

# Kentley Insights

## 2023 Market Research Report

### Health Clubs

August 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/data/>.

## 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

## 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.

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### 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.

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### 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.

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### Overall Industry Growth Forecast

Given the macroeconomic climate and industry dynamics, the forecasted industry revenue growth rate for the next 5 years is 3.4% per year for the Health Clubs industry.

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### 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.

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### 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.

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### 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.

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### 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.

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### Sales per Location

For the industry, Hawaii has the highest sales per location at \$1.5 million, which is 95% higher than the U.S. average of \$.9 million in sales per location.

## Industry Snapshot - Costs, Capital & Profit

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

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### Operating Expenses

In 2022, the operating expenses as a percent of revenue for the Health Clubs industry was 92.3%, and over the past 3 years total operating expenses for the industry grew at 2.9% per year.

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### 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.

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### Employee Productivity

For the Health Clubs industry, in 2022 the sales per employee grew 12.9% over 2021 to \$47,729, which ranks the industry in the bottom 20% of service industries.

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### Profitability

59.8% of Companies in the Health Clubs industry are profitable, with an average net income of 11.8% of revenue, which ranks the industry in the top 60% of service industries.

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### Payroll per Employee

In 2022, payroll per employee equaled \$16,010 for the industry, which ranks it in the bottom 20% of service industries. Payroll per employee has grown at an annual rate of 1.2% over the past 3 years.

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### Payroll by State

D.C. is the highest paying state in the Health Clubs industry, with a payroll per employee of \$20,222, which is 26.3% higher than the U.S. average.

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### 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.

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### Top Jobs

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

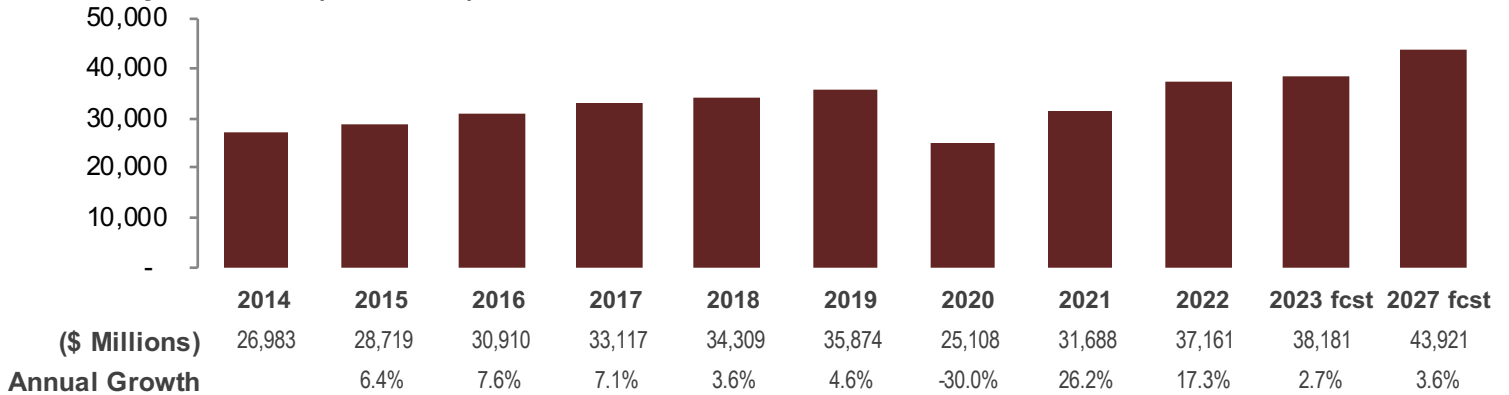
# **Section One**

## **Revenue & Growth Analysis**

## Industry Growth Details

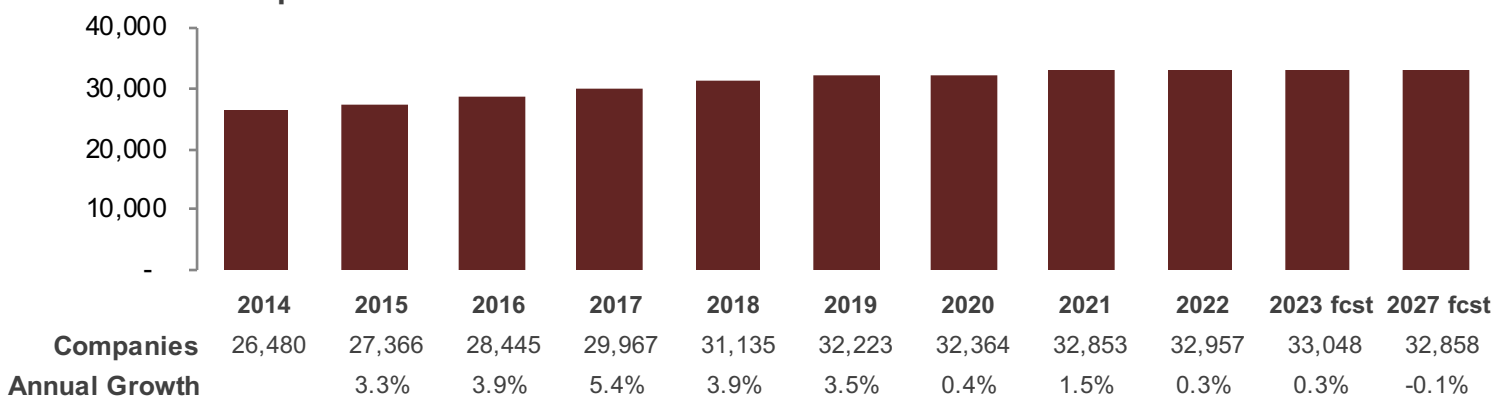
To get a macro level view of the Health Clubs industry, below are the historical details and industry growth forecasts for total industry revenue, number of companies, and number of locations.

### Industry Revenue (\$ Millions)



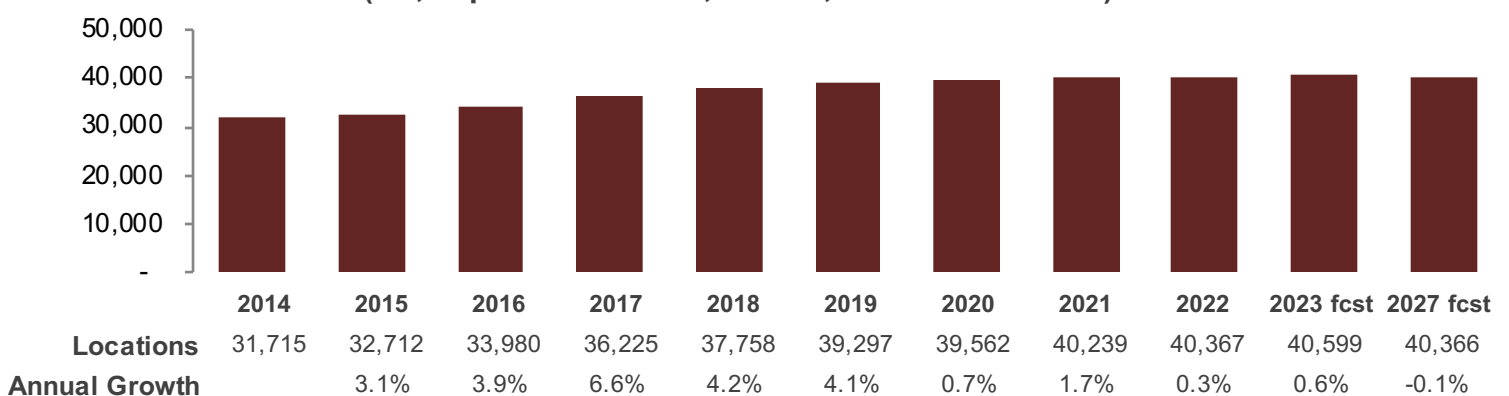
Compound Annual Growth Rate **1.2%** 3-Year **2.3%** 5-Year

### Number of Companies



Compound Annual Growth Rate **0.8%** 3-Year **1.9%** 5-Year

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

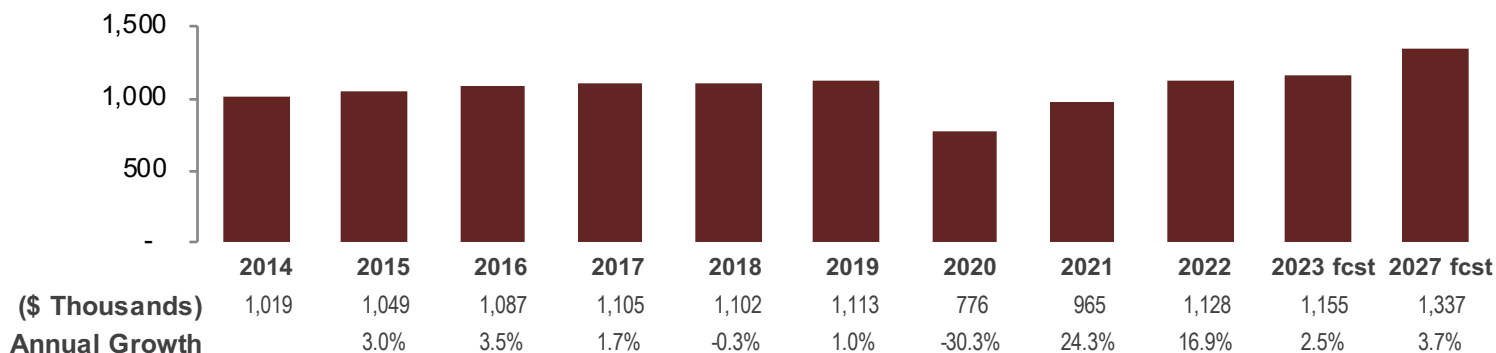


Compound Annual Growth Rate **0.9%** 3-Year **2.2%** 5-Year

## Growth Benchmarks

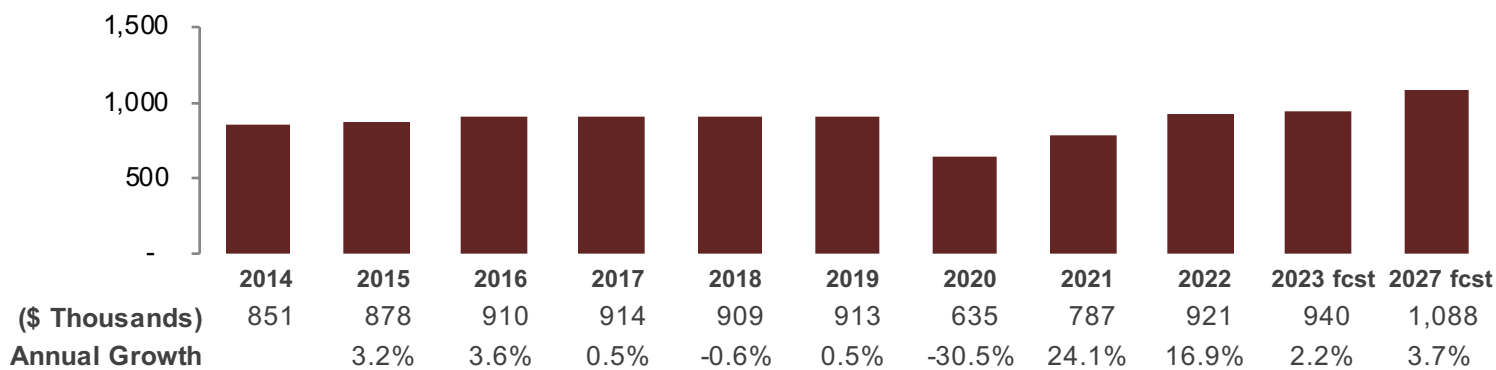
Below are the normalized growth benchmarks for the Health Clubs industry, including revenue per company, revenue per location, and locations per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and location growth.

### Revenue per Company (\$ Thousands)



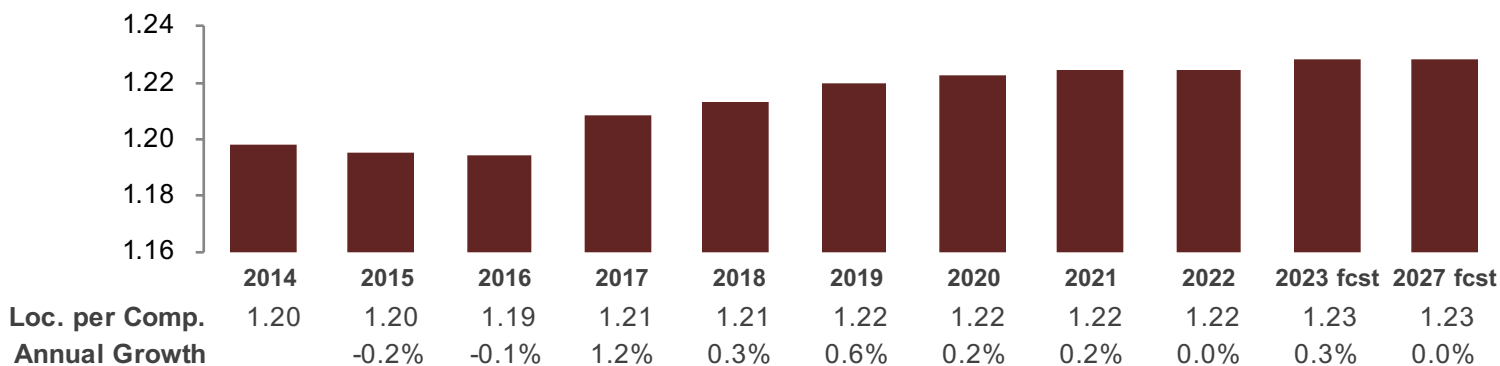
Compound Annual Growth Rate **0.4%** 3-Year **0.4%** 5-Year

### Revenue per Location (\$ Thousands)



Compound Annual Growth Rate **0.3%** 3-Year **0.1%** 5-Year

### Locations per Company



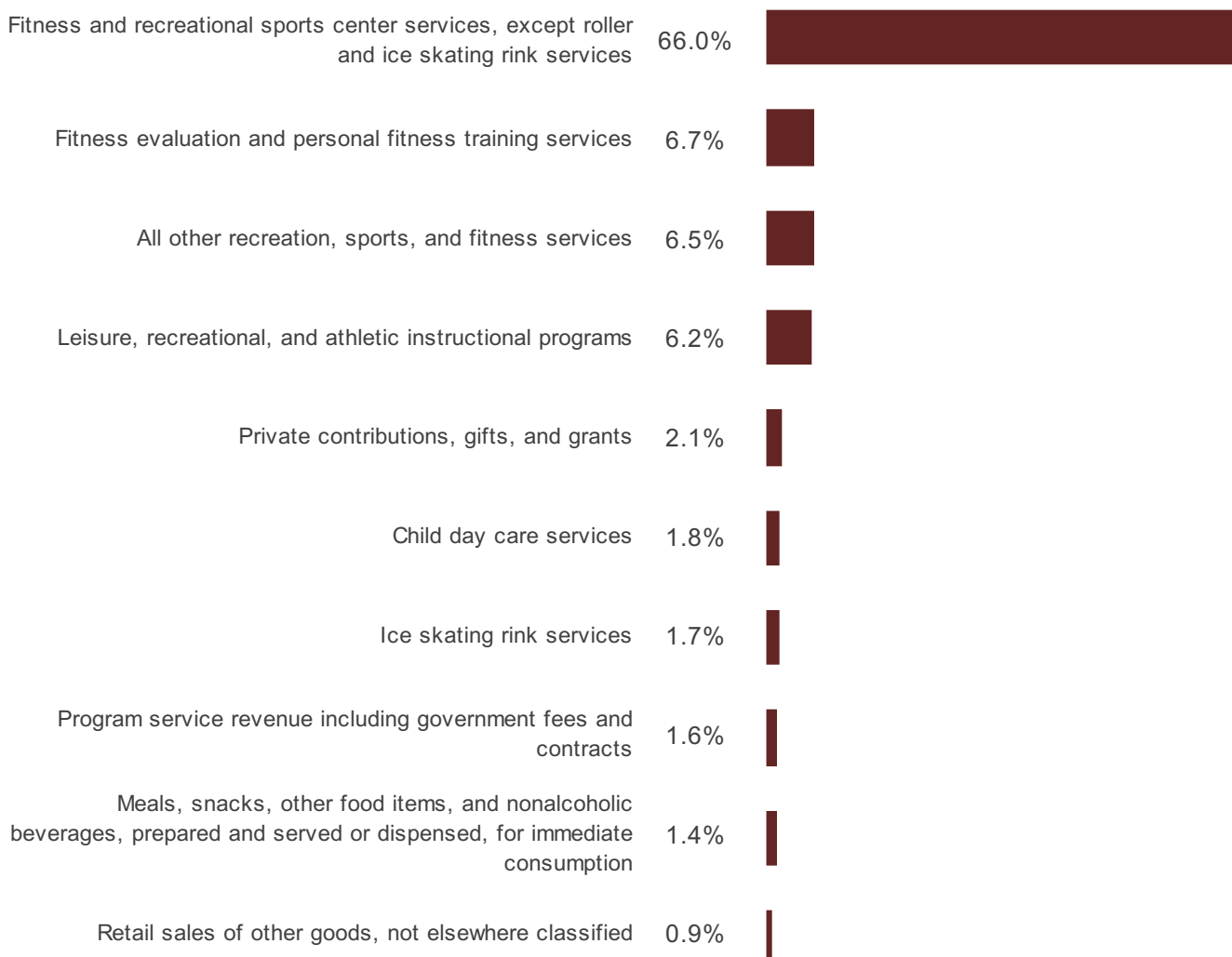
Compound Annual Growth Rate **0.1%** 3-Year **0.3%** 5-Year



## Breakdown of Top Product Lines

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

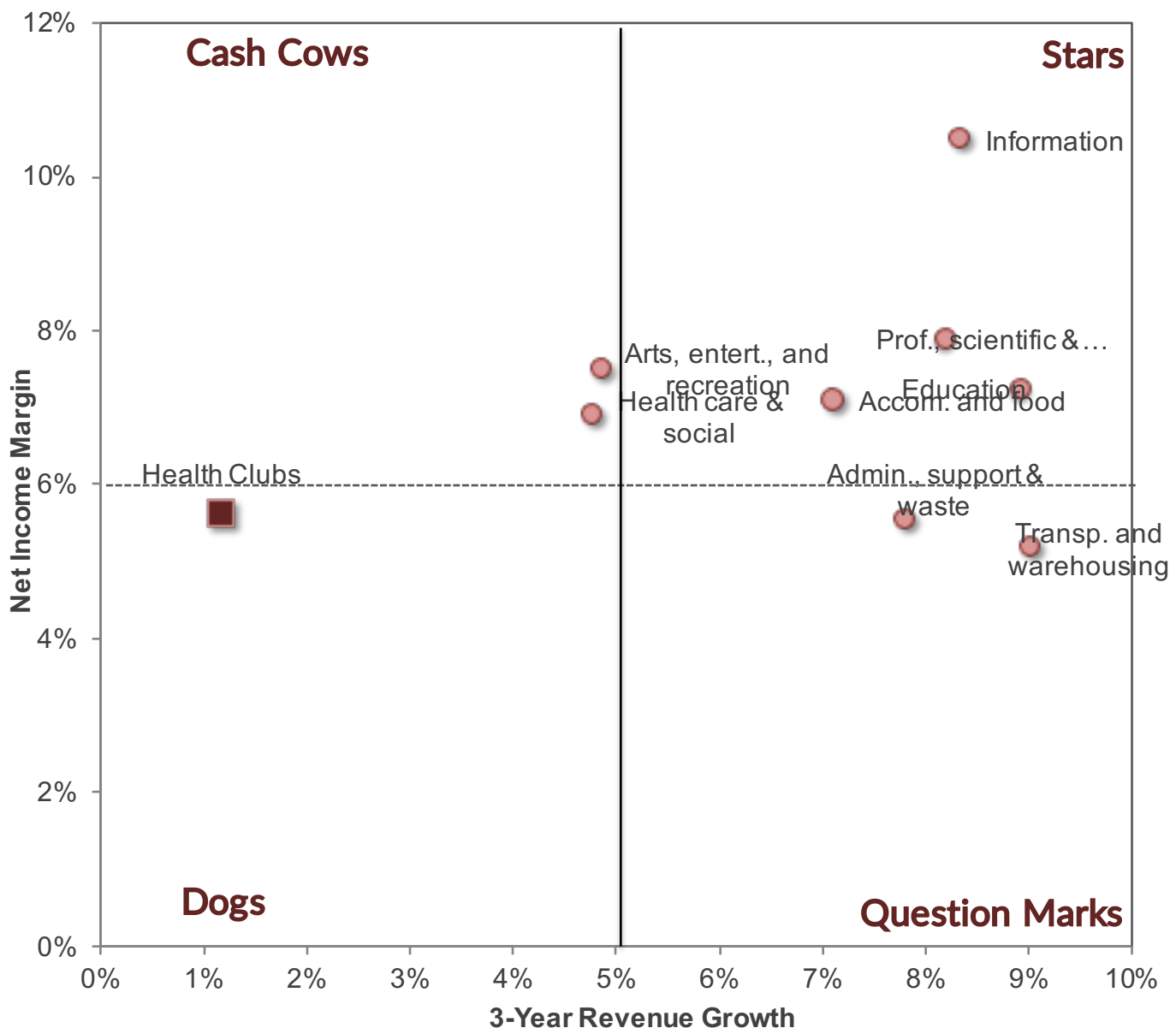
### Breakdown of Sales by Top Product Lines (%)



## Income vs. Revenue Growth Matrix

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

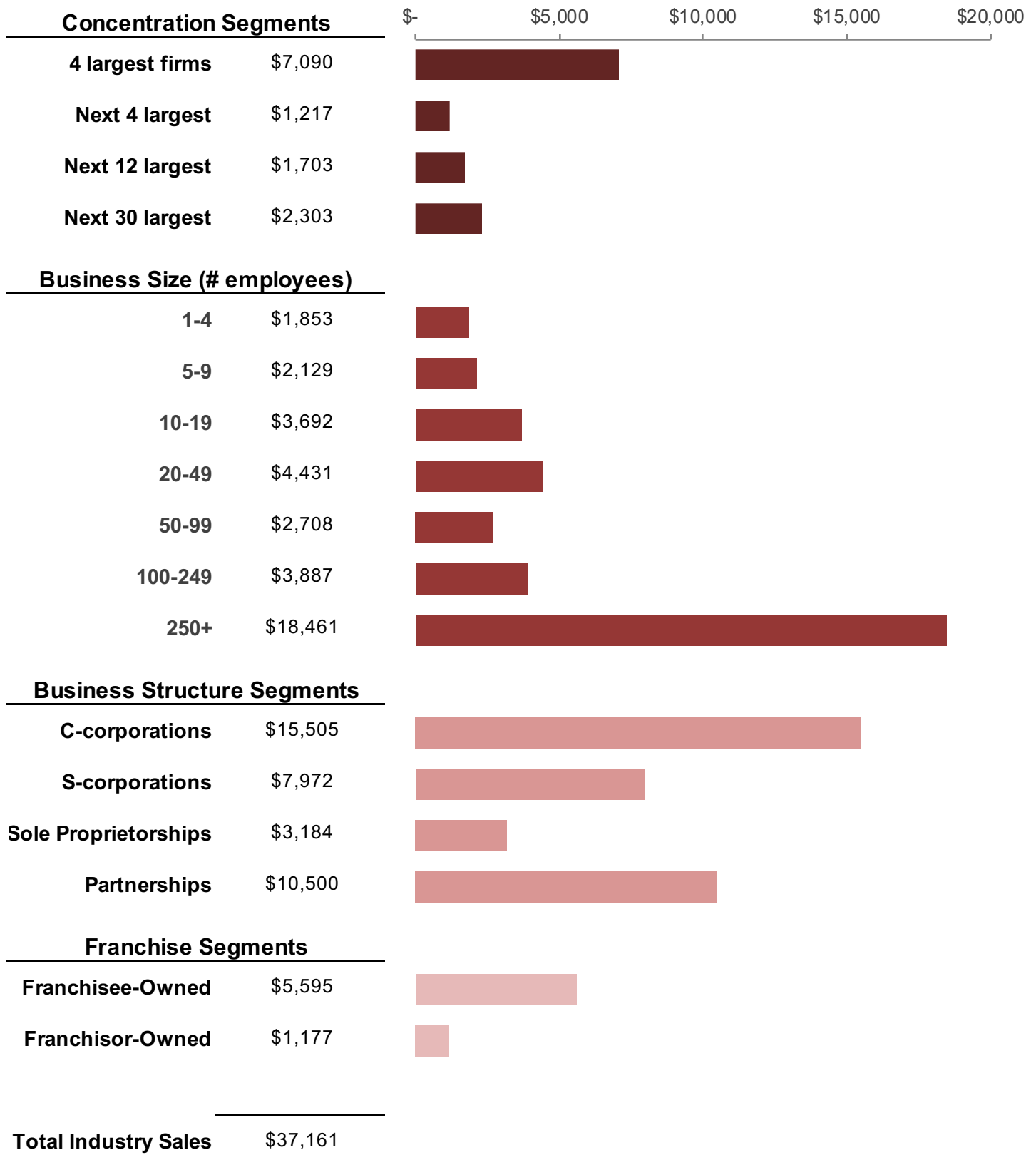
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. While, those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are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



# Total Sales by Segments

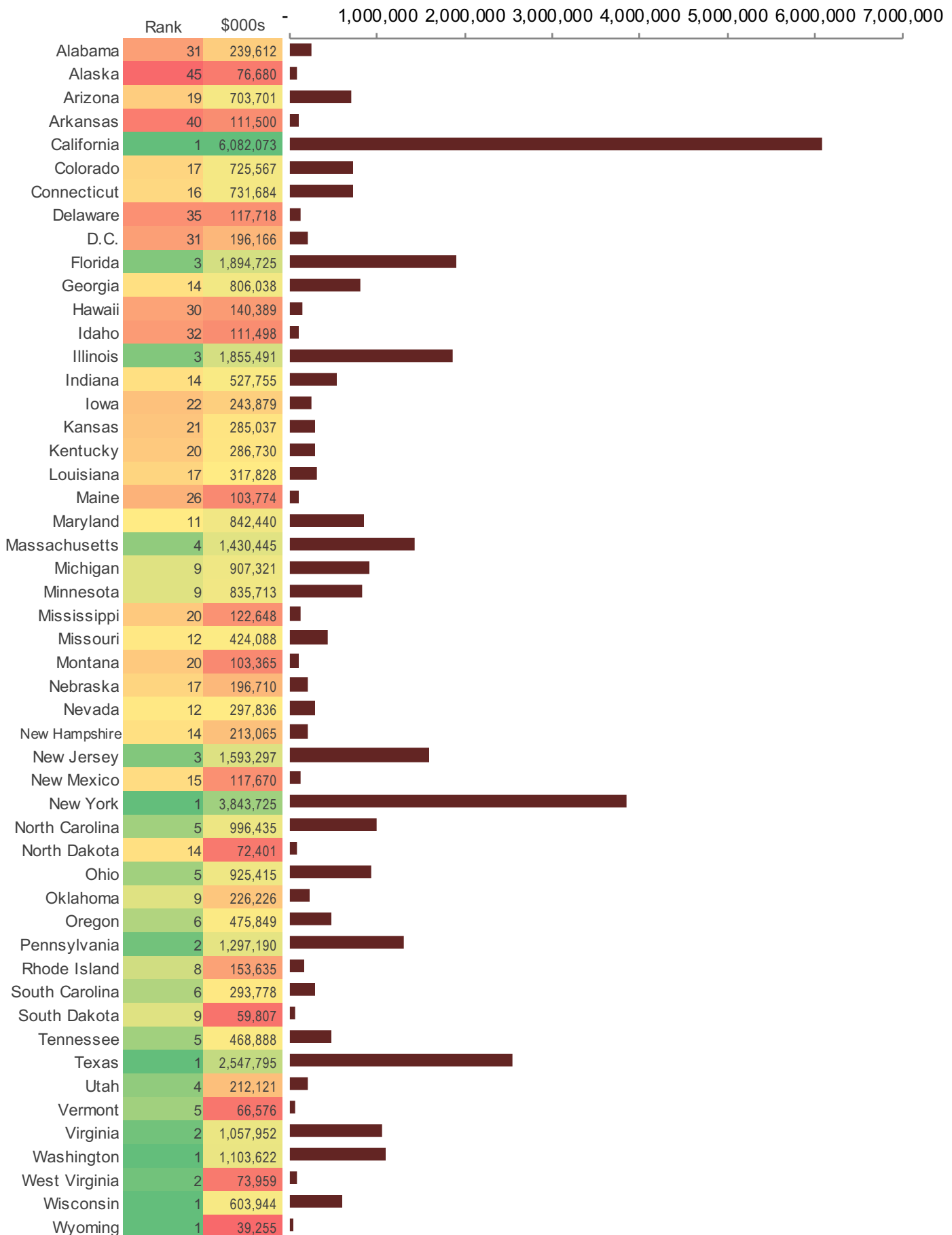
Below is total sales for various industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in \$ millions



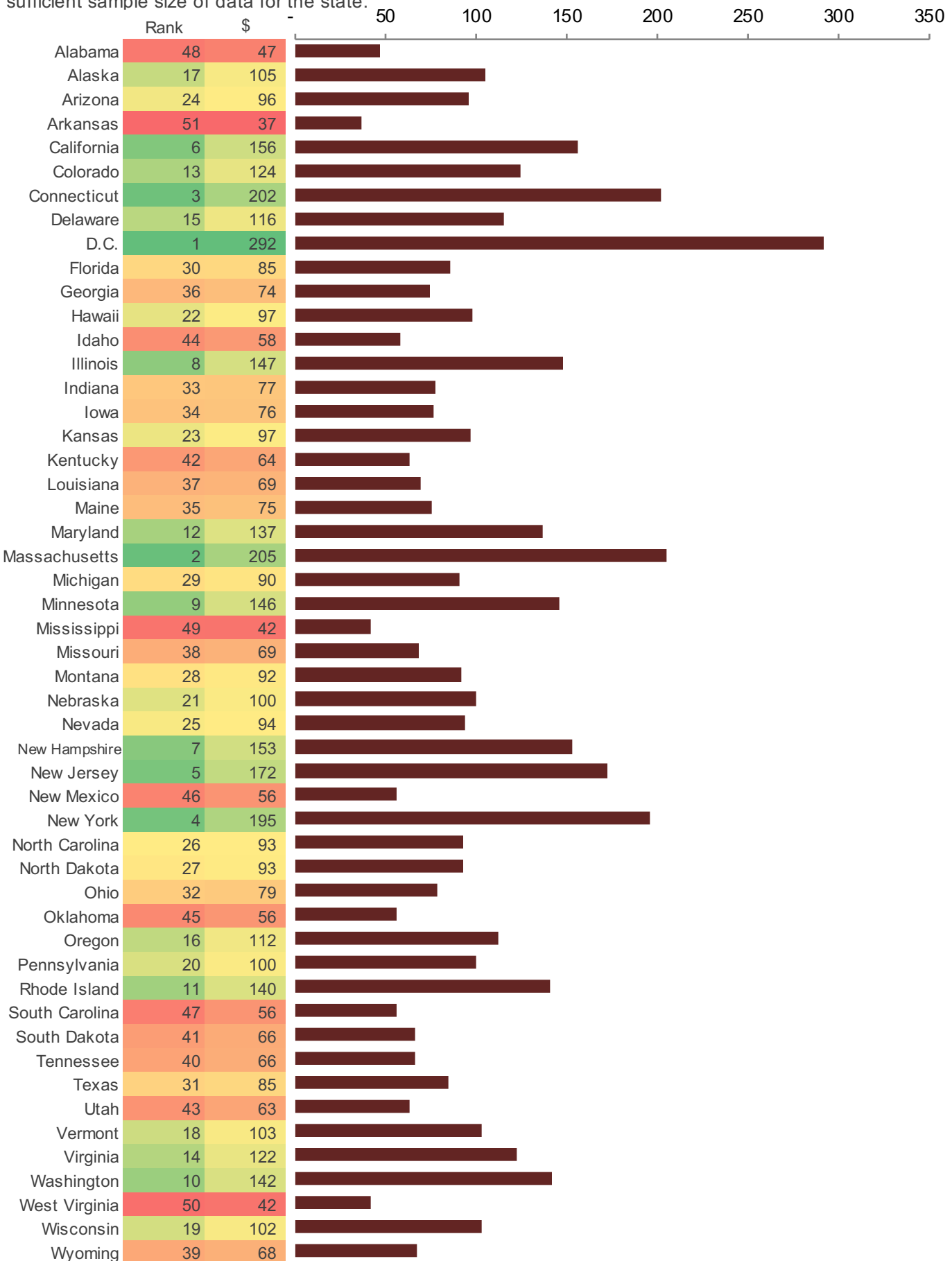
# Sales per State

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



# Sales per Capita by State

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



## Sales per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Abilene, TX	9,400	Brunswick, GA	1,866
Akron, OH	41,376	Buffalo-Cheektowaga-Niagara Falls, NY	100,713
Albany, GA	11,469	Burlington, NC	15,460
Albany, OR	2,760	Burlington-South Burlington, VT	40,240
Albany-Schenectady-Troy, NY	117,867	California-Lexington Park, MD	4,955
Albuquerque, NM	81,070	Canton-Massillon, OH	30,360
Alexandria, LA	5,526	Cape Coral-Fort Myers, FL	47,204
Allentown-Bethlehem-Easton, PA-NJ	56,983	Cape Girardeau, MO-IL	1,296
Altoona, PA	8,635	Carbondale-Marion, IL	4,613
Amarillo, TX	16,064	Carson City, NV	4,589
Ames, IA	6,389	Casper, WY	8,259
Anchorage, AK	58,193	Cedar Rapids, IA	23,330
Ann Arbor, MI	50,133	Chambersburg-Waynesboro, PA	11,934
Anniston-Oxford-Jacksonville, AL	1,117	Champaign-Urbana, IL	9,289
Appleton, WI	33,724	Charleston, WV	14,164
Asheville, NC	36,177	Charleston-North Charleston, SC	64,909
Athens-Clarke County, GA	21,916	Charlotte-Concord-Gastonia, NC-SC	356,064
Atlanta-Sandy Springs-Roswell, GA	647,905	Charlottesville, VA	36,184
Atlantic City-Hammonton, NJ	25,649	Chattanooga, TN-GA	51,562
Auburn-Opelika, AL	5,266	Cheyenne, WY	6,902
Augusta-Richmond County, GA-SC	46,591	Chicago-Naperville-Elgin, IL-IN-WI	1,671,307
Austin-Round Rock, TX	317,455	Chico, CA	20,658
Bakersfield, CA	59,676	Cincinnati, OH-KY-IN	258,988
Baltimore-Columbia-Towson, MD	431,142	Clarksville, TN-KY	13,614
Bangor, ME	11,906	Cleveland, TN	6,257
Barnstable Town, MA	30,622	Cleveland-Elyria, OH	178,227
Baton Rouge, LA	80,939	Coeur d'Alene, ID	13,881
Battle Creek, MI	8,969	College Station-Bryan, TX	20,139
Bay City, MI	6,069	Colorado Springs, CO	81,239
Beaumont-Port Arthur, TX	20,047	Columbia, MO	16,170
Beckley, WV	4,107	Columbia, SC	49,016
Bellingham, WA	24,067	Columbus, GA-AL	11,196
Bend-Redmond, OR	20,569	Columbus, IN	6,750
Billings, MT	21,519	Columbus, OH	239,781
Binghamton, NY	18,662	Corpus Christi, TX	29,752
Birmingham-Hoover, AL	113,828	Corvallis, OR	9,175
Bismarck, ND	17,410	Crestview-Fort Walton Beach-Destin, FL	13,665
Blacksburg-Christiansburg-Radford, VA	6,516	Cumberland, MD-WV	4,161
Bloomington, IL	20,080	Dallas-Fort Worth-Arlington, TX	832,806
Bloomington, IN	18,586	Dalton, GA	5,145
Bloomsburg-Berwick, PA	4,103	Danville, IL	3,611
Boise City, ID	53,591	Daphne-Fairhope-Foley, AL	8,704
Boston-Cambridge-Newton, MA-NH	1,233,401	Davenport-Moline-Rock Island, IA-IL	33,639
Boulder, CO	62,767	Dayton, OH	59,989
Bowling Green, KY	7,948	Decatur, AL	4,189
Bremerton-Silverdale, WA	27,360	Decatur, IL	9,150
Bridgeport-Stamford-Norwalk, CT	381,599	Deltona-Daytona Beach-Ormond, FL	44,644
Brownsville-Harlingen, TX	12,041	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.

