

Kentley Insights

2023 Market Research Report Health Clubs

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

Industry Examples

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

Industry Snapshot - Revenue & Growth

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

Overall Industry Size

The overall 2022 revenue for the Health Clubs industry was \$37.2 billion. The industry is above average in industry size, ranking in the top 40% of service industries in terms of size.

Overall Industry Growth

Over the past 3 years, industry revenue have been growing at an annual rate of 1.2% per year. This growth rate significantly lags the 6.2% average for service industries and ranks it in the bottom 20% of all service industries.

Overall Industry Growth Forecast

Given the macroeconomic climate and industry dynamics, the forecasted industry revenue growth rate for the next 5 years is 4.6% per year for the Health Clubs industry.

Revenue per Company

In 2022, the average revenue per company for the industry was approximately \$1.2 million, which grew at a 1.8% annual rate over the past 3 years.

Product Line Concentration

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

Pricing & Inflation

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

Sales per Capita

For the Health Clubs industry, D.C. has the highest sales per capita at \$292. This is 185% higher than the average \$103 per capita across the U.S.

Sales per Location

For the industry, Hawaii has the highest sales per location at \$1.7 million, which is 95% higher than the U.S. average of \$1.0 million in sales per location.

Industry Snapshot - Costs, Capital & Profit

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

Operating Expenses

In 2022, the operating expenses as a percent of revenue for the Health Clubs industry was 91.7%, and over the past 3 years total operating expenses for the industry grew at 2.8% per year.

Operating Expense Breakdown

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

Employee Productivity

For the Health Clubs industry, in 2022 the sales per employee grew 12.8% over 2021 to \$52,639, which ranks the industry in the bottom 20% of service industries.

Profitability

60% of Companies in the Health Clubs industry are profitable, with an average net income of 12.3% of revenue, which ranks the industry in the top 60% of service industries.

Payroll per Employee

In 2022, payroll per employee equaled \$16,347 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.

Payroll by State

D.C. is the highest paying state in the Health Clubs industry, with a payroll per employee of \$20,594, which is 26% higher than the U.S. average.

Job Categorization

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

Top Jobs

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

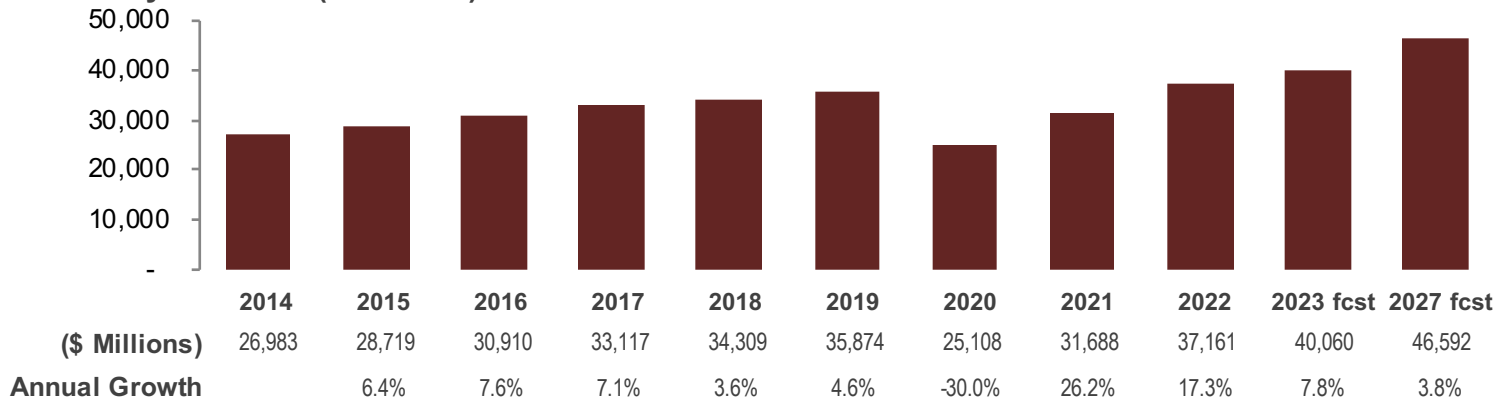
Section One

Revenue & Growth Analysis

Industry Growth Details

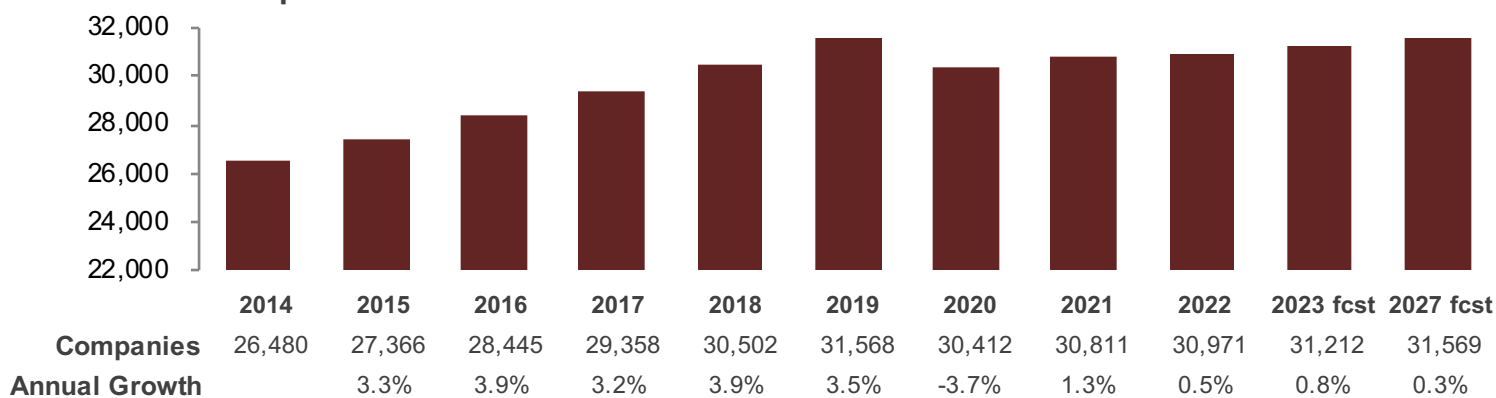
To get a macro level view of the Health Clubs industry, below are the historical details and industry growth forecasts for total industry revenue, number of companies, and number of locations.

Industry Revenue (\$ Millions)



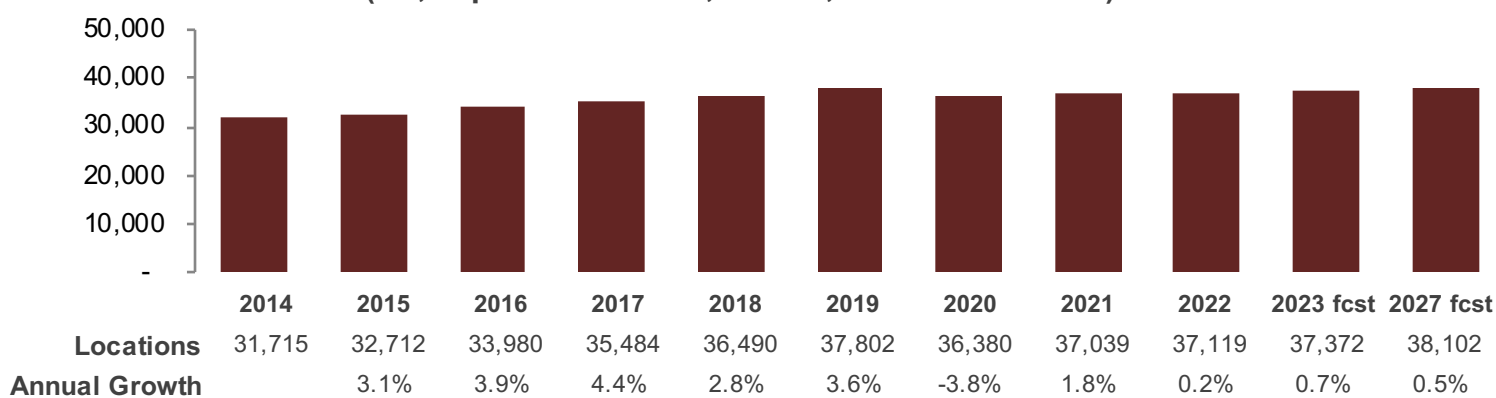
Compound Annual Growth Rate **1.2%** 3-Year **2.3%** 5-Year

Number of Companies



Compound Annual Growth Rate **-0.6%** 3-Year **1.1%** 5-Year

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

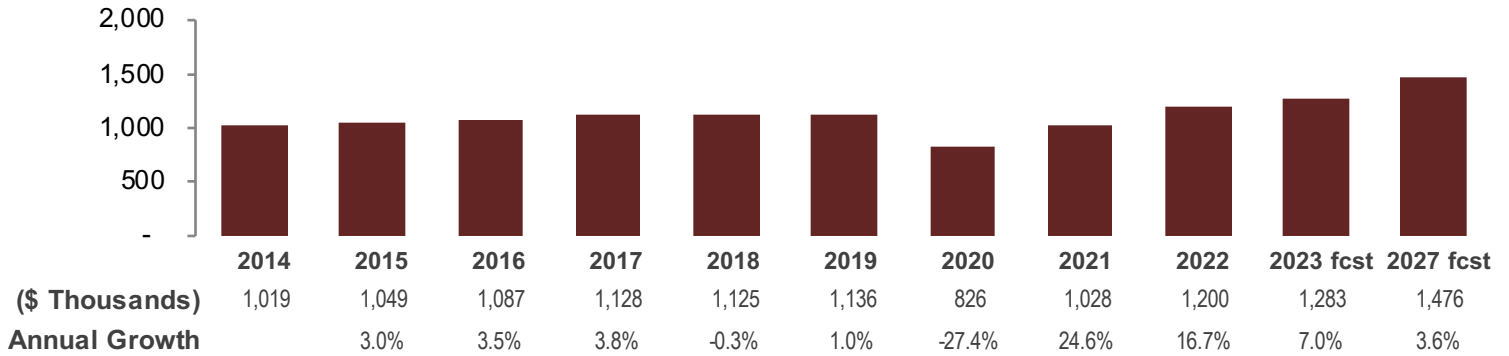


Compound Annual Growth Rate **-0.6%** 3-Year **0.9%** 5-Year

Growth Benchmarks

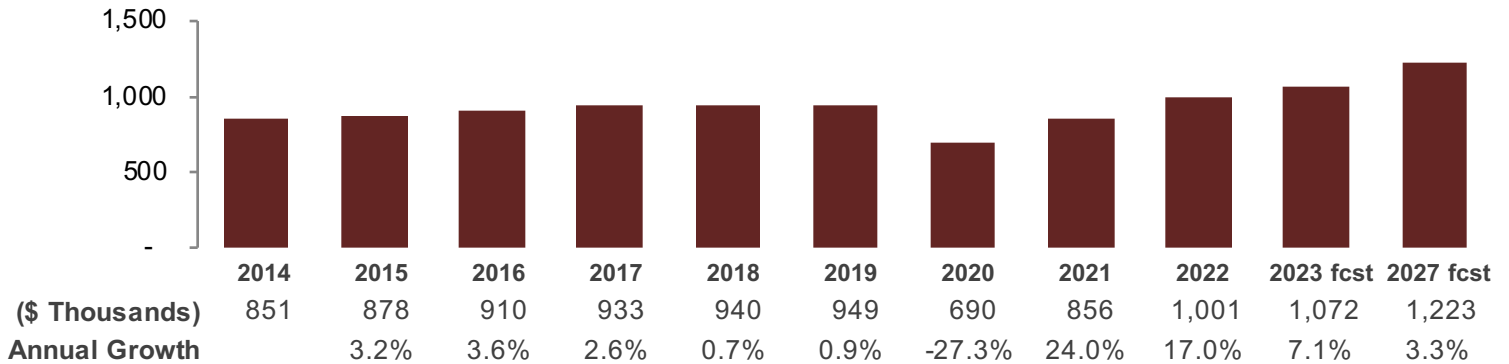
Below are the normalized growth benchmarks for the Health Clubs industry, including revenue per company, revenue per location, and locations per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and location growth.

Revenue per Company (\$ Thousands)



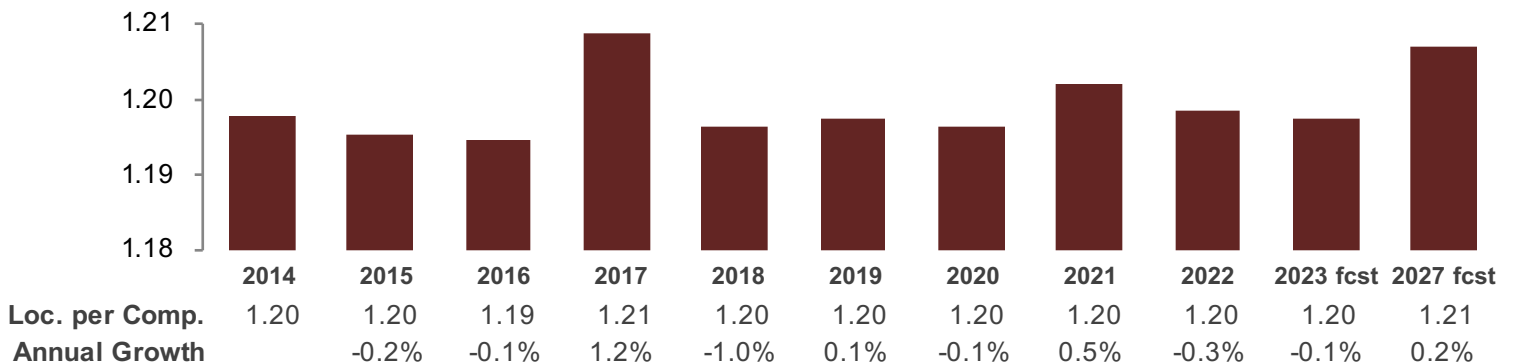
Compound Annual Growth Rate **1.8%** 3-Year **1.2%** 5-Year

Revenue per Location (\$ Thousands)



