milford, CT	2,705
New Orleans-Metairie, LA	2,438
New York-Newark-Jersey City, NY-NJ-PA	75,432
Niles-Benton Harbor, MI	467
North Port-Sarasota-Bradenton, FL	1,917
Norwich-New London, CT	412
Ocala, FL	193
Ocean City, NJ	224
Odessa, TX	223
Ogden-Clearfield, UT	1,286
Oklahoma City, OK	3,103
Olympia-Tumwater, WA	723
Omaha-Council Bluffs, NE-IA	3,548
Orlando-Kissimmee-Sanford, FL	4,823
Oshkosh-Neenah, WI	1,015
Owensboro, KY	229
Oxnard-Thousand Oaks-Ventura, CA	2,151
Palm Bay-Melbourne-Titusville, FL	574
Panama City, FL	144
Parkersburg-Vienna, WV	205
Pensacola-Ferry Pass-Brent, FL	373
Peoria, IL	790
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	21,581
Phoenix-Mesa-Scottsdale, AZ	9,815
Pine Bluff, AR	137
Pittsburgh, PA	5,288
Pittsfield, MA	167
Pocatello, ID	168
Portland-South Portland, ME	1,178
Portland-Vancouver-Hillsboro, OR-WA	6,386
Port St. Lucie, FL	598
Prescott, AZ	397
Providence-Warwick, RI-MA	5,861
Provo-Orem, UT	649
Pueblo, CO	304
Punta Gorda, FL	190
Racine, WI	173
Raleigh, NC	6,297
Rapid City, SD	285
Reading, PA	917
Redding, CA	250

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	#
Reno, NV	1,005
Richmond, VA	5,599
Riverside-San Bernardino-Ontario, CA	6,607
Roanoke, VA	610
Rochester, MN	681
Rochester, NY	3,911
Rockford, IL	1,049
Rocky Mount, NC	197
Rome, GA	52
Sacramento--Roseville--Arden-Arcade, CA	5,788
Saginaw, MI	256
St. Cloud, MN	483
St. George, UT	293
St. Joseph, MO-KS	240
St. Louis, MO-IL	8,461
Salem, OR	1,002
Salinas, CA	620
Salisbury, MD-DE	752
Salt Lake City, UT	2,664
San Angelo, TX	247
San Antonio-New Braunfels, TX	4,759
San Diego-Carlsbad, CA	11,709
San Francisco-Oakland-Hayward, CA	16,302
San Jose-Sunnyvale-Santa Clara, CA	7,285
San Luis Obispo-Paso Robles-Arroyo Gr., CA	857
Santa Cruz-Watsonville, CA	1,058
Santa Fe, NM	162
Santa Maria-Santa Barbara, CA	1,090
Santa Rosa, CA	1,550
Savannah, GA	316
Scranton--Wilkes-Barre--Hazleton, PA	1,069
Seattle-Tacoma-Bellevue, WA	15,163
Sebastian-Vero Beach, FL	255
Sebring, FL	95
Sheboygan, WI	492
Sherman-Denison, TX	103
Shreveport-Bossier City, LA	424
Sierra Vista-Douglas, AZ	84
Sioux City, IA-NE-SD	387
Sioux Falls, SD	915
South Bend-Mishawaka, IN-MI	661
Spartanburg, SC	446
Spokane-Spokane Valley, WA	1,554
Springfield, IL	581
Springfield, MA	1,651
Springfield, MO	692
Springfield, OH	159
State College, PA	495
Staunton-Waynesboro, VA	249
Stockton-Lodi, CA	1,004
Sumter, SC	198
Syracuse, NY	2,102
Tallahassee, FL	566
Tampa-St. Petersburg-Clearwater, FL	5,922
Terre Haute, IN	209
Texarkana, TX-AR	143
The Villages, FL	83
Toledo, OH	2,094
Topeka, KS	415
Trenton, NJ	2,177
Tucson, AZ	2,164
Tulsa, OK	2,048
Tuscaloosa, AL	146
Tyler, TX	261
Urban Honolulu, HI	1,625
Utica-Rome, NY	318
Valdosta, GA	164
Vallejo-Fairfield, CA	942
Victoria, TX	141
Vineland-Bridgeton, NJ	124
Virginia Beach-Norfolk-Newport, VA-NC	4,756
Visalia-Porterville, CA	388
Waco, TX	967
Walla Walla, WA	163
Warner Robins, GA	127
Washing.-Arling.-Alexan., DC-VA-MD-WV	22,022
Waterloo-Cedar Falls, IA	401
Watertown-Fort Drum, NY	32
Wausau, WI	581
Weirton-Steubenville, WV-OH	57
Wenatchee, WA	350
Wheeling, WV-OH	155
Wichita, KS	1,894
Wichita Falls, TX	102
Williamsport, PA	33
Wilmington, NC	878
Winchester, VA-WV	359
Winston-Salem, NC	1,875
Worcester, MA-CT	2,356
Yakima, WA	285
York-Hanover, PA	1,398
Youngstown-Warren-Boardman, OH-PA	730
Yuba City, CA	291
Yuma, AZ	79