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Des Moines-West Des Moines, IA	93,910	Greenville-Anderson-Mauldin, SC	63,035
Detroit-Warren-Dearborn, MI	558,074	Gulfport-Biloxi-Pascagoula, MS	21,709
Dothan, AL	2,320	Hagerstown-Martinsburg, MD-WV	17,626
Dover, DE	17,061	Hammond, LA	9,452
Dubuque, IA	14,569	Hanford-Corcoran, CA	7,043
Duluth, MN-WI	20,194	Harrisburg-Carlisle, PA	44,180
Durham-Chapel Hill, NC	58,425	Harrisonburg, VA	16,121
East Stroudsburg, PA	7,748	Hartford-West Hartford-East Hartford, CT	188,009
Eau Claire, WI	16,261	Hattiesburg, MS	11,505
El Centro, CA	4,099	Hickory-Lenoir-Morganton, NC	12,466
Elizabethtown-Fort Knox, KY	6,060	Hilton Head Island-Bluffton-Beaufort, SC	25,218
Elkhart-Goshen, IN	8,221	Hinesville, GA	7,634
Elmira, NY	7,012	Homosassa Springs, FL	1,560
El Paso, TX	40,234	Hot Springs, AR	3,497
Enid, OK	4,888	Houma-Thibodaux, LA	8,531
Erie, PA	29,075	Houston-The Woodlands-Sugar Land, TX	777,764
Eugene, OR	28,453	Huntington-Ashland, WV-KY-OH	16,082
Evansville, IN-KY	36,674	Huntsville, AL	32,129
Fairbanks, AK	7,746	Idaho Falls, ID	8,870
Fargo, ND-MN	39,479	Indianapolis-Carmel-Anderson, IN	227,033
Farmington, NM	3,397	Iowa City, IA	20,987
Fayetteville, NC	20,732	Ithaca, NY	7,858
Fayetteville-Springdale-Rogers, AR-MO	31,133	Jackson, MI	4,557
Flagstaff, AZ	13,131	Jackson, MS	38,346
Flint, MI	10,345	Jackson, TN	8,726
Florence, SC	10,057	Jacksonville, FL	124,199
Florence-Muscle Shoals, AL	6,160	Jacksonville, NC	14,608
Fond du Lac, WI	6,581	Janesville-Beloit, WI	16,444
Fort Collins, CO	44,140	Jefferson City, MO	10,785
Fort Smith, AR-OK	4,188	Johnson City, TN	4,646
Fort Wayne, IN	39,861	Johnstown, PA	4,928
Fresno, CA	68,667	Jonesboro, AR	3,870
Gadsden, AL	3,762	Joplin, MO	9,039
Gainesville, FL	32,066	Kahului-Wailuku-Lahaina, HI	15,764
Gainesville, GA	22,835	Kalamazoo-Portage, MI	23,871
Gettysburg, PA	362	Kankakee, IL	9,685
Glens Falls, NY	8,855	Kansas City, MO-KS	234,072
Goldsboro, NC	6,799	Kennewick-Richland, WA	29,600
Grand Forks, ND-MN	10,841	Killeen-Temple, TX	24,715
Grand Island, NE	1,642	Kingsport-Bristol-Bristol, TN-VA	15,006
Grand Junction, CO	11,212	Kingston, NY	14,948
Grand Rapids-Wyoming, MI	109,200	Knoxville, TN	64,166
Grants Pass, OR	9,651	Kokomo, IN	5,880
Great Falls, MT	7,182	La Crosse-Onalaska, WI-MN	20,768
Greeley, CO	6,874	Lafayette, LA	35,562
Green Bay, WI	38,749	Lafayette-West Lafayette, IN	21,945
Greensboro-High Point, NC	66,917	Lake Charles, LA	8,197
Greenville, NC	16,190	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.

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Lakeland-Winter Haven, FL	21,656	Muncie, IN	4,176
Lancaster, PA	54,471	Muskegon, MI	6,498
Lansing-East Lansing, MI	36,703	Myrtle-Conway-North Myrtle Beach, SC-NC	18,258
Laredo, TX	19,977	Napa, CA	28,645
Las Cruces, NM	5,216	Naples-Immokalee-Marco Island, FL	48,827
Las Vegas-Henderson-Paradise, NV	228,878	Nashville-Davidson--Murfrees.--Franklin, TN	190,639
Lawrence, KS	11,295	New Bern, NC	4,579
Lawton, OK	2,310	New Haven-Milford, CT	122,234
Lebanon, PA	7,163	New Orleans-Metairie, LA	125,047
Lewiston, ID-WA	1,362	New York-Newark-Jersey City, NY-NJ-PA	4,570,679
Lewiston-Auburn, ME	5,768	Niles-Benton Harbor, MI	13,584
Lexington-Fayette, KY	55,676	North Port-Sarasota-Bradenton, FL	96,446
Lima, OH	8,257	Norwich-New London, CT	23,344
Lincoln, NE	32,503	Ocala, FL	9,537
Little Rock-North Little Rock-Conway, AR	49,910	Ocean City, NJ	10,751
Logan, UT-ID	8,862	Odessa, TX	14,576
Longview, TX	10,067	Ogden-Clearfield, UT	30,589
Longview, WA	3,906	Oklahoma City, OK	116,219
Los Angeles-Long Beach-Anaheim, CA	2,172,431	Olympia-Tumwater, WA	29,569
Louisville/Jefferson County, KY-IN	133,314	Omaha-Council Bluffs, NE-IA	122,332
Lubbock, TX	29,462	Orlando-Kissimmee-Sanford, FL	285,929
Lynchburg, VA	17,274	Oshkosh-Neenah, WI	22,616
Macon-Bibb County, GA	4,826	Owensboro, KY	8,879
Madera, CA	3,480	Oxnard-Thousand Oaks-Ventura, CA	112,870
Madison, WI	102,249	Palm Bay-Melbourne-Titusville, FL	31,346
Manchester-Nashua, NH	67,821	Panama City, FL	7,173
Manhattan, KS	3,543	Parkersburg-Vienna, WV	8,504
Mankato-North Mankato, MN	9,173	Pensacola-Ferry Pass-Brent, FL	17,762
Mansfield, OH	6,799	Peoria, IL	27,416
McAllen-Edinburg-Mission, TX	28,226	Philadelphia-Camden-Wilmin., PA-NJ-DE-MD	954,686
Medford, OR	21,642	Phoenix-Mesa-Scottsdale, AZ	560,817
Memphis, TN-MS-AR	109,992	Pine Bluff, AR	6,535
Merced, CA	15,545	Pittsburgh, PA	239,094
Miami-Fort Lauderdale-West Palm Beach, FL	722,069	Pittsfield, MA	5,908
Michigan City-La Porte, IN	7,503	Pocatello, ID	3,723
Midland, MI	4,902	Portland-South Portland, ME	52,616
Midland, TX	25,366	Portland-Vancouver-Hillsboro, OR-WA	355,883
Milwaukee-Waukesha-West Allis, WI	217,161	Port St. Lucie, FL	29,147
Minneapolis-St. Paul-Bloomington, MN-WI	731,504	Prescott, AZ	13,712
Missoula, MT	20,767	Providence-Warwick, RI-MA	235,565
Mobile, AL	10,826	Provo-Orem, UT	27,870
Modesto, CA	39,872	Pueblo, CO	11,079
Monroe, LA	10,072	Punta Gorda, FL	4,810
Monroe, MI	3,998	Racine, WI	7,598
Montgomery, AL	25,628	Raleigh, NC	240,905
Morgantown, WV	7,851	Rapid City, SD	11,317
Morristown, TN	1,098	Reading, PA	30,624
Mount Vernon-Anacortes, WA	12,367	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.

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Reno, NV	53,082	Staunton-Waynesboro, VA	6,781
Richmond, VA	179,486	Stockton-Lodi, CA	50,940
Riverside-San Bernardino-Ontario, CA	437,408	Sumter, SC	9,477
Roanoke, VA	21,084	Syracuse, NY	54,753
Rochester, MN	22,191	Tallahassee, FL	26,181
Rochester, NY	139,566	Tampa-St. Petersburg-Clearwater, FL	283,426
Rockford, IL	37,211	Terre Haute, IN	6,135
Rocky Mount, NC	6,187	Texarkana, TX-AR	6,687
Rome, GA	2,397	The Villages, FL	3,753
Sacramento--Roseville--Arden-Arcade, CA	298,287	Toledo, OH	71,325
Saginaw, MI	11,360	Topeka, KS	12,808
St. Cloud, MN	16,340	Trenton, NJ	77,009
St. George, UT	11,813	Tucson, AZ	100,823
St. Joseph, MO-KS	7,766	Tulsa, OK	74,936
St. Louis, MO-IL	293,094	Tuscaloosa, AL	4,895
Salem, OR	40,590	Tyler, TX	9,361
Salinas, CA	61,157	Urban Honolulu, HI	113,044
Salisbury, MD-DE	29,024	Utica-Rome, NY	11,810
Salt Lake City, UT	118,757	Valdosta, GA	4,834
San Angelo, TX	7,896	Vallejo-Fairfield, CA	61,258
San Antonio-New Braunfels, TX	211,035	Victoria, TX	4,313
San Diego-Carlsbad, CA	617,005	Vineland-Bridgeton, NJ	4,528
San Francisco-Oakland-Hayward, CA	1,136,937	Virginia Beach-Norfolk-Newport, VA-NC	162,835
San Jose-Sunnyvale-Santa Clara, CA	465,589	Visalia-Porterville, CA	17,863
San Luis Obispo-Paso Robles-Arroyo Gr., CA	32,930	Waco, TX	23,011
Santa Cruz-Watsonville, CA	163,770	Walla Walla, WA	4,116
Santa Fe, NM	12,621	Warner Robins, GA	3,924
Santa Maria-Santa Barbara, CA	56,763	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,137,164
Santa Rosa, CA	84,461	Waterloo-Cedar Falls, IA	19,212
Savannah, GA	16,836	Watertown-Fort Drum, NY	2,426
Scranton--Wilkes-Barre--Hazleton, PA	37,087	Wausau, WI	9,556
Seattle-Tacoma-Bellevue, WA	819,495	Weirton-Steubenville, WV-OH	1,134
Sebastian-Vero Beach, FL	12,163	Wenatchee, WA	10,621
Sebring, FL	4,475	Wheeling, WV-OH	8,100
Sheboygan, WI	12,355	Wichita, KS	80,814
Sherman-Denison, TX	5,885	Wichita Falls, TX	2,808
Shreveport-Bossier City, LA	23,525	Williamsport, PA	1,844
Sierra Vista-Douglas, AZ	2,718	Wilmington, NC	34,276
Sioux City, IA-NE-SD	10,221	Winchester, VA-WV	12,148
Sioux Falls, SD	32,933	Winston-Salem, NC	51,400
South Bend-Mishawaka, IN-MI	25,863	Worcester, MA-CT	98,750
Spartanburg, SC	15,126	Yakima, WA	13,223
Spokane-Spokane Valley, WA	63,064	York-Hanover, PA	40,576
Springfield, IL	21,475	Youngstown-Warren-Boardman, OH-PA	19,916
Springfield, MA	57,722	Yuba City, CA	13,947
Springfield, MO	19,414	Yuma, AZ	5,530
Springfield, OH	3,259		
State College, PA	13,254		

## 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.

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Abilene, TX	53	Brunswick, GA	16
Akron, OH	59	Buffalo-Cheektowaga-Niagara Falls, NY	86
Albany, GA	77	Burlington, NC	90
Albany, OR	21	Burlington-South Burlington, VT	178
Albany-Schenectady-Troy, NY	131	California-Lexington Park, MD	43
Albuquerque, NM	88	Canton-Massillon, OH	76
Alexandria, LA	36	Cape Coral-Fort Myers, FL	62
Allentown-Bethlehem-Easton, PA-NJ	66	Cape Girardeau, MO-IL	13
Altoona, PA	70	Carbondale-Marion, IL	35
Amarillo, TX	60	Carson City, NV	78
Ames, IA	51	Casper, WY	103
Anchorage, AK	146	Cedar Rapids, IA	84
Ann Arbor, MI	135	Chambersburg-Waynesboro, PA	77
Anniston-Oxford-Jacksonville, AL	10	Champaign-Urbana, IL	42
Appleton, WI	139	Charleston, WV	55
Asheville, NC	77	Charleston-North Charleston, SC	81
Athens-Clarke County, GA	102	Charlotte-Concord-Gastonia, NC-SC	133
Atlanta-Sandy Springs-Roswell, GA	106	Charlottesville, VA	163
Atlantic City-Hammonton, NJ	94	Chattanooga, TN-GA	91
Auburn-Opelika, AL	30	Cheyenne, WY	69
Augusta-Richmond County, GA-SC	76	Chicago-Naperville-Elgin, IL-IN-WI	174
Austin-Round Rock, TX	138	Chico, CA	98
Bakersfield, CA	66	Cincinnati, OH-KY-IN	115
Baltimore-Columbia-Towson, MD	152	Clarksville, TN-KY	42
Bangor, ME	78	Cleveland, TN	50
Barnstable Town, MA	134	Cleveland-Elyria, OH	85
Baton Rouge, LA	93	Coeur d'Alene, ID	80
Battle Creek, MI	67	College Station-Bryan, TX	75
Bay City, MI	59	Colorado Springs, CO	107
Beaumont-Port Arthur, TX	51	Columbia, MO	77
Beckley, WV	36	Columbia, SC	59
Bellingham, WA	106	Columbus, GA-AL	34
Bend-Redmond, OR	103	Columbus, IN	82
Billings, MT	117	Columbus, OH	112
Binghamton, NY	76	Corpus Christi, TX	71
Birmingham-Hoover, AL	102	Corvallis, OR	96
Bismarck, ND	130	Crestview-Fort Walton Beach-Destin, FL	48
Blacksburg-Christiansburg-Radford, VA	39	Cumberland, MD-WV	44
Bloomington, IL	118	Dallas-Fort Worth-Arlington, TX	109
Bloomington, IN	116	Dalton, GA	36
Bloomsburg-Berwick, PA	50	Danville, IL	49
Boise City, ID	70	Daphne-Fairhope-Foley, AL	37
Boston-Cambridge-Newton, MA-NH	250	Davenport-Moline-Rock Island, IA-IL	88
Boulder, CO	190	Dayton, OH	74
Bowling Green, KY	44	Decatur, AL	27
Bremerton-Silverdale, WA	99	Decatur, IL	88
Bridgeport-Stamford-Norwalk, CT	399	Deltona-Daytona Beach-Ormond, FL	67
Brownsville-Harlingen, TX	29	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.

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

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Lakeland-Winter Haven, FL	30	Muncie, IN	37
Lancaster, PA	99	Muskegon, MI	37
Lansing-East Lansing, MI	68	Myrtle-Conway-North Myrtle, SC-NC	37
Laredo, TX	75	Napa, CA	208
Las Cruces, NM	24	Naples-Immokalee-Marco Island, FL	129
Las Vegas-Henderson-Paradise, NV	101	Nashville-Davidson--Murfr.--Franklin, TN	96
Lawrence, KS	95	New Bern, NC	38
Lawton, OK	18	New Haven-Milford, CT	142
Lebanon, PA	50	New Orleans-Metairie, LA	98
Lewiston, ID-WA	21	New York-Newark-Jersey City, NY-NJ-PA	227
Lewiston-Auburn, ME	52	Niles-Benton Harbor, MI	88
Lexington-Fayette, KY	108	North Port-Sarasota-Bradenton, FL	115
Lima, OH	81	Norwich-New London, CT	87
Lincoln, NE	95	Ocala, FL	25
Little Rock-North Little Rock-Conway, AR	67	Ocean City, NJ	113
Logan, UT-ID	60	Odessa, TX	88
Longview, TX	35	Ogden-Clearfield, UT	44
Longview, WA	35	Oklahoma City, OK	81
Los Angeles-Long Beach-Anaheim, CA	165	Olympia-Tumwater, WA	100
Louisville/Jefferson County, KY-IN	104	Omaha-Council Bluffs, NE-IA	126
Lubbock, TX	91	Orlando-Kissimmee-Sanford, FL	107
Lynchburg, VA	66	Oshkosh-Neenah, WI	132
Macon-Bibb County, GA	21	Owensboro, KY	73
Madera, CA	22	Oxnard-Thousand Oaks-Ventura, CA	134
Madison, WI	150	Palm Bay-Melbourne-Titusville, FL	52
Manchester-Nashua, NH	160	Panama City, FL	41
Manhattan, KS	26	Parkersburg-Vienna, WV	95
Mankato-North Mankato, MN	88	Pensacola-Ferry Pass-Brent, FL	35
Mansfield, OH	54	Peoria, IL	68
McAllen-Edinburg-Mission, TX	32	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	153
Medford, OR	97	Phoenix-Mesa-Scottsdale, AZ	115
Memphis, TN-MS-AR	82	Pine Bluff, AR	75
Merced, CA	55	Pittsburgh, PA	101
Miami-Fort Lauderdale-West Palm Beach, FL	118	Pittsfield, MA	46
Michigan City-La Porte, IN	67	Pocatello, ID	39
Midland, MI	59	Portland-South Portland, ME	95
Midland, TX	145	Portland-Vancouver-Hillsboro, OR-WA	141
Milwaukee-Waukesha-West Allis, WI	138	Port St. Lucie, FL	60
Minneapolis-St. Paul-Bloomington, MN-WI	198	Prescott, AZ	58
Missoula, MT	176	Providence-Warwick, RI-MA	141
Mobile, AL	25	Provo-Orem, UT	41
Modesto, CA	72	Pueblo, CO	66
Monroe, LA	49	Punta Gorda, FL	26
Monroe, MI	26	Racine, WI	38
Montgomery, AL	66	Raleigh, NC	170
Morgantown, WV	56	Rapid City, SD	81
Morristown, TN	8	Reading, PA	71
Mount Vernon-Anacortes, WA	95	Redding, CA	58

## Sales per Capita per Metropolitan Area

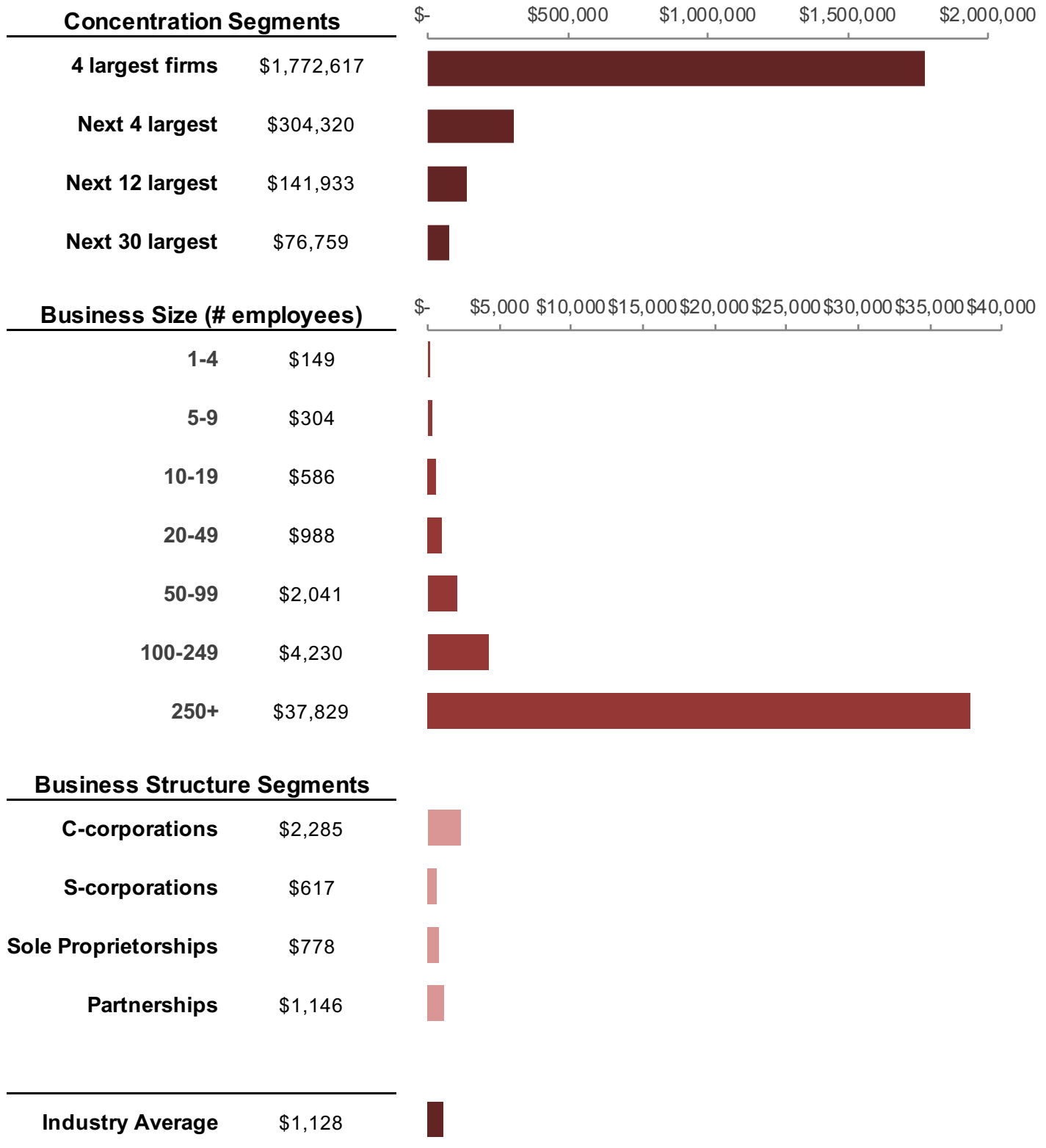
Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Reno, NV	108	Staunton-Waynesboro, VA	54
Richmond, VA	136	Stockton-Lodi, CA	65
Riverside-San Bernardino-Ontario, CA	95	Sumter, SC	69
Roanoke, VA	67	Syracuse, NY	83
Rochester, MN	98	Tallahassee, FL	68
Rochester, NY	128	Tampa-St. Petersburg-Clearwater, FL	89
Rockford, IL	110	Terre Haute, IN	33
Rocky Mount, NC	43	Texarkana, TX-AR	45
Rome, GA	24	The Villages, FL	29
Sacramento--Roseville--Arden-Arcade, CA	124	Toledo, OH	110
Saginaw, MI	60	Topeka, KS	55
St. Cloud, MN	82	Trenton, NJ	199
St. George, UT	65	Tucson, AZ	96
St. Joseph, MO-KS	64	Tulsa, OK	74
St. Louis, MO-IL	104	Tuscaloosa, AL	18
Salem, OR	94	Tyler, TX	40
Salinas, CA	139	Urban Honolulu, HI	112
Salisbury, MD-DE	69	Utica-Rome, NY	40
Salt Lake City, UT	94	Valdosta, GA	33
San Angelo, TX	64	Vallejo-Fairfield, CA	135
San Antonio-New Braunfels, TX	82	Victoria, TX	44
San Diego-Carlsbad, CA	187	Vineland-Bridgeton, NJ	29
San Francisco-Oakland-Hayward, CA	240	Virginia Beach-Norfolk-Newport, VA-NC	90
San Jose-Sunnyvale-Santa Clara, CA	233	Visalia-Porterville, CA	38
San Luis Obispo-Paso Robles-Arroyo Gr., CA	117	Waco, TX	83
Santa Cruz-Watsonville, CA	606	Walla Walla, WA	66
Santa Fe, NM	81	Warner Robins, GA	20
Santa Maria-Santa Barbara, CA	127	Washing.-Arling.-Alexan., DC-VA-MD-WV	178
Santa Rosa, CA	173	Waterloo-Cedar Falls, IA	114
Savannah, GA	42	Watertown-Fort Drum, NY	21
Scranton--Wilkes-Barre--Hazleton, PA	65	Wausau, WI	57
Seattle-Tacoma-Bellevue, WA	204	Weirton-Steubenville, WV-OH	10
Sebastian-Vero Beach, FL	76	Wenatchee, WA	87
Sebring, FL	44	Wheeling, WV-OH	58
Sheboygan, WI	105	Wichita, KS	125
Sherman-Denison, TX	43	Wichita Falls, TX	19
Shreveport-Bossier City, LA	60	Williamsport, PA	16
Sierra Vista-Douglas, AZ	22	Wilmington, NC	120
Sioux City, IA-NE-SD	68	Winchester, VA-WV	85
Sioux Falls, SD	119	Winston-Salem, NC	76
South Bend-Mishawaka, IN-MI	80	Worcester, MA-CT	101
Spartanburg, SC	46	Yakima, WA	52
Spokane-Spokane Valley, WA	107	York-Hanover, PA	89
Springfield, IL	103	Youngstown-Warren-Boardman, OH-PA	37
Springfield, MA	83	Yuba City, CA	77
Springfield, MO	41	Yuma, AZ	27
Springfield, OH	24		
State College, PA	84		

# Sales per Company by Segments

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

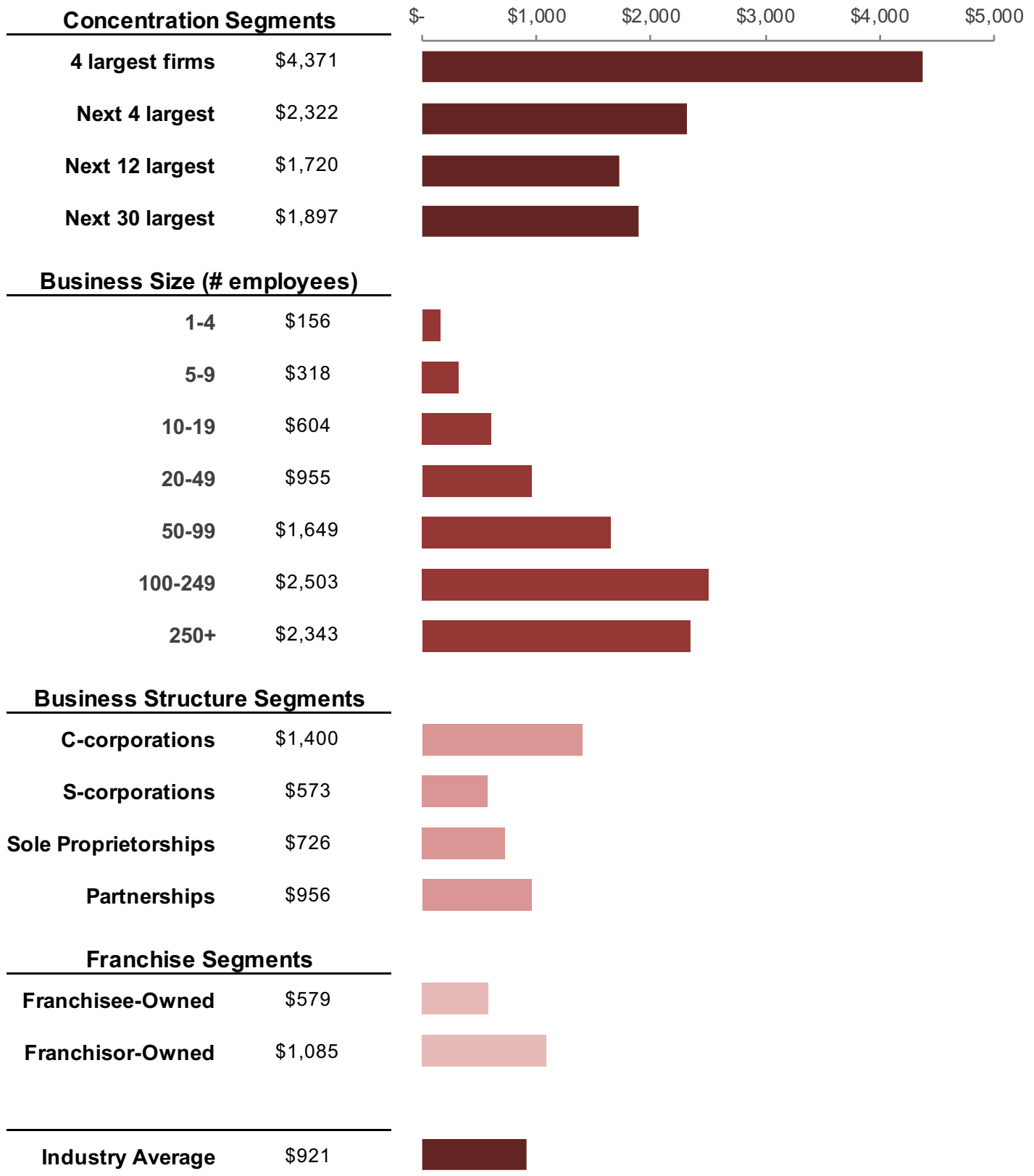
All figures in \$ thousands



# Sales per Location by Segments

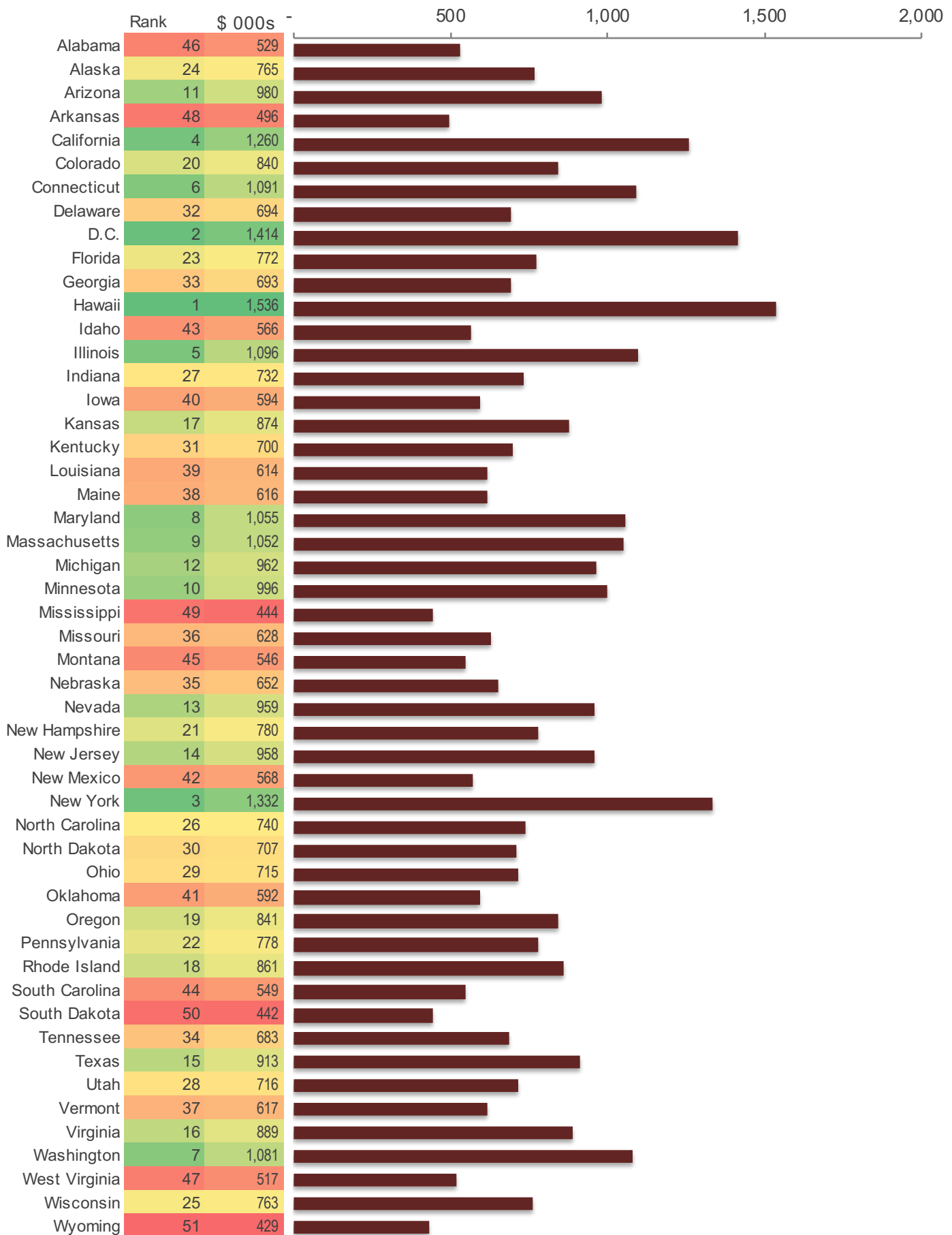
Below is the average sales per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