Compound Annual Growth Rate **1.8%** 3-Year **1.4%** 5-Year

Locations per Company

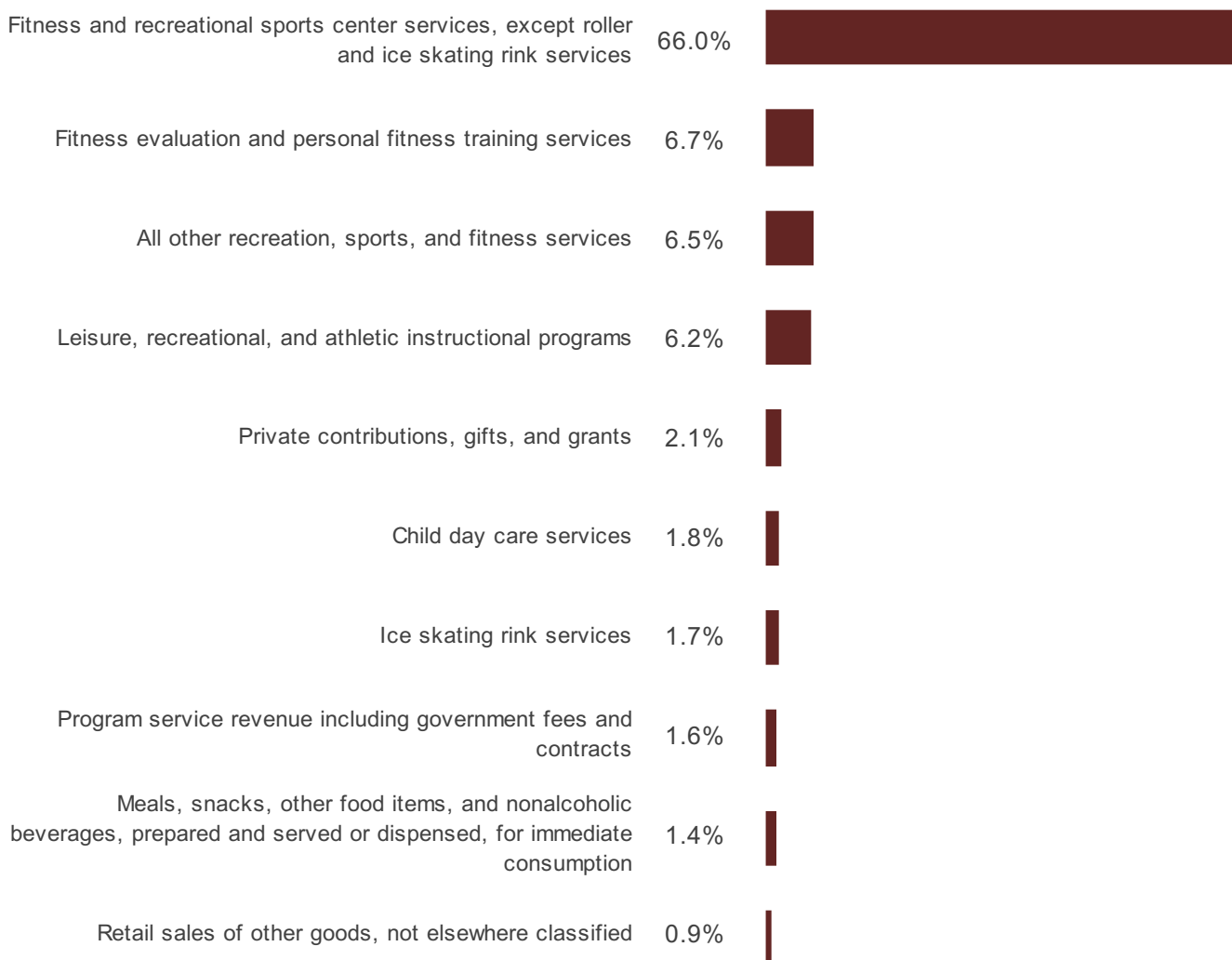


Compound Annual Growth Rate **0.0%** 3-Year **-0.2%** 5-Year

Breakdown of Top Product Lines

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

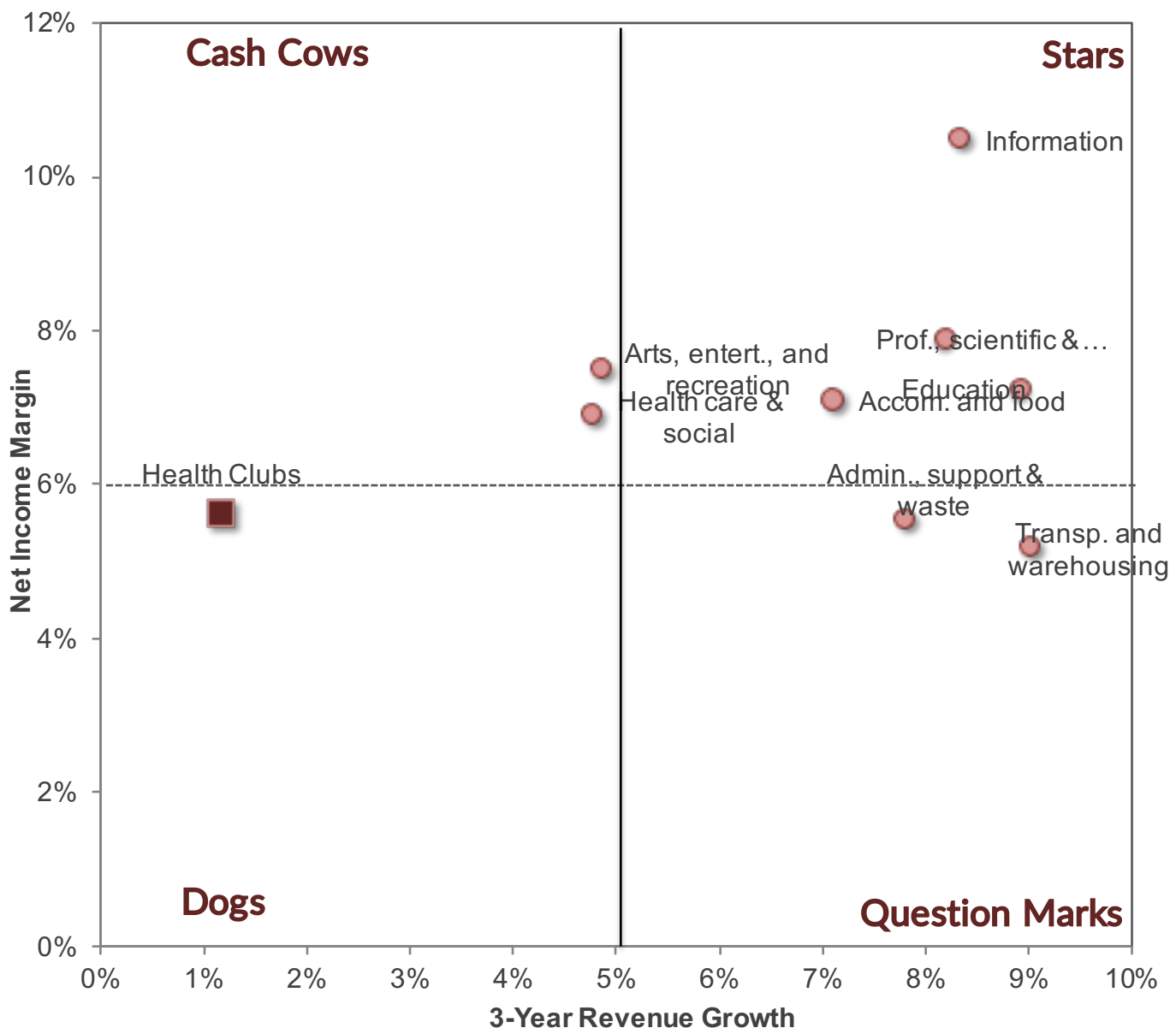
Breakdown of Sales by Top Product Lines (%)



Income vs. Revenue Growth Matrix

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

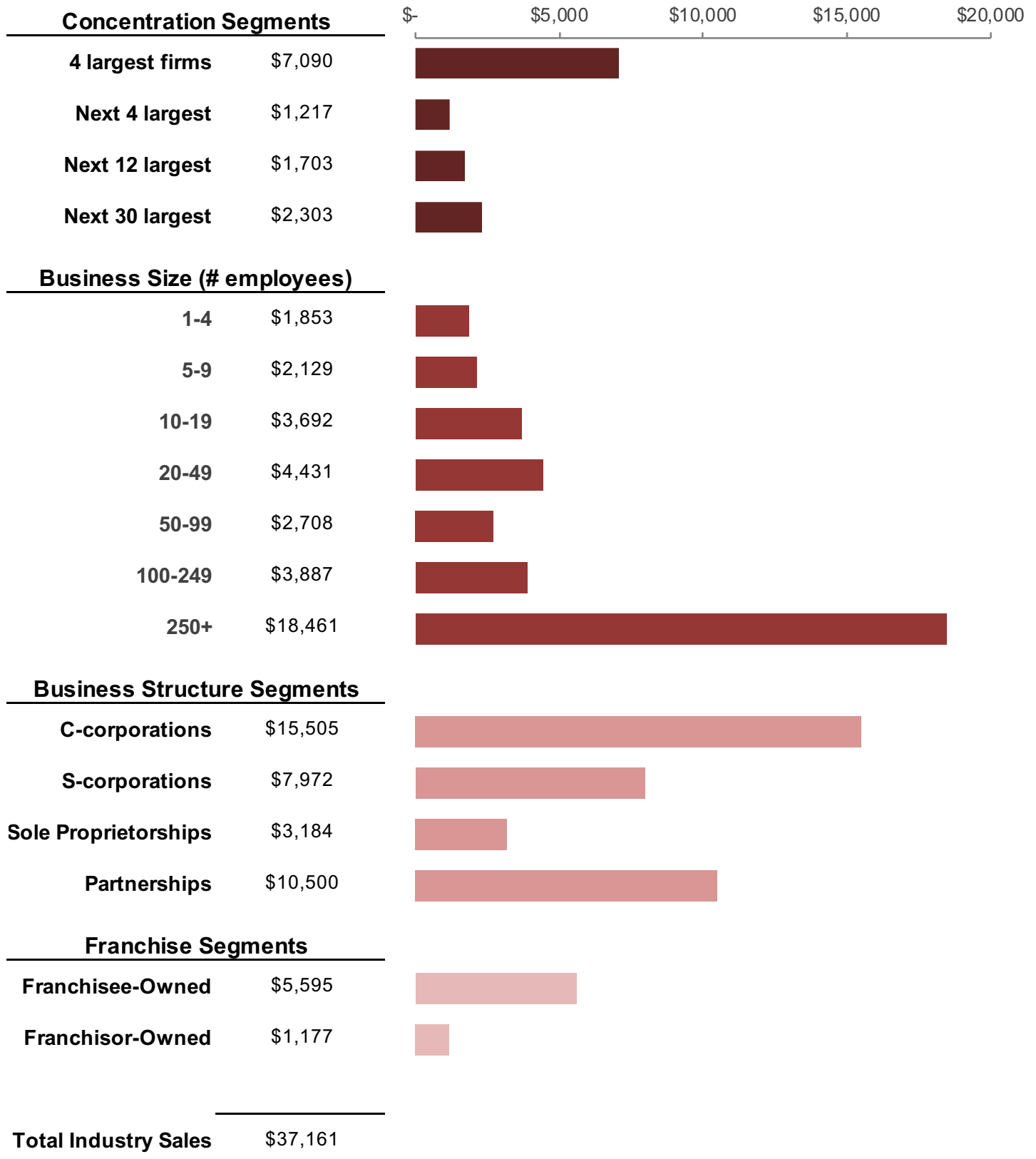
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. While, those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are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



Total Sales by Segments

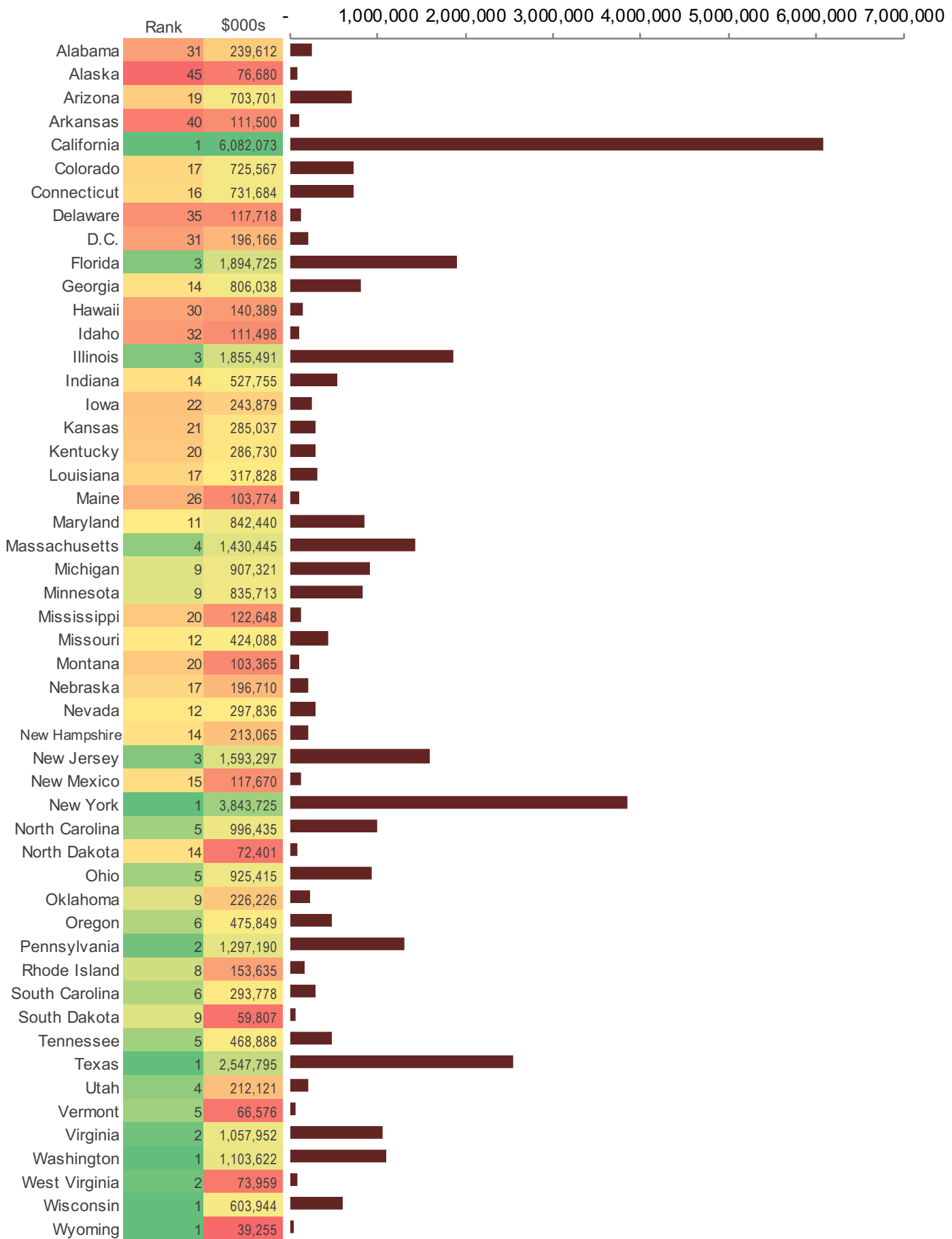
Below is total sales for various industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in \$ millions



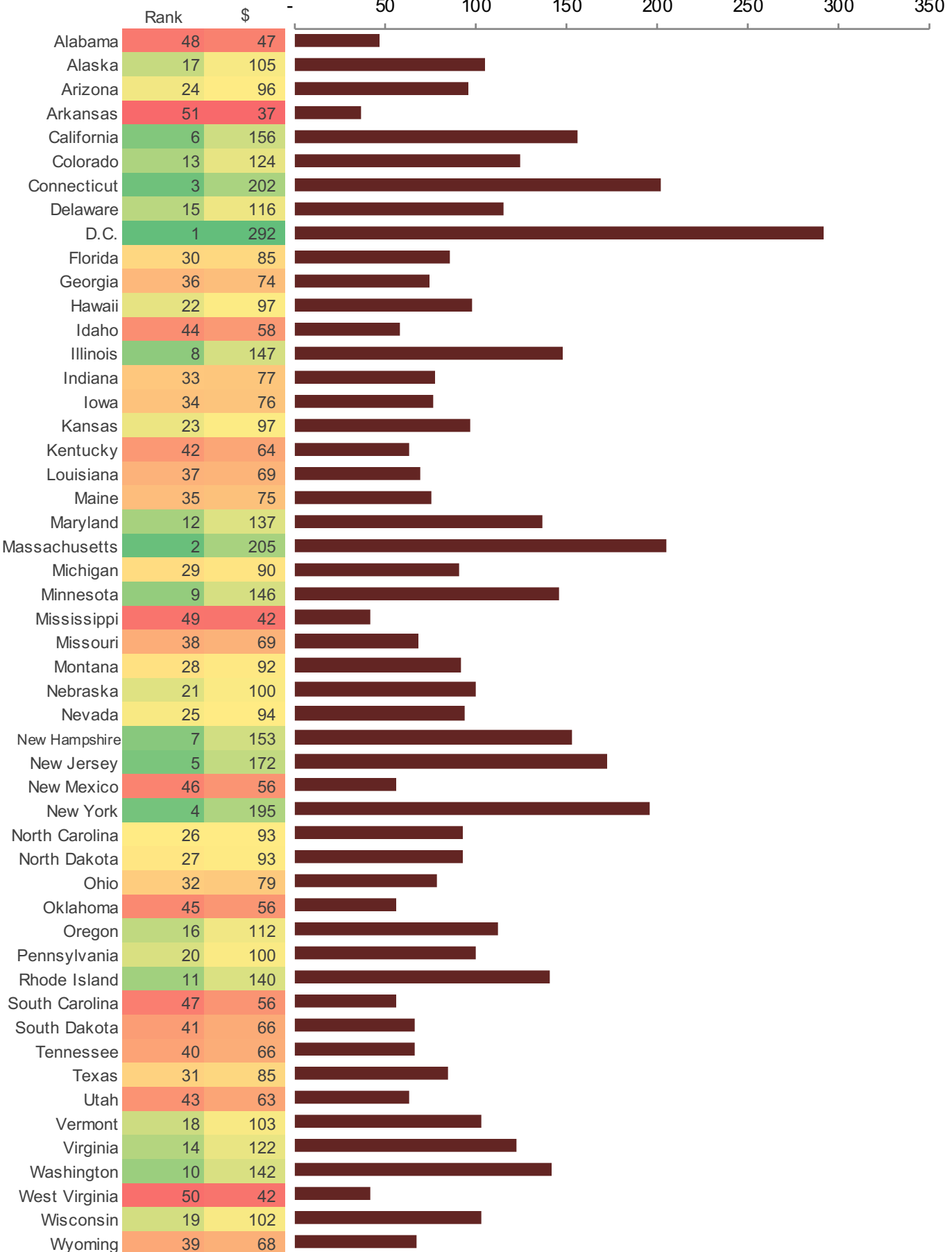
Sales per State

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



Sales per Capita by State

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



Sales per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	9,400	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.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
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.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
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.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
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.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
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.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
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.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
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