Locations per Company by Segments

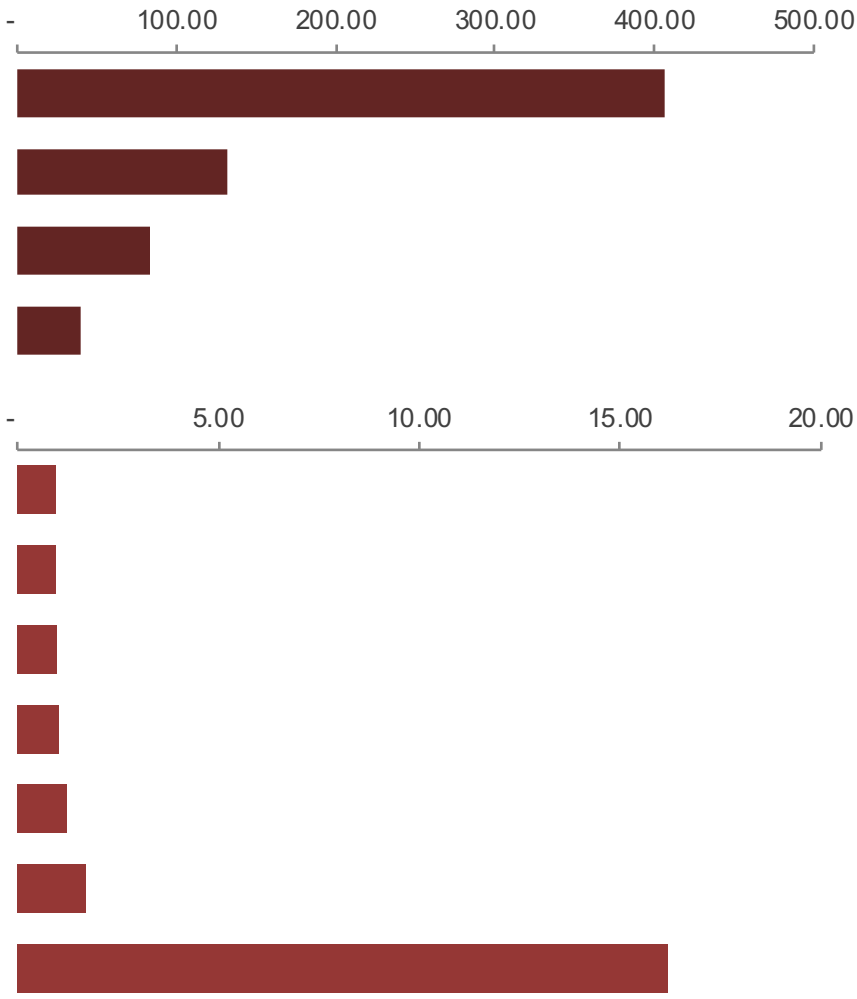
Below is the average locations per company for industry segmentations including concentration, business size by employees, and business structure.

Concentration Segments	
4 largest firms	407.15
Next 4 largest	131.57
Next 12 largest	82.83
Next 30 largest	40.61

Business Size (# employees)	
1-4	0.95
5-9	0.96
10-19	0.97
20-49	1.04
50-99	1.24
100-249	1.69
250+	16.18

Business Structure Segments	
C-corporations	1.64
S-corporations	1.08
Sole Proprietorships	1.07
Partnerships	1.20