# Sales per Location by State

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





## Sales per Location per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Abilene, TX	474	Brunswick, GA	212
Akron, OH	494	Buffalo-Cheektowaga-Niagara Falls, NY	602
Albany, GA	1,157	Burlington, NC	936
Albany, OR	228	Burlington-South Burlington, VT	988
Albany-Schenectady-Troy, NY	1,010	California-Lexington Park, MD	643
Albuquerque, NM	783	Canton-Massillon, OH	862
Alexandria, LA	456	Cape Coral-Fort Myers, FL	714
Allentown-Bethlehem-Easton, PA-NJ	556	Cape Girardeau, MO-IL	196
Altoona, PA	653	Carbondale-Marion, IL	349
Amarillo, TX	729	Carson City, NV	595
Ames, IA	363	Casper, WY	441
Anchorage, AK	1,016	Cedar Rapids, IA	731
Ann Arbor, MI	910	Chambersburg-Waynesboro, PA	602
Anniston-Oxford-Jacksonville, AL	169	Champaign-Urbana, IL	324
Appleton, WI	1,056	Charleston, WV	559
Asheville, NC	548	Charleston-North Charleston, SC	608
Athens-Clarke County, GA	622	Charlotte-Concord-Gastonia, NC-SC	768
Atlanta-Sandy Springs-Roswell, GA	799	Charlottesville, VA	888
Atlantic City-Hammonton, NJ	706	Chattanooga, TN-GA	720
Auburn-Opelika, AL	531	Cheyenne, WY	696
Augusta-Richmond County, GA-SC	830	Chicago-Naperville-Elgin, IL-IN-WI	1,252
Austin-Round Rock, TX	927	Chico, CA	893
Bakersfield, CA	968	Cincinnati, OH-KY-IN	878
Baltimore-Columbia-Towson, MD	1,047	Clarksville, TN-KY	494
Bangor, ME	721	Cleveland, TN	812
Barnstable Town, MA	592	Cleveland-Elyria, OH	686
Baton Rouge, LA	790	Coeur d'Alene, ID	504
Battle Creek, MI	905	College Station-Bryan, TX	653
Bay City, MI	787	Colorado Springs, CO	971
Beaumont-Port Arthur, TX	552	Columbia, MO	445
Beckley, WV	622	Columbia, SC	586
Bellingham, WA	575	Columbus, GA-AL	484
Bend-Redmond, OR	519	Columbus, IN	557
Billings, MT	501	Columbus, OH	892
Binghamton, NY	652	Corpus Christi, TX	730
Birmingham-Hoover, AL	840	Corvallis, OR	595
Bismarck, ND	988	Crestview-Fort Walton Beach-Destin, FL	376
Blacksburg-Christiansburg-Radford, VA	296	Cumberland, MD-WV	756
Bloomington, IL	760	Dallas-Fort Worth-Arlington, TX	1,030
Bloomington, IN	938	Dalton, GA	1,168
Bloomsburg-Berwick, PA	310	Danville, IL	410
Boise City, ID	624	Daphne-Fairhope-Foley, AL	359
Boston-Cambridge-Newton, MA-NH	1,109	Davenport-Moline-Rock Island, IA-IL	745
Boulder, CO	838	Dayton, OH	586
Bowling Green, KY	425	Decatur, AL	543
Bremerton-Silverdale, WA	857	Decatur, IL	692
Bridgeport-Stamford-Norwalk, CT	1,475	Deltona-Daytona Beach-Ormond, FL	605
Brownsville-Harlingen, TX	547	Denver-Aurora-Lakewood, CO	940

## Sales per Location per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	844	Greenville-Anderson-Mauldin, SC	511
Detroit-Warren-Dearborn, MI	1,215	Gulfport-Biloxi-Pascagoula, MS	469
Dothan, AL	211	Hagerstown-Martinsburg, MD-WV	728
Dover, DE	1,107	Hammond, LA	780
Dubuque, IA	882	Hanford-Corcoran, CA	914
Duluth, MN-WI	524	Harrisburg-Carlisle, PA	599
Durham-Chapel Hill, NC	647	Harrisonburg, VA	1,464
East Stroudsburg, PA	541	Hartford-West Hartford-East Hartford, CT	894
Eau Claire, WI	703	Hattiesburg, MS	615
El Centro, CA	414	Hickory-Lenoir-Morganton, NC	472
Elizabethtown-Fort Knox, KY	367	Hilton Head Island-Bluffton-Beaufort, SC	716
Elkhart-Goshen, IN	498	Hinesville, GA	6,932
Elmira, NY	637	Homosassa Springs, FL	202
El Paso, TX	481	Hot Springs, AR	529
Enid, OK	444	Houma-Thibodaux, LA	352
Erie, PA	880	Houston-The Woodlands-Sugar Land, TX	1,082
Eugene, OR	646	Huntington-Ashland, WV-KY-OH	635
Evansville, IN-KY	951	Huntsville, AL	456
Fairbanks, AK	469	Idaho Falls, ID	1,611
Fargo, ND-MN	996	Indianapolis-Carmel-Anderson, IN	841
Farmington, NM	441	Iowa City, IA	1,121
Fayetteville, NC	672	Ithaca, NY	420
Fayetteville-Springdale-Rogers, AR-MO	589	Jackson, MI	318
Flagstaff, AZ	701	Jackson, MS	580
Flint, MI	391	Jackson, TN	610
Florence, SC	702	Jacksonville, FL	709
Florence-Muscle Shoals, AL	350	Jacksonville, NC	1,105
Fond du Lac, WI	498	Janesville-Beloit, WI	830
Fort Collins, CO	617	Jefferson City, MO	576
Fort Smith, AR-OK	200	Johnson City, TN	469
Fort Wayne, IN	787	Johnstown, PA	407
Fresno, CA	820	Jonesboro, AR	439
Gadsden, AL	427	Joplin, MO	746
Gainesville, FL	832	Kahului-Wailuku-Lahaina, HI	651
Gainesville, GA	1,728	Kalamazoo-Portage, MI	699
Gettysburg, PA	82	Kankakee, IL	733
Glens Falls, NY	574	Kansas City, MO-KS	805
Goldsboro, NC	514	Kennewick-Richland, WA	768
Grand Forks, ND-MN	1,094	Killeen-Temple, TX	680
Grand Island, NE	149	Kingsport-Bristol-Bristol, TN-VA	440
Grand Junction, CO	926	Kingston, NY	503
Grand Rapids-Wyoming, MI	963	Knoxville, TN	685
Grants Pass, OR	1,095	Kokomo, IN	593
Great Falls, MT	652	La Crosse-Onalaska, WI-MN	786
Greeley, CO	284	Lafayette, LA	557
Green Bay, WI	880	Lafayette-West Lafayette, IN	1,172
Greensboro-High Point, NC	707	Lake Charles, LA	438
Greenville, NC	735	Lake Havasu City-Kingman, AZ	709

## 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.

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Lakeland-Winter Haven, FL	517	Muncie, IN	421
Lancaster, PA	951	Muskegon, MI	590
Lansing-East Lansing, MI	1,042	Myrtle-Conway-North Myrtle, SC-NC	414
Laredo, TX	1,008	Napa, CA	1,084
Las Cruces, NM	338	Naples-Immokalee-Marco Island, FL	905
Las Vegas-Henderson-Paradise, NV	1,161	Nashville-Davidson--Murfr.--Franklin, TN	749
Lawrence, KS	733	New Bern, NC	462
Lawton, OK	300	New Haven-Milford, CT	949
Lebanon, PA	650	New Orleans-Metairie, LA	757
Lewiston, ID-WA	206	New York-Newark-Jersey City, NY-NJ-PA	1,342
Lewiston-Auburn, ME	476	Niles-Benton Harbor, MI	949
Lexington-Fayette, KY	766	North Port-Sarasota-Bradenton, FL	952
Lima, OH	750	Norwich-New London, CT	684
Lincoln, NE	671	Ocala, FL	541
Little Rock-North Little Rock-Conway, AR	719	Ocean City, NJ	574
Logan, UT-ID	619	Odessa, TX	882
Longview, TX	538	Ogden-Clearfield, UT	631
Longview, WA	273	Oklahoma City, OK	685
Los Angeles-Long Beach-Anaheim, CA	1,316	Olympia-Tumwater, WA	959
Louisville/Jefferson County, KY-IN	917	Omaha-Council Bluffs, NE-IA	771
Lubbock, TX	923	Orlando-Kissimmee-Sanford, FL	1,002
Lynchburg, VA	603	Oshkosh-Neenah, WI	978
Macon-Bibb County, GA	258	Owensboro, KY	672
Madera, CA	395	Oxnard-Thousand Oaks-Ventura, CA	1,015
Madison, WI	743	Palm Bay-Melbourne-Titusville, FL	527
Manchester-Nashua, NH	800	Panama City, FL	343
Manhattan, KS	460	Parkersburg-Vienna, WV	702
Mankato-North Mankato, MN	641	Pensacola-Ferry Pass-Brent, FL	358
Mansfield, OH	514	Peoria, IL	673
McAllen-Edinburg-Mission, TX	801	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	953
Medford, OR	596	Phoenix-Mesa-Scottsdale, AZ	1,142
Memphis, TN-MS-AR	869	Pine Bluff, AR	2,967
Merced, CA	614	Pittsburgh, PA	689
Miami-Fort Lauderdale-West Palm Beach, FL	865	Pittsfield, MA	413
Michigan City-La Porte, IN	619	Pocatello, ID	563
Midland, MI	636	Portland-South Portland, ME	620
Midland, TX	1,440	Portland-Vancouver-Hillsboro, OR-WA	1,060
Milwaukee-Waukesha-West Allis, WI	900	Port St. Lucie, FL	588
Minneapolis-St. Paul-Bloomington, MN-WI	1,190	Prescott, AZ	519
Missoula, MT	820	Providence-Warwick, RI-MA	899
Mobile, AL	307	Provo-Orem, UT	575
Modesto, CA	696	Pueblo, CO	838
Monroe, LA	572	Punta Gorda, FL	312
Monroe, MI	454	Racine, WI	575
Montgomery, AL	629	Raleigh, NC	994
Morgantown, WV	375	Rapid City, SD	514
Morristown, TN	199	Reading, PA	545
Mount Vernon-Anacortes, WA	864	Redding, CA	457

## 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.

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Reno, NV	719	Staunton-Waynesboro, VA	440
Richmond, VA	964	Stockton-Lodi, CA	907
Riverside-San Bernardino-Ontario, CA	1,230	Sumter, SC	2,151
Roanoke, VA	467	Syracuse, NY	654
Rochester, MN	916	Tallahassee, FL	643
Rochester, NY	1,006	Tampa-St. Petersburg-Clearwater, FL	725
Rockford, IL	939	Terre Haute, IN	464
Rocky Mount, NC	803	Texarkana, TX-AR	607
Rome, GA	242	The Villages, FL	568
Sacramento--Roseville--Arden-Arcade, CA	1,003	Toledo, OH	1,098
Saginaw, MI	645	Topeka, KS	485
St. Cloud, MN	464	Trenton, NJ	1,060
St. George, UT	511	Tucson, AZ	757
St. Joseph, MO-KS	784	Tulsa, OK	694
St. Louis, MO-IL	771	Tuscaloosa, AL	278
Salem, OR	695	Tyler, TX	447
Salinas, CA	1,633	Urban Honolulu, HI	2,184
Salisbury, MD-DE	488	Utica-Rome, NY	346
Salt Lake City, UT	922	Valdosta, GA	366
San Angelo, TX	717	Vallejo-Fairfield, CA	1,184
San Antonio-New Braunfels, TX	921	Victoria, TX	392
San Diego-Carlsbad, CA	1,353	Vineland-Bridgeton, NJ	343
San Francisco-Oakland-Hayward, CA	1,485	Virginia Beach-Norfolk-Newport, VA-NC	736
San Jose-Sunnyvale-Santa Clara, CA	1,414	Visalia-Porterville, CA	705
San Luis Obispo-Paso Robles-Arroyo Gr., CA	664	Waco, TX	908
Santa Cruz-Watsonville, CA	4,019	Walla Walla, WA	748
Santa Fe, NM	441	Warner Robins, GA	356
Santa Maria-Santa Barbara, CA	736	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,156
Santa Rosa, CA	996	Waterloo-Cedar Falls, IA	969
Savannah, GA	510	Watertown-Fort Drum, NY	551
Scranton--Wilkes-Barre--Hazleton, PA	612	Wausau, WI	542
Seattle-Tacoma-Bellevue, WA	1,381	Weirton-Steubenville, WV-OH	147
Sebastian-Vero Beach, FL	650	Wenatchee, WA	567
Sebring, FL	452	Wheeling, WV-OH	613
Sheboygan, WI	1,020	Wichita, KS	1,439
Sherman-Denison, TX	594	Wichita Falls, TX	319
Shreveport-Bossier City, LA	436	Williamsport, PA	335
Sierra Vista-Douglas, AZ	353	Wilmington, NC	798
Sioux City, IA-NE-SD	516	Winchester, VA-WV	689
Sioux Falls, SD	516	Winston-Salem, NC	598
South Bend-Mishawaka, IN-MI	618	Worcester, MA-CT	808
Spartanburg, SC	443	Yakima, WA	632
Spokane-Spokane Valley, WA	855	York-Hanover, PA	768
Springfield, IL	722	Youngstown-Warren-Boardman, OH-PA	421
Springfield, MA	771	Yuba City, CA	1,266
Springfield, MO	401	Yuma, AZ	386
Springfield, OH	329		
State College, PA	446		

# Industry Segmentation by Business Size

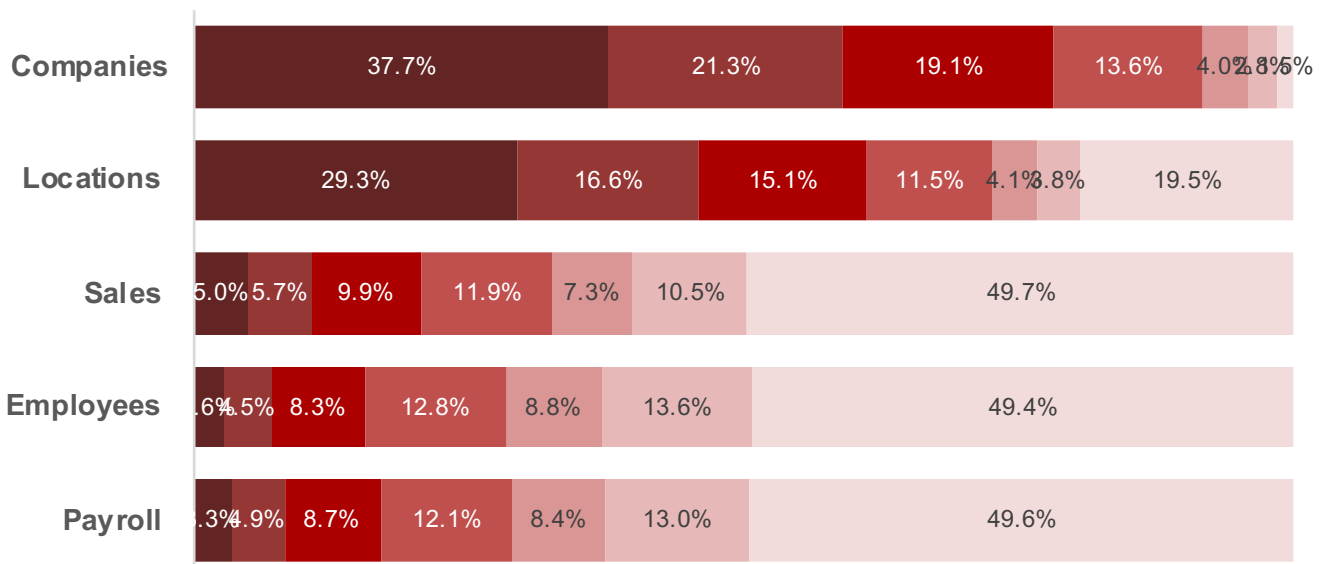
Below are industry segmentation statistics by business size, including companies, locations, sales, employees, and payroll. The business size segments are based on the number of employees per company. Both absolute and as a percent of the industry figures are included.

## Health Clubs Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
<b>Companies</b>	12,430	7,012	6,296	4,485	1,327	919	488
<b>Locations</b>	11,843	6,699	6,109	4,641	1,643	1,553	7,879
<b>Sales (\$ M)</b>	1,853	2,129	3,692	4,431	2,708	3,887	18,461
<b>Employees</b>	20,572	35,061	64,638	99,946	68,509	105,532	384,320
<b>Payroll (\$ M)</b>	415	609	1,081	1,508	1,046	1,618	6,188

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

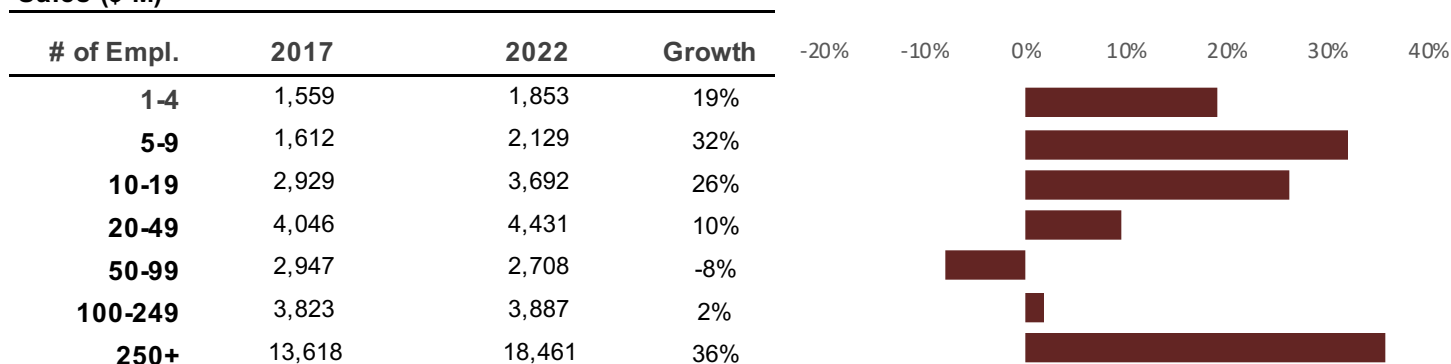
■ 1-4 ■ 5-9 ■ 10-19 ■ 20-49 ■ 50-99 ■ 100-249 ■ 250+



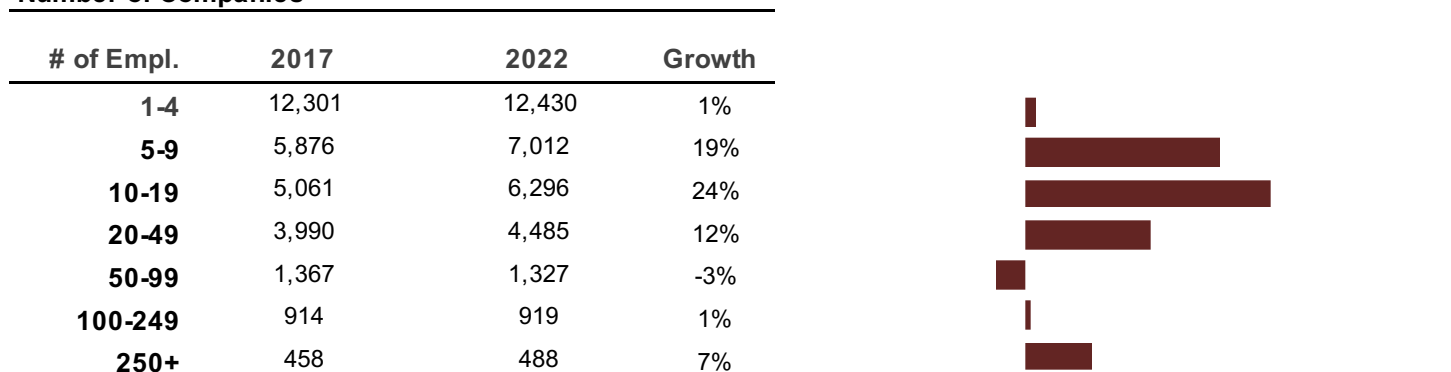
# Industry Consolidation Analysis

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

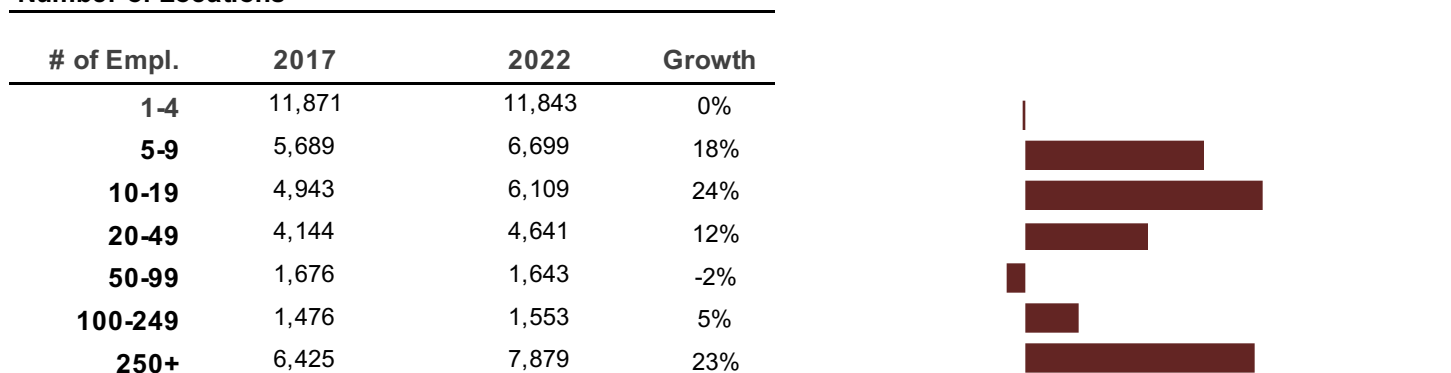
## Sales (\$ M)



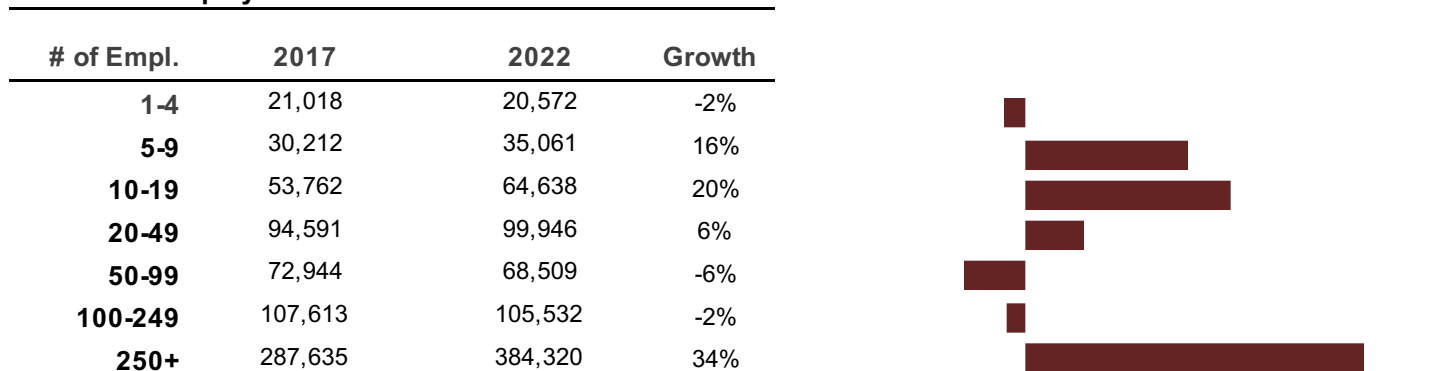
## Number of Companies



## Number of Locations



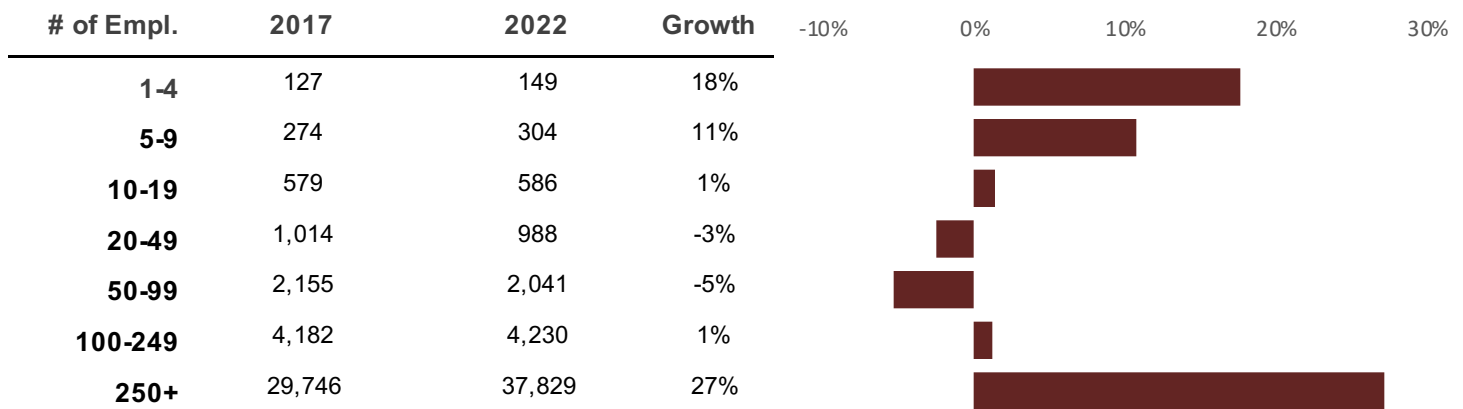
## Number of Employees



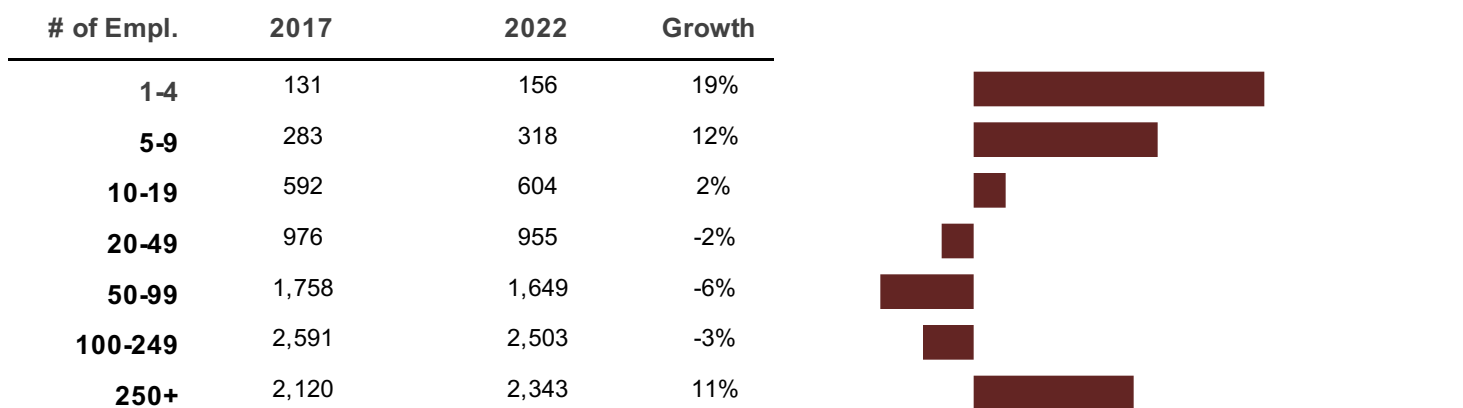
# Industry Consolidation Benchmarks

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

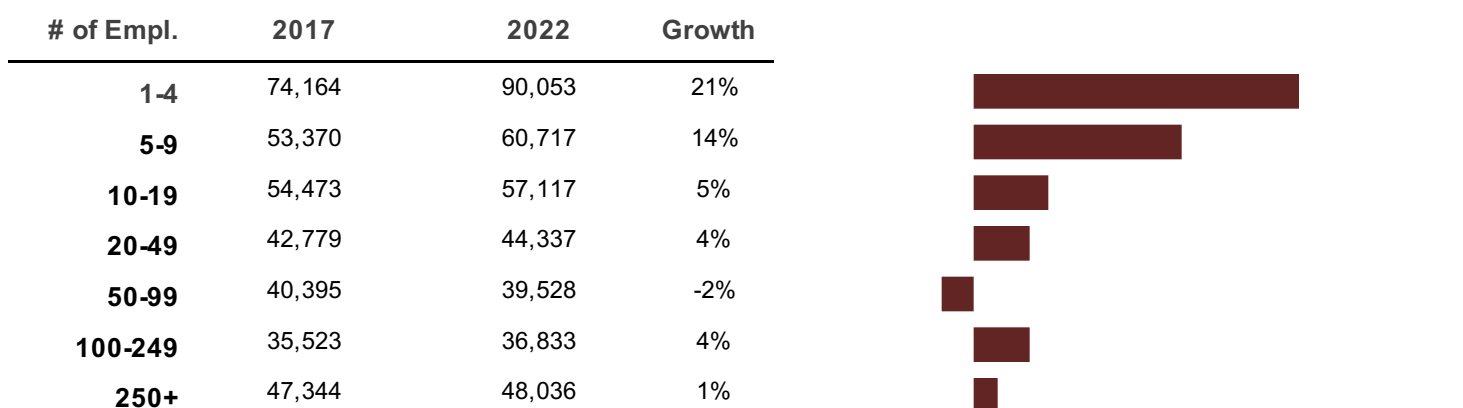
## Sales per Company (\$ thousands)



## Sales per Location (\$ thousands)



## Sales per Employee (\$)



# Industry Segmentation by Concentration

Below are industry segmentation statistics by industry sales concentration, including 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

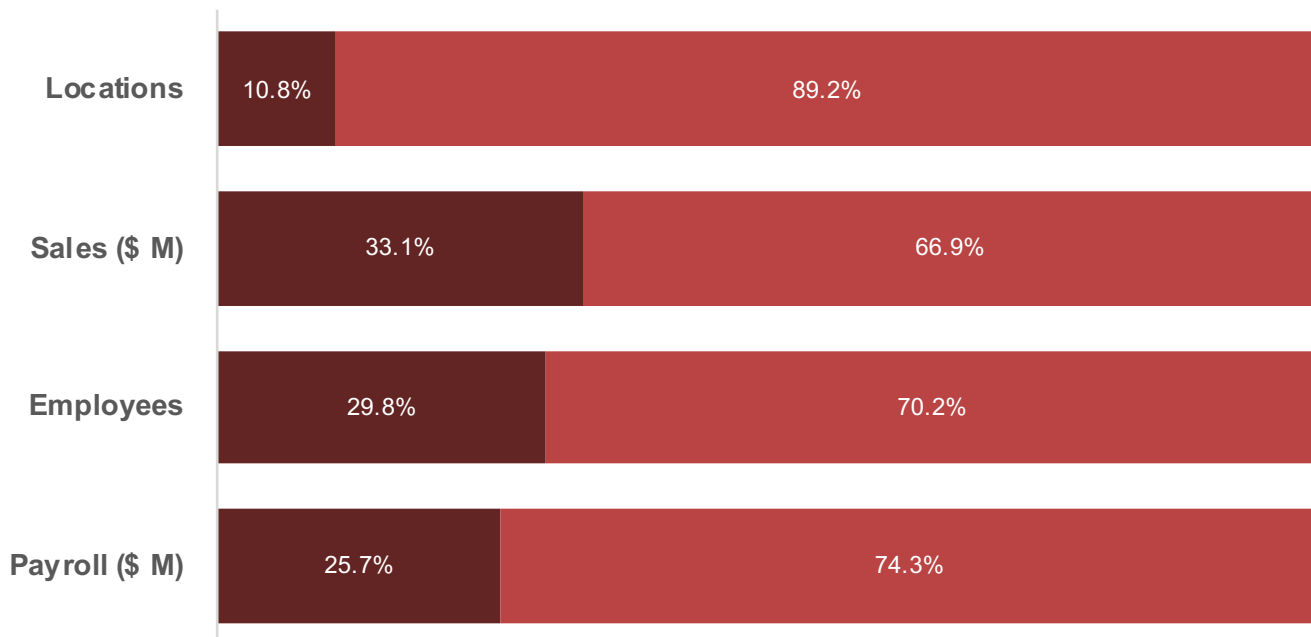
### Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
<b>Companies</b>	4	4	12	30	50	32,907
<b>Locations</b>	1,622	524	990	1,214	4,350	36,017
<b>Sales (\$ M)</b>	7,090	1,217	1,703	2,303	12,314	24,847
<b>Employees</b>	120,563	22,496	35,055	54,137	232,251	546,327
<b>Payroll (\$ M)</b>	1,461	424	479	840	3,204	9,261

### Largest Companies Ranked by Revenue

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

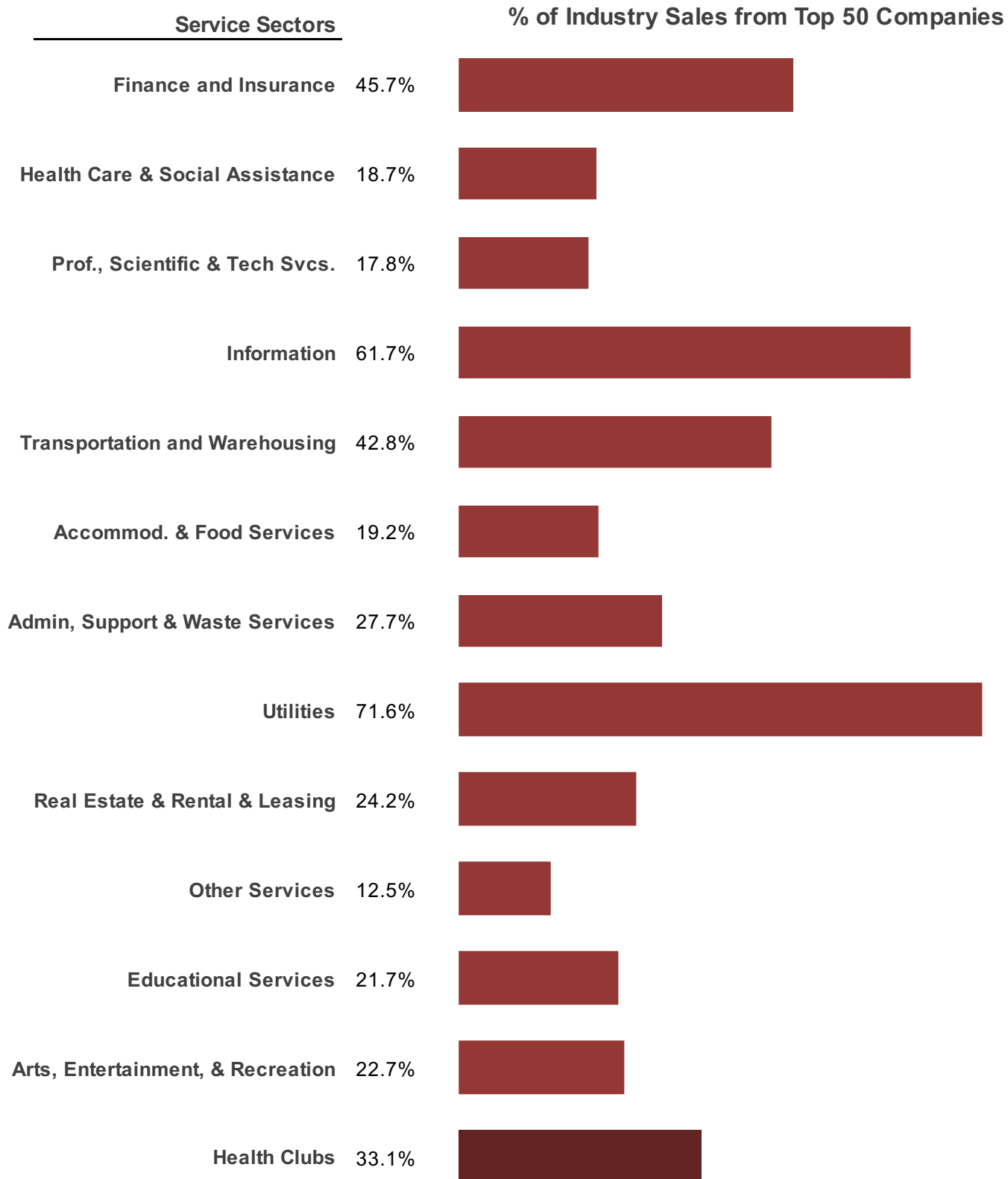
■ Top 50 ■ Rest of Industry





## Sector Concentration Benchmarks

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



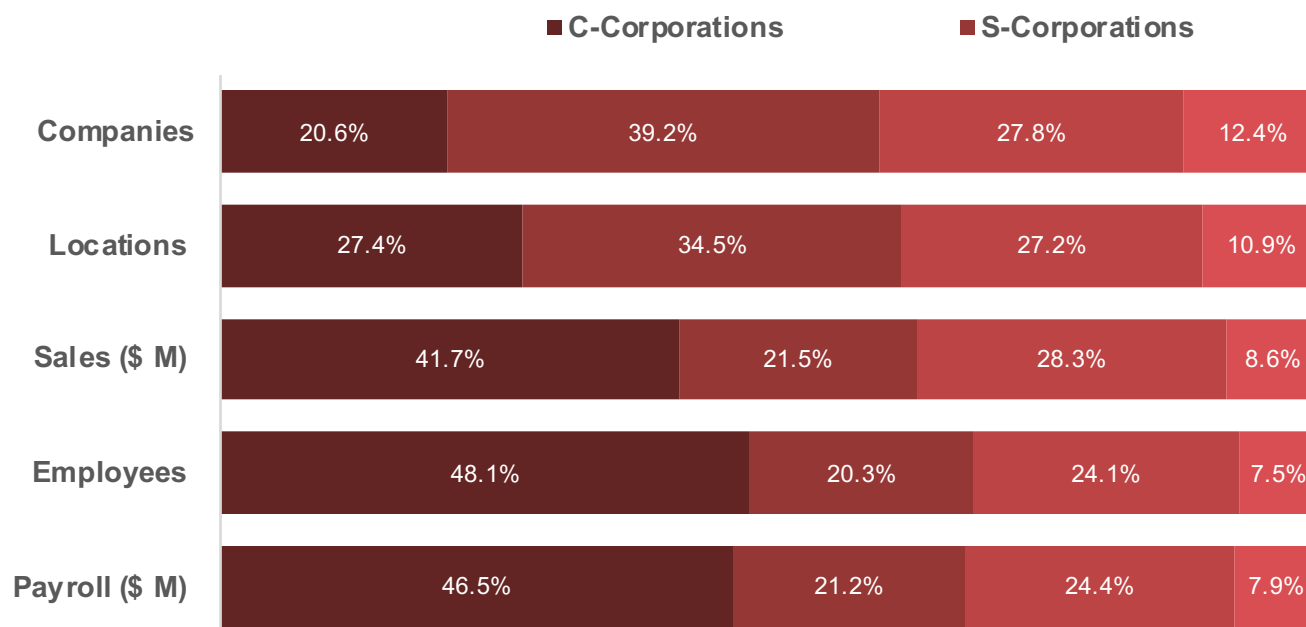
# Industry Segmentation by Business Structure