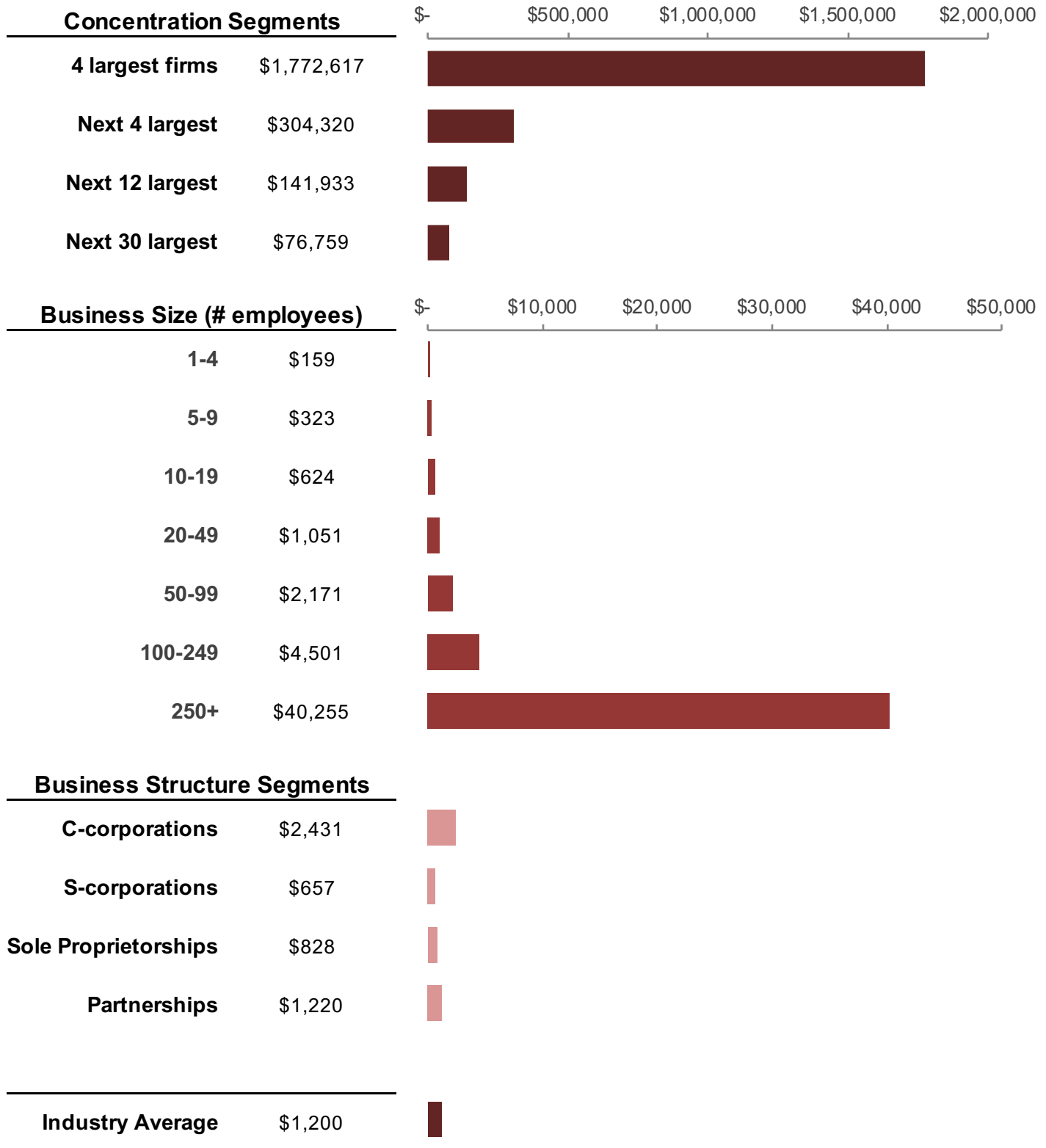
Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
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.

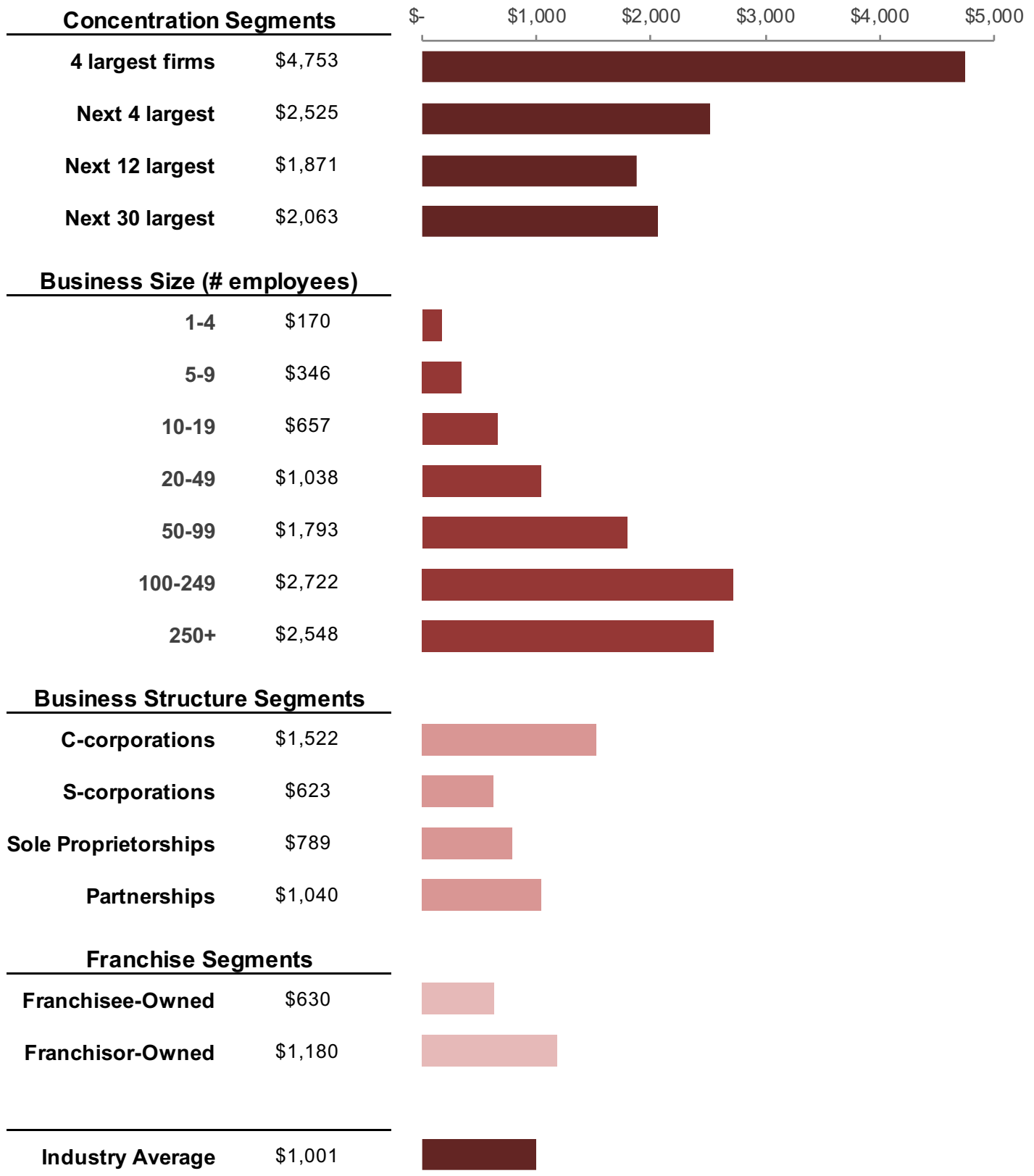
All figures in \$ thousands



Sales per Location by Segments

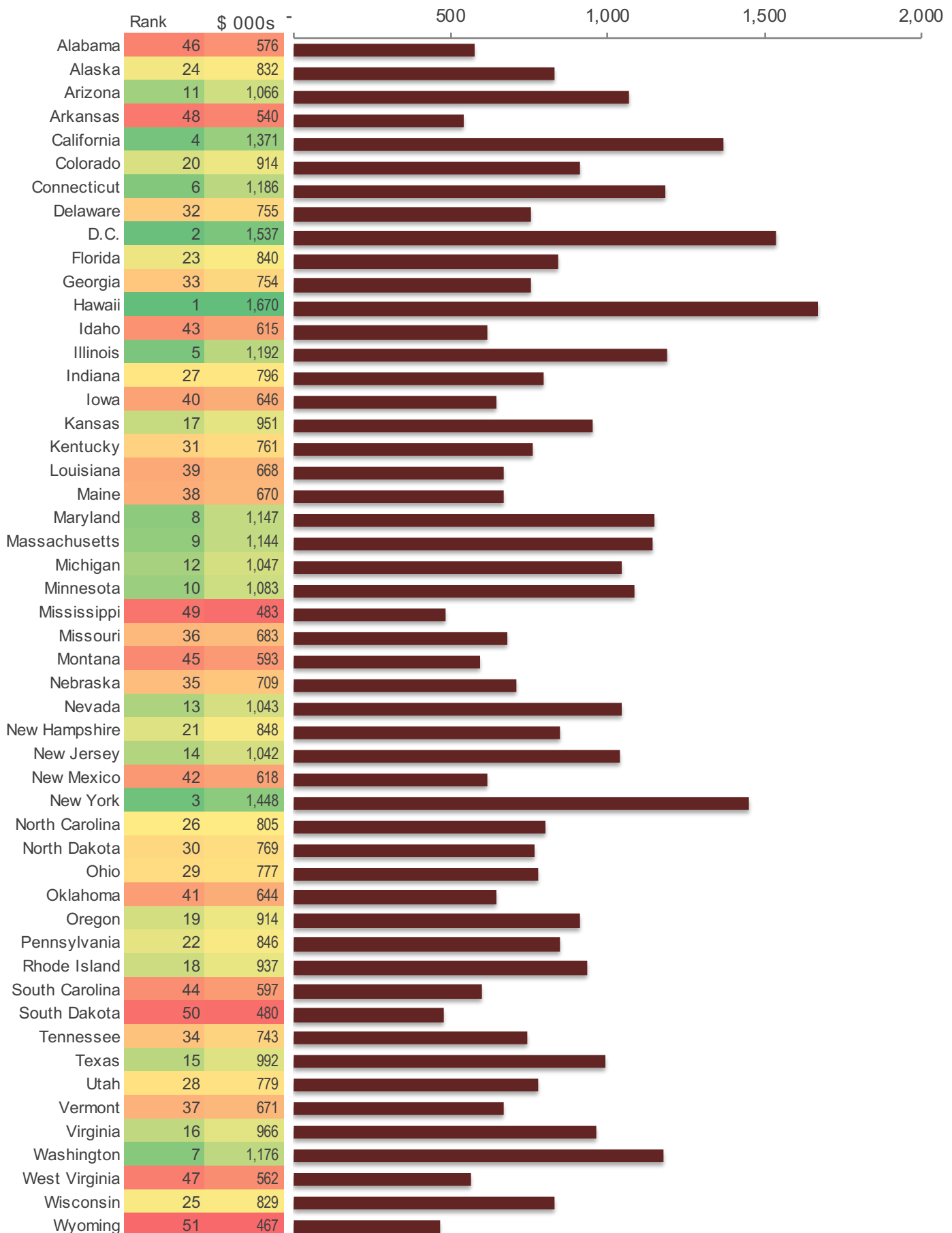
Below is the average sales per location for the industry segments of concentration, business size by employees, business structure and franchises.

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.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	516	Brunswick, GA	230
Akron, OH	538	Buffalo-Cheektowaga-Niagara Falls, NY	654
Albany, GA	1,258	Burlington, NC	1,018
Albany, OR	248	Burlington-South Burlington, VT	1,074
Albany-Schenectady-Troy, NY	1,098	California-Lexington Park, MD	699
Albuquerque, NM	852	Canton-Massillon, OH	937
Alexandria, LA	496	Cape Coral-Fort Myers, FL	777
Allentown-Bethlehem-Easton, PA-NJ	605	Cape Girardeau, MO-IL	213
Altoona, PA	711	Carbondale-Marion, IL	380
Amarillo, TX	793	Carson City, NV	647
Ames, IA	394	Casper, WY	480
Anchorage, AK	1,105	Cedar Rapids, IA	794
Ann Arbor, MI	990	Chambersburg-Waynesboro, PA	655
Anniston-Oxford-Jacksonville, AL	184	Champaign-Urbana, IL	353
Appleton, WI	1,148	Charleston, WV	608
Asheville, NC	595	Charleston-North Charleston, SC	661
Athens-Clarke County, GA	676	Charlotte-Concord-Gastonia, NC-SC	835
Atlanta-Sandy Springs-Roswell, GA	869	Charlottesville, VA	966
Atlantic City-Hammonton, NJ	768	Chattanooga, TN-GA	783
Auburn-Opelika, AL	578	Cheyenne, WY	757
Augusta-Richmond County, GA-SC	902	Chicago-Naperville-Elgin, IL-IN-WI	1,362
Austin-Round Rock, TX	1,008	Chico, CA	971
Bakersfield, CA	1,052	Cincinnati, OH-KY-IN	954
Baltimore-Columbia-Towson, MD	1,138	Clarksville, TN-KY	538
Bangor, ME	784	Cleveland, TN	883
Barnstable Town, MA	643	Cleveland-Elyria, OH	746
Baton Rouge, LA	859	Coeur d'Alene, ID	548
Battle Creek, MI	984	College Station-Bryan, TX	710
Bay City, MI	856	Colorado Springs, CO	1,056
Beaumont-Port Arthur, TX	600	Columbia, MO	484
Beckley, WV	676	Columbia, SC	637
Bellingham, WA	625	Columbus, GA-AL	526
Bend-Redmond, OR	564	Columbus, IN	606
Billings, MT	545	Columbus, OH	970
Binghamton, NY	709	Corpus Christi, TX	794
Birmingham-Hoover, AL	914	Corvallis, OR	647
Bismarck, ND	1,075	Crestview-Fort Walton Beach-Destin, FL	409
Blacksburg-Christiansburg-Radford, VA	322	Cumberland, MD-WV	822
Bloomington, IL	826	Dallas-Fort Worth-Arlington, TX	1,120
Bloomington, IN	1,020	Dalton, GA	1,270
Bloomsburg-Berwick, PA	338	Danville, IL	446
Boise City, ID	678	Daphne-Fairhope-Foley, AL	391
Boston-Cambridge-Newton, MA-NH	1,206	Davenport-Moline-Rock Island, IA-IL	810
Boulder, CO	912	Dayton, OH	637
Bowling Green, KY	462	Decatur, AL	591
Bremerton-Silverdale, WA	932	Decatur, IL	753
Bridgeport-Stamford-Norwalk, CT	1,604	Deltona-Daytona Beach-Ormond, FL	658
Brownsville-Harlingen, TX	595	Denver-Aurora-Lakewood, CO	1,022