Industry Average	1.23



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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	#
Abilene, TX	20
Akron, OH	84
Albany, GA	10
Albany, OR	12
Albany-Schenectady-Troy, NY	117
Albuquerque, NM	104
Alexandria, LA	12
Allentown-Bethlehem-Easton, PA-NJ	103
Altoona, PA	13
Amarillo, TX	22
Ames, IA	18
Anchorage, AK	57
Ann Arbor, MI	55
Anniston-Oxford-Jacksonville, AL	7
Appleton, WI	32
Asheville, NC	66
Athens-Clarke County, GA	35
Atlanta-Sandy Springs-Roswell, GA	814
Atlantic City-Hammonton, NJ	36
Auburn-Opelika, AL	10
Augusta-Richmond County, GA-SC	56
Austin-Round Rock, TX	344
Bakersfield, CA	62
Baltimore-Columbia-Towson, MD	414
Bangor, ME	17
Barnstable Town, MA	52
Baton Rouge, LA	103
Battle Creek, MI	10
Bay City, MI	8
Beaumont-Port Arthur, TX	36
Beckley, WV	7
Bellingham, WA	42
Bend-Redmond, OR	40
Billings, MT	43
Binghamton, NY	29
Birmingham-Hoover, AL	136
Bismarck, ND	18
Blacksburg-Christiansburg-Radford, VA	22
Bloomington, IL	27
Bloomington, IN	20
Bloomsburg-Berwick, PA	13
Boise City, ID	86
Boston-Cambridge-Newton, MA-NH	1,117
Boulder, CO	75
Bowling Green, KY	19
Bremerton-Silverdale, WA	32
Bridgeport-Stamford-Norwalk, CT	260
Brownsville-Harlingen, TX	22

Metropolitan Statistical Area	#
Brunswick, GA	9
Buffalo-Cheektowaga-Niagara Falls, NY	168
Burlington, NC	17
Burlington-South Burlington, VT	41
California-Lexington Park, MD	8
Canton-Massillon, OH	35
Cape Coral-Fort Myers, FL	66
Cape Girardeau, MO-IL	7
Carbondale-Marion, IL	13
Carson City, NV	8
Casper, WY	19
Cedar Rapids, IA	32
Chambersburg-Waynesboro, PA	20
Champaign-Urbana, IL	29
Charleston, WV	25
Charleston-North Charleston, SC	107
Charlotte-Concord-Gastonia, NC-SC	465
Charlottesville, VA	41
Chattanooga, TN-GA	72
Cheyenne, WY	10
Chicago-Naperville-Elgin, IL-IN-WI	1,340
Chico, CA	23
Cincinnati, OH-KY-IN	296
Clarksville, TN-KY	28
Cleveland, TN	8
Cleveland-Elyria, OH	261
Coeur d'Alene, ID	28
College Station-Bryan, TX	31
Colorado Springs, CO	84
Columbia, MO	36
Columbia, SC	84
Columbus, GA-AL	23
Columbus, IN	12
Columbus, OH	270
Corpus Christi, TX	41
Corvallis, OR	15
Crestview-Fort Walton Beach-Destin, FL	36
Cumberland, MD-WV	6
Dallas-Fort Worth-Arlington, TX	812
Dalton, GA	4
Danville, IL	9
Daphne-Fairhope-Foley, AL	24
Davenport-Moline-Rock Island, IA-IL	45
Dayton, OH	103
Decatur, AL	8
Decatur, IL	13
Deltona-Daytona Beach-Ormond, FL	74
Denver-Aurora-Lakewood, CO	501