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

## Health Clubs Segmentation by Business Structure

	Business Structure			
	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
<b>Companies</b>	6,786	12,916	9,162	4,093
<b>Locations</b>	11,078	13,919	10,984	4,386
<b>Sales (\$ M)</b>	15,505	7,972	10,500	3,184
<b>Employees</b>	374,273	158,216	187,697	58,392
<b>Payroll (\$ M)</b>	5,796	2,641	3,038	990

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

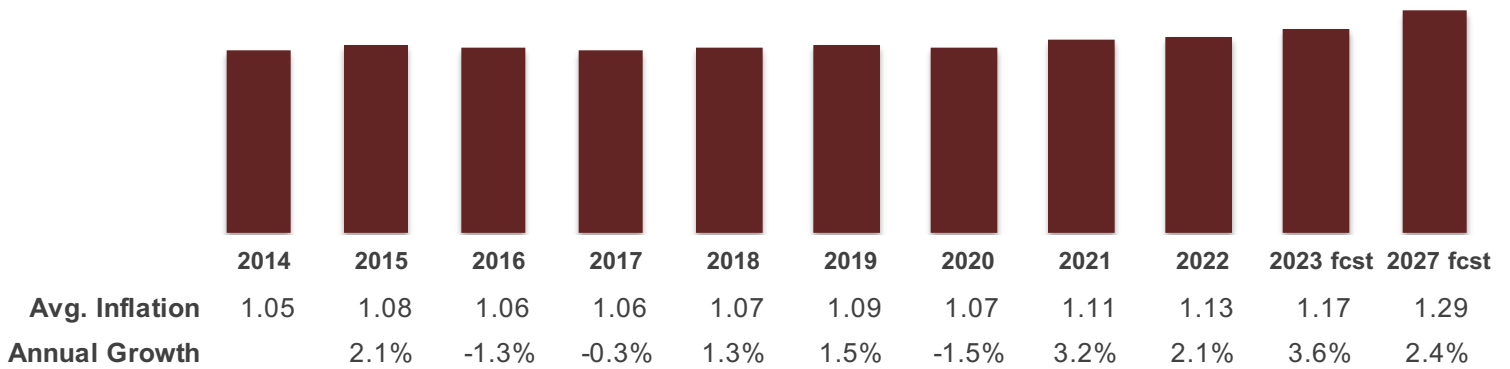


# Pricing & Inflation

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

## Health Clubs Industry Inflation

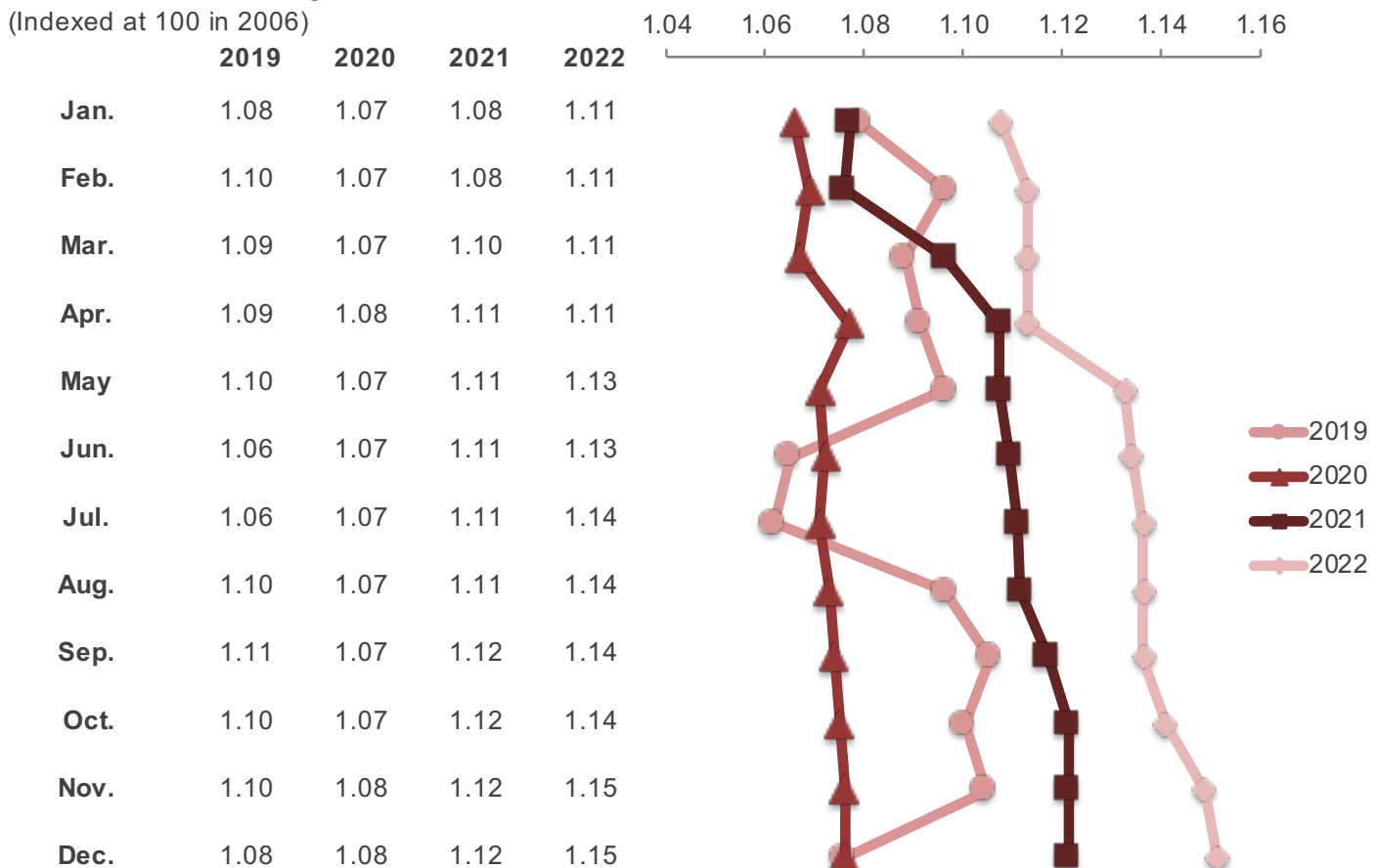
(Indexed at 100 in 2006)



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

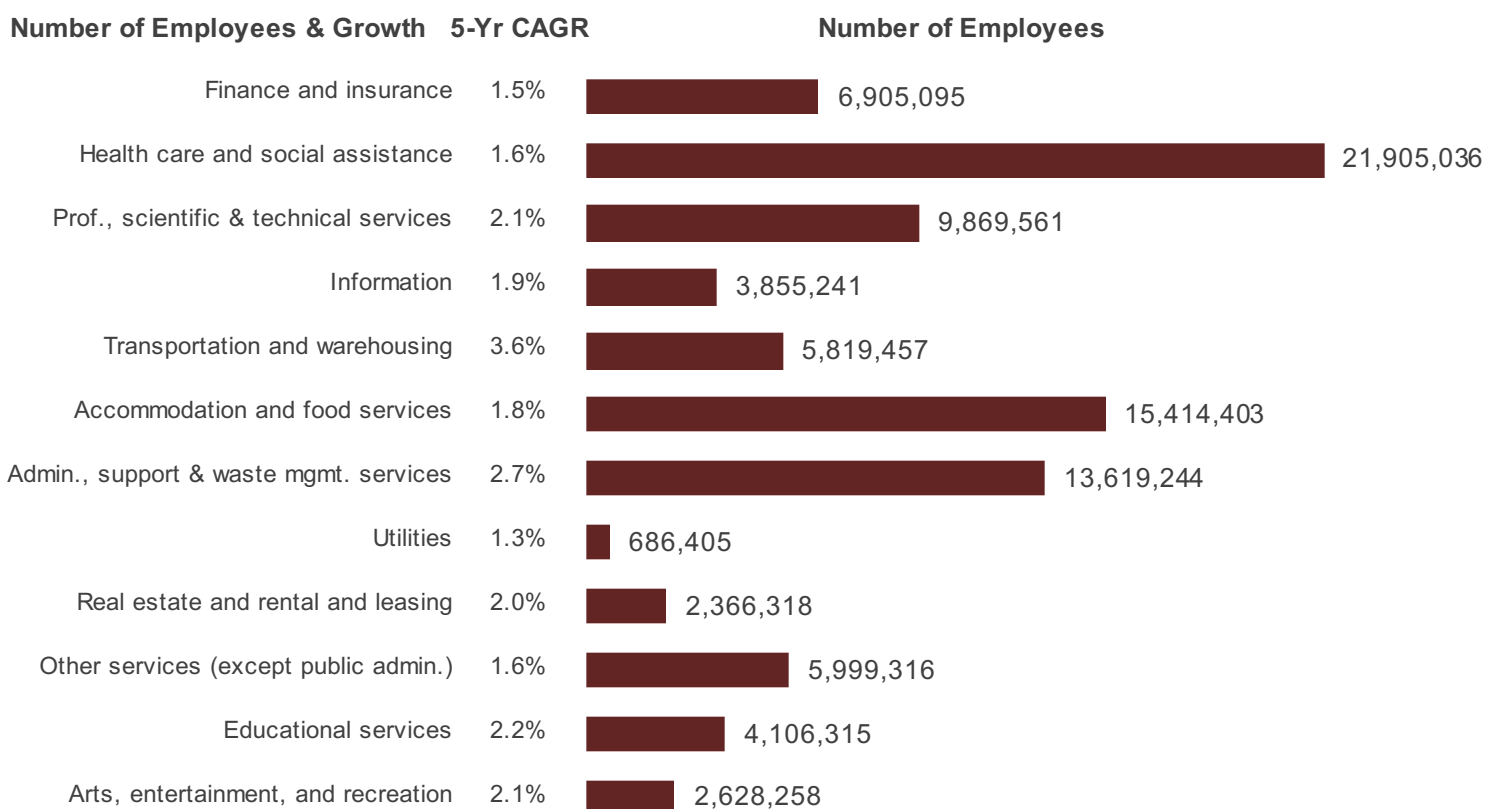
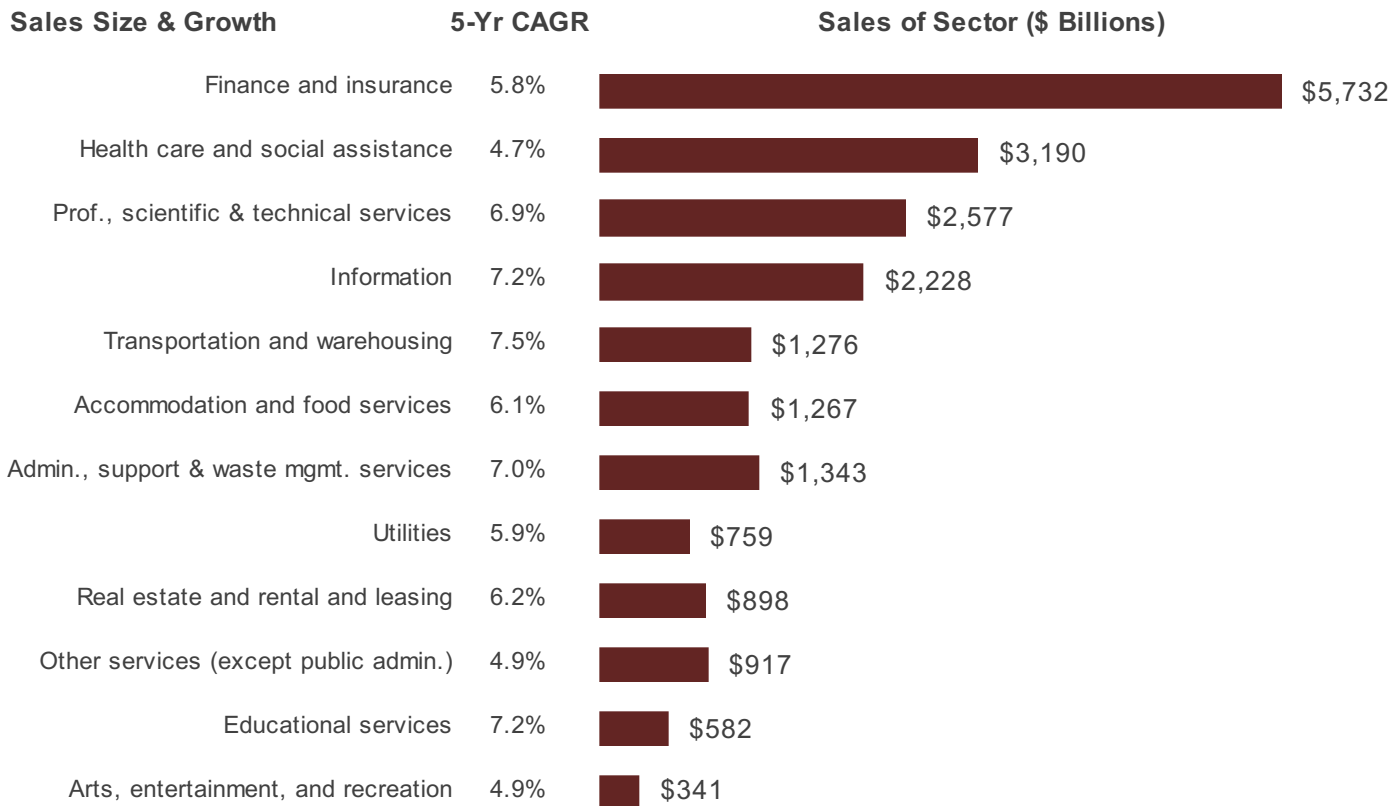
## Health Clubs Industry Inflation

(Indexed at 100 in 2006)



# Services Sector Growth

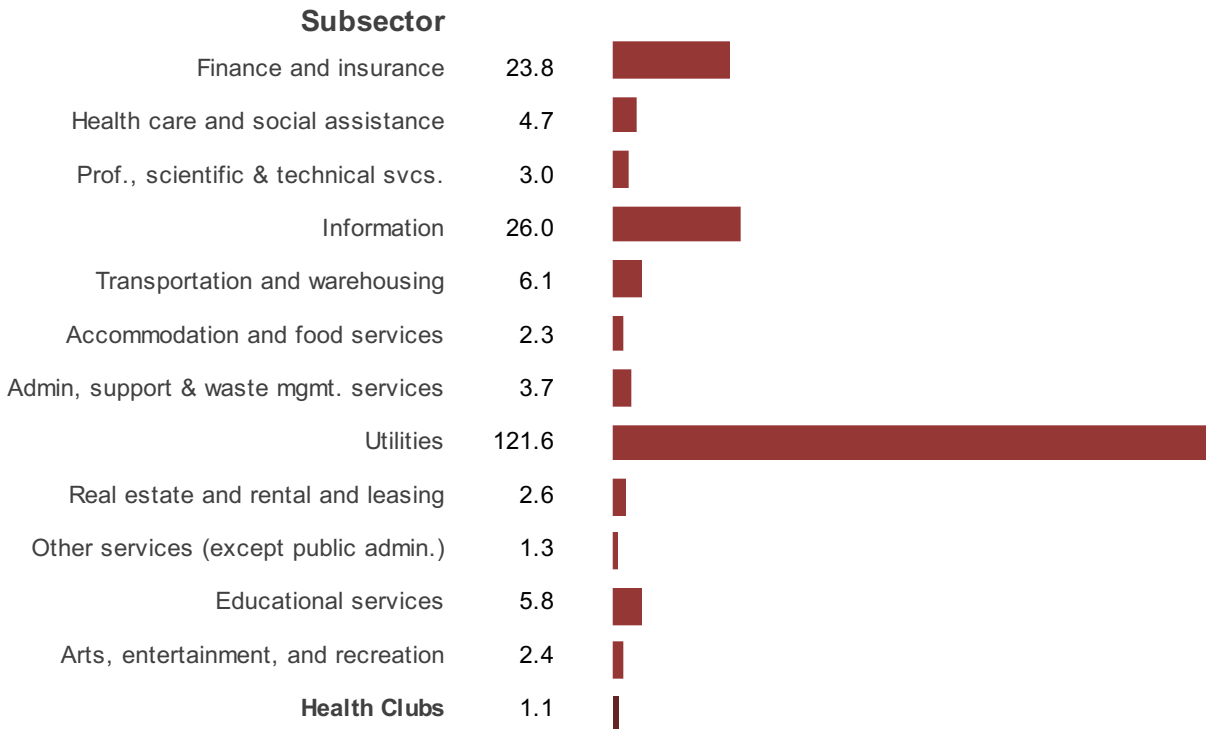
Below is the size and growth of all of the major service subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



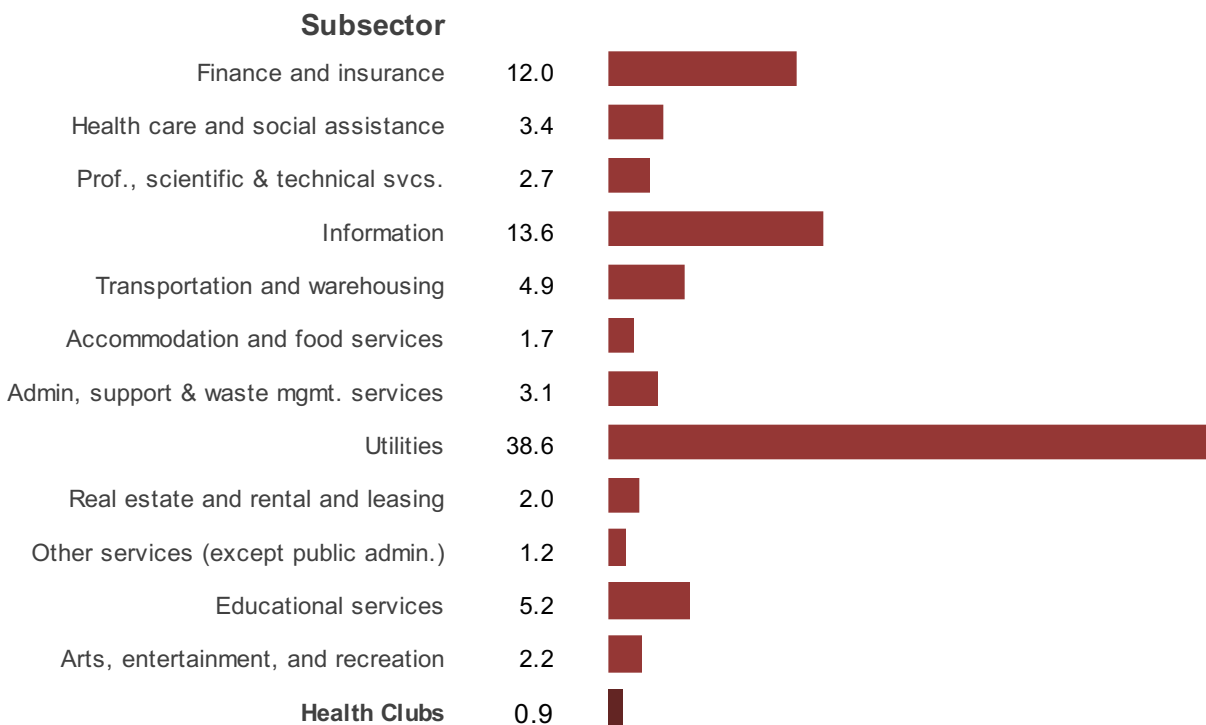
## Subsector Analysis (1/2)

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

### Revenue per Company (\$ M)



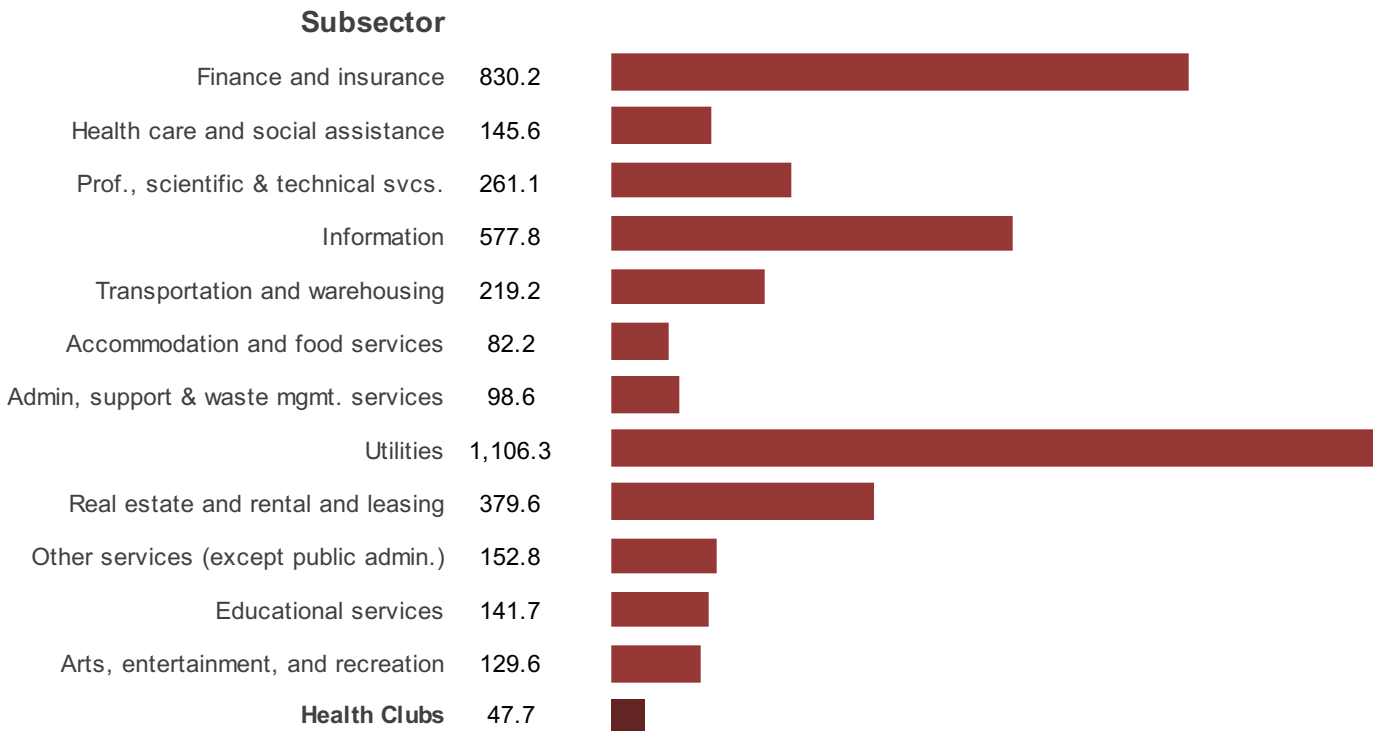
### Revenue per Location (\$ M)



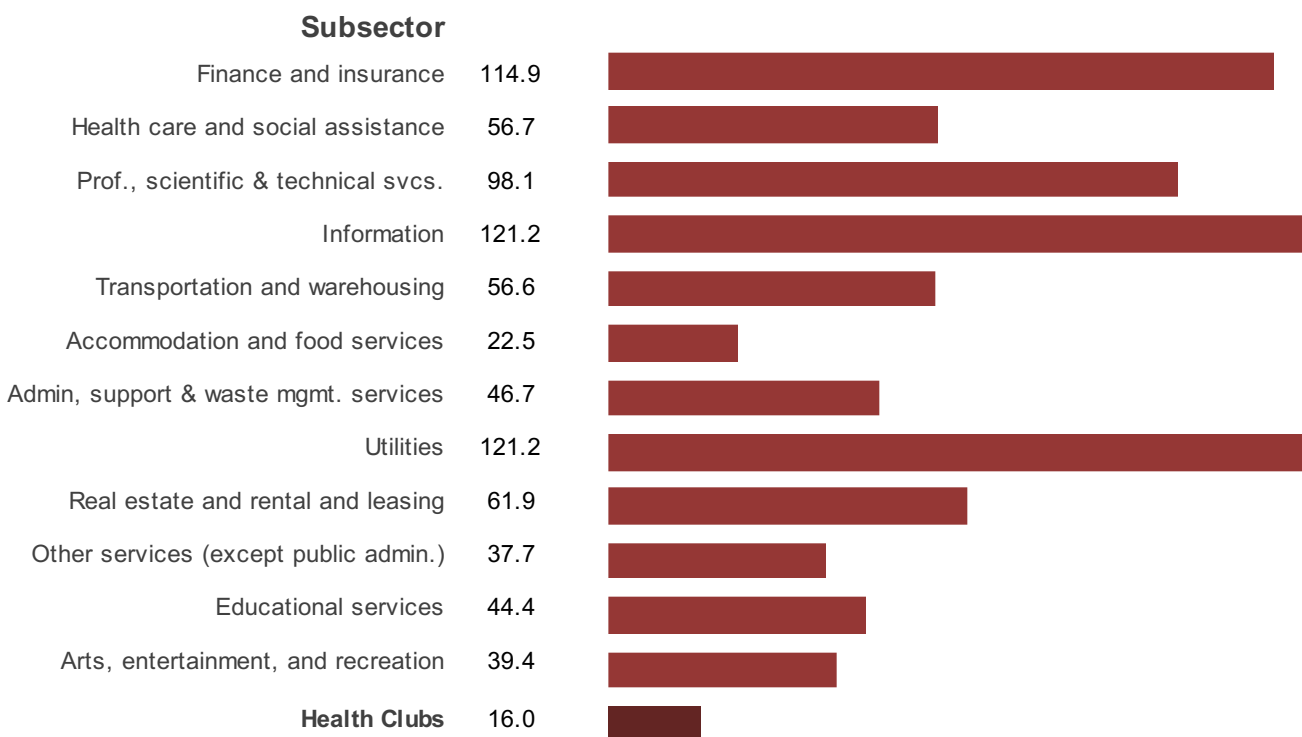
## Subsector Analysis (2/2)

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

### Sales per Employee (\$ 000s)



### Payroll per Employee (\$ 000s)



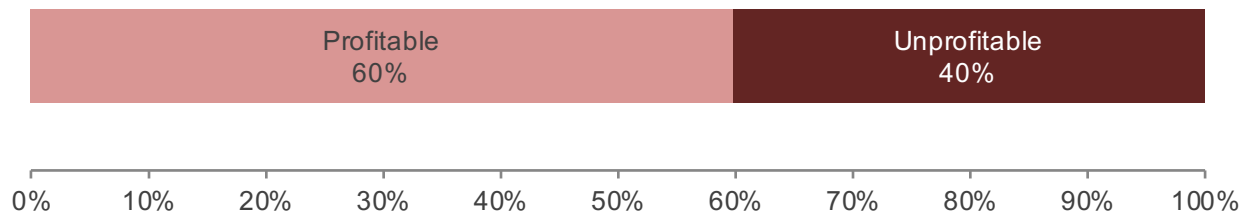
## **Section Two**

# **Cost & Financial Analysis**

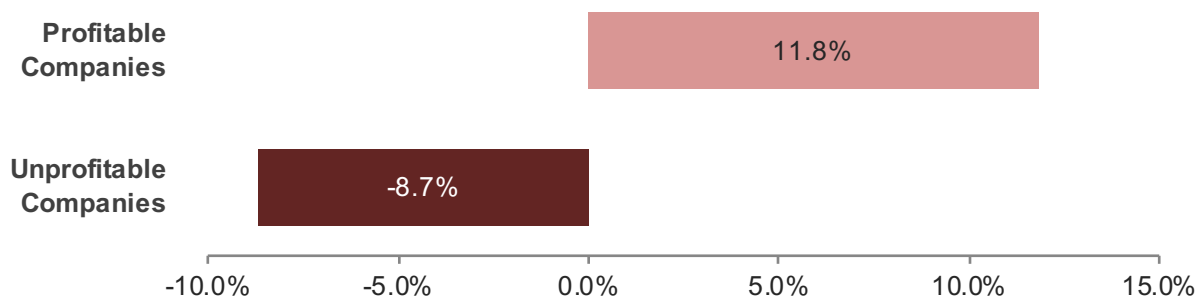
# Profitability & Financial Ratio Analysis

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

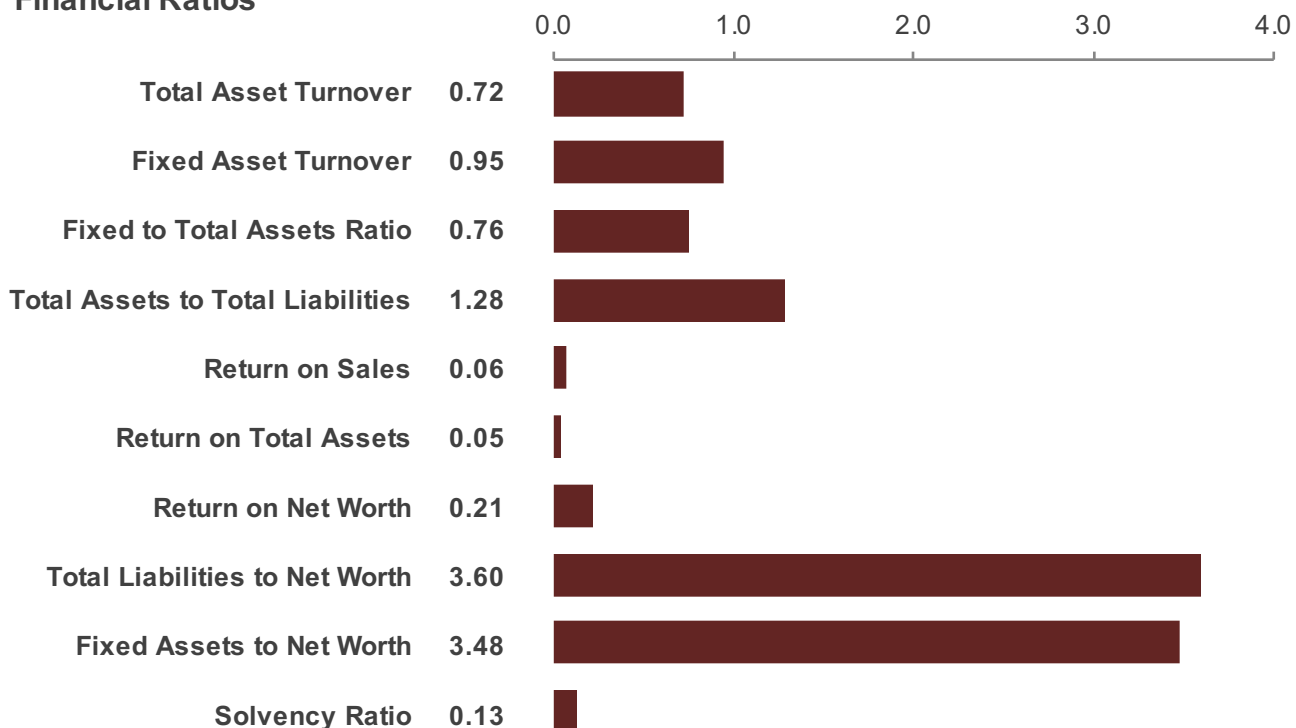
## Percent of Companies that are Profitable