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	918	Greenville-Anderson-Mauldin, SC	556
Detroit-Warren-Dearborn, MI	1,322	Gulfport-Biloxi-Pascagoula, MS	510
Dothan, AL	229	Hagerstown-Martinsburg, MD-WV	791
Dover, DE	1,203	Hammond, LA	849
Dubuque, IA	959	Hanford-Corcoran, CA	994
Duluth, MN-WI	570	Harrisburg-Carlisle, PA	651
Durham-Chapel Hill, NC	704	Harrisonburg, VA	1,592
East Stroudsburg, PA	589	Hartford-West Hartford-East Hartford, CT	972
Eau Claire, WI	765	Hattiesburg, MS	668
El Centro, CA	450	Hickory-Lenoir-Morganton, NC	513
Elizabethtown-Fort Knox, KY	399	Hilton Head Island-Bluffton-Beaufort, SC	778
Elkhart-Goshen, IN	541	Hinesville, GA	7,538
Elmira, NY	692	Homosassa Springs, FL	220
El Paso, TX	523	Hot Springs, AR	575
Enid, OK	483	Houma-Thibodaux, LA	383
Erie, PA	957	Houston-The Woodlands-Sugar Land, TX	1,176
Eugene, OR	702	Huntington-Ashland, WV-KY-OH	690
Evansville, IN-KY	1,035	Huntsville, AL	496
Fairbanks, AK	510	Idaho Falls, ID	1,752
Fargo, ND-MN	1,083	Indianapolis-Carmel-Anderson, IN	915
Farmington, NM	479	Iowa City, IA	1,219
Fayetteville, NC	731	Ithaca, NY	456
Fayetteville-Springdale-Rogers, AR-MO	640	Jackson, MI	346
Flagstaff, AZ	763	Jackson, MS	631
Flint, MI	426	Jackson, TN	663
Florence, SC	764	Jacksonville, FL	771
Florence-Muscle Shoals, AL	380	Jacksonville, NC	1,202
Fond du Lac, WI	542	Janesville-Beloit, WI	902
Fort Collins, CO	671	Jefferson City, MO	626
Fort Smith, AR-OK	218	Johnson City, TN	510
Fort Wayne, IN	856	Johnstown, PA	442
Fresno, CA	892	Jonesboro, AR	478
Gadsden, AL	464	Joplin, MO	811
Gainesville, FL	905	Kahului-Wailuku-Lahaina, HI	708
Gainesville, GA	1,879	Kalamazoo-Portage, MI	760
Gettysburg, PA	89	Kankakee, IL	797
Glens Falls, NY	625	Kansas City, MO-KS	876
Goldsboro, NC	559	Kennewick-Richland, WA	835
Grand Forks, ND-MN	1,189	Killeen-Temple, TX	740
Grand Island, NE	162	Kingsport-Bristol-Bristol, TN-VA	478
Grand Junction, CO	1,007	Kingston, NY	547
Grand Rapids-Wyoming, MI	1,047	Knoxville, TN	745
Grants Pass, OR	1,191	Kokomo, IN	645
Great Falls, MT	709	La Crosse-Onalaska, WI-MN	855
Greeley, CO	309	Lafayette, LA	605
Green Bay, WI	957	Lafayette-West Lafayette, IN	1,275
Greensboro-High Point, NC	768	Lake Charles, LA	476
Greenville, NC	799	Lake Havasu City-Kingman, AZ	772

Sales per Location per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Lakeland-Winter Haven, FL	563	Muncie, IN	458
Lancaster, PA	1,034	Muskegon, MI	642
Lansing-East Lansing, MI	1,133	Myrtle-Conway-North Myrtle, SC-NC	451
Laredo, TX	1,096	Napa, CA	1,179
Las Cruces, NM	368	Naples-Immokalee-Marco Island, FL	984
Las Vegas-Henderson-Paradise, NV	1,263	Nashville-Davidson--Murfr.--Franklin, TN	815
Lawrence, KS	797	New Bern, NC	502
Lawton, OK	326	New Haven-Milford, CT	1,032
Lebanon, PA	707	New Orleans-Metairie, LA	823
Lewiston, ID-WA	224	New York-Newark-Jersey City, NY-NJ-PA	1,460
Lewiston-Auburn, ME	518	Niles-Benton Harbor, MI	1,032
Lexington-Fayette, KY	833	North Port-Sarasota-Bradenton, FL	1,035
Lima, OH	815	Norwich-New London, CT	744
Lincoln, NE	729	Ocala, FL	589
Little Rock-North Little Rock-Conway, AR	782	Ocean City, NJ	624
Logan, UT-ID	673	Odessa, TX	960
Longview, TX	585	Ogden-Clearfield, UT	687
Longview, WA	297	Oklahoma City, OK	745
Los Angeles-Long Beach-Anaheim, CA	1,431	Olympia-Tumwater, WA	1,043
Louisville/Jefferson County, KY-IN	997	Omaha-Council Bluffs, NE-IA	839
Lubbock, TX	1,003	Orlando-Kissimmee-Sanford, FL	1,090
Lynchburg, VA	656	Oshkosh-Neenah, WI	1,063
Macon-Bibb County, GA	280	Owensboro, KY	731
Madera, CA	430	Oxnard-Thousand Oaks-Ventura, CA	1,104
Madison, WI	808	Palm Bay-Melbourne-Titusville, FL	573
Manchester-Nashua, NH	870	Panama City, FL	373
Manhattan, KS	500	Parkersburg-Vienna, WV	763
Mankato-North Mankato, MN	697	Pensacola-Ferry Pass-Brent, FL	390
Mansfield, OH	559	Peoria, IL	732
McAllen-Edinburg-Mission, TX	871	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,036
Medford, OR	648	Phoenix-Mesa-Scottsdale, AZ	1,242
Memphis, TN-MS-AR	944	Pine Bluff, AR	3,227
Merced, CA	667	Pittsburgh, PA	750
Miami-Fort Lauderdale-West Palm Beach, FL	941	Pittsfield, MA	449
Michigan City-La Porte, IN	674	Pocatello, ID	613
Midland, MI	692	Portland-South Portland, ME	675
Midland, TX	1,566	Portland-Vancouver-Hillsboro, OR-WA	1,152
Milwaukee-Waukesha-West Allis, WI	979	Port St. Lucie, FL	640
Minneapolis-St. Paul-Bloomington, MN-WI	1,295	Prescott, AZ	564
Missoula, MT	892	Providence-Warwick, RI-MA	977
Mobile, AL	334	Provo-Orem, UT	625
Modesto, CA	757	Pueblo, CO	912
Monroe, LA	622	Punta Gorda, FL	339
Monroe, MI	494	Racine, WI	625
Montgomery, AL	684	Raleigh, NC	1,081
Morgantown, WV	408	Rapid City, SD	559
Morristown, TN	217	Reading, PA	593
Mount Vernon-Anacortes, WA	939	Redding, CA	498

Sales per Location per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	782	Staunton-Waynesboro, VA	478
Richmond, VA	1,049	Stockton-Lodi, CA	986
Riverside-San Bernardino-Ontario, CA	1,337	Sumter, SC	2,340
Roanoke, VA	508	Syracuse, NY	711
Rochester, MN	996	Tallahassee, FL	699
Rochester, NY	1,094	Tampa-St. Petersburg-Clearwater, FL	788
Rockford, IL	1,021	Terre Haute, IN	505
Rocky Mount, NC	873	Texarkana, TX-AR	660
Rome, GA	263	The Villages, FL	618
Sacramento--Roseville--Arden-Arcade, CA	1,091	Toledo, OH	1,194
Saginaw, MI	701	Topeka, KS	527
St. Cloud, MN	504	Trenton, NJ	1,152
St. George, UT	555	Tucson, AZ	823
St. Joseph, MO-KS	852	Tulsa, OK	755
St. Louis, MO-IL	839	Tuscaloosa, AL	302
Salem, OR	756	Tyler, TX	487
Salinas, CA	1,776	Urban Honolulu, HI	2,375
Salisbury, MD-DE	531	Utica-Rome, NY	376
Salt Lake City, UT	1,002	Valdosta, GA	398
San Angelo, TX	780	Vallejo-Fairfield, CA	1,287
San Antonio-New Braunfels, TX	1,002	Victoria, TX	426
San Diego-Carlsbad, CA	1,472	Vineland-Bridgeton, NJ	373
San Francisco-Oakland-Hayward, CA	1,615	Virginia Beach-Norfolk-Newport, VA-NC	800
San Jose-Sunnyvale-Santa Clara, CA	1,538	Visalia-Porterville, CA	767
San Luis Obispo-Paso Robles-Arroyo Gr., CA	723	Waco, TX	988
Santa Cruz-Watsonville, CA	4,371	Walla Walla, WA	813
Santa Fe, NM	479	Warner Robins, GA	387
Santa Maria-Santa Barbara, CA	801	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,257
Santa Rosa, CA	1,083	Waterloo-Cedar Falls, IA	1,054
Savannah, GA	554	Watertown-Fort Drum, NY	599
Scranton--Wilkes-Barre--Hazleton, PA	666	Wausau, WI	590
Seattle-Tacoma-Bellevue, WA	1,501	Weirton-Steubenville, WV-OH	160
Sebastian-Vero Beach, FL	707	Wenatchee, WA	617
Sebring, FL	491	Wheeling, WV-OH	667
Sheboygan, WI	1,109	Wichita, KS	1,565
Sherman-Denison, TX	646	Wichita Falls, TX	347
Shreveport-Bossier City, LA	474	Williamsport, PA	364
Sierra Vista-Douglas, AZ	383	Wilmington, NC	868
Sioux City, IA-NE-SD	561	Winchester, VA-WV	750
Sioux Falls, SD	561	Winston-Salem, NC	651
South Bend-Mishawaka, IN-MI	672	Worcester, MA-CT	879
Spartanburg, SC	482	Yakima, WA	687
Spokane-Spokane Valley, WA	929	York-Hanover, PA	835
Springfield, IL	785	Youngstown-Warren-Boardman, OH-PA	457
Springfield, MA	838	Yuba City, CA	1,377
Springfield, MO	436	Yuma, AZ	420
Springfield, OH	358		
State College, PA	485		

Industry Segmentation by Business Size

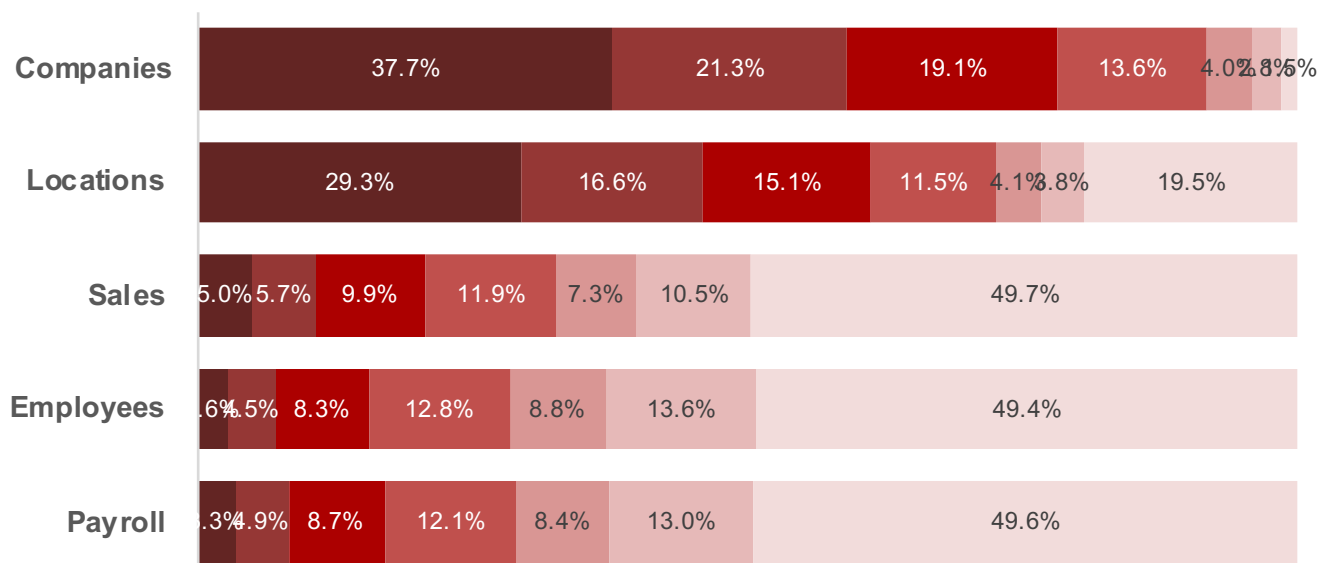
Below are industry segmentation statistics by business size, including companies, locations, sales, employees, and payroll. The business size segments are based on the number of employees per company. Both absolute and as a percent of the industry figures are included.

Health Clubs Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	11,681	6,589	5,916	4,215	1,247	864	459
Locations	10,890	6,160	5,617	4,268	1,511	1,428	7,245
Sales (\$ M)	1,853	2,129	3,692	4,431	2,708	3,887	18,461
Employees	18,654	31,791	58,609	90,624	62,119	95,689	348,474
Payroll (\$ M)	384	564	1,001	1,396	969	1,498	5,729

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

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



Industry Consolidation Analysis

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

Sales (\$ M)

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

Number of Companies

# of Empl.	2017	2022	Growth
1-4	12,051	11,681	-3%
5-9	5,757	6,589	14%
10-19	4,958	5,916	19%
20-49	3,909	4,215	8%
50-99	1,339	1,247	-7%
100-249	895	864	-4%
250+	448	459	2%

Number of Locations

# of Empl.	2017	2022	Growth
1-4	11,628	10,890	-6%
5-9	5,573	6,160	11%
10-19	4,842	5,617	16%
20-49	4,060	4,268	5%
50-99	1,642	1,511	-8%
100-249	1,445	1,428	-1%
250+	6,293	7,245	15%

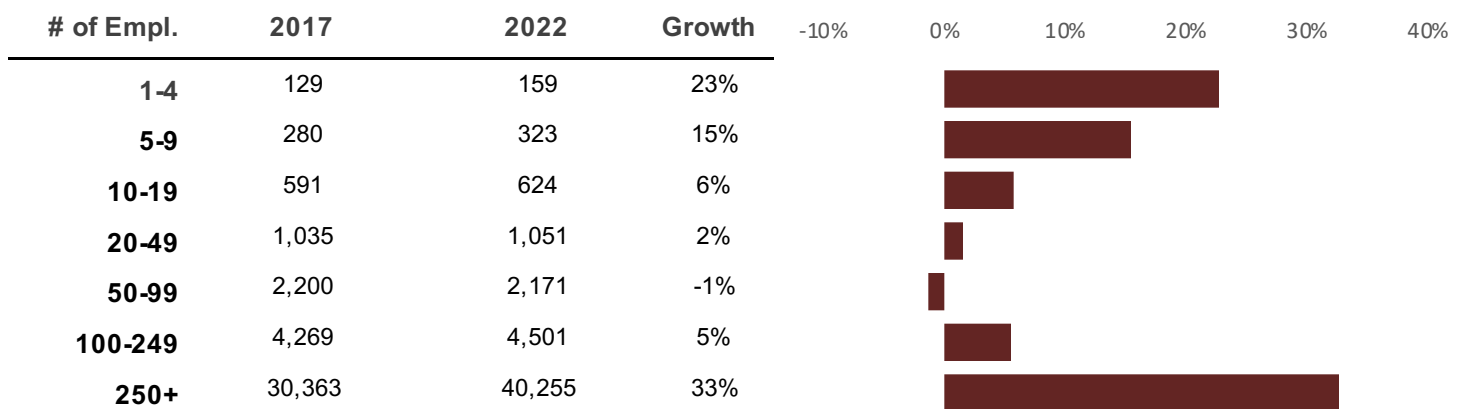
Number of Employees

# of Empl.	2017	2022	Growth
1-4	19,848	18,654	-6%
5-9	28,530	31,791	11%
10-19	50,770	58,609	15%
20-49	89,327	90,624	1%
50-99	68,884	62,119	-10%
100-249	101,624	95,689	-6%
250+	271,627	348,474	28%