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	#
Des Moines-West Des Moines, IA	112
Detroit-Warren-Dearborn, MI	461
Dothan, AL	11
Dover, DE	15
Dubuque, IA	17
Duluth, MN-WI	39
Durham-Chapel Hill, NC	91
East Stroudsburg, PA	14
Eau Claire, WI	23
El Centro, CA	10
Elizabethtown-Fort Knox, KY	17
Elkhart-Goshen, IN	17
Elmira, NY	11
El Paso, TX	84
Enid, OK	11
Erie, PA	33
Eugene, OR	44
Evansville, IN-KY	39
Fairbanks, AK	17
Fargo, ND-MN	40
Farmington, NM	8
Fayetteville, NC	31
Fayetteville-Springdale-Rogers, AR-MO	53
Flagstaff, AZ	19
Flint, MI	27
Florence, SC	14
Florence-Muscle Shoals, AL	18
Fond du Lac, WI	13
Fort Collins, CO	72
Fort Smith, AR-OK	21
Fort Wayne, IN	51
Fresno, CA	84
Gadsden, AL	9
Gainesville, FL	39
Gainesville, GA	13
Gettysburg, PA	4
Glens Falls, NY	15
Goldsboro, NC	13
Grand Forks, ND-MN	10
Grand Island, NE	11
Grand Junction, CO	12
Grand Rapids-Wyoming, MI	114
Grants Pass, OR	9
Great Falls, MT	11
Greeley, CO	24
Green Bay, WI	44
Greensboro-High Point, NC	95
Greenville, NC	22
Greenville-Anderson-Mauldin, SC	124
Gulfport-Biloxi-Pascagoula, MS	46
Hagerstown-Martinsburg, MD-WV	24
Hammond, LA	12
Hanford-Corcoran, CA	8
Harrisburg-Carlisle, PA	74
Harrisonburg, VA	11
Hartford-West Hartford-East Hartford, CT	211
Hattiesburg, MS	19
Hickory-Lenoir-Morganton, NC	27
Hilton Head Island-Bluffton-Beaufort, SC	35
Hinesville, GA	1
Homosassa Springs, FL	8
Hot Springs, AR	7
Houma-Thibodaux, LA	24
Houston-The Woodlands-Sugar Land, TX	722
Huntington-Ashland, WV-KY-OH	25
Huntsville, AL	71
Idaho Falls, ID	6
Indianapolis-Carmel-Anderson, IN	271
Iowa City, IA	19
Ithaca, NY	19
Jackson, MI	14
Jackson, MS	66
Jackson, TN	14
Jacksonville, FL	176
Jacksonville, NC	13
Janesville-Beloit, WI	20
Jefferson City, MO	19
Johnson City, TN	10
Johnstown, PA	12
Jonesboro, AR	9
Joplin, MO	12
Kahului-Wailuku-Lahaina, HI	24
Kalamazoo-Portage, MI	34
Kankakee, IL	13
Kansas City, MO-KS	292
Kennewick-Richland, WA	39
Killeen-Temple, TX	36
Kingsport-Bristol-Bristol, TN-VA	34
Kingston, NY	30
Knoxville, TN	94
Kokomo, IN	10
La Crosse-Onalaska, WI-MN	27
Lafayette, LA	64
Lafayette-West Lafayette, IN	19
Lake Charles, LA	19
Lake Havasu City-Kingman, AZ	17

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	#
Lakeland-Winter Haven, FL	42
Lancaster, PA	57
Lansing-East Lansing, MI	35
Laredo, TX	20
Las Cruces, NM	15
Las Vegas-Henderson-Paradise, NV	198
Lawrence, KS	15
Lawton, OK	8
Lebanon, PA	11
Lewiston, ID-WA	7
Lewiston-Auburn, ME	12
Lexington-Fayette, KY	73
Lima, OH	11
Lincoln, NE	49
Little Rock-North Little Rock-Conway, AR	70
Logan, UT-ID	14
Longview, TX	19
Longview, WA	14
Los Angeles-Long Beach-Anaheim, CA	1,657
Louisville/Jefferson County, KY-IN	146
Lubbock, TX	32
Lynchburg, VA	29
Macon-Bibb County, GA	19
Madera, CA	9
Madison, WI	138
Manchester-Nashua, NH	85
Manhattan, KS	8
Mankato-North Mankato, MN	14
Mansfield, OH	13
McAllen-Edinburg-Mission, TX	35
Medford, OR	36
Memphis, TN-MS-AR	127
Merced, CA	25
Miami-Fort Lauderdale-West Palm Beach, FL	838
Michigan City-La Porte, IN	12
Midland, MI	8
Midland, TX	18
Milwaukee-Waukesha-West Allis, WI	242
Minneapolis-St. Paul-Bloomington, MN-WI	617
Missoula, MT	25
Mobile, AL	35
Modesto, CA	57
Monroe, LA	18
Monroe, MI	9
Montgomery, AL	41
Morgantown, WV	21
Morristown, TN	6
Mount Vernon-Anacortes, WA	14
Muncie, IN	10
Muskegon, MI	11
Myrtle-Conway-North Myrtle, SC-NC	44
Napa, CA	27
Naples-Immokalee-Marco Island, FL	54
Nashville-Davidson--Murfr.--Franklin, TN	255
New Bern, NC	10
New Haven-Milford, CT	129
New Orleans-Metairie, LA	166
New York-Newark-Jersey City, NY-NJ-PA	3,419
Niles-Benton Harbor, MI	14
North Port-Sarasota-Bradenton, FL	102
Norwich-New London, CT	34
Ocala, FL	18
Ocean City, NJ	19
Odessa, TX	17
Ogden-Clearfield, UT	49
Oklahoma City, OK	170
Olympia-Tumwater, WA	31
Omaha-Council Bluffs, NE-IA	159
Orlando-Kissimmee-Sanford, FL	286
Oshkosh-Neenah, WI	23
Owensboro, KY	13
Oxnard-Thousand Oaks-Ventura, CA	112
Palm Bay-Melbourne-Titusville, FL	60
Panama City, FL	21
Parkersburg-Vienna, WV	12
Pensacola-Ferry Pass-Brent, FL	50
Peoria, IL	41
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,006
Phoenix-Mesa-Scottsdale, AZ	493
Pine Bluff, AR	2
Pittsburgh, PA	348
Pittsfield, MA	14
Pocatello, ID	7
Portland-South Portland, ME	85
Portland-Vancouver-Hillsboro, OR-WA	337
Port St. Lucie, FL	50
Prescott, AZ	27
Providence-Warwick, RI-MA	263
Provo-Orem, UT	49
Pueblo, CO	13
Punta Gorda, FL	15
Racine, WI	13
Raleigh, NC	243
Rapid City, SD	22
Reading, PA	56
Redding, CA	23