## Average Net Income as a Percent of Revenue



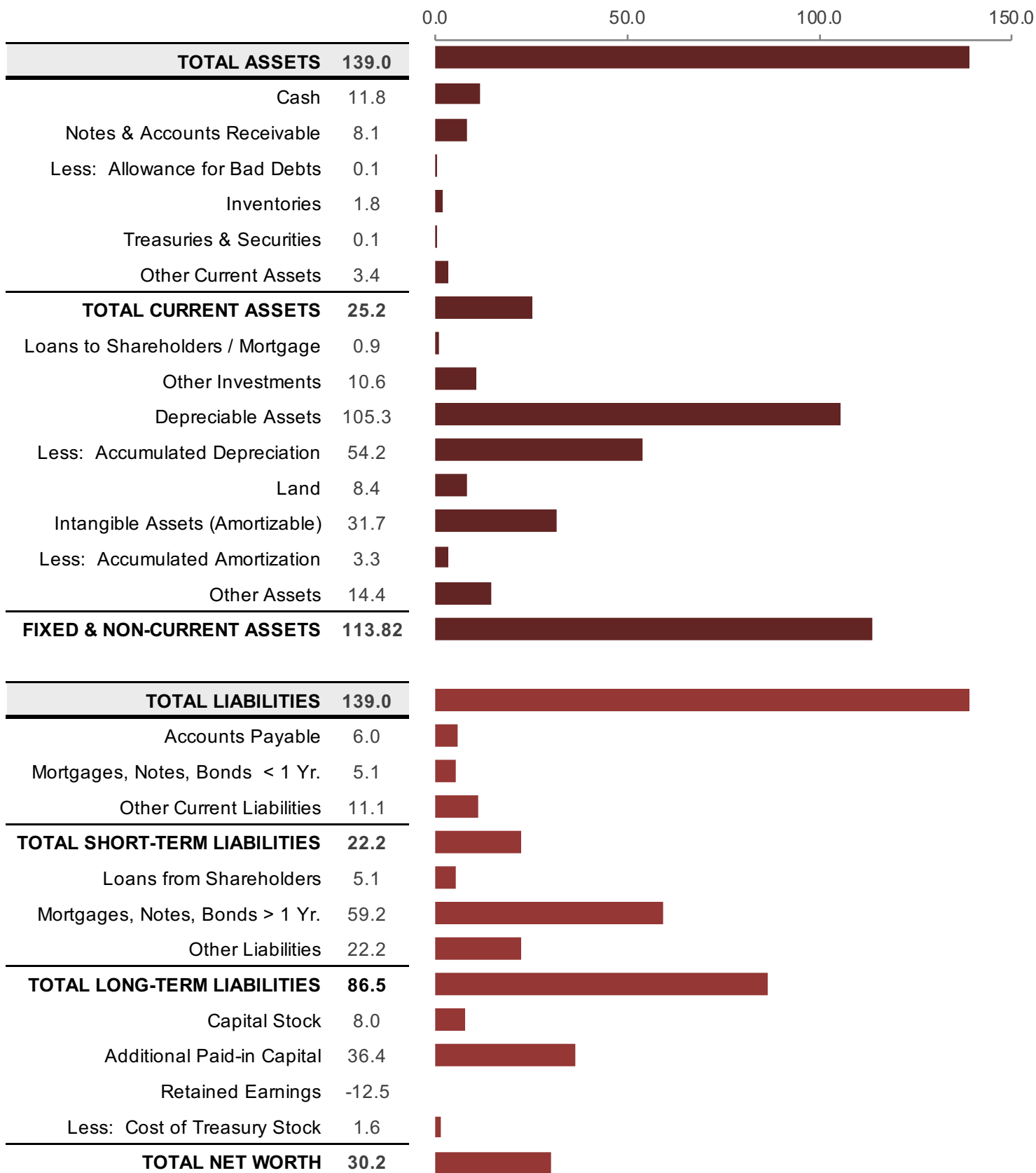
## Financial Ratios





## Balance Sheet Benchmarks - Assets, Liabilities & Equity

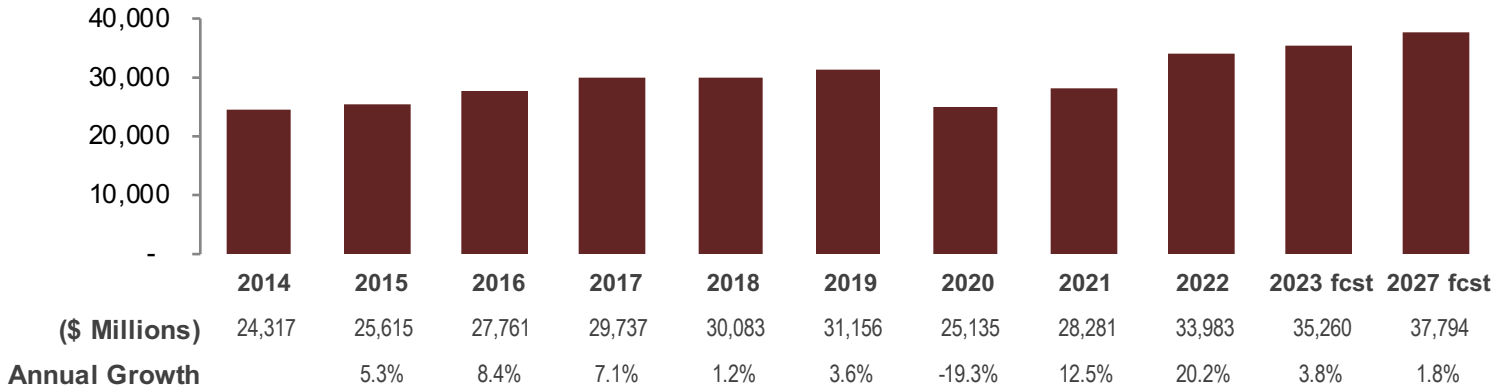
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



# Operating Expenses

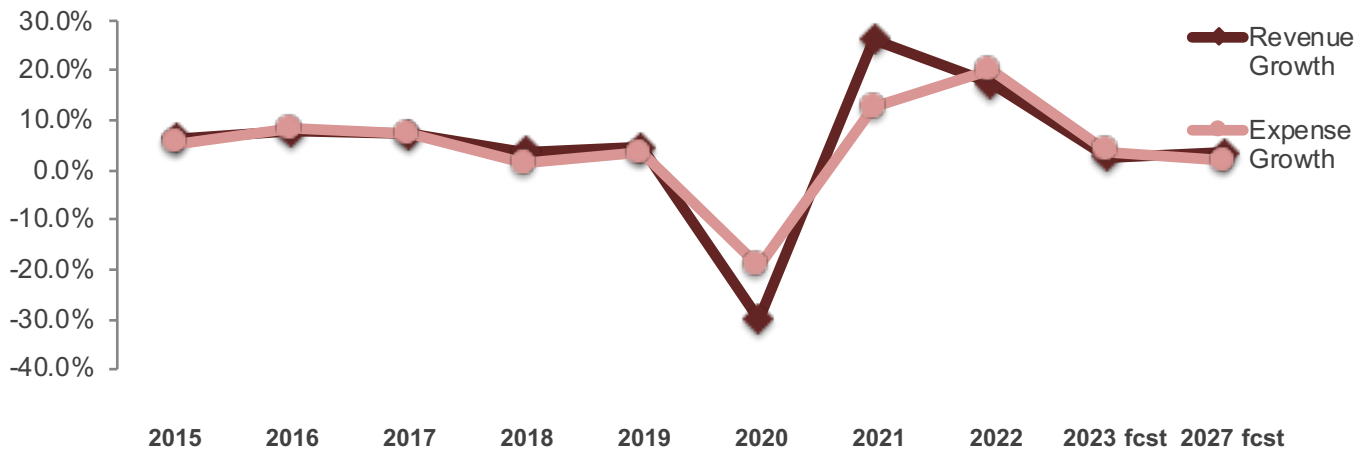
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Health Clubs industry. The data sets include historical and forecasts.

## Industry Operating Expenses

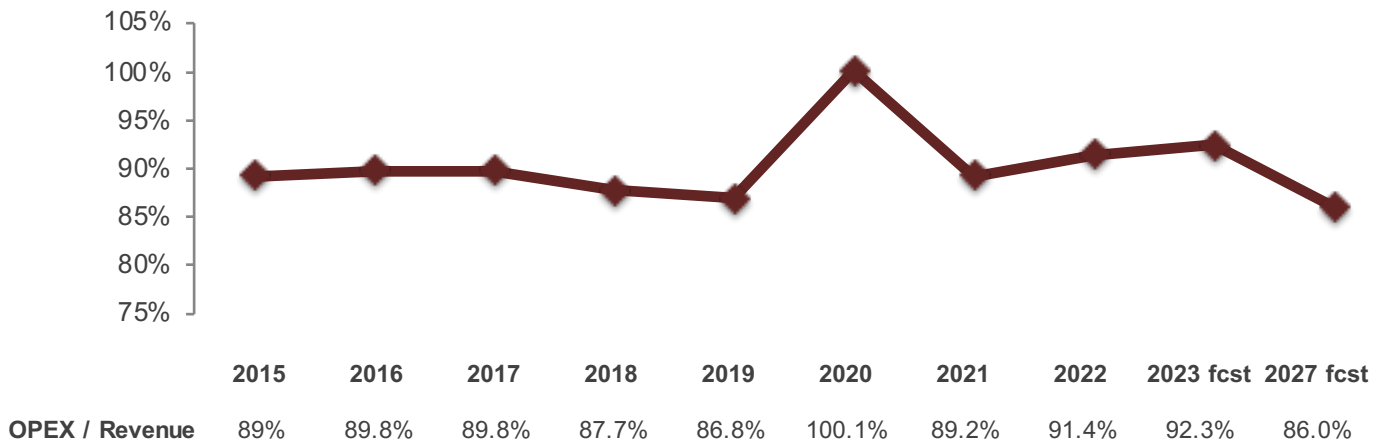


Compound Annual Growth Rate **2.9%** 3-Year **2.7%** 5-Year

## Industry Revenue vs. Operating Expense Growth



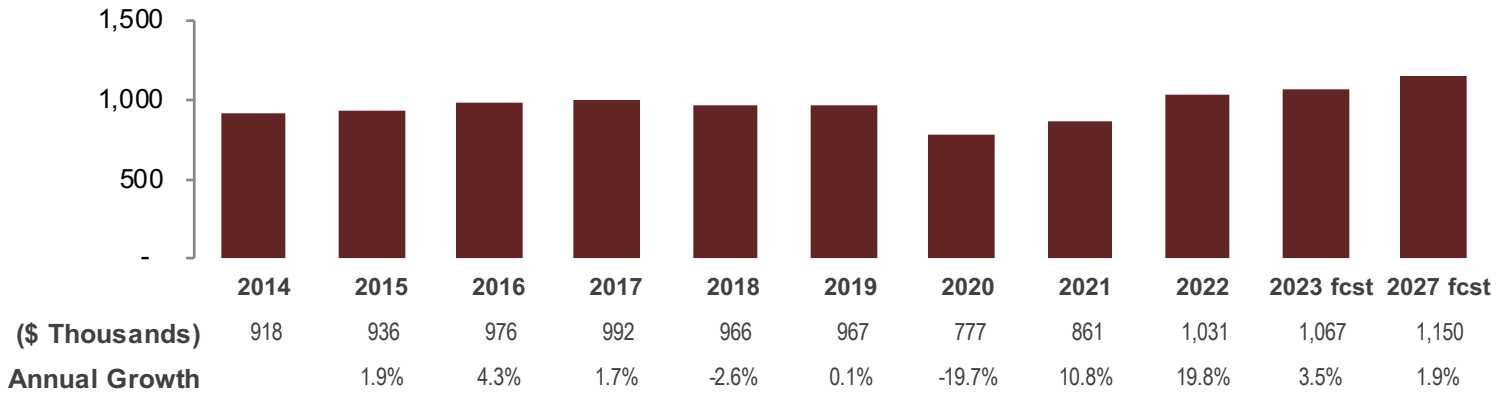
## Operating Expense as a Percent of Revenue



# Operating Expenses per Company & Location

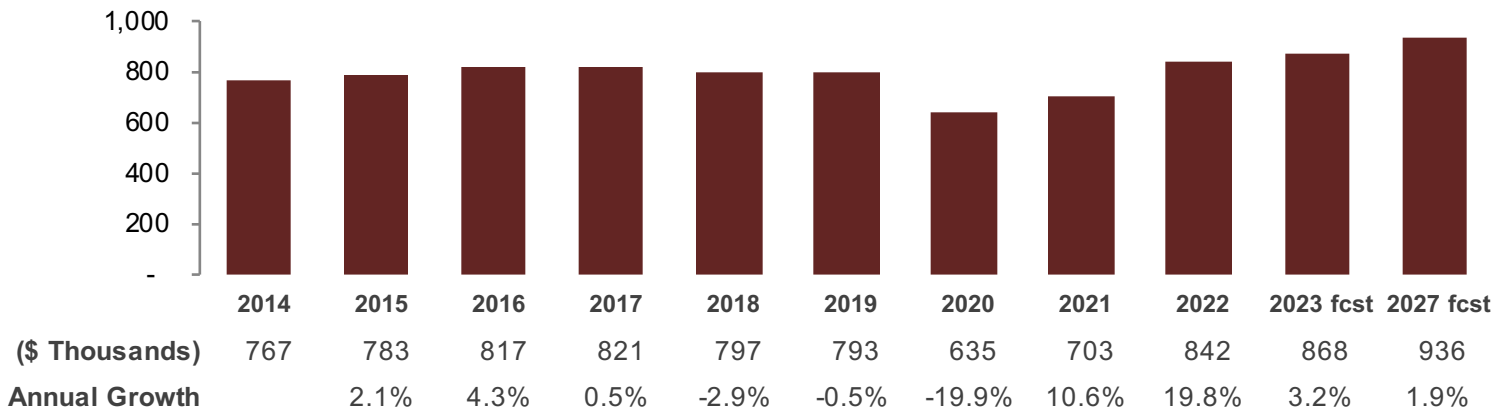
Given the dynamics of company and location growth and consolidation in the industry, it is important to normalize operating expense growth by company and location, which are below. This serves as a better benchmark for operating expense comparisons.

## Industry Operating Expenses per Company



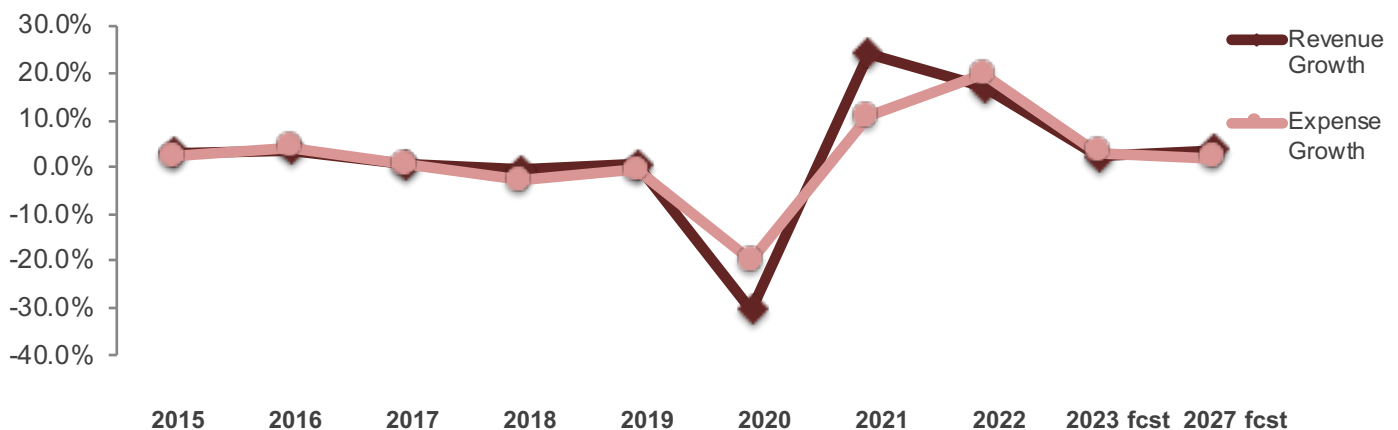
Compound Annual Growth Rate **2.2%** 3-Year **0.8%** 5-Year

## Industry Operating Expenses per Location



Compound Annual Growth Rate **2.0%** 3-Year **0.5%** 5-Year

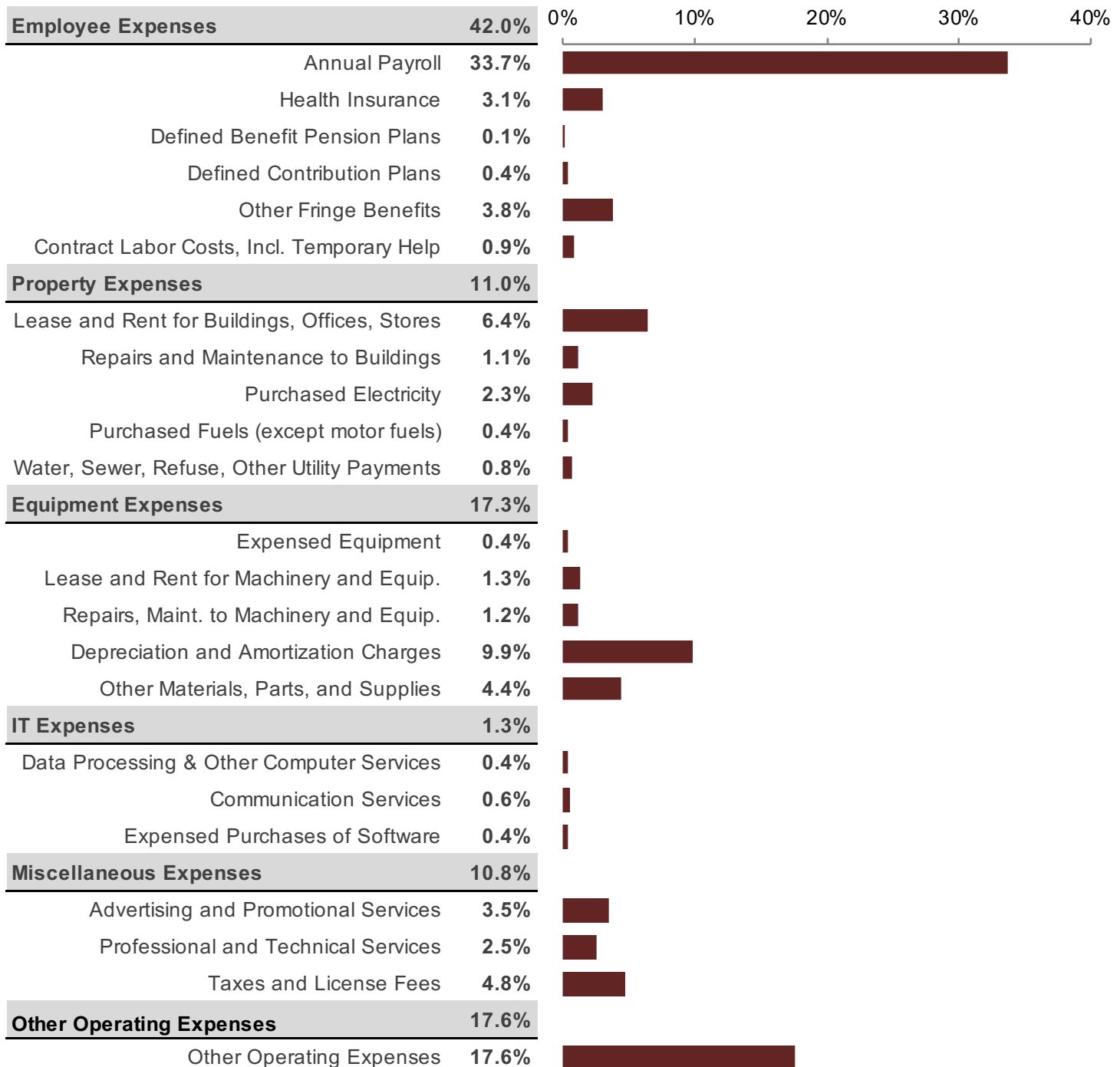
## Revenue Growth per Location vs. Operating Expense Growth per Location



## Operating Expense Detail

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

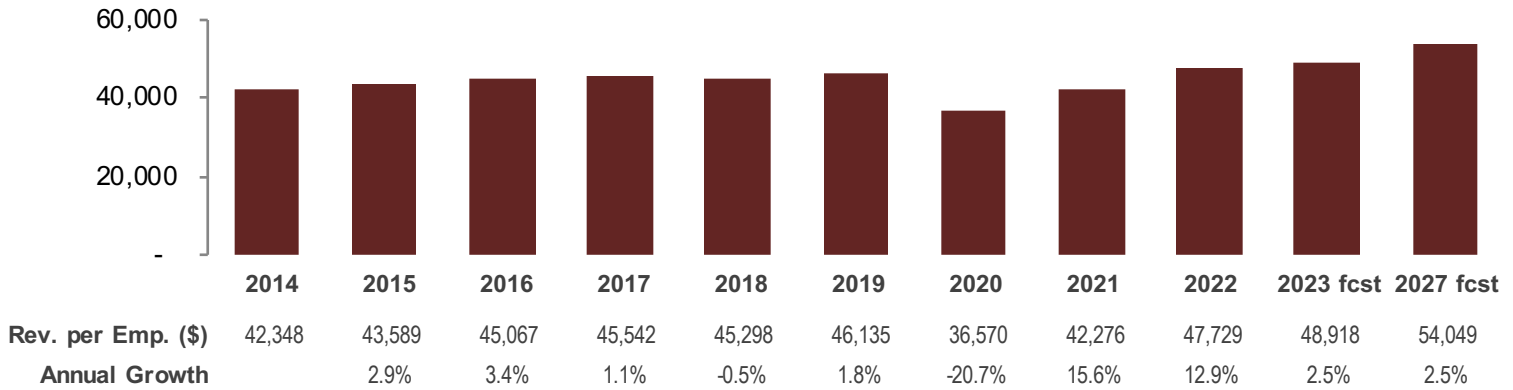
### Operating Expense Breakdown



# Employee Productivity & Industry Employment

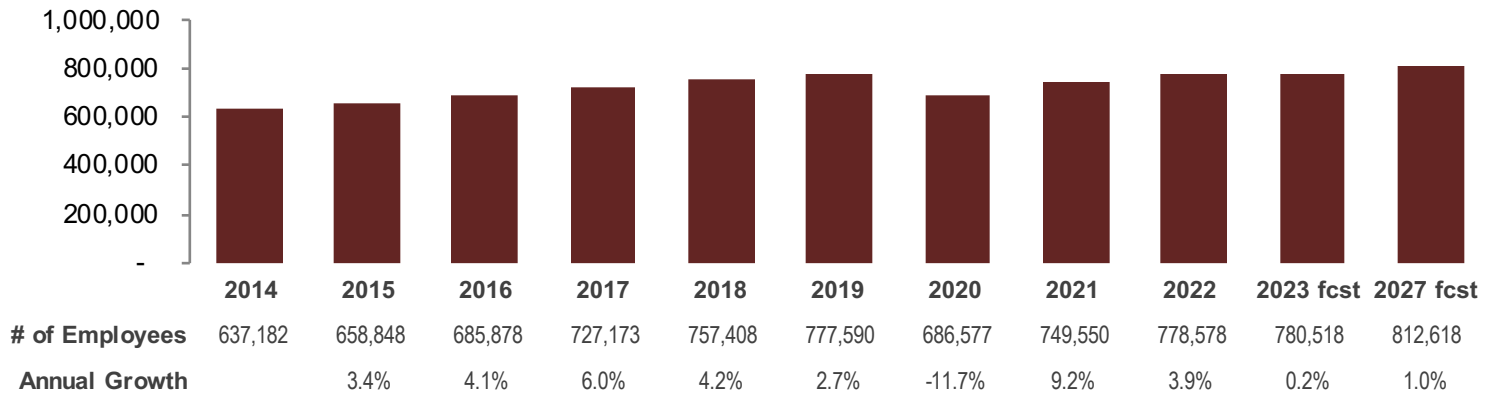
Below are date sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historical and forecasts.

## Productivity - Revenue (output) per Employee



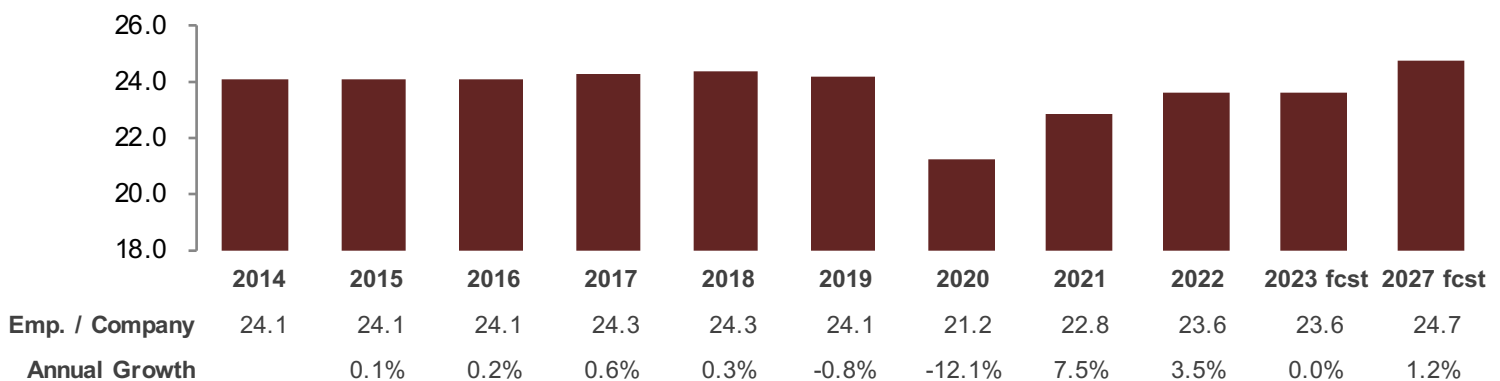
Compound Annual Growth Rate **1.1%** 3-Year **0.9%** 5-Year

## Total Industry Employees



Compound Annual Growth Rate **0.0%** 3-Year **1.4%** 5-Year

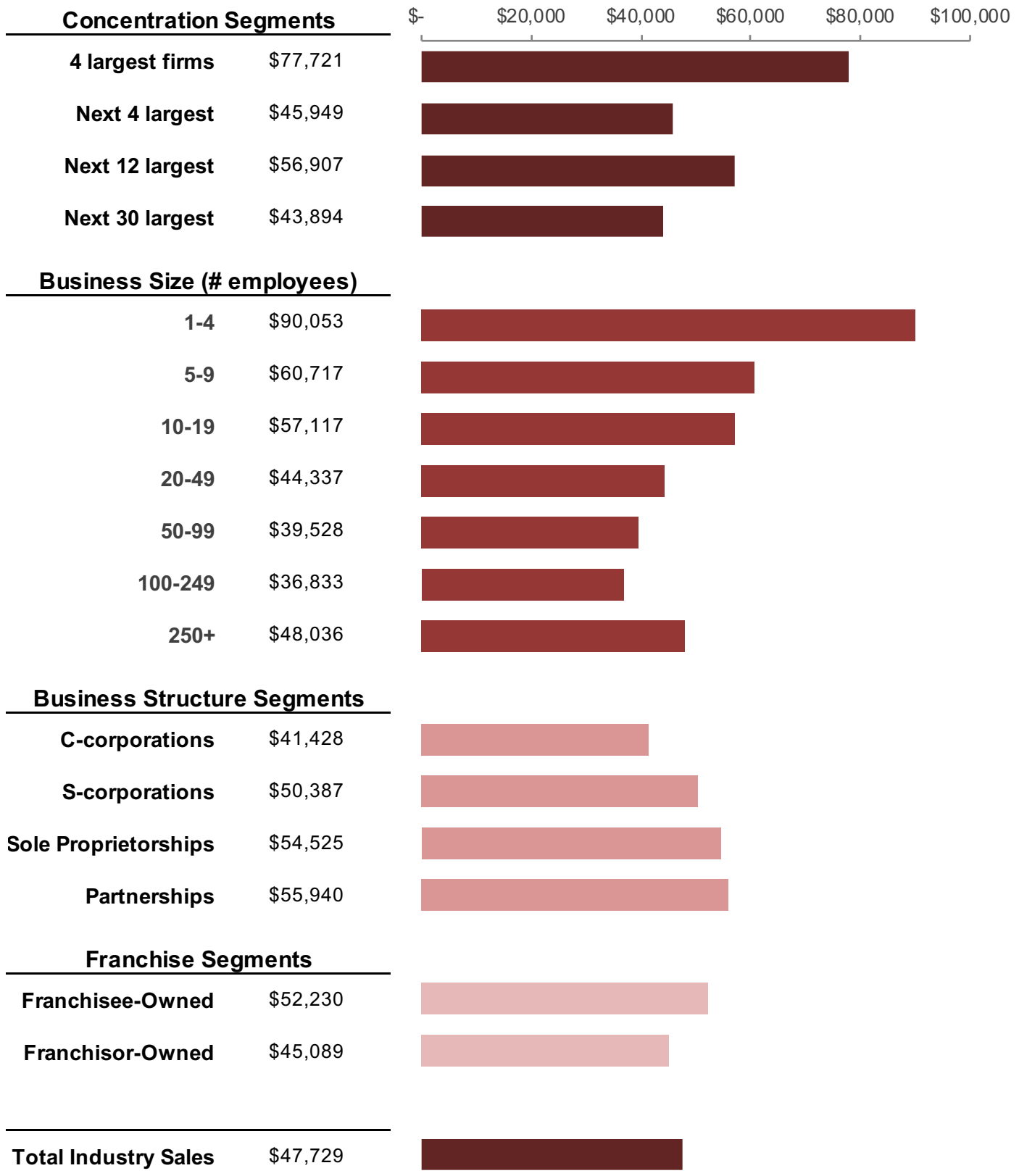
## Employees per Company



Compound Annual Growth Rate **-0.7%** 3-Year **-0.5%** 5-Year

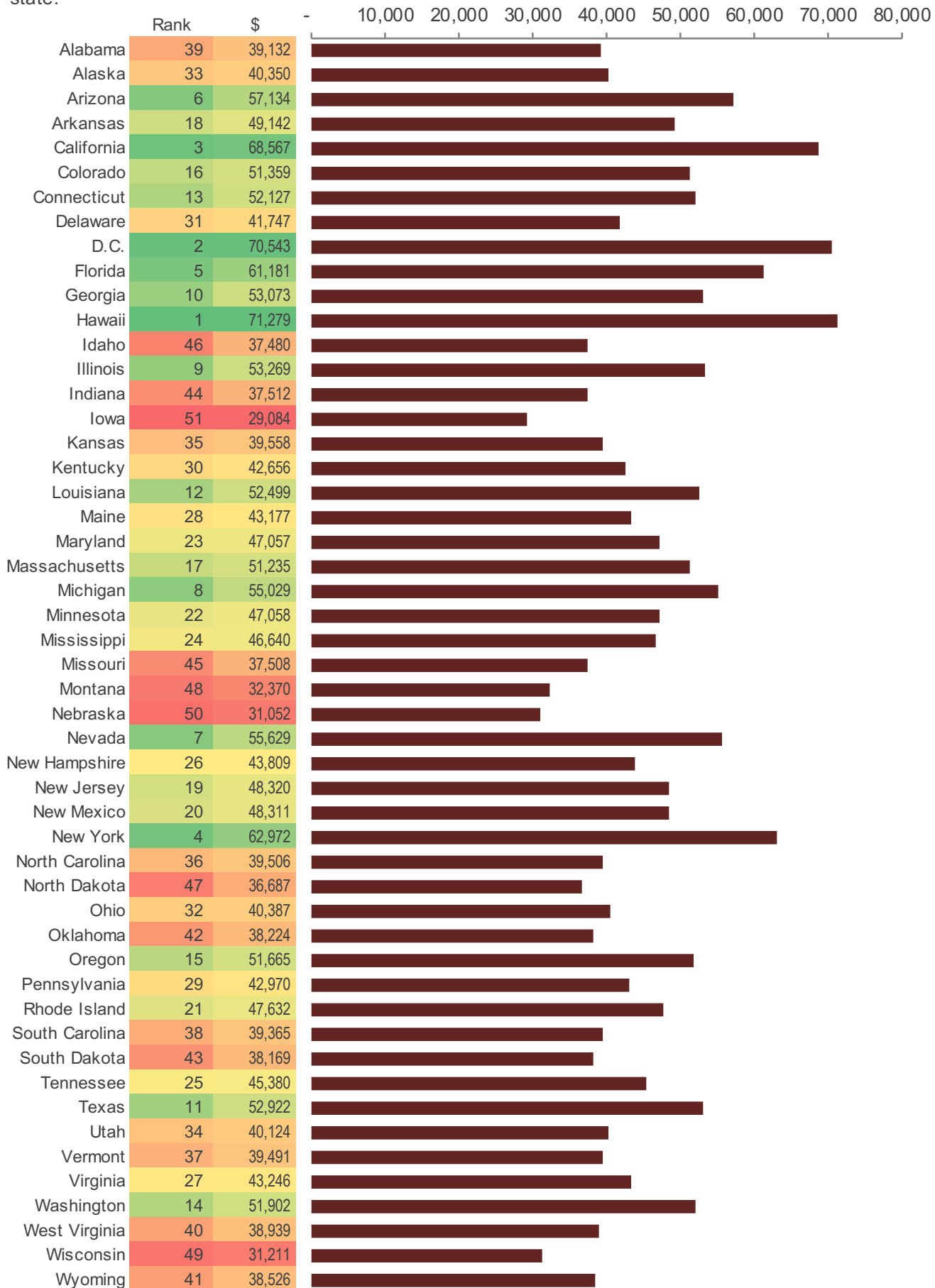
# Employee Productivity by Segments

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



# Productivity by State - Revenue (output) per Employee

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



## Sales per Employee per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Abilene, TX	51	Brunswick, GA	47
Akron, OH	44	Buffalo-Cheektowaga-Niagara Falls, NY	37
Albany, GA	48	Burlington, NC	37
Albany, OR	36	Burlington-South Burlington, VT	33
Albany-Schenectady-Troy, NY	33	California-Lexington Park, MD	25
Albuquerque, NM	43	Canton-Massillon, OH	26
Alexandria, LA	58	Cape Coral-Fort Myers, FL	60
Allentown-Bethlehem-Easton, PA-NJ	46	Cape Girardeau, MO-IL	40
Altoona, PA	29	Carbondale-Marion, IL	35
Amarillo, TX	40	Carson City, NV	55
Ames, IA	22	Casper, WY	32
Anchorage, AK	45	Cedar Rapids, IA	23
Ann Arbor, MI	38	Chambersburg-Waynesboro, PA	48
Anniston-Oxford-Jacksonville, AL	45	Champaign-Urbana, IL	34
Appleton, WI	22	Charleston, WV	39
Asheville, NC	35	Charleston-North Charleston, SC	47
Athens-Clarke County, GA	38	Charlotte-Concord-Gastonia, NC-SC	39
Atlanta-Sandy Springs-Roswell, GA	54	Charlottesville, VA	59
Atlantic City-Hammonton, NJ	37	Chattanooga, TN-GA	38
Auburn-Opelika, AL	43	Cheyenne, WY	25
Augusta-Richmond County, GA-SC	35	Chicago-Naperville-Elgin, IL-IN-WI	55
Austin-Round Rock, TX	45	Chico, CA	43
Bakersfield, CA	62	Cincinnati, OH-KY-IN	42
Baltimore-Columbia-Towson, MD	42	Clarksville, TN-KY	41
Bangor, ME	43	Cleveland, TN	23
Barnstable Town, MA	46	Cleveland-Elyria, OH	43
Baton Rouge, LA	44	Coeur d'Alene, ID	49
Battle Creek, MI	41	College Station-Bryan, TX	33
Bay City, MI	31	Colorado Springs, CO	49
Beaumont-Port Arthur, TX	38	Columbia, MO	35
Beckley, WV	30	Columbia, SC	43
Bellingham, WA	32	Columbus, GA-AL	34
Bend-Redmond, OR	43	Columbus, IN	31
Billings, MT	29	Columbus, OH	43
Binghamton, NY	35	Corpus Christi, TX	44
Birmingham-Hoover, AL	41	Corvallis, OR	35
Bismarck, ND	30	Crestview-Fort Walton Beach-Destin, FL	56
Blacksburg-Christiansburg-Radford, VA	34	Cumberland, MD-WV	66
Bloomington, IL	19	Dallas-Fort Worth-Arlington, TX	56
Bloomington, IN	27	Dalton, GA	36
Bloomsburg-Berwick, PA	30	Danville, IL	27
Boise City, ID	37	Daphne-Fairhope-Foley, AL	29
Boston-Cambridge-Newton, MA-NH	50	Davenport-Moline-Rock Island, IA-IL	27
Boulder, CO	36	Dayton, OH	31
Bowling Green, KY	30	Decatur, AL	35
Bremerton-Silverdale, WA	32	Decatur, IL	27
Bridgeport-Stamford-Norwalk, CT	58	Deltona-Daytona Beach-Ormond, FL	43
Brownsville-Harlingen, TX	39	Denver-Aurora-Lakewood, CO	53



## Sales per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	31	Greenville-Anderson-Mauldin, SC	31
Detroit-Warren-Dearborn, MI	64	Gulfport-Biloxi-Pascagoula, MS	50
Dothan, AL	49	Hagerstown-Martinsburg, MD-WV	31
Dover, DE	48	Hammond, LA	36
Dubuque, IA	52	Hanford-Corcoran, CA	45
Duluth, MN-WI	26	Harrisburg-Carlisle, PA	39
Durham-Chapel Hill, NC	37	Harrisonburg, VA	48
East Stroudsburg, PA	34	Hartford-West Hartford-East Hartford, CT	39
Eau Claire, WI	20	Hattiesburg, MS	36
El Centro, CA	33	Hickory-Lenoir-Morganton, NC	33
Elizabethtown-Fort Knox, KY	46	Hilton Head Island-Bluffton-Beaufort, SC	56
Elkhart-Goshen, IN	57	Hinesville, GA	47
Elmira, NY	28	Homosassa Springs, FL	36
El Paso, TX	42	Hot Springs, AR	24
Enid, OK	35	Houma-Thibodaux, LA	35
Erie, PA	27	Houston-The Woodlands-Sugar Land, TX	51
Eugene, OR	35	Huntington-Ashland, WV-KY-OH	32
Evansville, IN-KY	36	Huntsville, AL	35
Fairbanks, AK	43	Idaho Falls, ID	19
Fargo, ND-MN	38	Indianapolis-Carmel-Anderson, IN	45
Farmington, NM	40	Iowa City, IA	48
Fayetteville, NC	39	Ithaca, NY	30
Fayetteville-Springdale-Rogers, AR-MO	47	Jackson, MI	46
Flagstaff, AZ	33	Jackson, MS	44
Flint, MI	58	Jackson, TN	47
Florence, SC	26	Jacksonville, FL	51
Florence-Muscle Shoals, AL	27	Jacksonville, NC	67
Fond du Lac, WI	22	Janesville-Beloit, WI	35
Fort Collins, CO	38	Jefferson City, MO	32
Fort Smith, AR-OK	38	Johnson City, TN	42
Fort Wayne, IN	26	Johnstown, PA	31
Fresno, CA	48	Jonesboro, AR	37
Gadsden, AL	31	Joplin, MO	22
Gainesville, FL	47	Kahului-Wailuku-Lahaina, HI	57
Gainesville, GA	48	Kalamazoo-Portage, MI	33
Gettysburg, PA	20	Kankakee, IL	33
Glens Falls, NY	24	Kansas City, MO-KS	41
Goldsboro, NC	34	Kennewick-Richland, WA	36
Grand Forks, ND-MN	48	Killeen-Temple, TX	41
Grand Island, NE	41	Kingsport-Bristol-Bristol, TN-VA	30
Grand Junction, CO	42	Kingston, NY	27
Grand Rapids-Wyoming, MI	42	Knoxville, TN	37
Grants Pass, OR	32	Kokomo, IN	24
Great Falls, MT	47	La Crosse-Onalaska, WI-MN	22
Greeley, CO	31	Lafayette, LA	53
Green Bay, WI	26	Lafayette-West Lafayette, IN	48
Greensboro-High Point, NC	33	Lake Charles, LA	79
Greenville, NC	44	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.