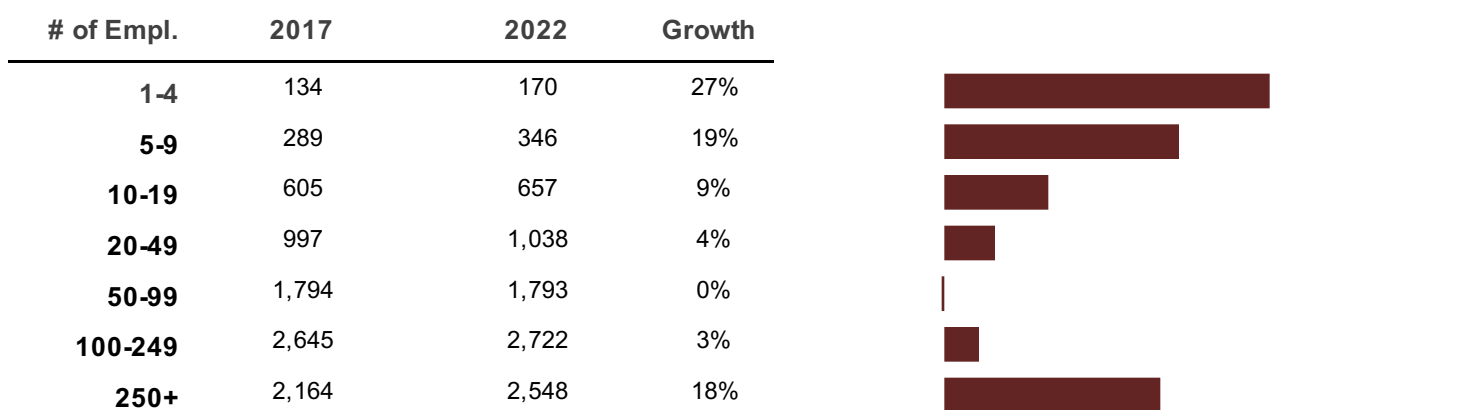
Industry Consolidation Benchmarks

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

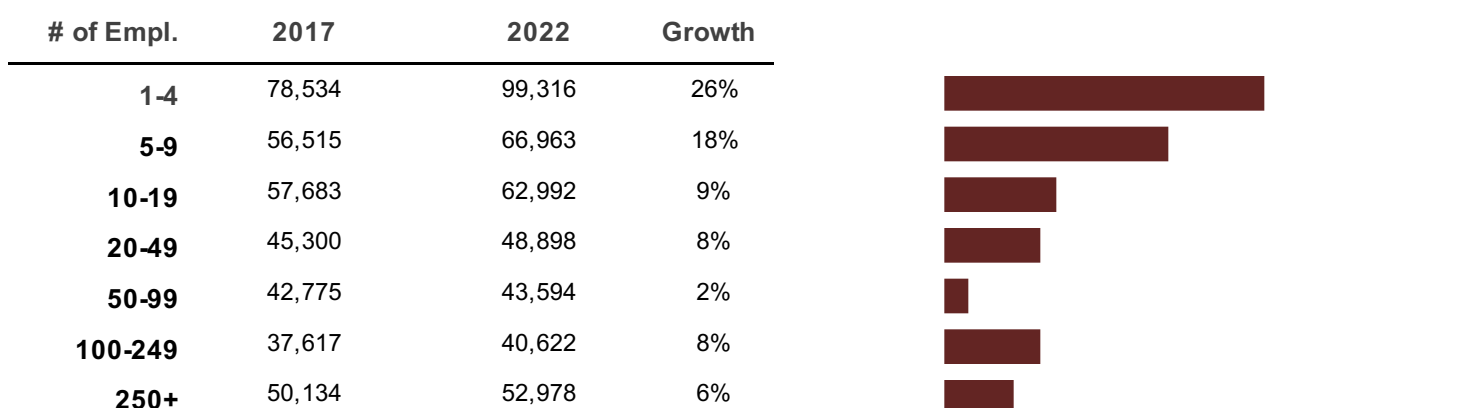
Sales per Company (\$ thousands)



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

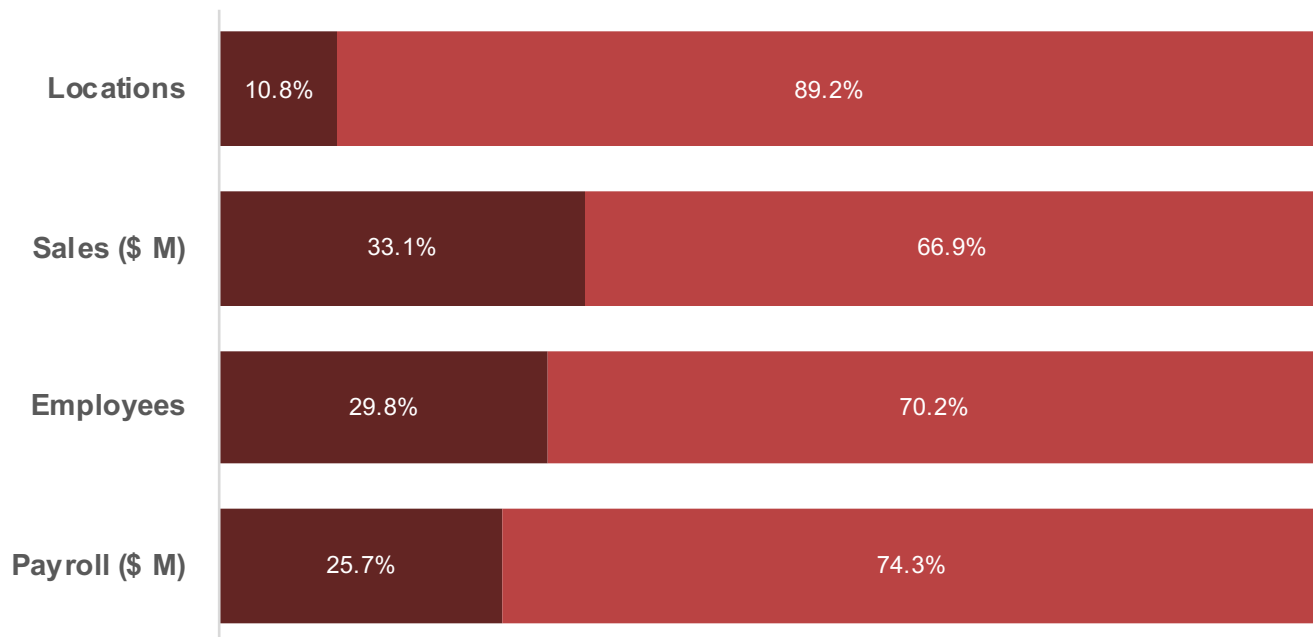
Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	30,921
Locations	1,492	482	910	1,116	4,000	33,119
Sales (\$ M)	7,090	1,217	1,703	2,303	12,314	24,847
Employees	109,318	20,398	31,786	49,088	210,589	495,371
Payroll (\$ M)	1,352	393	444	778	2,966	8,574

Largest Companies Ranked by Revenue

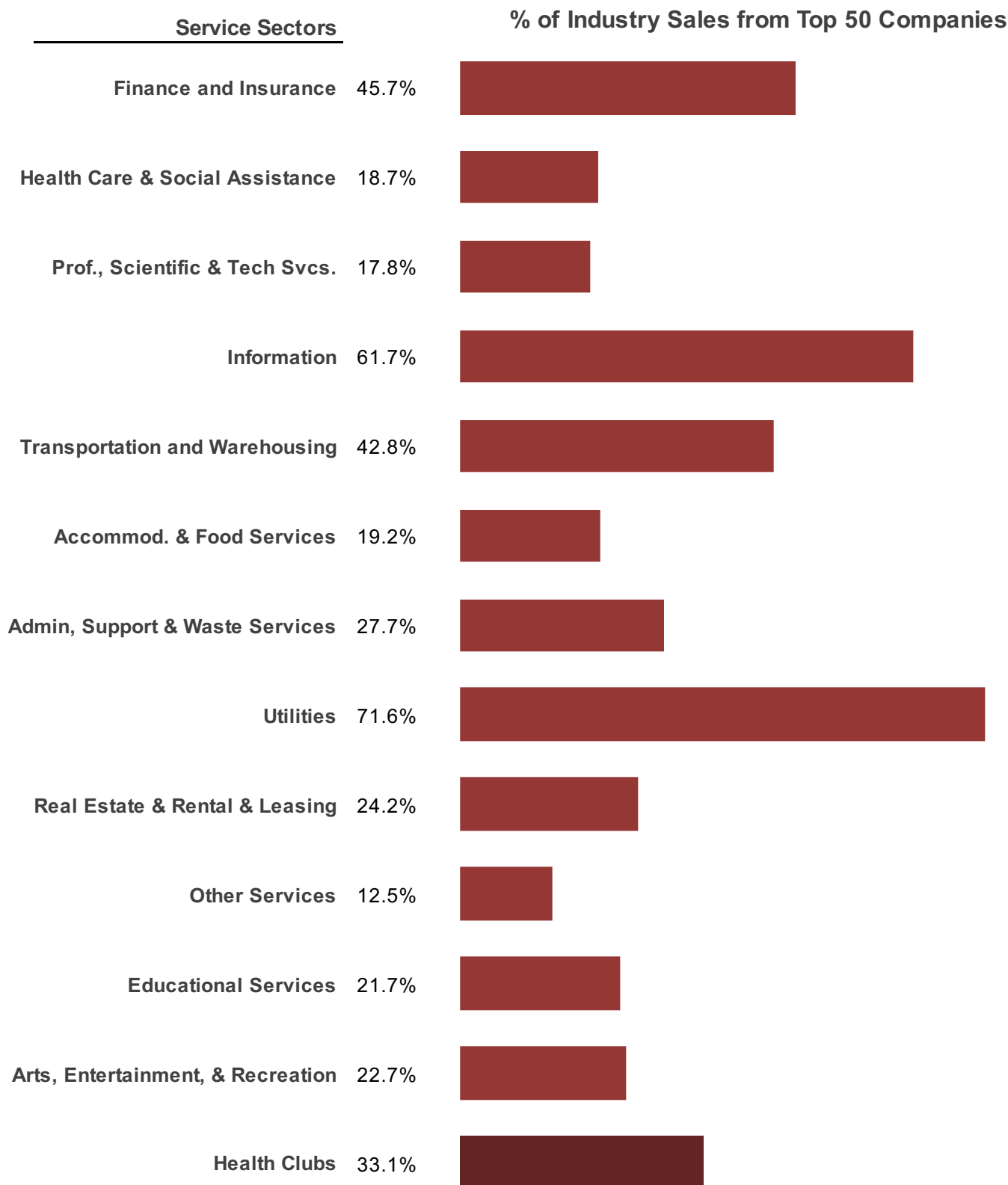
	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Locations	4.0%	1.3%	2.5%	3.0%	10.8%	89.2%
Sales (\$ M)	19.1%	3.3%	4.6%	6.2%	33.1%	66.9%
Employees	15.5%	2.9%	4.5%	7.0%	29.8%	70.2%
Payroll (\$ M)	11.7%	3.4%	3.8%	6.7%	25.7%	74.3%

■ Top 50 ■ Rest of Industry



Sector Concentration Benchmarks

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



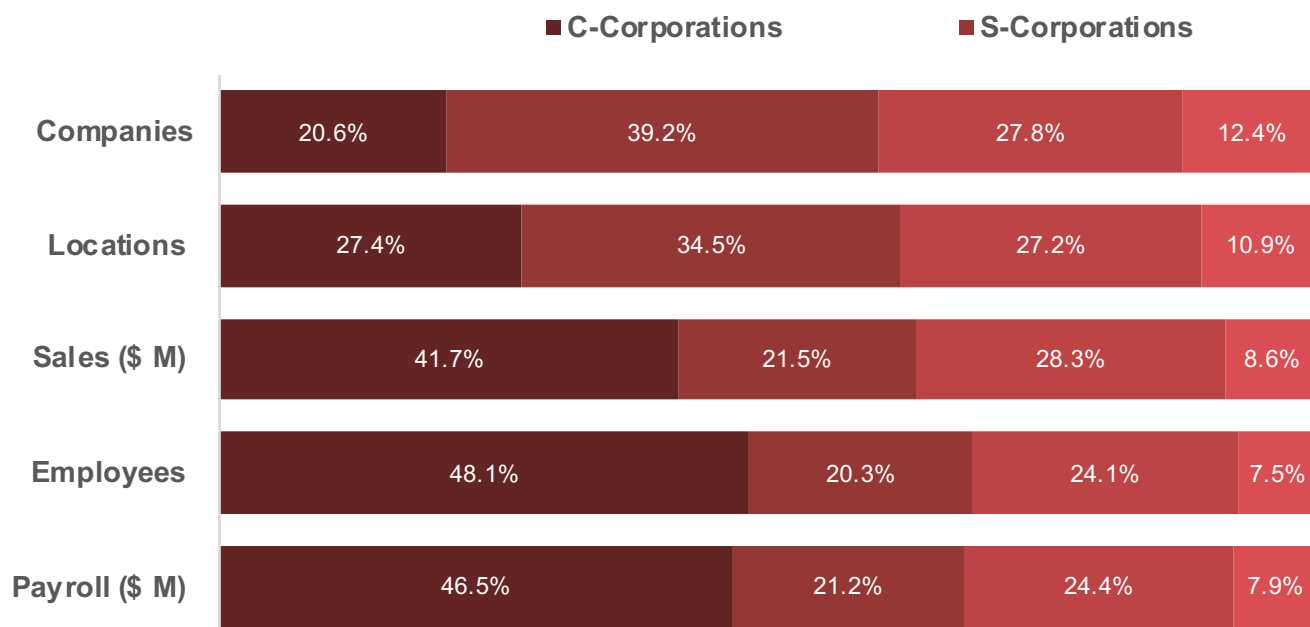
Industry Segmentation by Business Structure

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

Health Clubs Segmentation by Business Structure

	Business Structure			
	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	6,377	12,138	8,610	3,846
Locations	10,186	12,799	10,100	4,033
Sales (\$ M)	15,505	7,972	10,500	3,184
Employees	339,364	143,459	170,190	52,946
Payroll (\$ M)	5,366	2,445	2,813	917

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

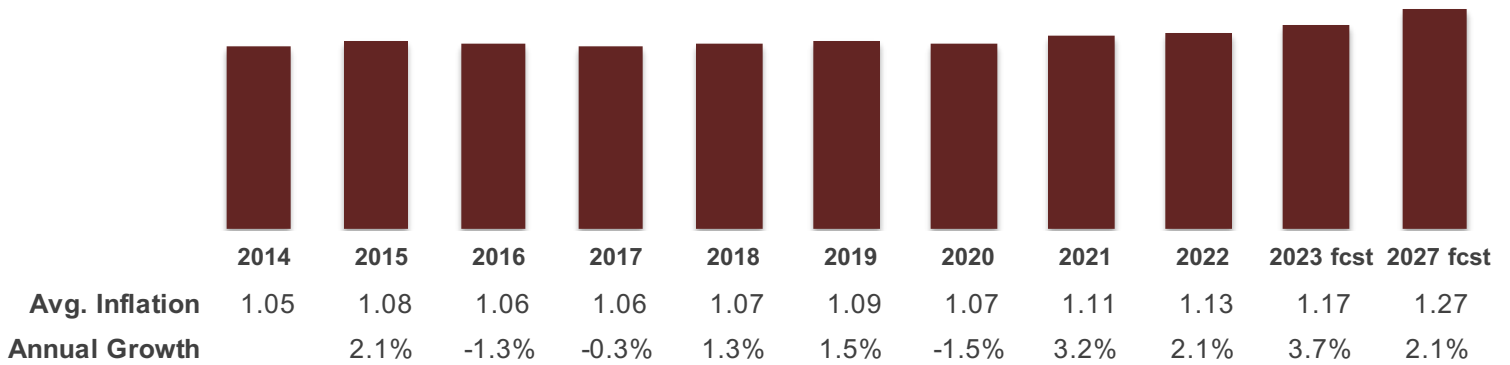


Pricing & Inflation

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

Health Clubs Industry Inflation

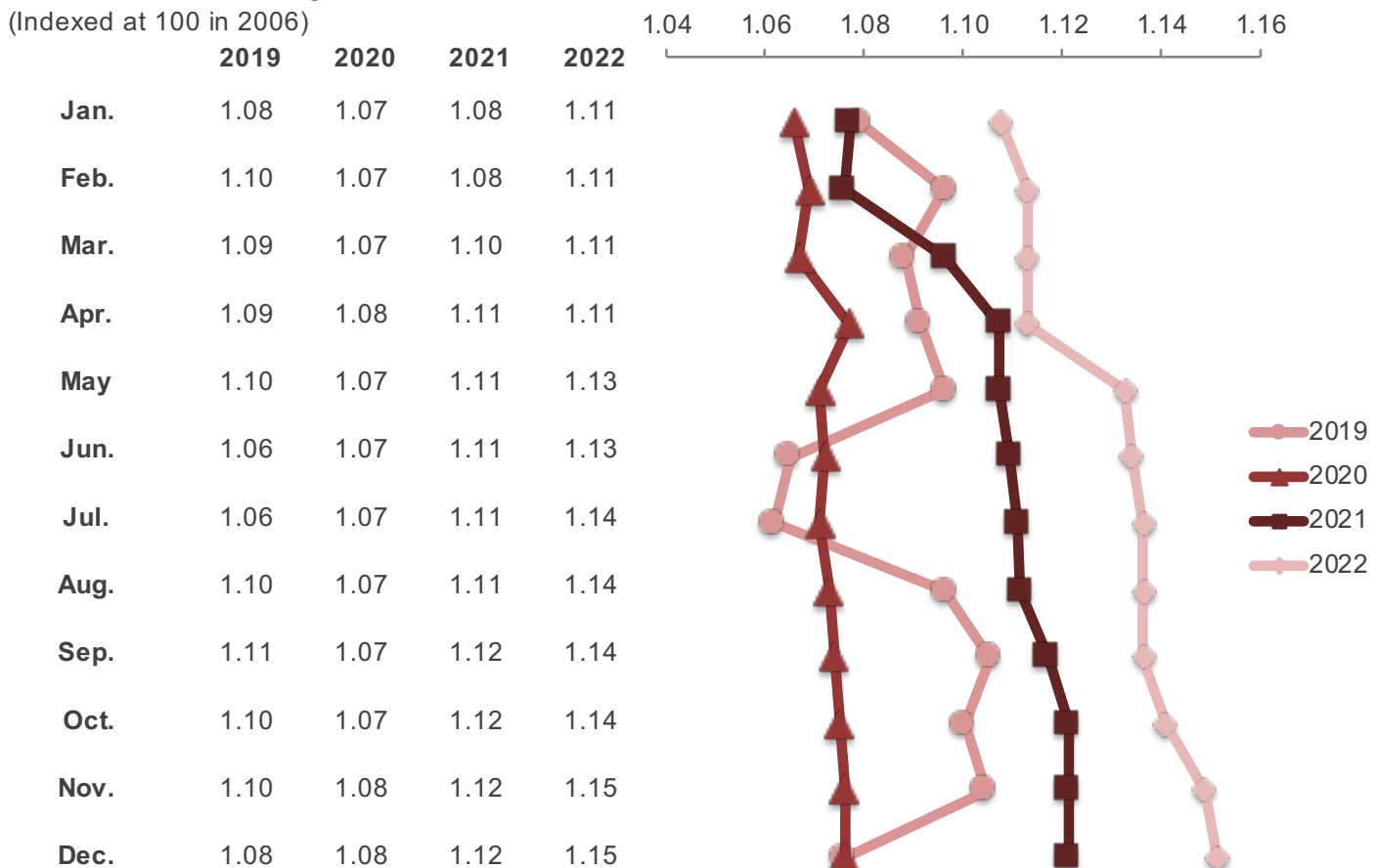
(Indexed at 100 in 2006)