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	#
Reno, NV	74
Richmond, VA	187
Riverside-San Bernardino-Ontario, CA	357
Roanoke, VA	45
Rochester, MN	24
Rochester, NY	139
Rockford, IL	40
Rocky Mount, NC	8
Rome, GA	10
Sacramento--Roseville--Arden-Arcade, CA	299
Saginaw, MI	18
St. Cloud, MN	35
St. George, UT	23
St. Joseph, MO-KS	10
St. Louis, MO-IL	381
Salem, OR	59
Salinas, CA	38
Salisbury, MD-DE	60
Salt Lake City, UT	129
San Angelo, TX	11
San Antonio-New Braunfels, TX	230
San Diego-Carlsbad, CA	458
San Francisco-Oakland-Hayward, CA	768
San Jose-Sunnyvale-Santa Clara, CA	331
San Luis Obispo-Paso Robles-Arroyo Gr., CA	50
Santa Cruz-Watsonville, CA	41
Santa Fe, NM	29
Santa Maria-Santa Barbara, CA	77
Santa Rosa, CA	85
Savannah, GA	33
Scranton--Wilkes-Barre--Hazleton, PA	61
Seattle-Tacoma-Bellevue, WA	596
Sebastian-Vero Beach, FL	19
Sebring, FL	10
Sheboygan, WI	12
Sherman-Denison, TX	10
Shreveport-Bossier City, LA	54
Sierra Vista-Douglas, AZ	8
Sioux City, IA-NE-SD	20
Sioux Falls, SD	64
South Bend-Mishawaka, IN-MI	42
Spartanburg, SC	34
Spokane-Spokane Valley, WA	74
Springfield, IL	30
Springfield, MA	75
Springfield, MO	49
Springfield, OH	10
State College, PA	30
Staunton-Waynesboro, VA	15
Stockton-Lodi, CA	56
Sumter, SC	4
Syracuse, NY	84
Tallahassee, FL	41
Tampa-St. Petersburg-Clearwater, FL	393
Terre Haute, IN	13
Texarkana, TX-AR	11
The Villages, FL	7
Toledo, OH	65
Topeka, KS	27
Trenton, NJ	73
Tucson, AZ	134
Tulsa, OK	108
Tuscaloosa, AL	18
Tyler, TX	21
Urban Honolulu, HI	52
Utica-Rome, NY	34
Valdosta, GA	13
Vallejo-Fairfield, CA	52
Victoria, TX	11
Vineland-Bridgeton, NJ	13
Virginia Beach-Norfolk-Newport, VA-NC	222
Visalia-Porterville, CA	25
Waco, TX	25
Walla Walla, WA	6
Warner Robins, GA	11
Washing.-Arling.-Alexan., DC-VA-MD-WV	987
Waterloo-Cedar Falls, IA	20
Watertown-Fort Drum, NY	4
Wausau, WI	18
Weirton-Steubenville, WV-OH	8
Wenatchee, WA	19
Wheeling, WV-OH	13
Wichita, KS	56
Wichita Falls, TX	9
Williamsport, PA	6
Wilmington, NC	43
Winchester, VA-WV	18
Winston-Salem, NC	86
Worcester, MA-CT	123
Yakima, WA	21
York-Hanover, PA	53
Youngstown-Warren-Boardman, OH-PA	48
Yuba City, CA	11
Yuma, AZ	14

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