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Lakeland-Winter Haven, FL	40	Muncie, IN	22
Lancaster, PA	35	Muskegon, MI	36
Lansing-East Lansing, MI	35	Myrtle-Conway-North Myrtle, SC-NC	42
Laredo, TX	61	Napa, CA	65
Las Cruces, NM	41	Naples-Immokalee-Marco Island, FL	61
Las Vegas-Henderson-Paradise, NV	52	Nashville-Davidson--Murfr.--Franklin, TN	44
Lawrence, KS	35	New Bern, NC	22
Lawton, OK	24	New Haven-Milford, CT	45
Lebanon, PA	27	New Orleans-Metairie, LA	51
Lewiston, ID-WA	19	New York-Newark-Jersey City, NY-NJ-PA	60
Lewiston-Auburn, ME	37	Niles-Benton Harbor, MI	29
Lexington-Fayette, KY	41	North Port-Sarasota-Bradenton, FL	50
Lima, OH	42	Norwich-New London, CT	56
Lincoln, NE	27	Ocala, FL	49
Little Rock-North Little Rock-Conway, AR	47	Ocean City, NJ	48
Logan, UT-ID	24	Odessa, TX	65
Longview, TX	57	Ogden-Clearfield, UT	24
Longview, WA	50	Oklahoma City, OK	37
Los Angeles-Long Beach-Anaheim, CA	70	Olympia-Tumwater, WA	41
Louisville/Jefferson County, KY-IN	42	Omaha-Council Bluffs, NE-IA	34
Lubbock, TX	39	Orlando-Kissimmee-Sanford, FL	59
Lynchburg, VA	33	Oshkosh-Neenah, WI	22
Macon-Bibb County, GA	36	Owensboro, KY	38
Madera, CA	37	Oxnard-Thousand Oaks-Ventura, CA	52
Madison, WI	35	Palm Bay-Melbourne-Titusville, FL	54
Manchester-Nashua, NH	43	Panama City, FL	49
Manhattan, KS	30	Parkersburg-Vienna, WV	41
Mankato-North Mankato, MN	25	Pensacola-Ferry Pass-Brent, FL	47
Mansfield, OH	30	Peoria, IL	35
McAllen-Edinburg-Mission, TX	67	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	44
Medford, OR	50	Phoenix-Mesa-Scottsdale, AZ	57
Memphis, TN-MS-AR	50	Pine Bluff, AR	47
Merced, CA	56	Pittsburgh, PA	45
Miami-Fort Lauderdale-West Palm Beach, FL	69	Pittsfield, MA	35
Michigan City-La Porte, IN	29	Pocatello, ID	22
Midland, MI	39	Portland-South Portland, ME	44
Midland, TX	65	Portland-Vancouver-Hillsboro, OR-WA	55
Milwaukee-Waukesha-West Allis, WI	32	Port St. Lucie, FL	48
Minneapolis-St. Paul-Bloomington, MN-WI	48	Prescott, AZ	34
Missoula, MT	27	Providence-Warwick, RI-MA	40
Mobile, AL	22	Provo-Orem, UT	43
Modesto, CA	48	Pueblo, CO	36
Monroe, LA	55	Punta Gorda, FL	25
Monroe, MI	31	Racine, WI	44
Montgomery, AL	34	Raleigh, NC	38
Morgantown, WV	46	Rapid City, SD	39
Morristown, TN	62	Reading, PA	33
Mount Vernon-Anacortes, WA	32	Redding, CA	42

## Sales per Employee per Metropolitan Area

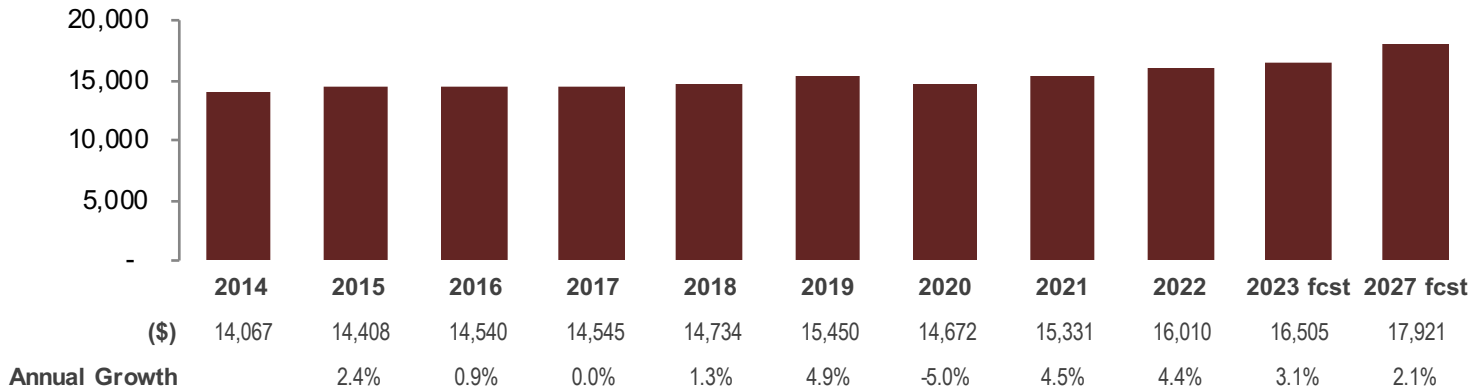
Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	53	Staunton-Waynesboro, VA	27
Richmond, VA	32	Stockton-Lodi, CA	50
Riverside-San Bernardino-Ontario, CA	66	Sumter, SC	48
Roanoke, VA	34	Syracuse, NY	26
Rochester, MN	32	Tallahassee, FL	46
Rochester, NY	35	Tampa-St. Petersburg-Clearwater, FL	48
Rockford, IL	35	Terre Haute, IN	29
Rocky Mount, NC	31	Texarkana, TX-AR	46
Rome, GA	46	The Villages, FL	45
Sacramento--Roseville--Arden-Arcade, CA	51	Toledo, OH	34
Saginaw, MI	44	Topeka, KS	31
St. Cloud, MN	34	Trenton, NJ	35
St. George, UT	40	Tucson, AZ	46
St. Joseph, MO-KS	32	Tulsa, OK	36
St. Louis, MO-IL	34	Tuscaloosa, AL	33
Salem, OR	40	Tyler, TX	36
Salinas, CA	98	Urban Honolulu, HI	69
Salisbury, MD-DE	38	Utica-Rome, NY	37
Salt Lake City, UT	44	Valdosta, GA	29
San Angelo, TX	32	Vallejo-Fairfield, CA	65
San Antonio-New Braunfels, TX	44	Victoria, TX	30
San Diego-Carlsbad, CA	52	Vineland-Bridgeton, NJ	36
San Francisco-Oakland-Hayward, CA	69	Virginia Beach-Norfolk-Newport, VA-NC	34
San Jose-Sunnyvale-Santa Clara, CA	64	Visalia-Porterville, CA	46
San Luis Obispo-Paso Robles-Arroyo Gr., CA	38	Waco, TX	24
Santa Cruz-Watsonville, CA	154	Walla Walla, WA	25
Santa Fe, NM	77	Warner Robins, GA	31
Santa Maria-Santa Barbara, CA	52	Washing.-Arling.-Alexan., DC-VA-MD-WV	51
Santa Rosa, CA	54	Waterloo-Cedar Falls, IA	48
Savannah, GA	53	Watertown-Fort Drum, NY	75
Scranton--Wilkes-Barre--Hazleton, PA	34	Wausau, WI	16
Seattle-Tacoma-Bellevue, WA	54	Weirton-Steubenville, WV-OH	20
Sebastian-Vero Beach, FL	47	Wenatchee, WA	30
Sebring, FL	47	Wheeling, WV-OH	52
Sheboygan, WI	25	Wichita, KS	42
Sherman-Denison, TX	57	Wichita Falls, TX	27
Shreveport-Bossier City, LA	55	Williamsport, PA	55
Sierra Vista-Douglas, AZ	32	Wilmington, NC	39
Sioux City, IA-NE-SD	26	Winchester, VA-WV	34
Sioux Falls, SD	36	Winston-Salem, NC	27
South Bend-Mishawaka, IN-MI	39	Worcester, MA-CT	42
Spartanburg, SC	34	Yakima, WA	46
Spokane-Spokane Valley, WA	40	York-Hanover, PA	29
Springfield, IL	37	Youngstown-Warren-Boardman, OH-PA	27
Springfield, MA	35	Yuba City, CA	48
Springfield, MO	28	Yuma, AZ	70
Springfield, OH	20		
State College, PA	27		

# Industry Payroll

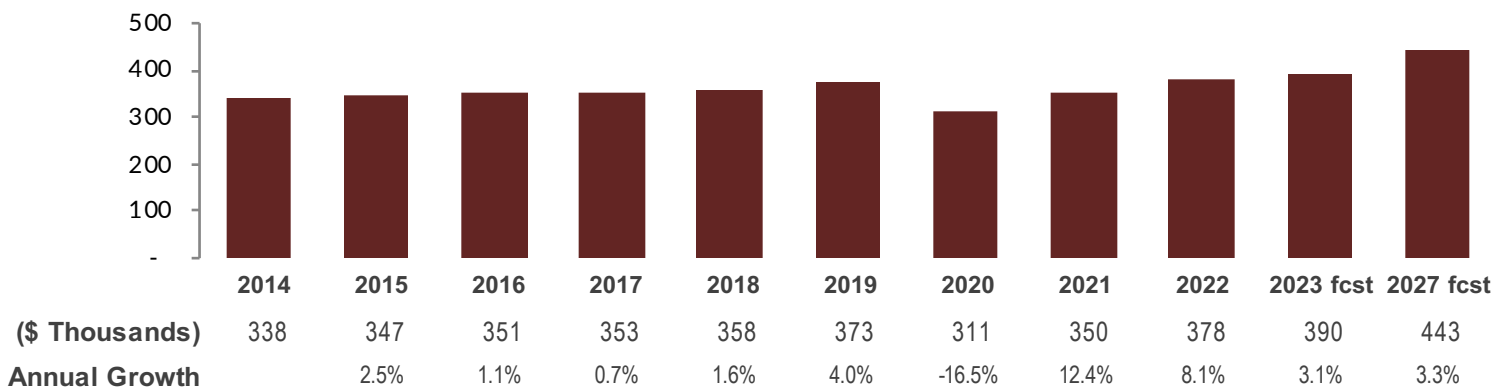
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company, and location. In particular, payroll per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

## Payroll per Employee



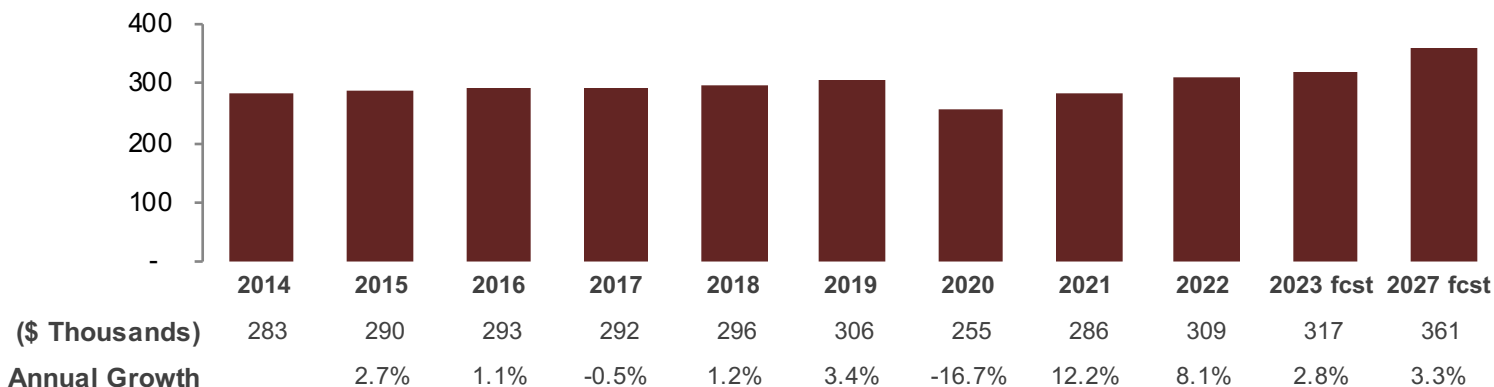
Compound Annual Growth Rate **1.2%** 3-Year **1.9%** 5-Year

## Payroll per Company



Compound Annual Growth Rate **0.5%** 3-Year **1.4%** 5-Year

## Payroll per Location

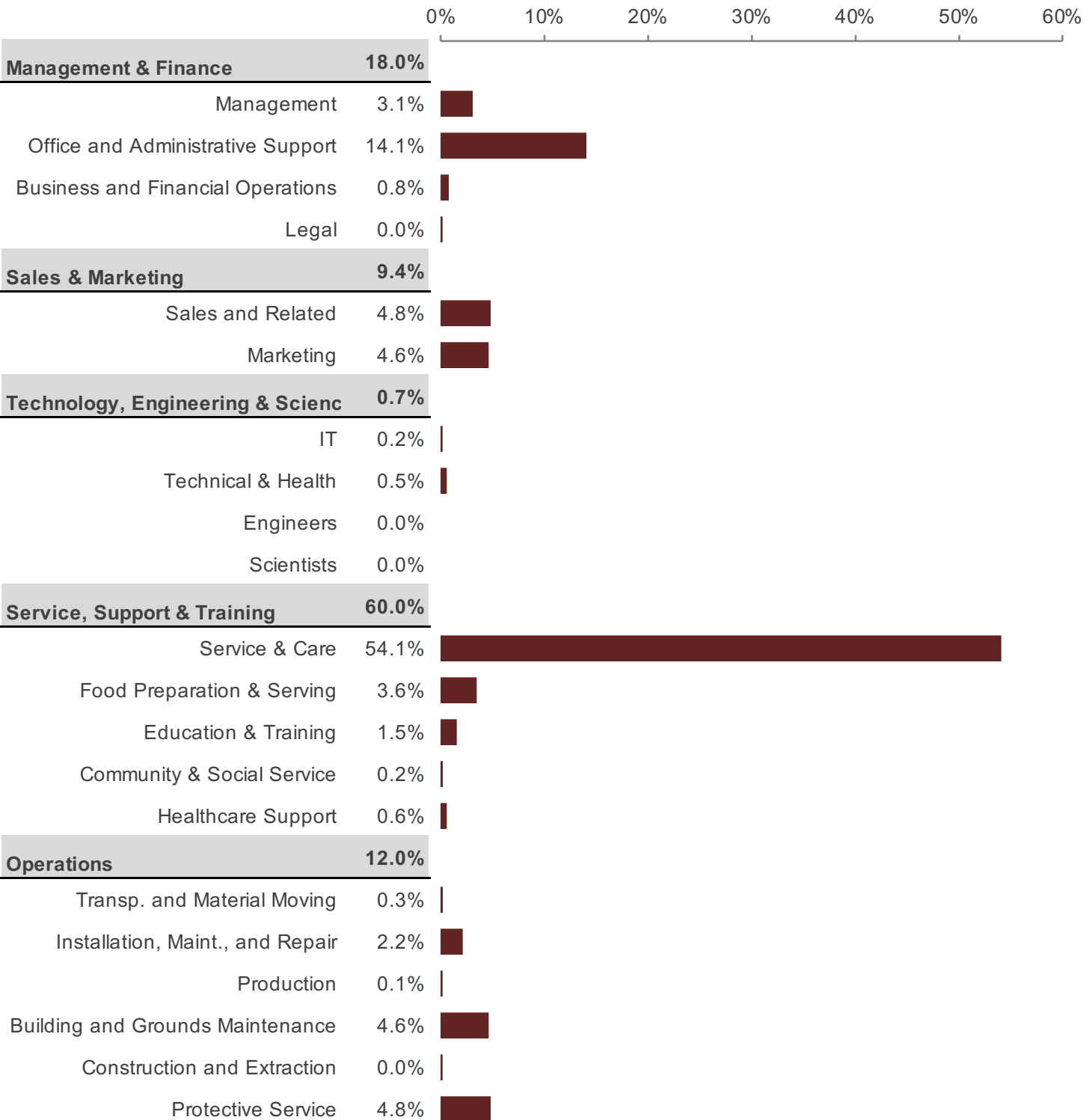


Compound Annual Growth Rate **0.3%** 3-Year **1.1%** 5-Year

# Workforce Composition Benchmarks

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

## Job Categories as a % of Total Employees



## Job Categorization Pay Ranges

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

### Health Clubs

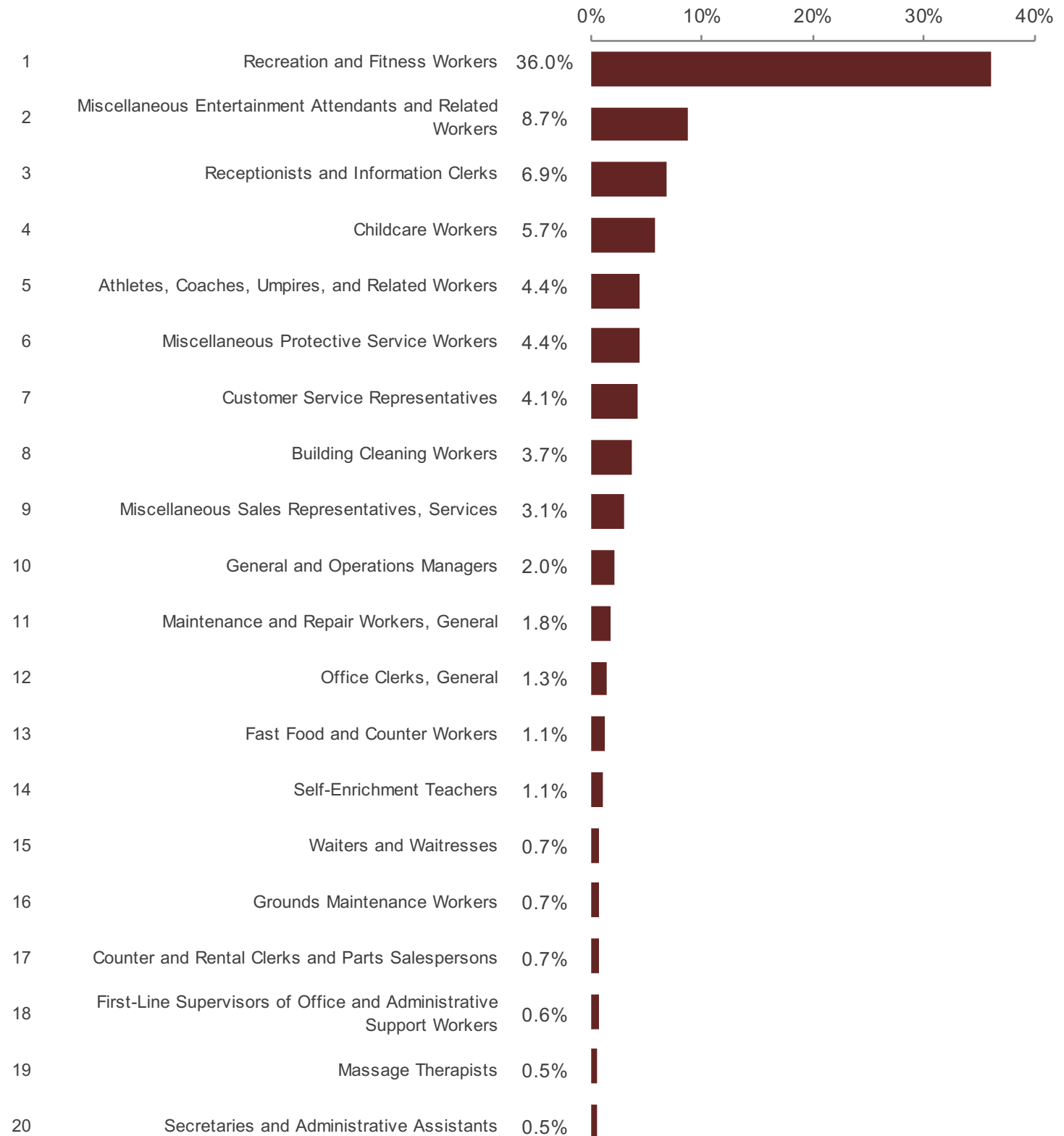
#### Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
<b>Management &amp; Finance</b>					
Management	\$17.22	\$23.68	\$42.52	\$51.60	\$78.29
Office and Administrative Support	\$9.43	\$11.15	\$15.03	\$16.95	\$22.62
Business and Financial Operations	\$13.96	\$18.88	\$28.25	\$33.96	\$47.02
Legal	#	#	#	#	#
<b>Sales &amp; Marketing</b>					
Sales and Related	\$9.54	\$11.36	\$19.46	\$21.35	\$36.62
Arts, Design, Entertainment, Media	\$10.29	\$13.05	\$22.61	\$28.64	\$40.37
<b>Technology, Engineering &amp; Science</b>					
Computers	\$20.29	\$27.34	\$40.10	\$52.59	\$64.41
Technical & Healthcare	\$12.32	\$17.79	\$28.27	\$36.92	\$46.50
Engineering & Architecture	#	#	#	#	#
Life, Physical & Social Science	#	#	#	#	#
<b>Service, Support &amp; Training</b>					
Personal Service & Care	\$9.82	\$12.56	\$20.10	\$25.57	\$33.98
Food Preparation & Serving	\$9.37	\$10.58	\$14.66	\$15.97	\$20.77
Education, Training & Library	\$9.74	\$12.12	\$18.97	\$23.60	\$32.00
Community & Social Service	#	#	#	#	#
Healthcare Support	\$11.21	\$13.59	\$22.55	\$28.08	\$39.72
<b>Operations</b>					
Transportation and Material Moving	\$10.03	\$12.22	\$16.14	\$18.42	\$24.08
Installation, Maint., and Repair	\$11.11	\$13.60	\$19.95	\$24.52	\$32.06
Production	\$12.36	\$13.00	\$17.02	\$19.36	\$23.97
Building and Grounds Maintenance	\$10.00	\$12.00	\$15.13	\$16.49	\$21.00
Construction and Extraction	\$13.67	\$15.54	\$22.44	\$25.45	\$37.58
Protective Service	\$9.00	\$9.94	\$12.74	\$13.59	\$16.95

# Top 20 Industry Jobs - Percent of Employment

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

## Top Jobs - Percent of Total Employment



## Top 20 Jobs - Pay Bands

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

### Top Detailed Jobs - Pay Bands

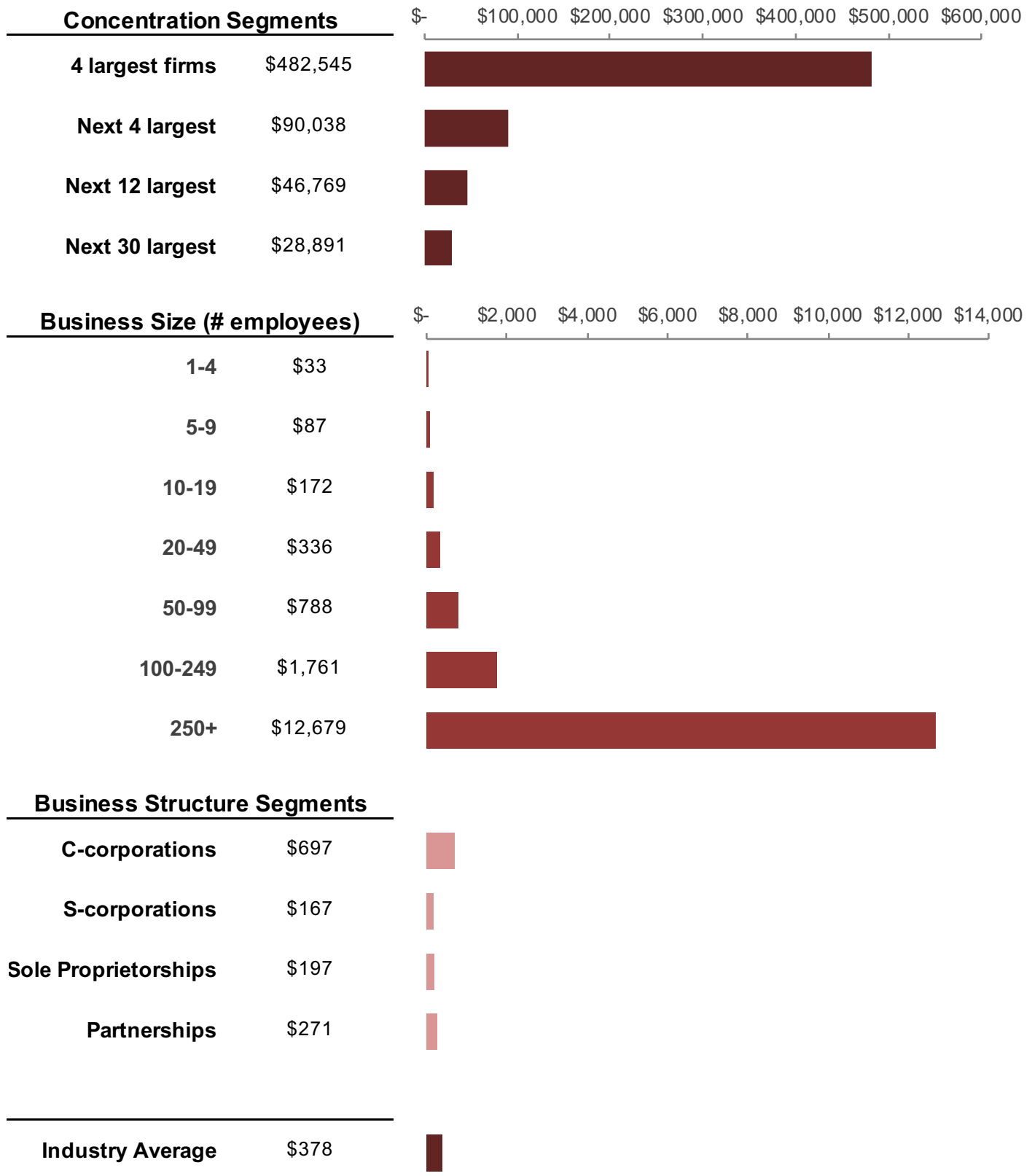
		Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
1	Recreation and Fitness Workers	\$10.59	\$13.65	\$22.92	\$29.25	\$39.00
2	Miscellaneous Entertainment Attendants and Related Workers	\$9.27	\$10.70	\$13.24	\$15.03	\$16.72
3	Receptionists and Information Clerks	\$9.24	\$10.40	\$13.39	\$15.49	\$18.90
4	Childcare Workers	\$8.72	\$9.64	\$12.18	\$13.74	\$16.25
5	Athletes, Coaches, Umpires, and Related Workers	*	*	*	*	*
6	Miscellaneous Protective Service Workers	\$8.93	\$9.88	\$12.17	\$13.15	\$15.89
7	Customer Service Representatives	\$9.69	\$11.49	\$14.59	\$15.90	\$21.97
8	Building Cleaning Workers	\$9.93	\$11.82	\$14.54	\$16.04	\$19.74
9	Miscellaneous Sales Representatives, Services	\$9.80	\$12.59	\$21.91	\$25.89	\$41.81
10	General and Operations Managers	\$17.05	\$23.51	\$42.29	\$50.18	\$79.18
11	Maintenance and Repair Workers, General	\$10.96	\$13.33	\$19.11	\$23.33	\$30.57
12	Office Clerks, General	\$9.19	\$10.22	\$15.30	\$18.49	\$23.71
13	Fast Food and Counter Workers	\$8.91	\$10.05	\$12.53	\$14.20	\$16.14
14	Self-Enrichment Teachers	\$9.73	\$12.36	\$19.73	\$24.95	\$32.94
15	Waiters and Waitresses	\$9.26	\$10.07	\$13.31	\$15.35	\$19.48
16	Grounds Maintenance Workers	\$10.04	\$12.17	\$15.22	\$17.37	\$21.39
17	Counter and Rental Clerks and Parts Salespersons	\$9.10	\$9.83	\$13.45	\$14.79	\$20.81
18	First-Line Supervisors of Office and Administrative Support Workers	\$13.82	\$16.70	\$24.81	\$29.91	\$39.01
19	Massage Therapists	\$10.55	\$13.59	\$22.69	\$28.22	\$40.98
20	Secretaries and Administrative Assistants	\$12.39	\$14.60	\$21.39	\$24.49	\$31.94