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

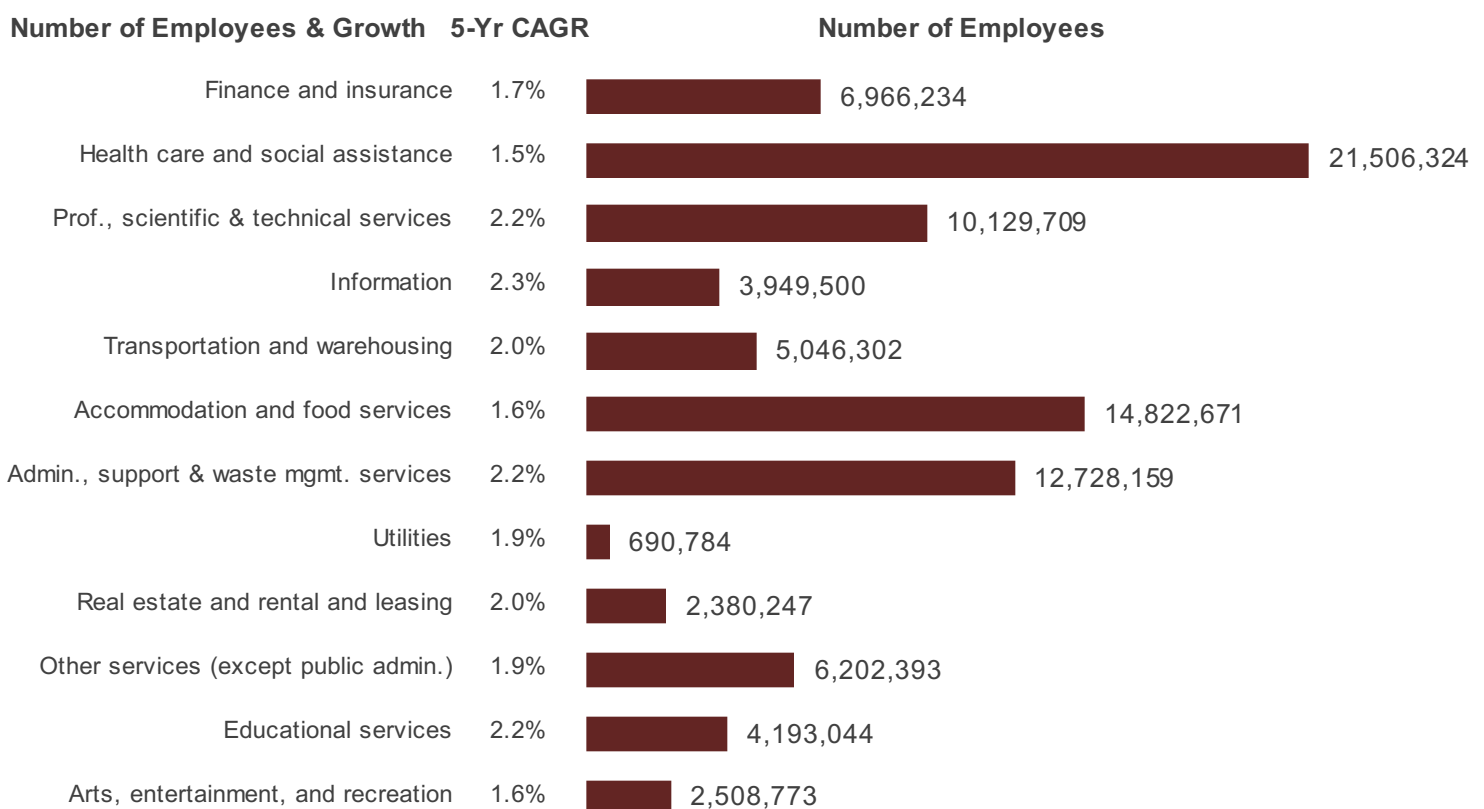
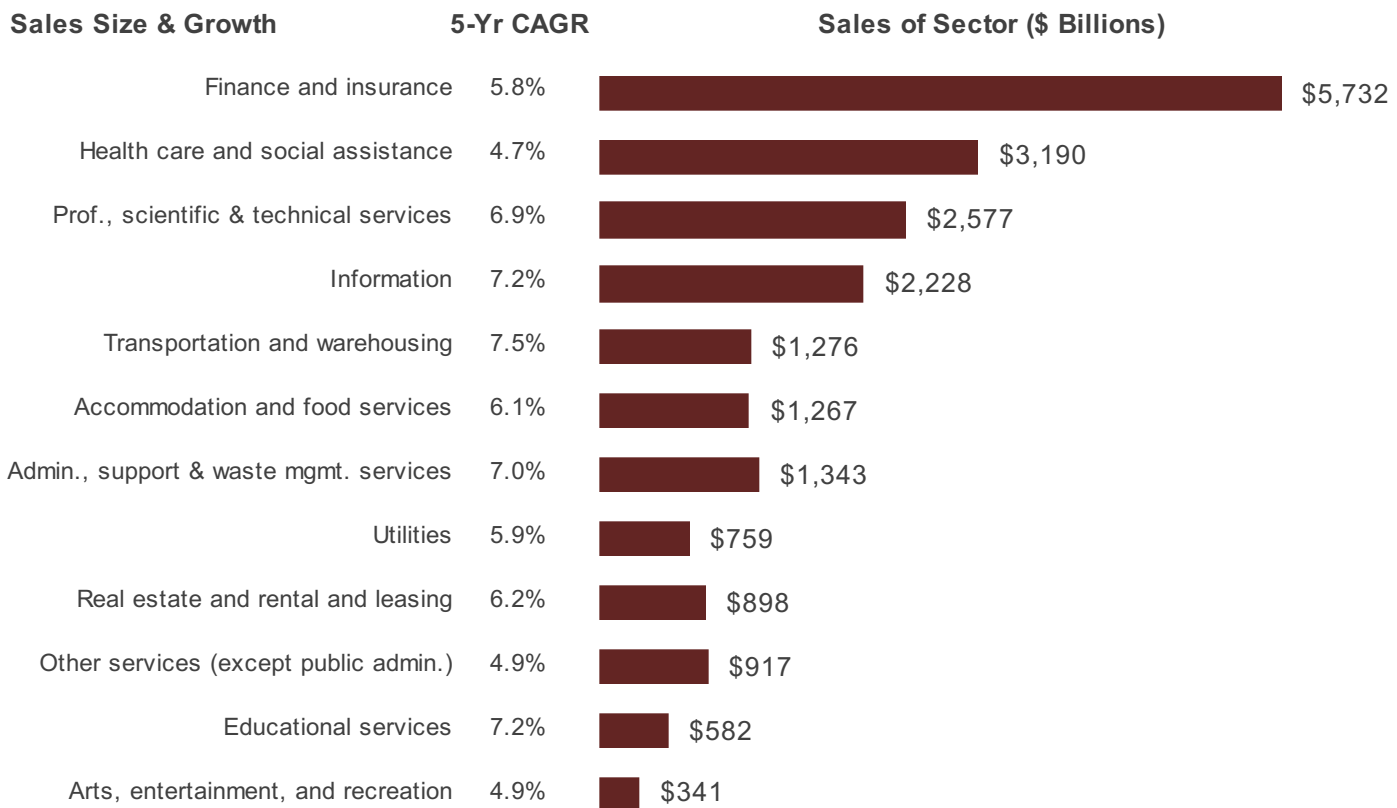
Health Clubs Industry Inflation

(Indexed at 100 in 2006)



Services Sector Growth

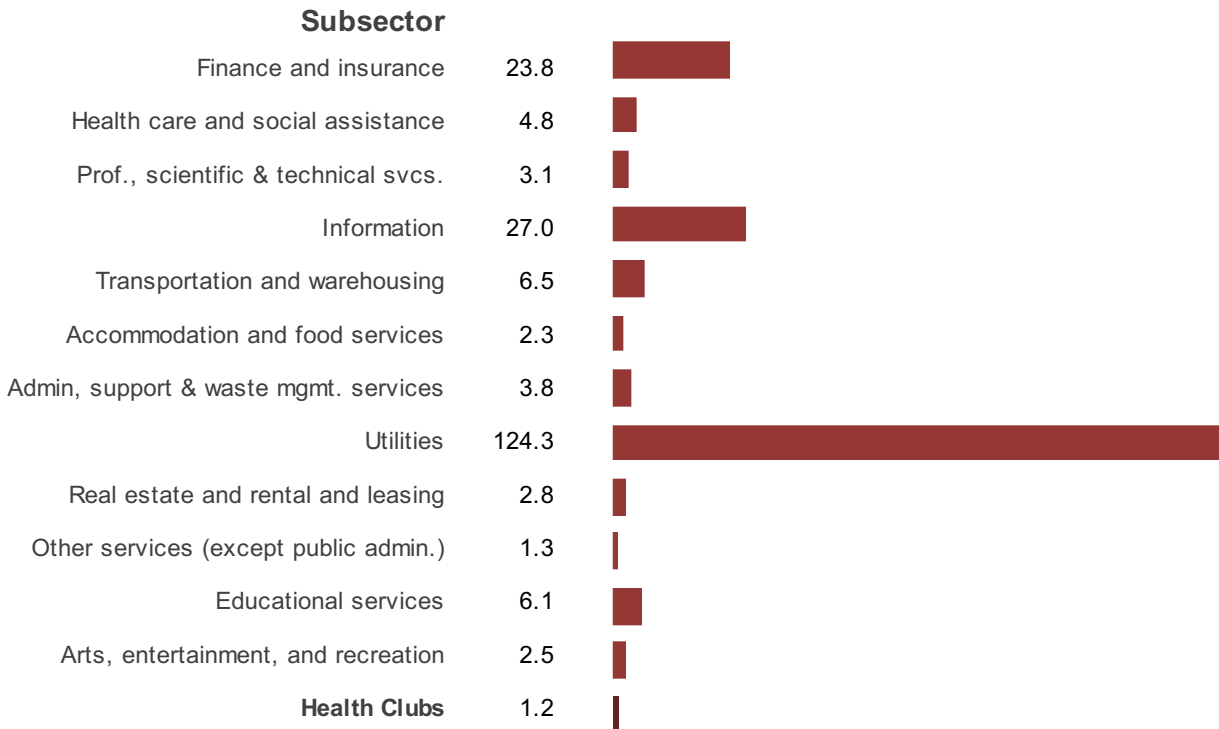
Below is the size and growth of all of the major service subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



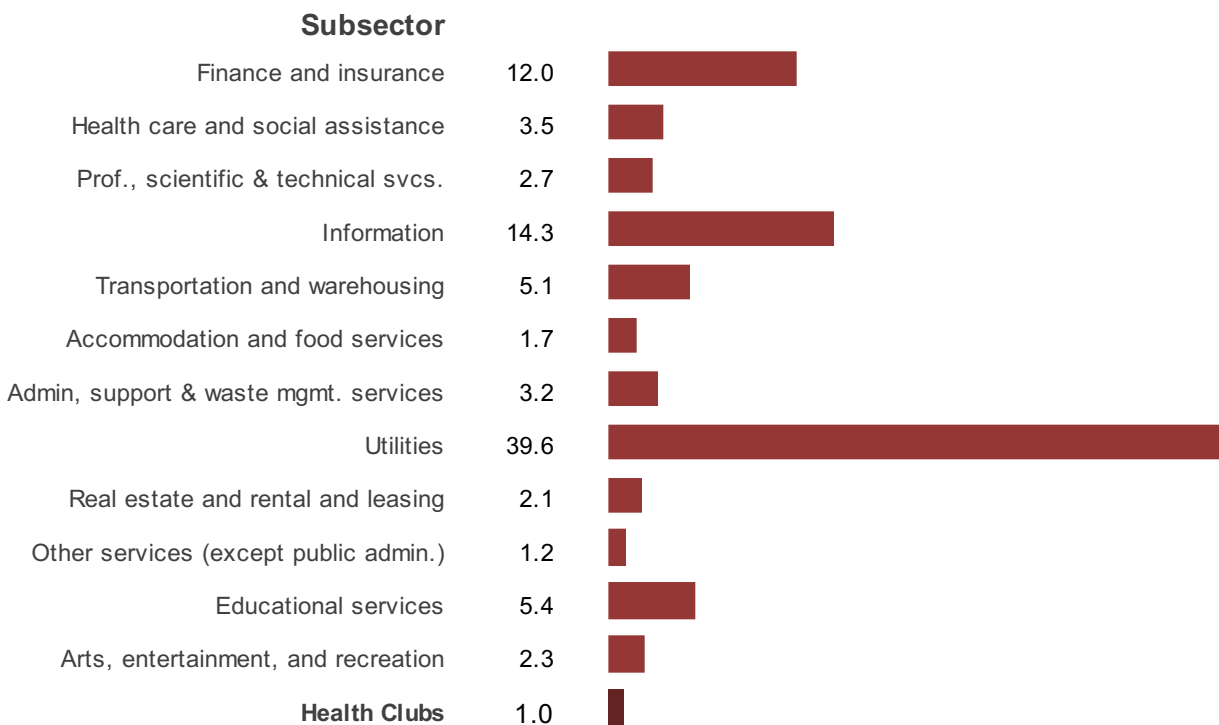
Subsector Analysis (1/2)

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

Revenue per Company (\$ M)



Revenue per Location (\$ M)

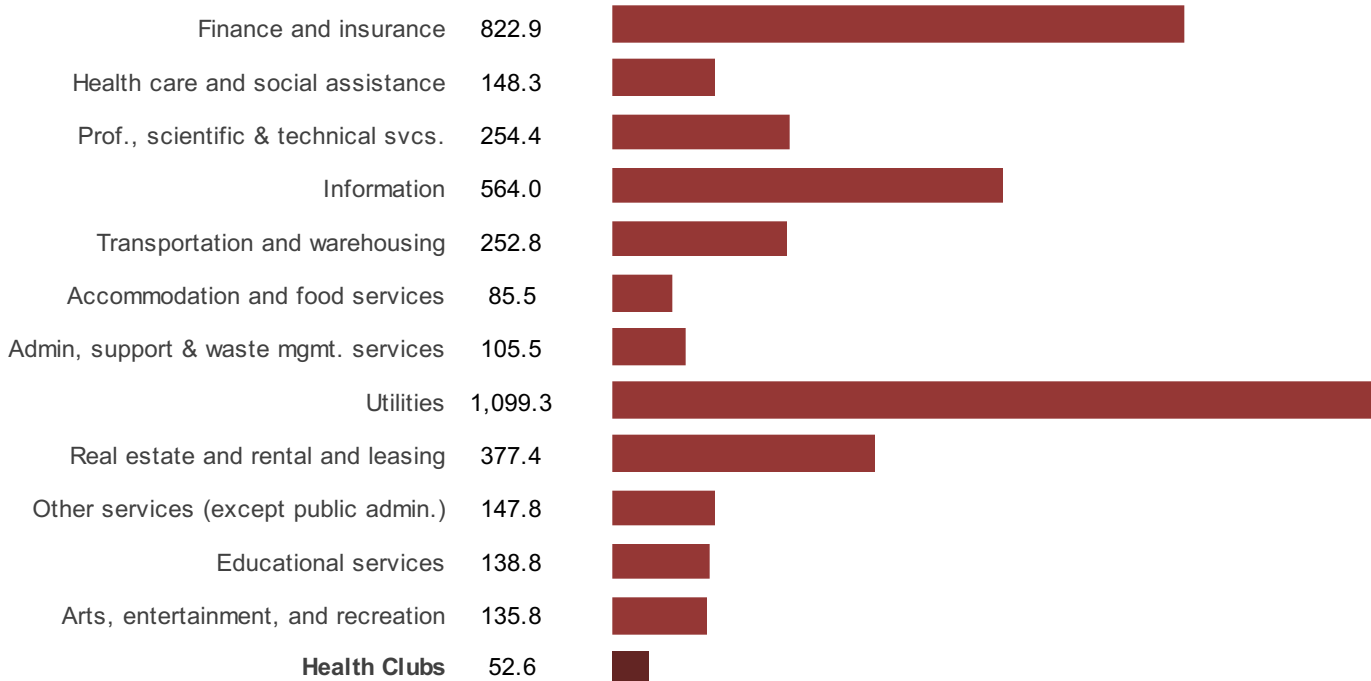


Subsector Analysis (2/2)