# Payroll per Company by Segments

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

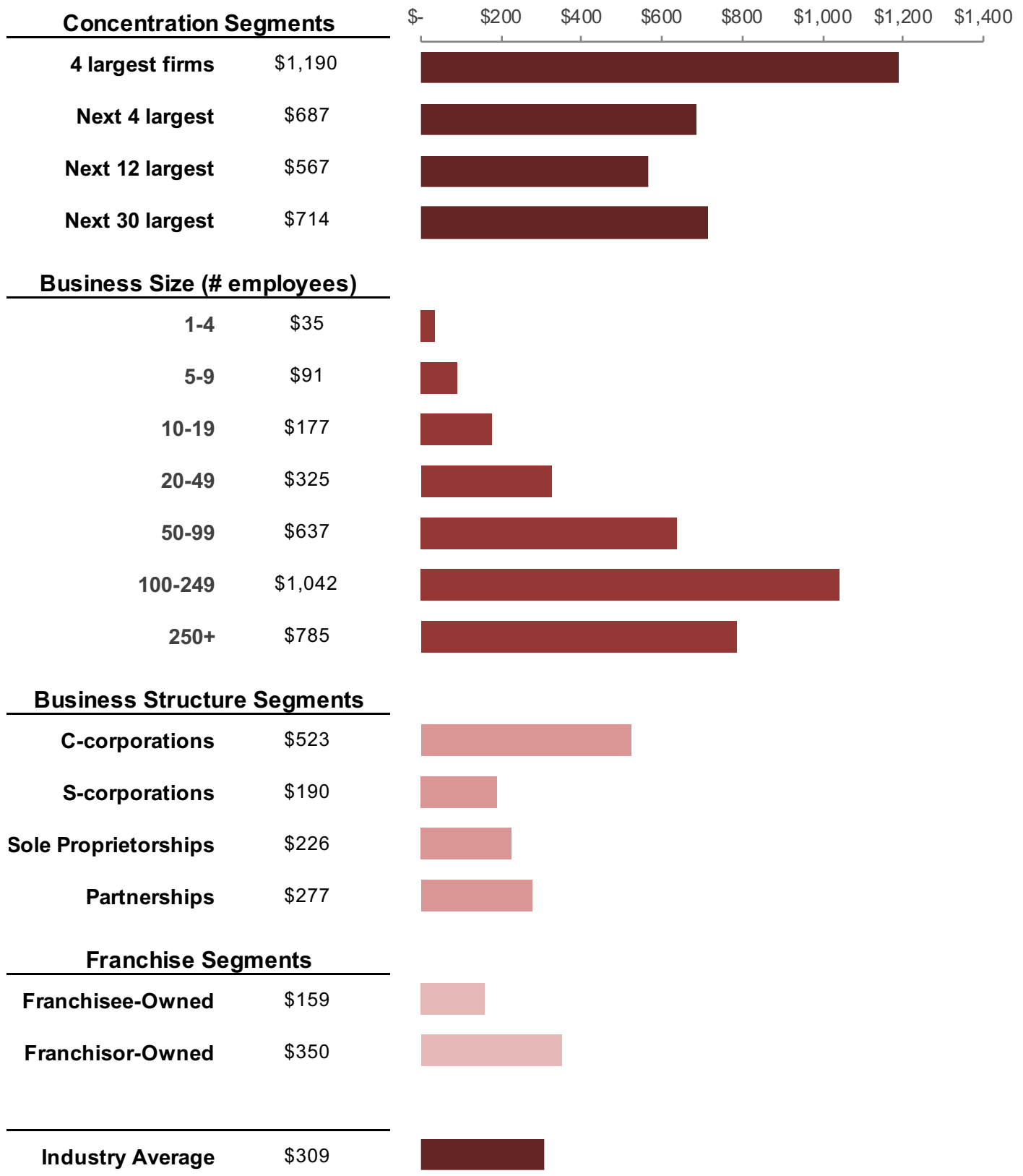
\$ thousands



# Payroll per Location by Segments

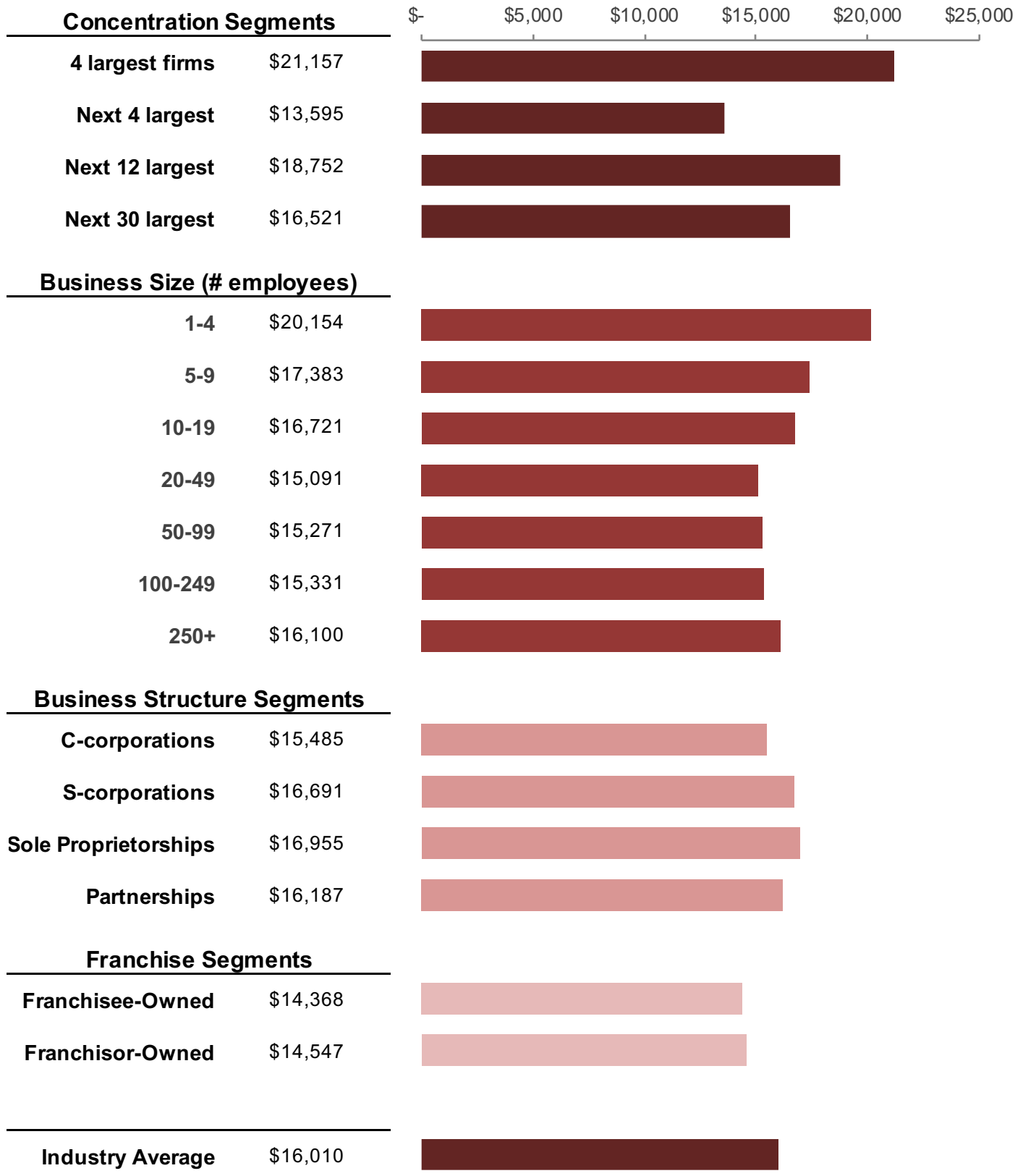
Below are payroll per location statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

\$ thousands



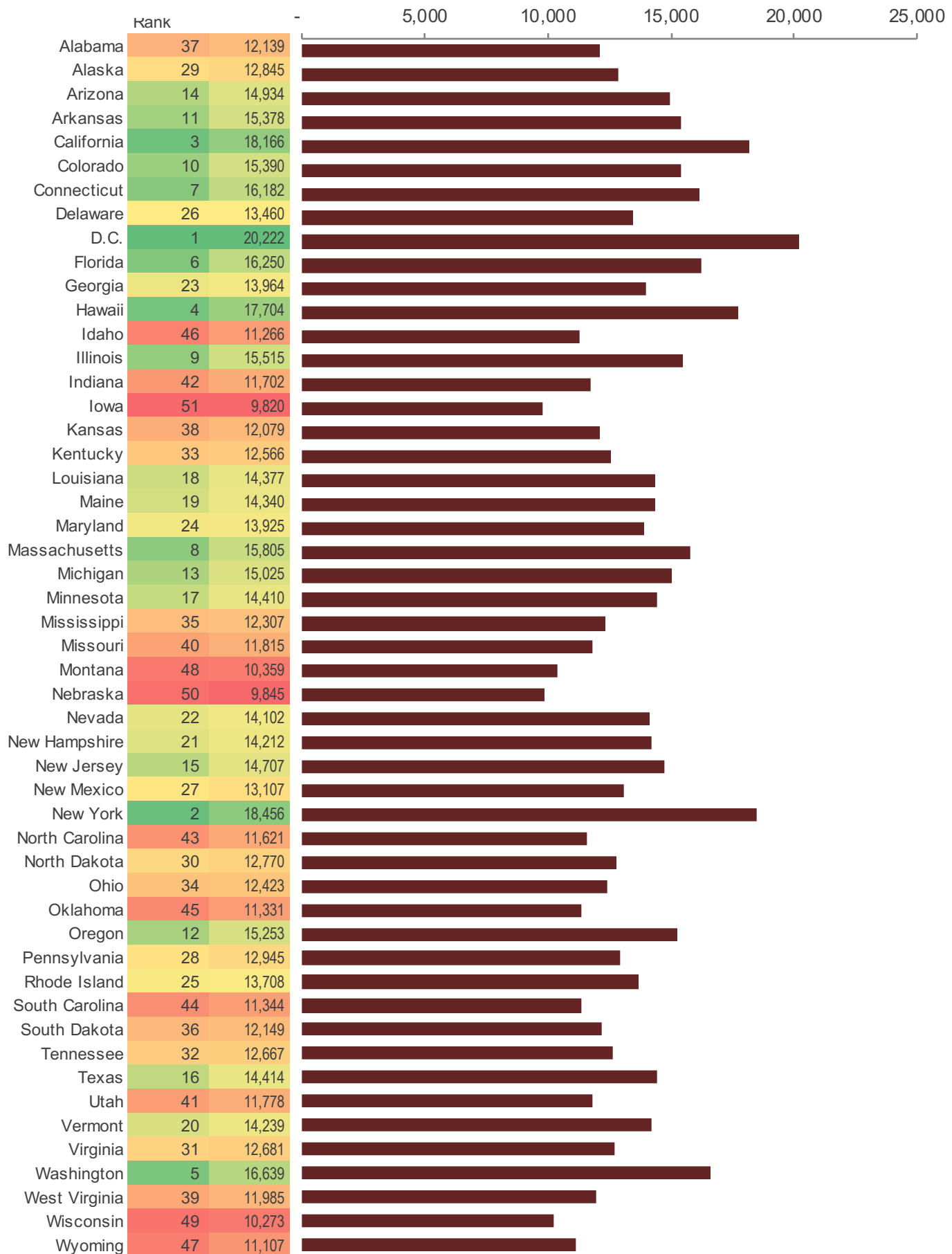
# Payroll per Employee by Segments

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



# Payroll per Employee by State

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



## Payroll per Employee per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Abilene, TX	12,131	Brunswick, GA	11,375
Akron, OH	14,629	Buffalo-Cheektowaga-Niagara Falls, NY	13,075
Albany, GA	11,693	Burlington, NC	11,509
Albany, OR	13,366	Burlington-South Burlington, VT	15,614
Albany-Schenectady-Troy, NY	12,634	California-Lexington Park, MD	6,592
Albuquerque, NM	13,753	Canton-Massillon, OH	10,487
Alexandria, LA	12,164	Cape Coral-Fort Myers, FL	17,351
Allentown-Bethlehem-Easton, PA-NJ	13,383	Cape Girardeau, MO-IL	16,664
Altoona, PA	12,524	Carbondale-Marion, IL	12,851
Amarillo, TX	10,936	Carson City, NV	15,925
Ames, IA	10,595	Casper, WY	12,398
Anchorage, AK	17,320	Cedar Rapids, IA	9,716
Ann Arbor, MI	15,540	Chambersburg-Waynesboro, PA	11,679
Anniston-Oxford-Jacksonville, AL	16,909	Champaign-Urbana, IL	10,803
Appleton, WI	9,577	Charleston, WV	15,536
Asheville, NC	12,182	Charleston-North Charleston, SC	14,383
Athens-Clarke County, GA	11,393	Charlotte-Concord-Gastonia, NC-SC	13,235
Atlanta-Sandy Springs-Roswell, GA	16,476	Charlottesville, VA	19,733
Atlantic City-Hammonton, NJ	15,091	Chattanooga, TN-GA	13,010
Auburn-Opelika, AL	14,247	Cheyenne, WY	9,340
Augusta-Richmond County, GA-SC	10,971	Chicago-Naperville-Elgin, IL-IN-WI	18,264
Austin-Round Rock, TX	14,130	Chico, CA	15,206
Bakersfield, CA	17,308	Cincinnati, OH-KY-IN	13,950
Baltimore-Columbia-Towson, MD	14,832	Clarksville, TN-KY	13,138
Bangor, ME	16,701	Cleveland, TN	10,080
Barnstable Town, MA	14,345	Cleveland-Elyria, OH	14,264
Baton Rouge, LA	13,314	Coeur d'Alene, ID	14,658
Battle Creek, MI	17,103	College Station-Bryan, TX	9,416
Bay City, MI	12,141	Colorado Springs, CO	15,197
Beaumont-Port Arthur, TX	13,640	Columbia, MO	12,113
Beckley, WV	13,402	Columbia, SC	13,623
Bellingham, WA	12,671	Columbus, GA-AL	13,380
Bend-Redmond, OR	13,673	Columbus, IN	11,872
Billings, MT	10,428	Columbus, OH	15,599
Binghamton, NY	15,601	Corpus Christi, TX	15,382
Birmingham-Hoover, AL	14,865	Corvallis, OR	15,884
Bismarck, ND	14,054	Crestview-Fort Walton Beach-Destin, FL	15,393
Blacksburg-Christiansburg-Radford, VA	13,090	Cumberland, MD-WV	10,795
Bloomington, IL	7,761	Dallas-Fort Worth-Arlington, TX	17,732
Bloomington, IN	11,447	Dalton, GA	8,317
Bloomsburg-Berwick, PA	11,253	Danville, IL	9,823
Boise City, ID	12,672	Daphne-Fairhope-Foley, AL	9,335
Boston-Cambridge-Newton, MA-NH	17,568	Davenport-Moline-Rock Island, IA-IL	11,435
Boulder, CO	13,311	Dayton, OH	11,920
Bowling Green, KY	10,710	Decatur, AL	11,209
Bremerton-Silverdale, WA	12,429	Decatur, IL	11,974
Bridgeport-Stamford-Norwalk, CT	20,622	Deltona-Daytona Beach-Ormond, FL	13,158
Brownsville-Harlingen, TX	10,892	Denver-Aurora-Lakewood, CO	18,493

## Payroll per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Des Moines-West Des Moines, IA	11,424	Greenville-Anderson-Mauldin, SC	11,790
Detroit-Warren-Dearborn, MI	18,954	Gulfport-Biloxi-Pascagoula, MS	14,256
Dothan, AL	17,408	Hagerstown-Martinsburg, MD-WV	10,441
Dover, DE	13,408	Hammond, LA	9,791
Dubuque, IA	17,532	Hanford-Corcoran, CA	15,676
Duluth, MN-WI	10,227	Harrisburg-Carlisle, PA	13,024
Durham-Chapel Hill, NC	14,100	Harrisonburg, VA	16,658
East Stroudsburg, PA	12,246	Hartford-West Hartford-East Hartford, CT	14,770
Eau Claire, WI	8,709	Hattiesburg, MS	11,200
El Centro, CA	10,362	Hickory-Lenoir-Morganton, NC	12,676
Elizabethtown-Fort Knox, KY	15,193	Hilton Head Island-Bluffton-Beaufort, SC	17,483
Elkhart-Goshen, IN	15,216	Hinesville, GA	13,156
Elmira, NY	12,449	Homosassa Springs, FL	9,733
El Paso, TX	12,747	Hot Springs, AR	11,633
Enid, OK	11,996	Houma-Thibodaux, LA	10,952
Erie, PA	13,668	Houston-The Woodlands-Sugar Land, TX	16,571
Eugene, OR	12,672	Huntington-Ashland, WV-KY-OH	12,651
Evansville, IN-KY	12,285	Huntsville, AL	13,781
Fairbanks, AK	11,390	Idaho Falls, ID	8,074
Fargo, ND-MN	13,911	Indianapolis-Carmel-Anderson, IN	15,891
Farmington, NM	21,685	Iowa City, IA	16,155
Fayetteville, NC	9,774	Ithaca, NY	11,966
Fayetteville-Springdale-Rogers, AR-MO	17,887	Jackson, MI	15,176
Flagstaff, AZ	12,819	Jackson, MS	14,470
Flint, MI	13,558	Jackson, TN	12,435
Florence, SC	10,809	Jacksonville, FL	16,373
Florence-Muscle Shoals, AL	8,533	Jacksonville, NC	14,674
Fond du Lac, WI	9,469	Janesville-Beloit, WI	12,390
Fort Collins, CO	13,447	Jefferson City, MO	12,673
Fort Smith, AR-OK	11,165	Johnson City, TN	20,783
Fort Wayne, IN	9,537	Johnstown, PA	8,401
Fresno, CA	14,894	Jonesboro, AR	16,409
Gadsden, AL	13,178	Joplin, MO	9,979
Gainesville, FL	16,119	Kahului-Wailuku-Lahaina, HI	18,441
Gainesville, GA	14,914	Kalamazoo-Portage, MI	14,129
Gettysburg, PA	7,745	Kankakee, IL	11,010
Glens Falls, NY	10,590	Kansas City, MO-KS	14,242
Goldsboro, NC	8,538	Kennewick-Richland, WA	14,353
Grand Forks, ND-MN	15,051	Killeen-Temple, TX	12,308
Grand Island, NE	11,495	Kingsport-Bristol-Bristol, TN-VA	11,947
Grand Junction, CO	15,591	Kingston, NY	11,096
Grand Rapids-Wyoming, MI	13,562	Knoxville, TN	12,934
Grants Pass, OR	13,112	Kokomo, IN	11,433
Great Falls, MT	13,050	La Crosse-Onalaska, WI-MN	9,876
Greeley, CO	10,392	Lafayette, LA	16,756
Green Bay, WI	10,056	Lafayette-West Lafayette, IN	14,582
Greensboro-High Point, NC	10,990	Lake Charles, LA	15,430
Greenville, NC	15,998	Lake Havasu City-Kingman, AZ	11,281

## 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.

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Lakeland-Winter Haven, FL	15,487	Muncie, IN	9,389
Lancaster, PA	13,695	Muskegon, MI	12,604
Lansing-East Lansing, MI	11,243	Myrtle-Conway-North Myrtle, SC-NC	11,104
Laredo, TX	16,059	Napa, CA	20,382
Las Cruces, NM	11,665	Naples-Immokalee-Marco Island, FL	22,015
Las Vegas-Henderson-Paradise, NV	15,125	Nashville-Davidson--Murfr.--Franklin, TN	12,849
Lawrence, KS	10,754	New Bern, NC	10,266
Lawton, OK	10,960	New Haven-Milford, CT	16,516
Lebanon, PA	9,332	New Orleans-Metairie, LA	18,670
Lewiston, ID-WA	9,803	New York-Newark-Jersey City, NY-NJ-PA	20,403
Lewiston-Auburn, ME	12,534	Niles-Benton Harbor, MI	11,108
Lexington-Fayette, KY	13,912	North Port-Sarasota-Bradenton, FL	16,934
Lima, OH	10,971	Norwich-New London, CT	14,935
Lincoln, NE	10,348	Ocala, FL	15,236
Little Rock-North Little Rock-Conway, AR	16,313	Ocean City, NJ	14,281
Logan, UT-ID	10,878	Odessa, TX	23,108
Longview, TX	20,261	Ogden-Clearfield, UT	8,334
Longview, WA	11,696	Oklahoma City, OK	12,218
Los Angeles-Long Beach-Anaheim, CA	20,639	Olympia-Tumwater, WA	15,051
Louisville/Jefferson County, KY-IN	14,445	Omaha-Council Bluffs, NE-IA	11,848
Lubbock, TX	14,530	Orlando-Kissimmee-Sanford, FL	18,358
Lynchburg, VA	12,297	Oshkosh-Neenah, WI	10,080
Macon-Bibb County, GA	12,113	Owensboro, KY	16,194
Madera, CA	10,832	Oxnard-Thousand Oaks-Ventura, CA	17,016
Madison, WI	13,638	Palm Bay-Melbourne-Titusville, FL	15,343
Manchester-Nashua, NH	17,319	Panama City, FL	12,483
Manhattan, KS	11,727	Parkersburg-Vienna, WV	11,972
Mankato-North Mankato, MN	10,891	Pensacola-Ferry Pass-Brent, FL	18,701
Mansfield, OH	13,106	Peoria, IL	13,005
McAllen-Edinburg-Mission, TX	12,440	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	14,926
Medford, OR	14,458	Phoenix-Mesa-Scottsdale, AZ	16,590
Memphis, TN-MS-AR	17,463	Pine Bluff, AR	11,802
Merced, CA	15,619	Pittsburgh, PA	14,541
Miami-Fort Lauderdale-West Palm Beach, FL	20,299	Pittsfield, MA	12,772
Michigan City-La Porte, IN	12,394	Pocatello, ID	9,863
Midland, MI	18,106	Portland-South Portland, ME	14,888
Midland, TX	20,766	Portland-Vancouver-Hillsboro, OR-WA	18,310
Milwaukee-Waukesha-West Allis, WI	11,460	Port St. Lucie, FL	16,055
Minneapolis-St. Paul-Bloomington, MN-WI	16,767	Prescott, AZ	13,361
Missoula, MT	10,422	Providence-Warwick, RI-MA	14,879
Mobile, AL	7,946	Provo-Orem, UT	13,015
Modesto, CA	14,015	Pueblo, CO	12,373
Monroe, LA	12,505	Punta Gorda, FL	9,381
Monroe, MI	11,767	Racine, WI	12,333
Montgomery, AL	11,854	Raleigh, NC	12,801
Morgantown, WV	13,380	Rapid City, SD	16,418
Morristown, TN	18,552	Reading, PA	14,099
Mount Vernon-Anacortes, WA	14,720	Redding, CA	15,840

## Payroll per Employee per Metropolitan Area

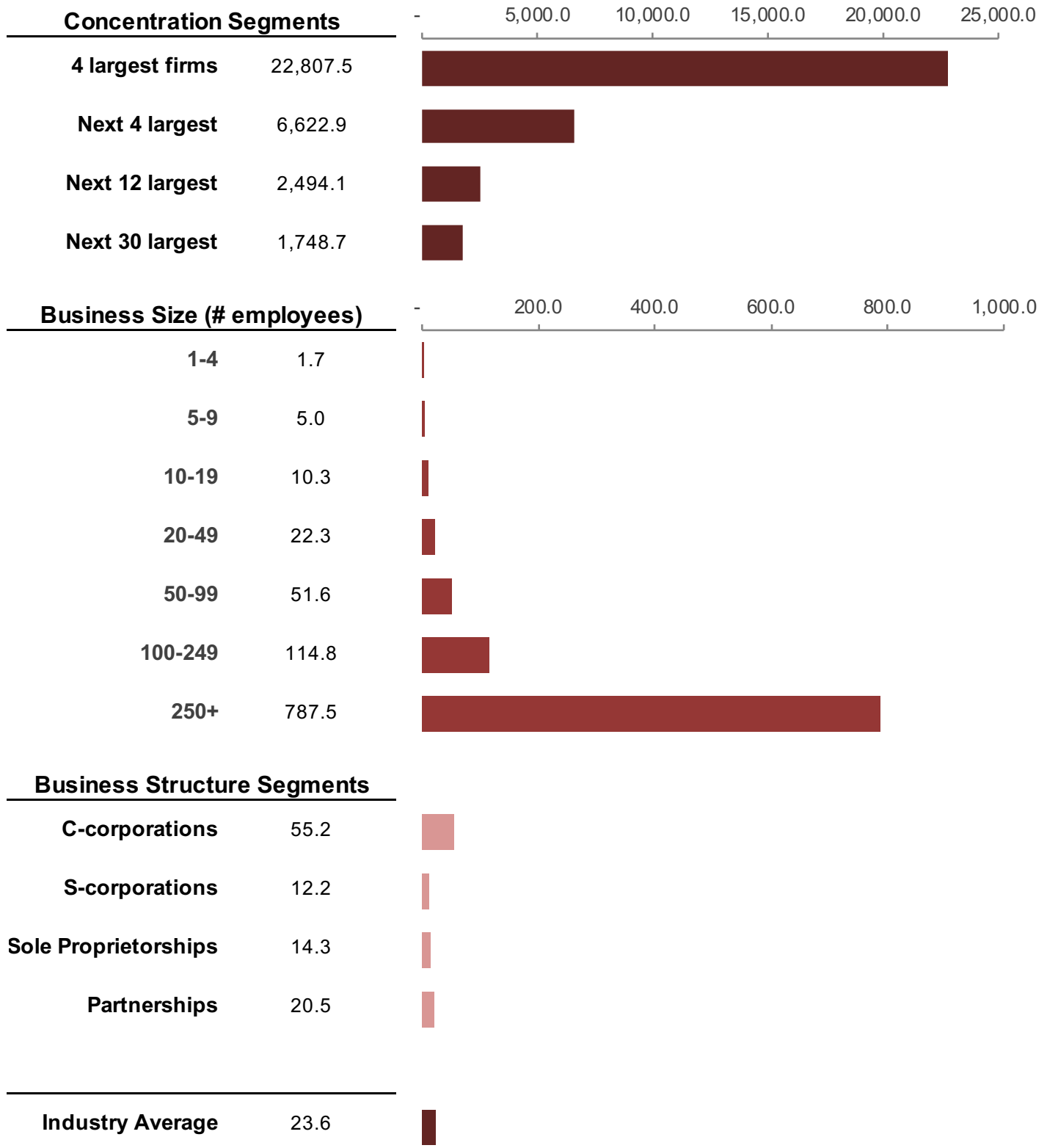
Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Reno, NV	16,303	Staunton-Waynesboro, VA	12,943
Richmond, VA	12,361	Stockton-Lodi, CA	13,856
Riverside-San Bernardino-Ontario, CA	17,719	Sumter, SC	11,526
Roanoke, VA	11,585	Syracuse, NY	11,433
Rochester, MN	12,736	Tallahassee, FL	14,913
Rochester, NY	13,442	Tampa-St. Petersburg-Clearwater, FL	14,906
Rockford, IL	11,736	Terre Haute, IN	13,132
Rocky Mount, NC	11,744	Texarkana, TX-AR	14,278
Rome, GA	16,029	The Villages, FL	16,306
Sacramento--Roseville--Arden-Arcade, CA	15,813	Toledo, OH	12,148
Saginaw, MI	13,332	Topeka, KS	13,212
St. Cloud, MN	12,415	Trenton, NJ	13,666
St. George, UT	12,447	Tucson, AZ	16,032
St. Joseph, MO-KS	12,733	Tulsa, OK	13,498
St. Louis, MO-IL	12,894	Tuscaloosa, AL	14,016
Salem, OR	14,017	Tyler, TX	11,984
Salinas, CA	28,293	Urban Honolulu, HI	19,287
Salisbury, MD-DE	11,975	Utica-Rome, NY	12,671
Salt Lake City, UT	15,310	Valdosta, GA	14,383
San Angelo, TX	12,302	Vallejo-Fairfield, CA	14,026
San Antonio-New Braunfels, TX	13,319	Victoria, TX	9,376
San Diego-Carlsbad, CA	18,321	Vineland-Bridgeton, NJ	16,767
San Francisco-Oakland-Hayward, CA	21,989	Virginia Beach-Norfolk-Newport, VA-NC	11,503
San Jose-Sunnyvale-Santa Clara, CA	21,643	Visalia-Porterville, CA	12,858
San Luis Obispo-Paso Robles-Arroyo Gr., CA	15,001	Waco, TX	10,924
Santa Cruz-Watsonville, CA	43,658	Walla Walla, WA	13,378
Santa Fe, NM	20,949	Warner Robins, GA	10,896
Santa Maria-Santa Barbara, CA	15,860	Washing.-Arling.-Alexan., DC-VA-MD-WV	16,641
Santa Rosa, CA	17,507	Waterloo-Cedar Falls, IA	17,511
Savannah, GA	17,659	Watertown-Fort Drum, NY	21,842
Scranton--Wilkes-Barre--Hazleton, PA	13,451	Wausau, WI	8,629
Seattle-Tacoma-Bellevue, WA	20,041	Weirton-Steubenville, WV-OH	11,510
Sebastian-Vero Beach, FL	14,865	Wenatchee, WA	13,005
Sebring, FL	17,607	Wheeling, WV-OH	19,528
Sheboygan, WI	10,906	Wichita, KS	12,018
Sherman-Denison, TX	17,002	Wichita Falls, TX	9,205
Shreveport-Bossier City, LA	14,936	Williamsport, PA	16,285
Sierra Vista-Douglas, AZ	11,053	Wilmington, NC	12,582
Sioux City, IA-NE-SD	9,998	Winchester, VA-WV	12,689
Sioux Falls, SD	12,204	Winston-Salem, NC	10,391
South Bend-Mishawaka, IN-MI	13,666	Worcester, MA-CT	14,506
Spartanburg, SC	11,215	Yakima, WA	13,803
Spokane-Spokane Valley, WA	15,861	York-Hanover, PA	12,698
Springfield, IL	13,726	Youngstown-Warren-Boardman, OH-PA	10,468
Springfield, MA	12,901	Yuba City, CA	11,923
Springfield, MO	10,384	Yuma, AZ	14,428
Springfield, OH	9,043		
State College, PA	12,359		



# Employees per Company by Segments

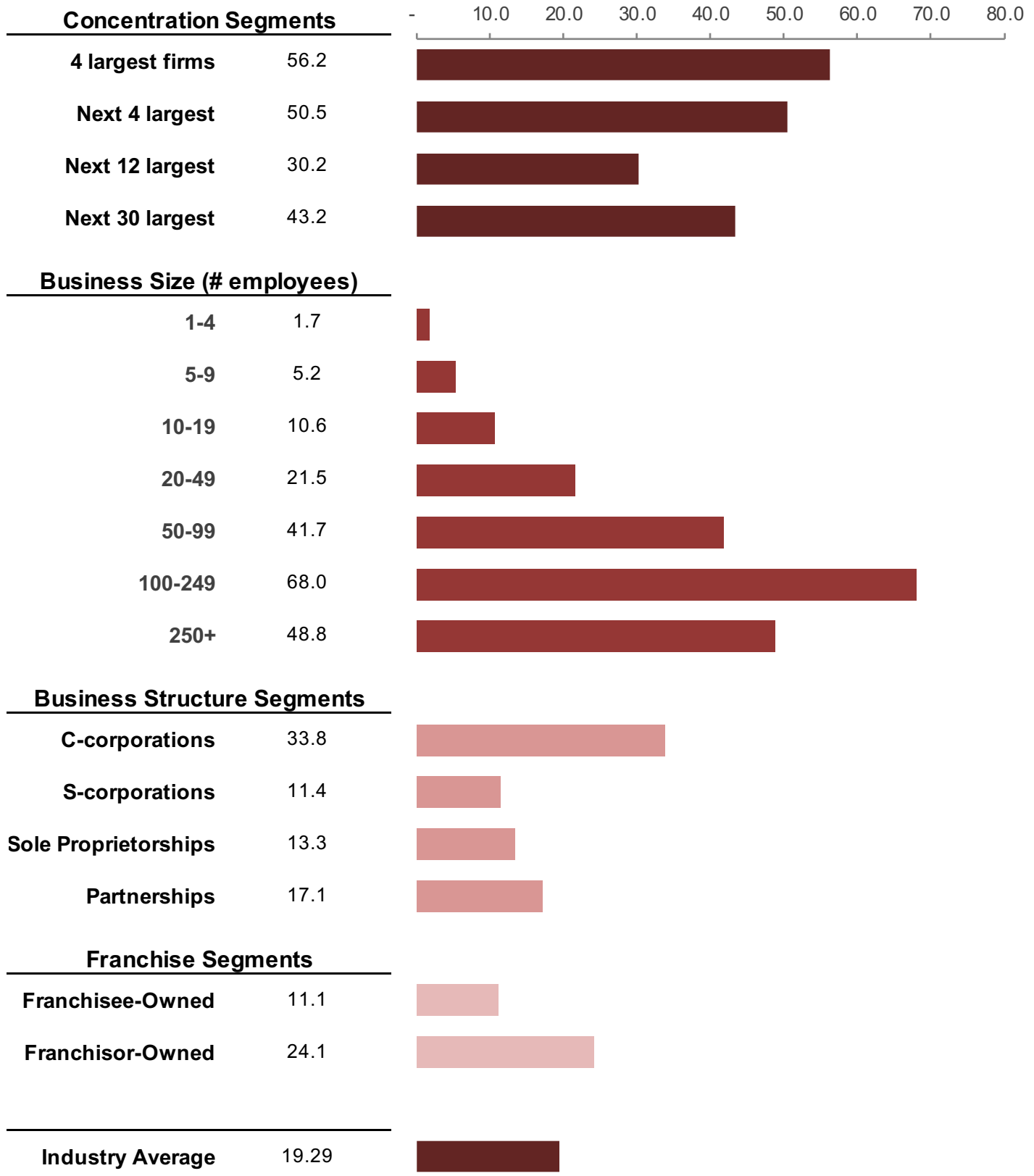
Below is the average full-time and part-time employees per company for industry segmentations including concentration, business size by employees, and business structure.