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

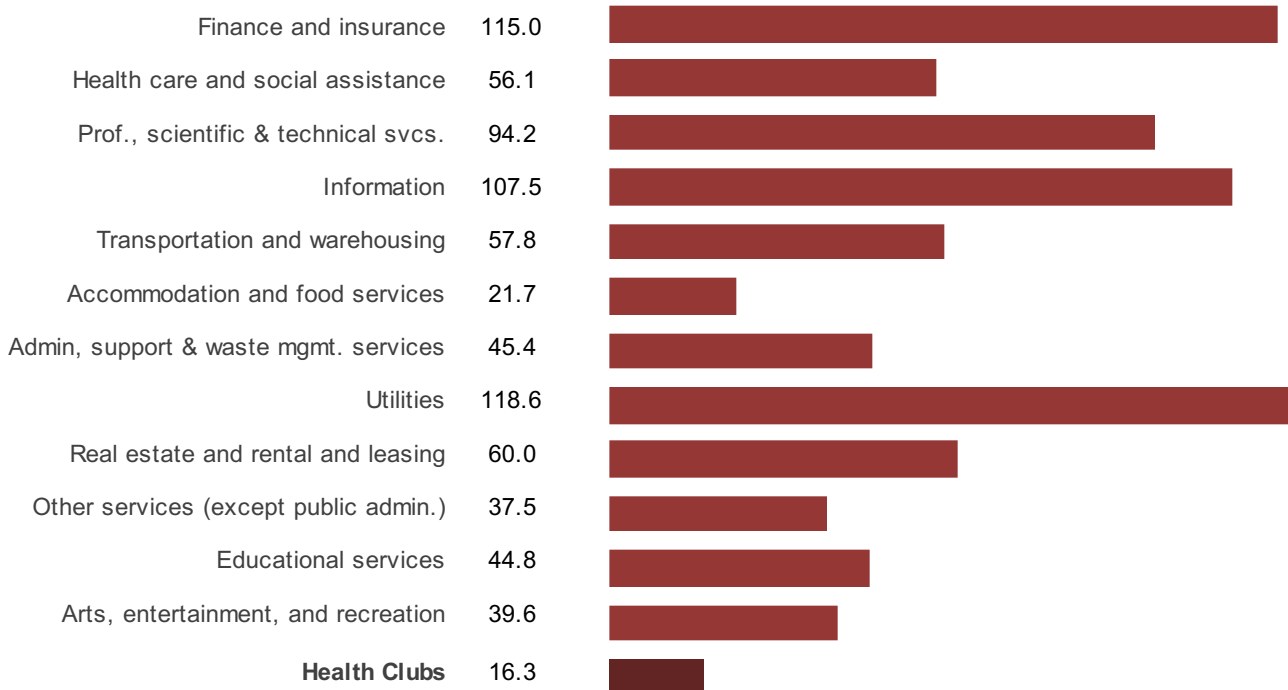
Sales per Employee (\$ 000s)

Subsector



Payroll per Employee (\$ 000s)

Subsector



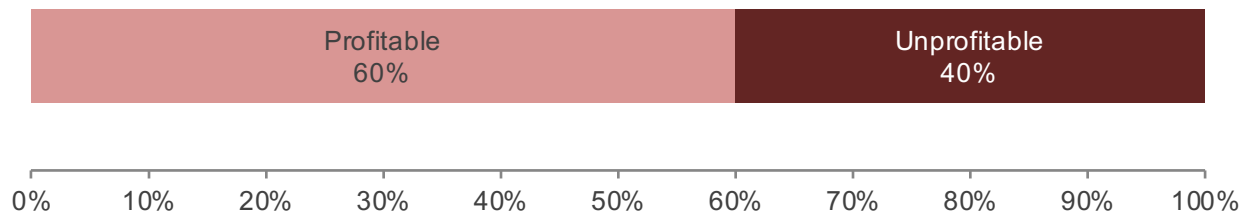
Section Two

Cost & Financial Analysis

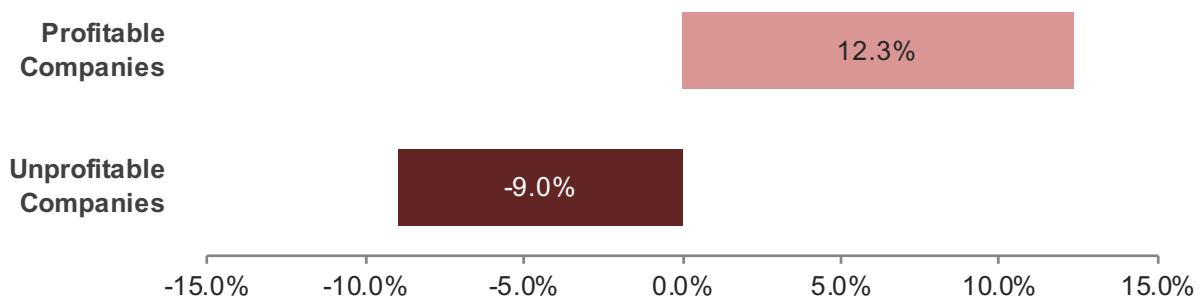
Profitability & Financial Ratio Analysis

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.

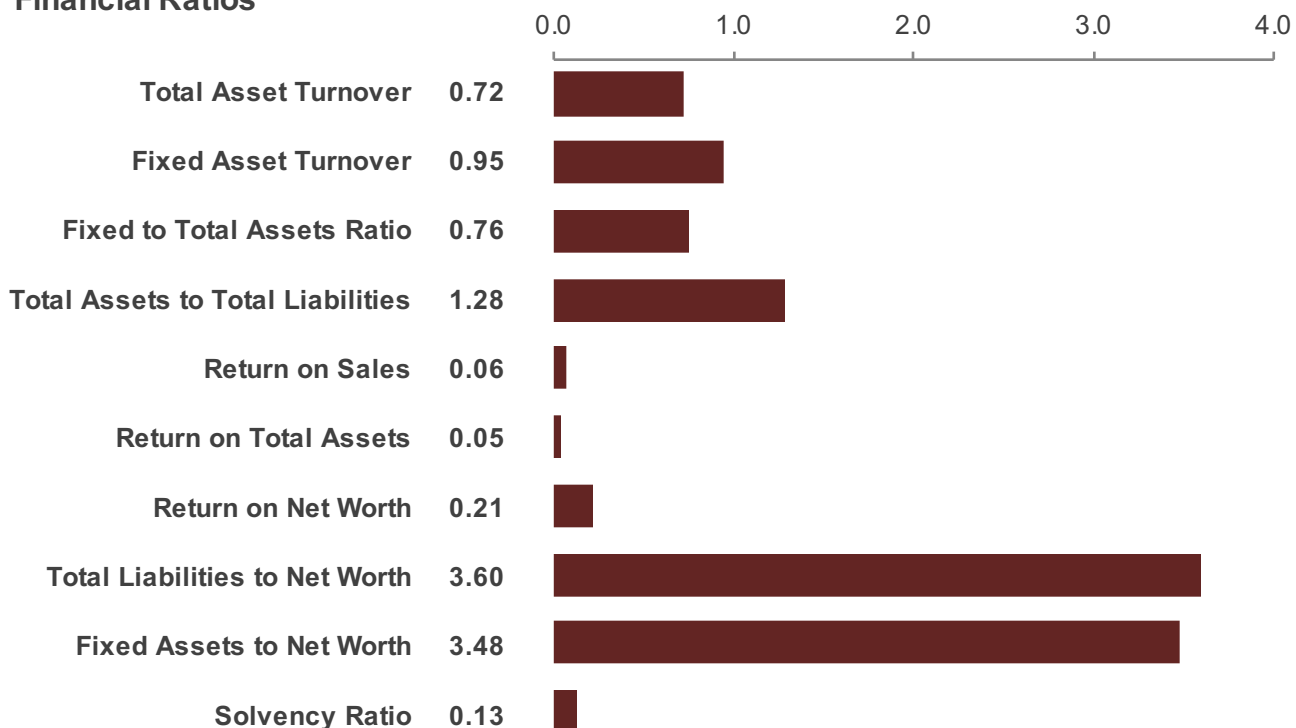
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenue

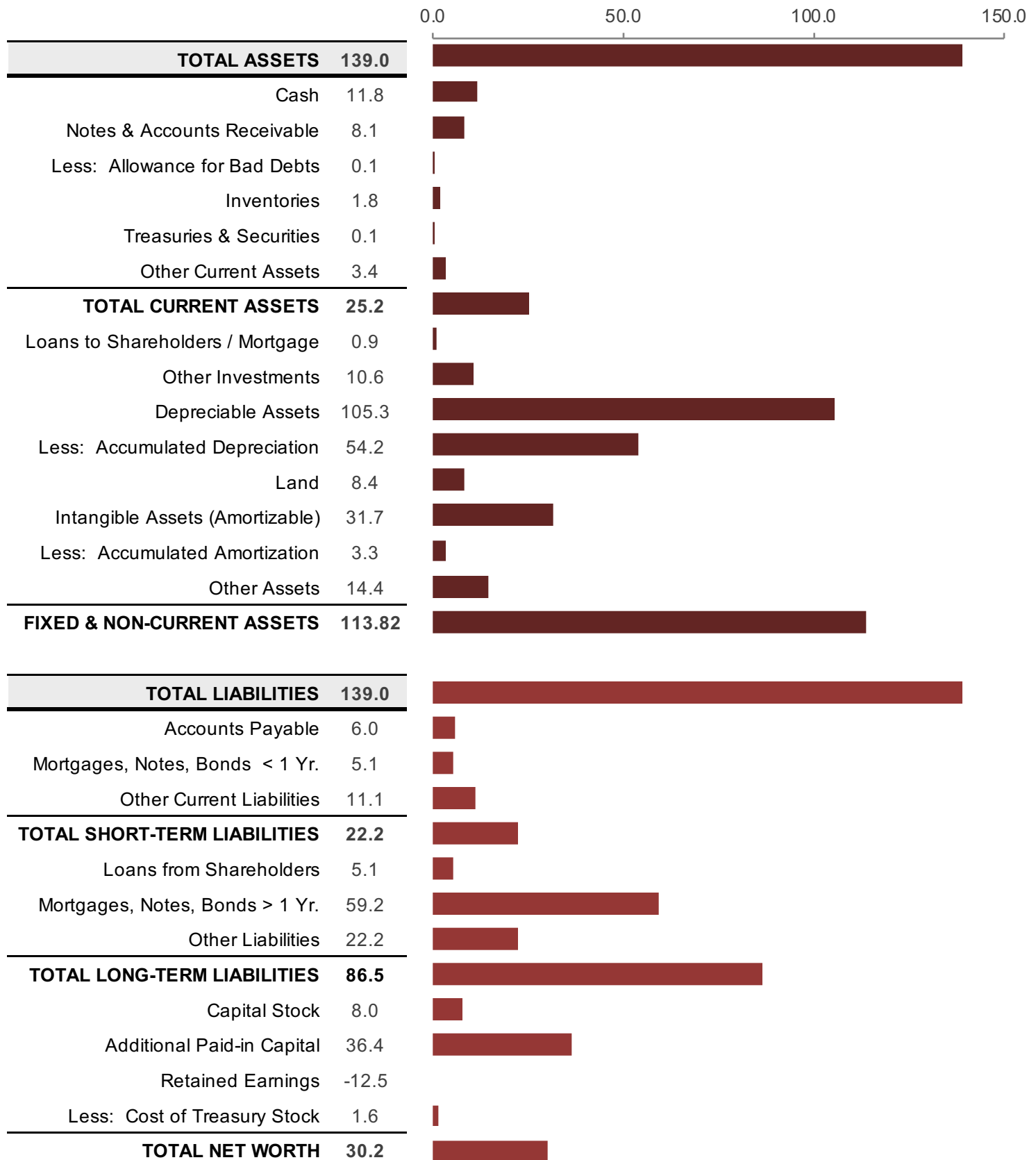


Financial Ratios



Balance Sheet Benchmarks - Assets, Liabilities & Equity

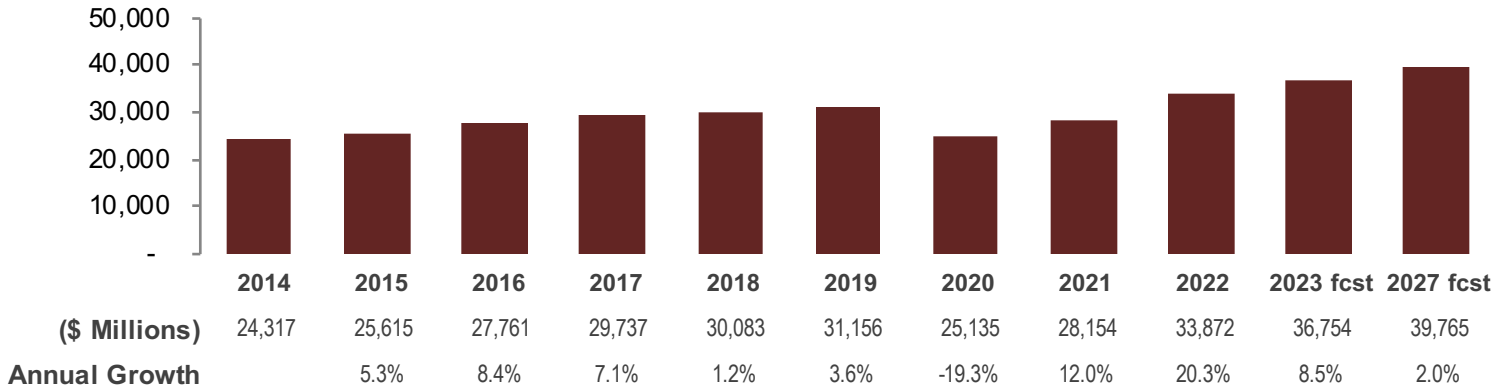
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



Operating Expenses

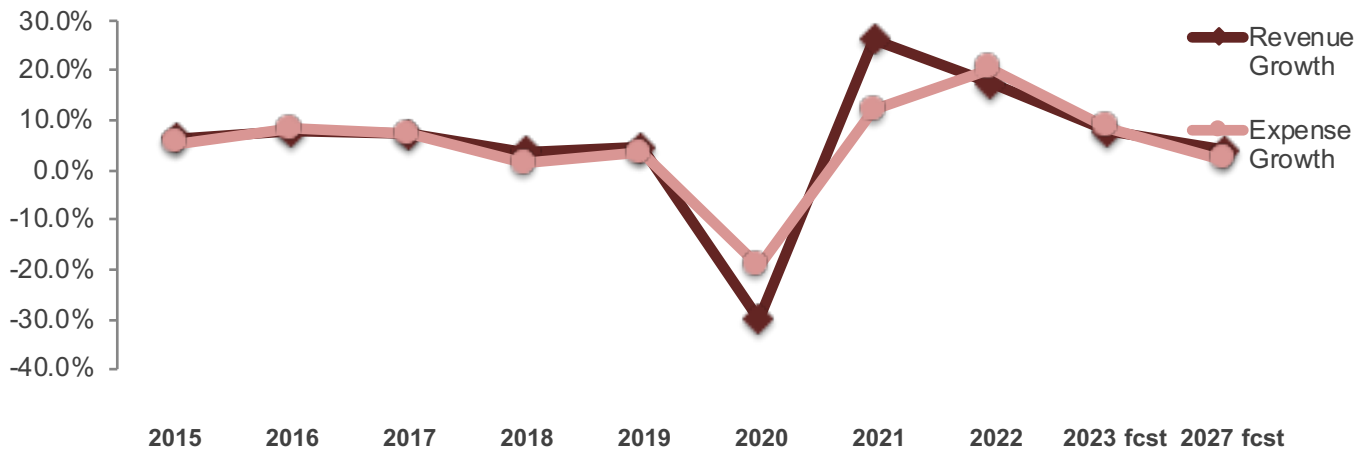
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Health Clubs industry. The data sets include historical and forecasts.