# Employees per Location by Segments

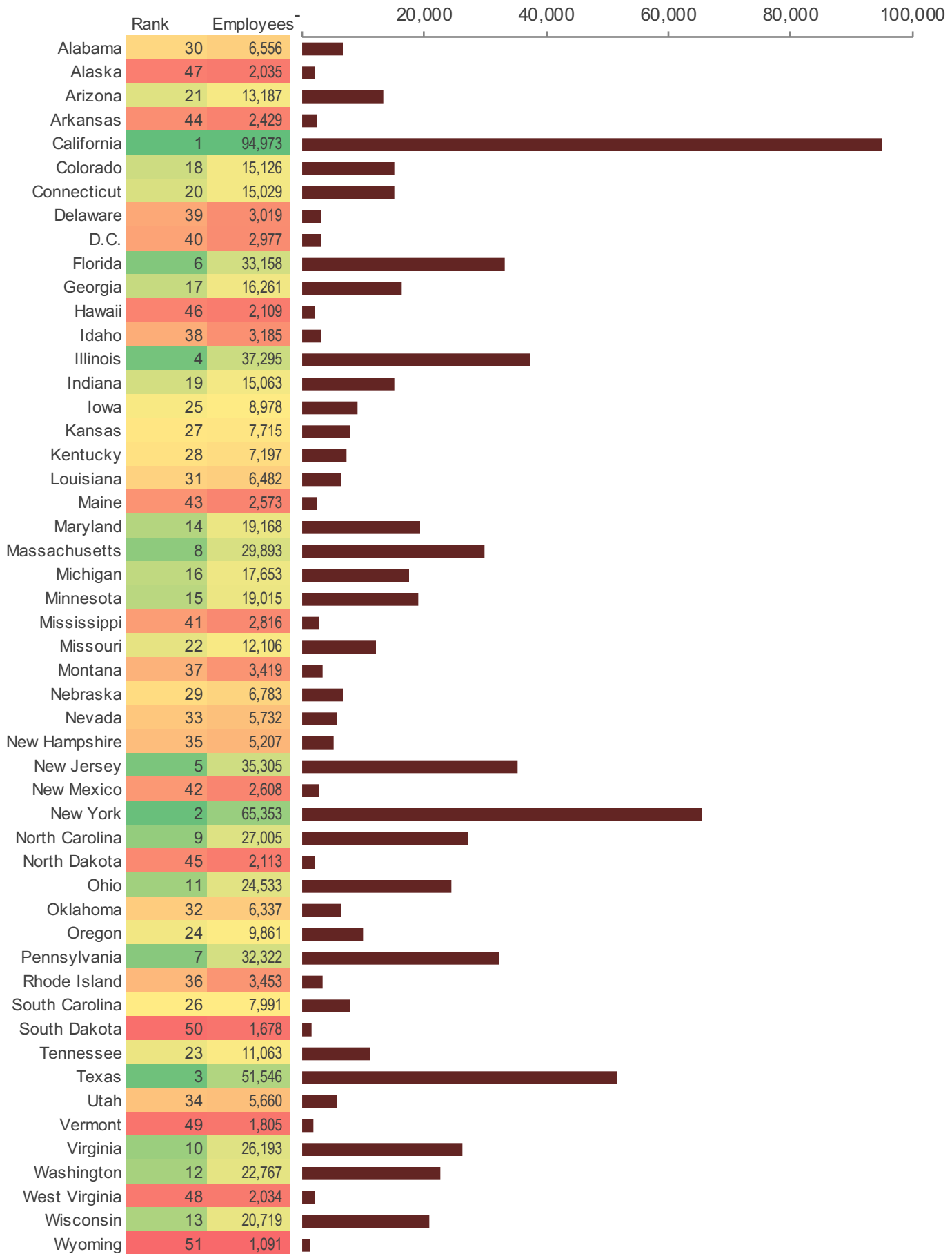
Below is the average number of full-time and part-time employees per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



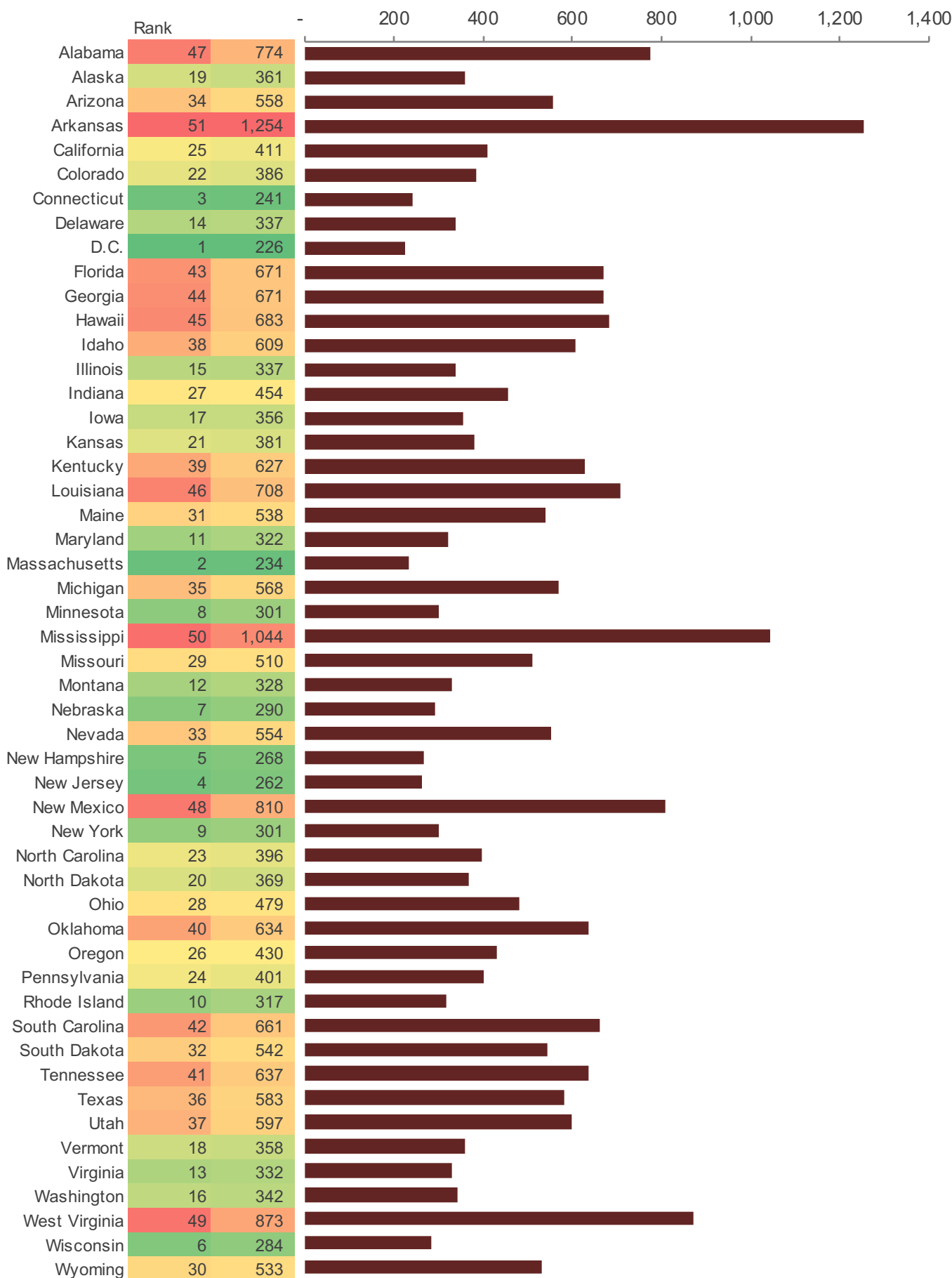
# Total Employees by State

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



# State Population to Every Industry Employee

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



## Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Abilene, TX	183	Brunswick, GA	40
Akron, OH	935	Buffalo-Cheektowaga-Niagara Falls, NY	2,735
Albany, GA	241	Burlington, NC	420
Albany, OR	77	Burlington-South Burlington, VT	1,227
Albany-Schenectady-Troy, NY	3,553	California-Lexington Park, MD	198
Albuquerque, NM	1,873	Canton-Massillon, OH	1,186
Alexandria, LA	96	Cape Coral-Fort Myers, FL	792
Allentown-Bethlehem-Easton, PA-NJ	1,252	Cape Girardeau, MO-IL	32
Altoona, PA	303	Carbondale-Marion, IL	130
Amarillo, TX	401	Carson City, NV	84
Ames, IA	286	Casper, WY	257
Anchorage, AK	1,300	Cedar Rapids, IA	1,011
Ann Arbor, MI	1,307	Chambersburg-Waynesboro, PA	251
Anniston-Oxford-Jacksonville, AL	25	Champaign-Urbana, IL	276
Appleton, WI	1,553	Charleston, WV	362
Asheville, NC	1,038	Charleston-North Charleston, SC	1,381
Athens-Clarke County, GA	574	Charlotte-Concord-Gastonia, NC-SC	9,237
Atlanta-Sandy Springs-Roswell, GA	11,915	Charlottesville, VA	615
Atlantic City-Hammonton, NJ	687	Chattanooga, TN-GA	1,366
Auburn-Opelika, AL	121	Cheyenne, WY	275
Augusta-Richmond County, GA-SC	1,320	Chicago-Naperville-Elgin, IL-IN-WI	30,425
Austin-Round Rock, TX	6,983	Chico, CA	485
Bakersfield, CA	955	Cincinnati, OH-KY-IN	6,165
Baltimore-Columbia-Towson, MD	10,361	Clarksville, TN-KY	334
Bangor, ME	278	Cleveland, TN	275
Barnstable Town, MA	670	Cleveland-Elyria, OH	4,119
Baton Rouge, LA	1,843	Coeur d'Alene, ID	282
Battle Creek, MI	217	College Station-Bryan, TX	618
Bay City, MI	197	Colorado Springs, CO	1,671
Beaumont-Port Arthur, TX	521	Columbia, MO	467
Beckley, WV	138	Columbia, SC	1,150
Bellingham, WA	762	Columbus, GA-AL	325
Bend-Redmond, OR	481	Columbus, IN	216
Billings, MT	753	Columbus, OH	5,538
Binghamton, NY	531	Corpus Christi, TX	678
Birmingham-Hoover, AL	2,807	Corvallis, OR	262
Bismarck, ND	584	Crestview-Fort Walton Beach-Destin, FL	245
Blacksburg-Christiansburg-Radford, VA	189	Cumberland, MD-WV	63
Bloomington, IL	1,054	Dallas-Fort Worth-Arlington, TX	14,800
Bloomington, IN	688	Dalton, GA	143
Bloomsburg-Berwick, PA	139	Danville, IL	135
Boise City, ID	1,456	Daphne-Fairhope-Foley, AL	295
Boston-Cambridge-Newton, MA-NH	24,539	Davenport-Moline-Rock Island, IA-IL	1,248
Boulder, CO	1,762	Dayton, OH	1,941
Bowling Green, KY	266	Decatur, AL	121
Bremerton-Silverdale, WA	846	Decatur, IL	333
Bridgeport-Stamford-Norwalk, CT	6,592	Deltona-Daytona Beach-Ormond, FL	1,045
Brownsville-Harlingen, TX	312	Denver-Aurora-Lakewood, CO	8,796

## Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Des Moines-West Des Moines, IA	3,063	Greenville-Anderson-Mauldin, SC	2,034
Detroit-Warren-Dearborn, MI	8,670	Gulfport-Biloxi-Pascagoula, MS	437
Dothan, AL	47	Hagerstown-Martinsburg, MD-WV	566
Dover, DE	358	Hammond, LA	265
Dubuque, IA	279	Hanford-Corcoran, CA	158
Duluth, MN-WI	770	Harrisburg-Carlisle, PA	1,134
Durham-Chapel Hill, NC	1,585	Harrisonburg, VA	338
East Stroudsburg, PA	225	Hartford-West Hartford-East Hartford, CT	4,853
Eau Claire, WI	818	Hattiesburg, MS	317
El Centro, CA	125	Hickory-Lenoir-Morganton, NC	377
Elizabethtown-Fort Knox, KY	130	Hilton Head Island-Bluffton-Beaufort, SC	450
Elkhart-Goshen, IN	145	Hinesville, GA	161
Elmira, NY	251	Homosassa Springs, FL	43
El Paso, TX	954	Hot Springs, AR	144
Enid, OK	140	Houma-Thibodaux, LA	241
Erie, PA	1,067	Houston-The Woodlands-Sugar Land, TX	15,249
Eugene, OR	820	Huntington-Ashland, WV-KY-OH	507
Evansville, IN-KY	1,032	Huntsville, AL	908
Fairbanks, AK	179	Idaho Falls, ID	462
Fargo, ND-MN	1,038	Indianapolis-Carmel-Anderson, IN	5,003
Farmington, NM	86	Iowa City, IA	441
Fayetteville, NC	528	Ithaca, NY	262
Fayetteville-Springdale-Rogers, AR-MO	669	Jackson, MI	98
Flagstaff, AZ	393	Jackson, MS	879
Flint, MI	180	Jackson, TN	185
Florence, SC	388	Jacksonville, FL	2,421
Florence-Muscle Shoals, AL	224	Jacksonville, NC	219
Fond du Lac, WI	300	Janesville-Beloit, WI	475
Fort Collins, CO	1,150	Jefferson City, MO	341
Fort Smith, AR-OK	111	Johnson City, TN	111
Fort Wayne, IN	1,519	Johnstown, PA	160
Fresno, CA	1,418	Jonesboro, AR	105
Gadsden, AL	122	Joplin, MO	412
Gainesville, FL	684	Kahului-Wailuku-Lahaina, HI	277
Gainesville, GA	479	Kalamazoo-Portage, MI	733
Gettysburg, PA	18	Kankakee, IL	293
Glens Falls, NY	369	Kansas City, MO-KS	5,769
Goldsboro, NC	198	Kennewick-Richland, WA	823
Grand Forks, ND-MN	228	Killeen-Temple, TX	608
Grand Island, NE	40	Kingsport-Bristol-Bristol, TN-VA	508
Grand Junction, CO	266	Kingston, NY	551
Grand Rapids-Wyoming, MI	2,627	Knoxville, TN	1,734
Grants Pass, OR	305	Kokomo, IN	247
Great Falls, MT	151	La Crosse-Onalaska, WI-MN	940
Greeley, CO	221	Lafayette, LA	676
Green Bay, WI	1,491	Lafayette-West Lafayette, IN	460
Greensboro-High Point, NC	2,041	Lake Charles, LA	104
Greenville, NC	371	Lake Havasu City-Kingman, AZ	246

## Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Lakeland-Winter Haven, FL	543	Muncie, IN	188
Lancaster, PA	1,551	Muskegon, MI	181
Lansing-East Lansing, MI	1,058	Myrtle-Conway-North Myrtle, SC-NC	430
Laredo, TX	329	Napa, CA	442
Las Cruces, NM	127	Naples-Immokalee-Marco Island, FL	804
Las Vegas-Henderson-Paradise, NV	4,384	Nashville-Davidson--Murfr.--Franklin, TN	4,354
Lawrence, KS	319	New Bern, NC	204
Lawton, OK	96	New Haven-Milford, CT	2,721
Lebanon, PA	269	New Orleans-Metairie, LA	2,452
Lewiston, ID-WA	73	New York-Newark-Jersey City, NY-NJ-PA	75,877
Lewiston-Auburn, ME	155	Niles-Benton Harbor, MI	470
Lexington-Fayette, KY	1,366	North Port-Sarasota-Bradenton, FL	1,928
Lima, OH	198	Norwich-New London, CT	414
Lincoln, NE	1,226	Ocala, FL	194
Little Rock-North Little Rock-Conway, AR	1,051	Ocean City, NJ	225
Logan, UT-ID	365	Odessa, TX	224
Longview, TX	177	Ogden-Clearfield, UT	1,293
Longview, WA	78	Oklahoma City, OK	3,121
Los Angeles-Long Beach-Anaheim, CA	30,964	Olympia-Tumwater, WA	728
Louisville/Jefferson County, KY-IN	3,192	Omaha-Council Bluffs, NE-IA	3,569
Lubbock, TX	756	Orlando-Kissimmee-Sanford, FL	4,851
Lynchburg, VA	525	Oshkosh-Neenah, WI	1,021
Macon-Bibb County, GA	136	Owensboro, KY	231
Madera, CA	95	Oxnard-Thousand Oaks-Ventura, CA	2,164
Madison, WI	2,882	Palm Bay-Melbourne-Titusville, FL	577
Manchester-Nashua, NH	1,583	Panama City, FL	145
Manhattan, KS	120	Parkersburg-Vienna, WV	207
Mankato-North Mankato, MN	369	Pensacola-Ferry Pass-Brent, FL	375
Mansfield, OH	229	Peoria, IL	794
McAllen-Edinburg-Mission, TX	419	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	21,708
Medford, OR	432	Phoenix-Mesa-Scottsdale, AZ	9,873
Memphis, TN-MS-AR	2,197	Pine Bluff, AR	138
Merced, CA	280	Pittsburgh, PA	5,319
Miami-Fort Lauderdale-West Palm Beach, FL	10,470	Pittsfield, MA	168
Michigan City-La Porte, IN	260	Pocatello, ID	169
Midland, MI	124	Portland-South Portland, ME	1,185
Midland, TX	391	Portland-Vancouver-Hillsboro, OR-WA	6,424
Milwaukee-Waukesha-West Allis, WI	6,891	Port St. Lucie, FL	601
Minneapolis-St. Paul-Bloomington, MN-WI	15,332	Prescott, AZ	400
Missoula, MT	776	Providence-Warwick, RI-MA	5,895
Mobile, AL	492	Provo-Orem, UT	652
Modesto, CA	824	Pueblo, CO	306
Monroe, LA	185	Punta Gorda, FL	191
Monroe, MI	127	Racine, WI	174
Montgomery, AL	760	Raleigh, NC	6,334
Morgantown, WV	172	Rapid City, SD	287
Morristown, TN	18	Reading, PA	923
Mount Vernon-Anacortes, WA	388	Redding, CA	252

## Employees per Metropolitan Area

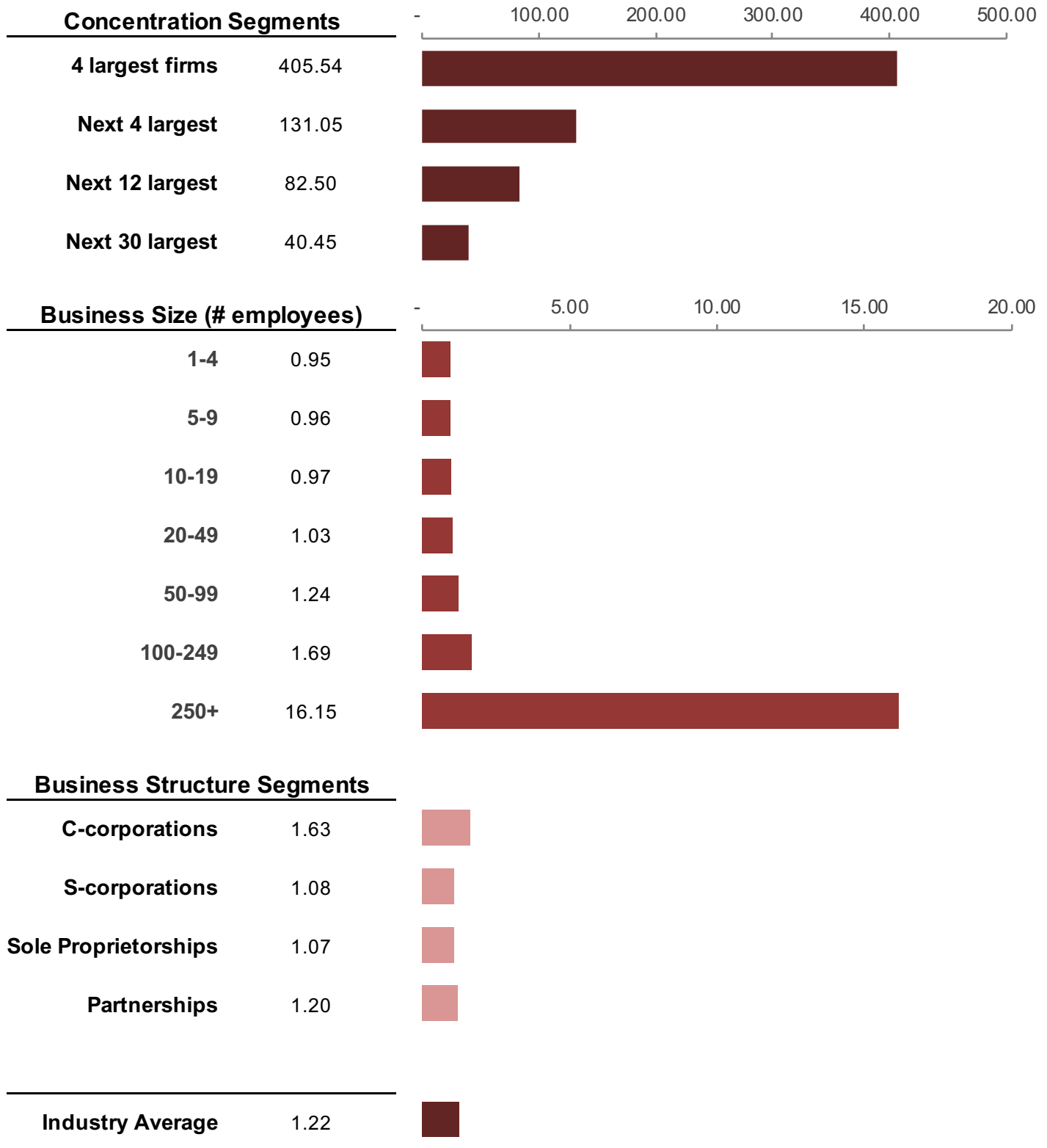
The number of full-time and part-time employees for each MSA. When it states "no data", there wasn't a sufficient sample size of data for the state.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Reno, NV	1,011	Staunton-Waynesboro, VA	251
Richmond, VA	5,632	Stockton-Lodi, CA	1,010
Riverside-San Bernardino-Ontario, CA	6,646	Sumter, SC	199
Roanoke, VA	614	Syracuse, NY	2,114
Rochester, MN	685	Tallahassee, FL	569
Rochester, NY	3,934	Tampa-St. Petersburg-Clearwater, FL	5,957
Rockford, IL	1,055	Terre Haute, IN	210
Rocky Mount, NC	198	Texarkana, TX-AR	144
Rome, GA	52	The Villages, FL	84
Sacramento--Roseville--Arden-Arcade, CA	5,822	Toledo, OH	2,107
Saginaw, MI	258	Topeka, KS	418
St. Cloud, MN	485	Trenton, NJ	2,190
St. George, UT	294	Tucson, AZ	2,177
St. Joseph, MO-KS	241	Tulsa, OK	2,060
St. Louis, MO-IL	8,510	Tuscaloosa, AL	147
Salem, OR	1,007	Tyler, TX	262
Salinas, CA	623	Urban Honolulu, HI	1,635
Salisbury, MD-DE	757	Utica-Rome, NY	319
Salt Lake City, UT	2,680	Valdosta, GA	165
San Angelo, TX	248	Vallejo-Fairfield, CA	948
San Antonio-New Braunfels, TX	4,787	Victoria, TX	142
San Diego-Carlsbad, CA	11,778	Vineland-Bridgeton, NJ	124
San Francisco-Oakland-Hayward, CA	16,398	Virginia Beach-Norfolk-Newport, VA-NC	4,785
San Jose-Sunnyvale-Santa Clara, CA	7,328	Visalia-Porterville, CA	390
San Luis Obispo-Paso Robles-Arroyo Gr., CA	862	Waco, TX	973
Santa Cruz-Watsonville, CA	1,064	Walla Walla, WA	164
Santa Fe, NM	163	Warner Robins, GA	127
Santa Maria-Santa Barbara, CA	1,096	Washing.-Arling.-Alexan., DC-VA-MD-WV	22,152
Santa Rosa, CA	1,559	Waterloo-Cedar Falls, IA	403
Savannah, GA	317	Watertown-Fort Drum, NY	32
Scranton--Wilkes-Barre--Hazleton, PA	1,075	Wausau, WI	585
Seattle-Tacoma-Bellevue, WA	15,252	Weirton-Steubenville, WV-OH	57
Sebastian-Vero Beach, FL	257	Wenatchee, WA	352
Sebring, FL	96	Wheeling, WV-OH	156
Sheboygan, WI	495	Wichita, KS	1,905
Sherman-Denison, TX	103	Wichita Falls, TX	102
Shreveport-Bossier City, LA	427	Williamsport, PA	33
Sierra Vista-Douglas, AZ	85	Wilmington, NC	883
Sioux City, IA-NE-SD	389	Winchester, VA-WV	361
Sioux Falls, SD	921	Winston-Salem, NC	1,886
South Bend-Mishawaka, IN-MI	665	Worcester, MA-CT	2,370
Spartanburg, SC	449	Yakima, WA	287
Spokane-Spokane Valley, WA	1,563	York-Hanover, PA	1,406
Springfield, IL	585	Youngstown-Warren-Boardman, OH-PA	734
Springfield, MA	1,661	Yuba City, CA	292
Springfield, MO	696	Yuma, AZ	79
Springfield, OH	160		
State College, PA	498		



## Locations per Company by Segments

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



## Locations per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Abilene, TX	20	Brunswick, GA	9
Akron, OH	84	Buffalo-Cheektowaga-Niagara Falls, NY	167
Albany, GA	10	Burlington, NC	17
Albany, OR	12	Burlington-South Burlington, VT	41
Albany-Schenectady-Troy, NY	117	California-Lexington Park, MD	8
Albuquerque, NM	104	Canton-Massillon, OH	35
Alexandria, LA	12	Cape Coral-Fort Myers, FL	66
Allentown-Bethlehem-Easton, PA-NJ	102	Cape Girardeau, MO-IL	7
Altoona, PA	13	Carbondale-Marion, IL	13
Amarillo, TX	22	Carson City, NV	8
Ames, IA	18	Casper, WY	19
Anchorage, AK	57	Cedar Rapids, IA	32
Ann Arbor, MI	55	Chambersburg-Waynesboro, PA	20
Anniston-Oxford-Jacksonville, AL	7	Champaign-Urbana, IL	29
Appleton, WI	32	Charleston, WV	25
Asheville, NC	66	Charleston-North Charleston, SC	107
Athens-Clarke County, GA	35	Charlotte-Concord-Gastonia, NC-SC	464
Atlanta-Sandy Springs-Roswell, GA	811	Charlottesville, VA	41
Atlantic City-Hammonton, NJ	36	Chattanooga, TN-GA	72
Auburn-Opelika, AL	10	Cheyenne, WY	10
Augusta-Richmond County, GA-SC	56	Chicago-Naperville-Elgin, IL-IN-WI	1,335
Austin-Round Rock, TX	342	Chico, CA	23
Bakersfield, CA	62	Cincinnati, OH-KY-IN	295
Baltimore-Columbia-Towson, MD	412	Clarksville, TN-KY	28
Bangor, ME	17	Cleveland, TN	8
Barnstable Town, MA	52	Cleveland-Elyria, OH	260
Baton Rouge, LA	102	Coeur d'Alene, ID	28
Battle Creek, MI	10	College Station-Bryan, TX	31
Bay City, MI	8	Colorado Springs, CO	84
Beaumont-Port Arthur, TX	36	Columbia, MO	36
Beckley, WV	7	Columbia, SC	84
Bellingham, WA	42	Columbus, GA-AL	23
Bend-Redmond, OR	40	Columbus, IN	12
Billings, MT	43	Columbus, OH	269
Binghamton, NY	29	Corpus Christi, TX	41
Birmingham-Hoover, AL	135	Corvallis, OR	15
Bismarck, ND	18	Crestview-Fort Walton Beach-Destin, FL	36
Blacksburg-Christiansburg-Radford, VA	22	Cumberland, MD-WV	6
Bloomington, IL	26	Dallas-Fort Worth-Arlington, TX	808
Bloomington, IN	20	Dalton, GA	4
Bloomsburg-Berwick, PA	13	Danville, IL	9
Boise City, ID	86	Daphne-Fairhope-Foley, AL	24
Boston-Cambridge-Newton, MA-NH	1,112	Davenport-Moline-Rock Island, IA-IL	45
Boulder, CO	75	Dayton, OH	102
Bowling Green, KY	19	Decatur, AL	8
Bremerton-Silverdale, WA	32	Decatur, IL	13
Bridgeport-Stamford-Norwalk, CT	259	Deltona-Daytona Beach-Ormond, FL	74
Brownsville-Harlingen, TX	22	Denver-Aurora-Lakewood, CO	499

## 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.

<b>Metropolitan Statistical Area</b>	<b>#</b>	<b>Metropolitan Statistical Area</b>	<b>#</b>
Des Moines-West Des Moines, IA	111	Greenville-Anderson-Mauldin, SC	123
Detroit-Warren-Dearborn, MI	459	Gulfport-Biloxi-Pascagoula, MS	46
Dothan, AL	11	Hagerstown-Martinsburg, MD-WV	24
Dover, DE	15	Hammond, LA	12
Dubuque, IA	17	Hanford-Corcoran, CA	8
Duluth, MN-WI	39	Harrisburg-Carlisle, PA	74
Durham-Chapel Hill, NC	90	Harrisonburg, VA	11
East Stroudsburg, PA	14	Hartford-West Hartford-East Hartford, CT	210
Eau Claire, WI	23	Hattiesburg, MS	19
El Centro, CA	10	Hickory-Lenoir-Morganton, NC	26
Elizabethtown-Fort Knox, KY	17	Hilton Head Island-Bluffton-Beaufort, SC	35
Elkhart-Goshen, IN	17	Hinesville, GA	1
Elmira, NY	11	Homosassa Springs, FL	8
El Paso, TX	84	Hot Springs, AR	7
Enid, OK	11	Houma-Thibodaux, LA	24
Erie, PA	33	Houston-The Woodlands-Sugar Land, TX	719
Eugene, OR	44	Huntington-Ashland, WV-KY-OH	25
Evansville, IN-KY	39	Huntsville, AL	70
Fairbanks, AK	17	Idaho Falls, ID	6
Fargo, ND-MN	40	Indianapolis-Carmel-Anderson, IN	270
Farmington, NM	8	Iowa City, IA	19
Fayetteville, NC	31	Ithaca, NY	19
Fayetteville-Springdale-Rogers, AR-MO	53	Jackson, MI	14
Flagstaff, AZ	19	Jackson, MS	66
Flint, MI	26	Jackson, TN	14
Florence, SC	14	Jacksonville, FL	175
Florence-Muscle Shoals, AL	18	Jacksonville, NC	13
Fond du Lac, WI	13	Janesville-Beloit, WI	20
Fort Collins, CO	72	Jefferson City, MO	19
Fort Smith, AR-OK	21	Johnson City, TN	10
Fort Wayne, IN	51	Johnstown, PA	12
Fresno, CA	84	Jonesboro, AR	9
Gadsden, AL	9	Joplin, MO	12
Gainesville, FL	39	Kahului-Wailuku-Lahaina, HI	24
Gainesville, GA	13	Kalamazoo-Portage, MI	34
Gettysburg, PA	4	Kankakee, IL	13
Glens Falls, NY	15	Kansas City, MO-KS	291
Goldsboro, NC	13	Kennewick-Richland, WA	39
Grand Forks, ND-MN	10	Killeen-Temple, TX	36
Grand Island, NE	11	Kingsport-Bristol-Bristol, TN-VA	34
Grand Junction, CO	12	Kingston, NY	30
Grand Rapids-Wyoming, MI	113	Knoxville, TN	94
Grants Pass, OR	9	Kokomo, IN	10
Great Falls, MT	11	La Crosse-Onalaska, WI-MN	26
Greeley, CO	24	Lafayette, LA	64
Green Bay, WI	44	Lafayette-West Lafayette, IN	19
Greensboro-High Point, NC	95	Lake Charles, LA	19
Greenville, NC	22	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.

<b>Metropolitan Statistical Area</b>	<b>#</b>	<b>Metropolitan Statistical Area</b>	<b>#</b>
Lakeland-Winter Haven, FL	42	Muncie, IN	10
Lancaster, PA	57	Muskegon, MI	11
Lansing-East Lansing, MI	35	Myrtle-Conway-North Myrtle, SC-NC	44
Laredo, TX	20	Napa, CA	26
Las Cruces, NM	15	Naples-Immokalee-Marco Island, FL	54
Las Vegas-Henderson-Paradise, NV	197	Nashville-Davidson--Murfr.--Franklin, TN	254
Lawrence, KS	15	New Bern, NC	10
Lawton, OK	8	New Haven-Milford, CT	129
Lebanon, PA	11	New Orleans-Metairie, LA	165
Lewiston, ID-WA	7	New York-Newark-Jersey City, NY-NJ-PA	3,405
Lewiston-Auburn, ME	12	Niles-Benton Harbor, MI	14
Lexington-Fayette, KY	73	North Port-Sarasota-Bradenton, FL	101
Lima, OH	11	Norwich-New London, CT	34
Lincoln, NE	48	Ocala, FL	18
Little Rock-North Little Rock-Conway, AR	69	Ocean City, NJ	19
Logan, UT-ID	14	Odessa, TX	17
Longview, TX	19	Ogden-Clearfield, UT	48
Longview, WA	14	Oklahoma City, OK	170
Los Angeles-Long Beach-Anaheim, CA	1,651	Olympia-Tumwater, WA	31
Louisville/Jefferson County, KY-IN	145	Omaha-Council Bluffs, NE-IA	159
Lubbock, TX	32	Orlando-Kissimmee-Sanford, FL	285
Lynchburg, VA	29	Oshkosh-Neenah, WI	23
Macon-Bibb County, GA	19	Owensboro, KY	13
Madera, CA	9	Oxnard-Thousand Oaks-Ventura, CA	111
Madison, WI	138	Palm Bay-Melbourne-Titusville, FL	59
Manchester-Nashua, NH	85	Panama City, FL	21
Manhattan, KS	8	Parkersburg-Vienna, WV	12
Mankato-North Mankato, MN	14	Pensacola-Ferry Pass-Brent, FL	50
Mansfield, OH	13	Peoria, IL	41
McAllen-Edinburg-Mission, TX	35	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,002
Medford, OR	36	Phoenix-Mesa-Scottsdale, AZ	491
Memphis, TN-MS-AR	127	Pine Bluff, AR	2
Merced, CA	25	Pittsburgh, PA	347
Miami-Fort Lauderdale-West Palm Beach, FL	835	Pittsfield, MA	14
Michigan City-La Porte, IN	12	Pocatello, ID	7
Midland, MI	8	Portland-South Portland, ME	85
Midland, TX	18	Portland-Vancouver-Hillsboro, OR-WA	336
Milwaukee-Waukesha-West Allis, WI	241	Port St. Lucie, FL	50
Minneapolis-St. Paul-Bloomington, MN-WI	615	Prescott, AZ	26
Missoula, MT	25	Providence-Warwick, RI-MA	262
Mobile, AL	35	Provo-Orem, UT	48
Modesto, CA	57	Pueblo, CO	13
Monroe, LA	18	Punta Gorda, FL	15
Monroe, MI	9	Racine, WI	13
Montgomery, AL	41	Raleigh, NC	242
Morgantown, WV	21	Rapid City, SD	22
Morristown, TN	6	Reading, PA	56
Mount Vernon-Anacortes, WA	14	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.

<b>Metropolitan Statistical Area</b>	<b>#</b>	<b>Metropolitan Statistical Area</b>	<b>#</b>
Reno, NV	74	Staunton-Waynesboro, VA	15
Richmond, VA	186	Stockton-Lodi, CA	56
Riverside-San Bernardino-Ontario, CA	356	Sumter, SC	4
Roanoke, VA	45	Syracuse, NY	84
Rochester, MN	24	Tallahassee, FL	41
Rochester, NY	139	Tampa-St. Petersburg-Clearwater, FL	391
Rockford, IL	40	Terre Haute, IN	13
Rocky Mount, NC	8	Texarkana, TX-AR	11
Rome, GA	10	The Villages, FL	7
Sacramento--Roseville--Arden-Arcade, CA	297	Toledo, OH	65
Saginaw, MI	18	Topeka, KS	26
St. Cloud, MN	35	Trenton, NJ	73
St. George, UT	23	Tucson, AZ	133
St. Joseph, MO-KS	10	Tulsa, OK	108
St. Louis, MO-IL	380	Tuscaloosa, AL	18
Salem, OR	58	Tyler, TX	21
Salinas, CA	37	Urban Honolulu, HI	52
Salisbury, MD-DE	59	Utica-Rome, NY	34
Salt Lake City, UT	129	Valdosta, GA	13
San Angelo, TX	11	Vallejo-Fairfield, CA	52
San Antonio-New Braunfels, TX	229	Victoria, TX	11
San Diego-Carlsbad, CA	456	Vineland-Bridgeton, NJ	13
San Francisco-Oakland-Hayward, CA	765	Virginia Beach-Norfolk-Newport, VA-NC	221
San Jose-Sunnyvale-Santa Clara, CA	329	Visalia-Porterville, CA	25
San Luis Obispo-Paso Robles-Arroyo Gr., CA	50	Waco, TX	25
Santa Cruz-Watsonville, CA	41	Walla Walla, WA	6
Santa Fe, NM	29	Warner Robins, GA	11
Santa Maria-Santa Barbara, CA	77	Washing.-Arling.-Alexan., DC-VA-MD-WV	983
Santa Rosa, CA	85	Waterloo-Cedar Falls, IA	20
Savannah, GA	33	Watertown-Fort Drum, NY	4
Scranton--Wilkes-Barre--Hazleton, PA	61	Wausau, WI	18
Seattle-Tacoma-Bellevue, WA	594	Weirton-Steubenville, WV-OH	8
Sebastian-Vero Beach, FL	19	Wenatchee, WA	19
Sebring, FL	10	Wheeling, WV-OH	13
Sheboygan, WI	12	Wichita, KS	56
Sherman-Denison, TX	10	Wichita Falls, TX	9
Shreveport-Bossier City, LA	54	Williamsport, PA	6
Sierra Vista-Douglas, AZ	8	Wilmington, NC	43
Sioux City, IA-NE-SD	20	Winchester, VA-WV	18
Sioux Falls, SD	64	Winston-Salem, NC	86
South Bend-Mishawaka, IN-MI	42	Worcester, MA-CT	122
Spartanburg, SC	34	Yakima, WA	21
Spokane-Spokane Valley, WA	74	York-Hanover, PA	53
Springfield, IL	30	Youngstown-Warren-Boardman, OH-PA	47
Springfield, MA	75	Yuba City, CA	11
Springfield, MO	48	Yuma, AZ	14
Springfield, OH	10		
State College, PA	30		

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