Industry Operating Expenses

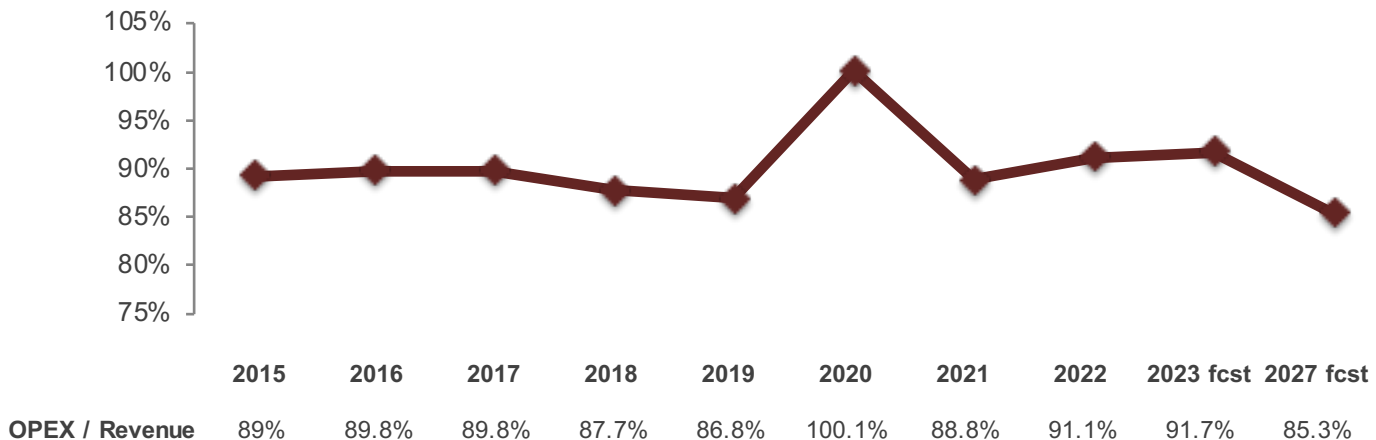


Compound Annual Growth Rate **2.8%** 3-Year **2.6%** 5-Year

Industry Revenue vs. Operating Expense Growth



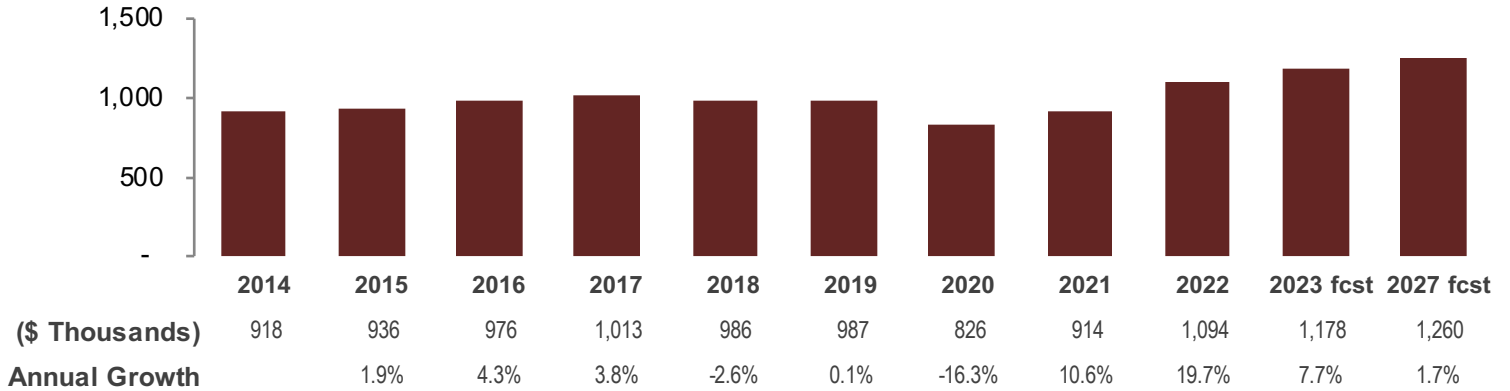
Operating Expense as a Percent of Revenue



Operating Expenses per Company & Location

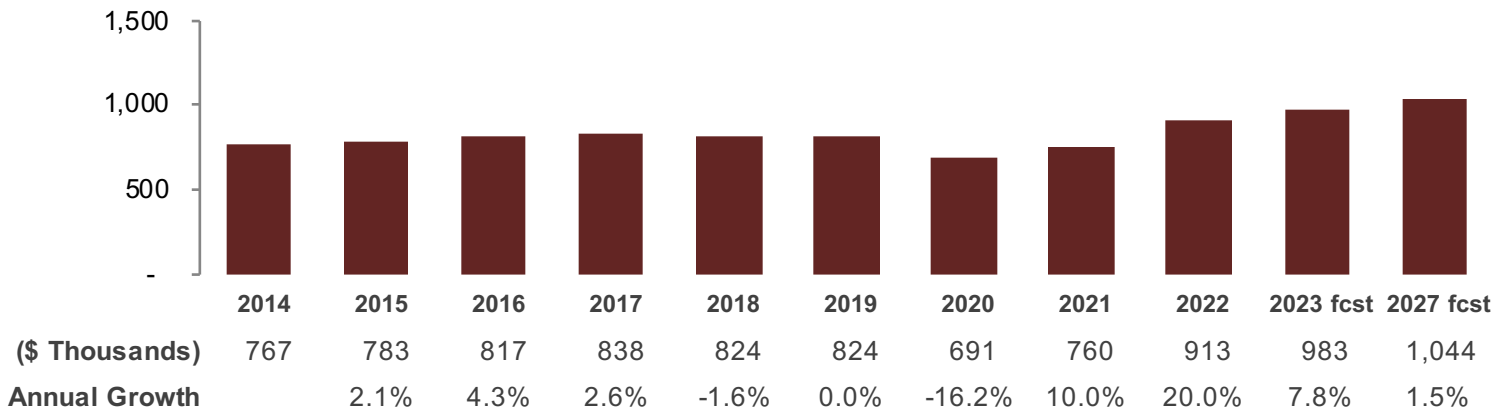
Given the dynamics of company and location growth and consolidation in the industry, it is important to normalize operating expense growth by company and location, which are below. This serves as a better benchmark for operating expense comparisons.

Industry Operating Expenses per Company



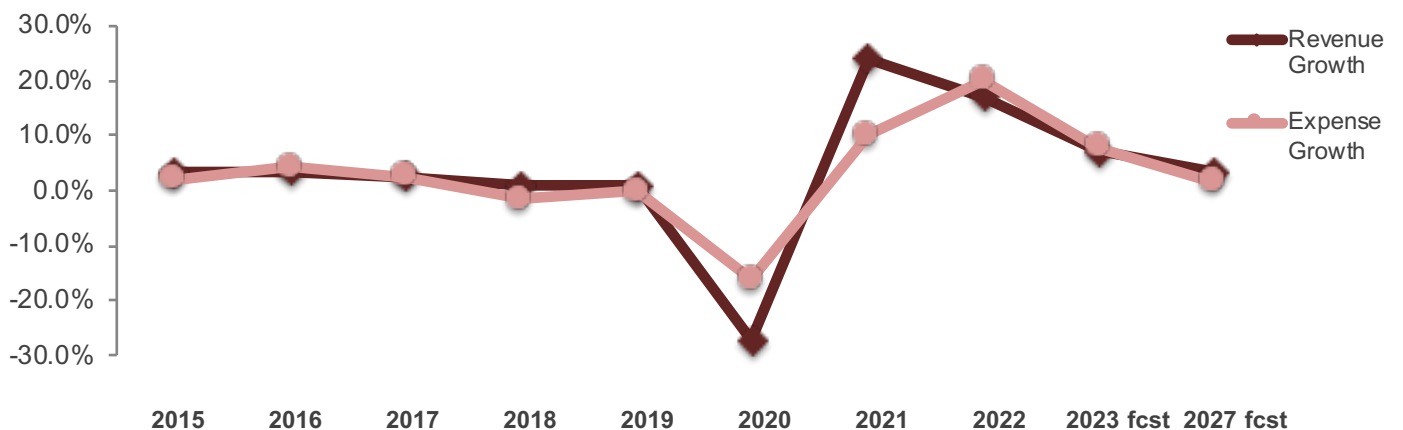
Compound Annual Growth Rate **3.5%** 3-Year **1.5%** 5-Year

Industry Operating Expenses per Location



Compound Annual Growth Rate **3.5%** 3-Year **1.7%** 5-Year

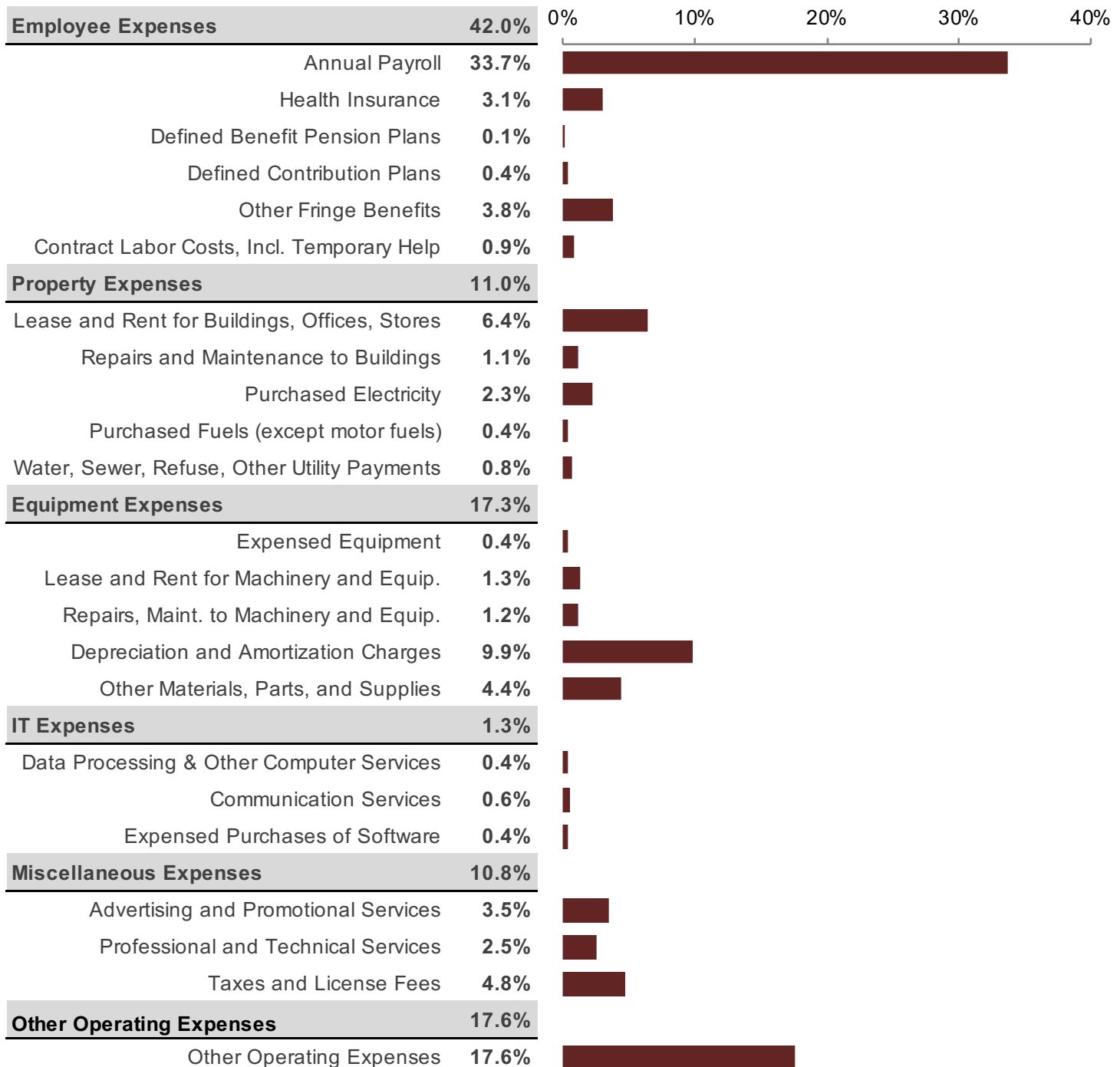
Revenue Growth per Location vs. Operating Expense Growth per Location



Operating Expense Detail

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

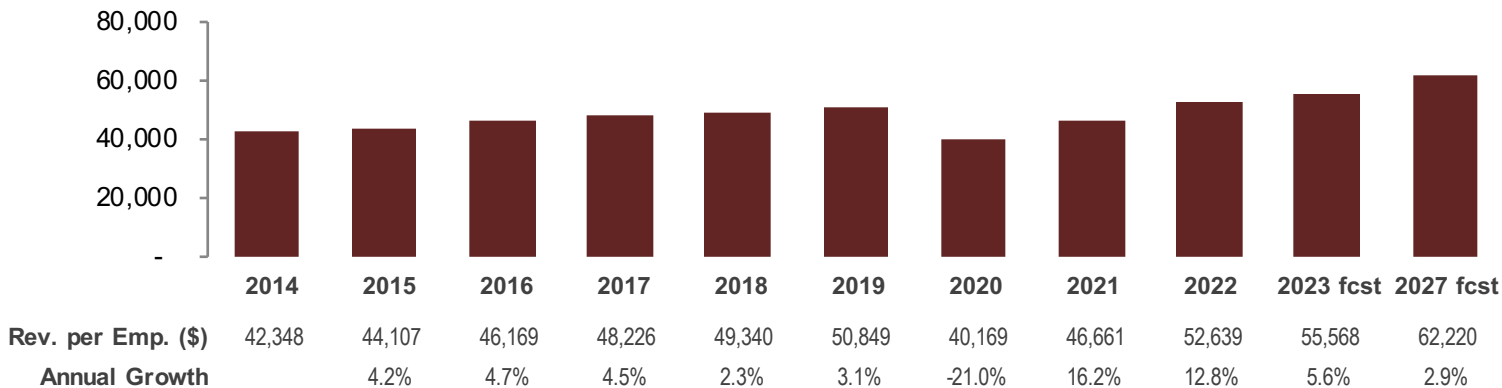
Operating Expense Breakdown



Employee Productivity & Industry Employment

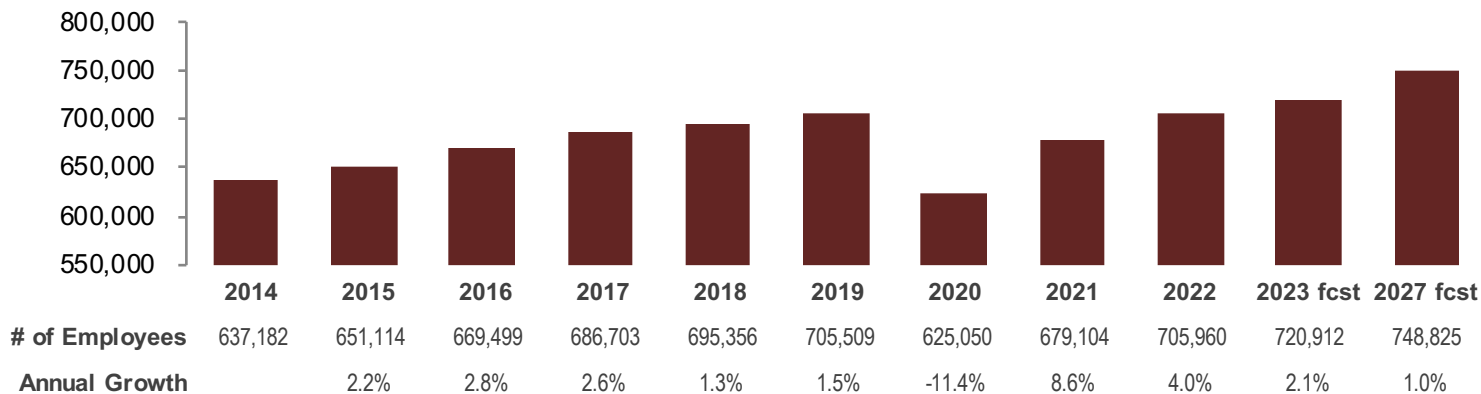
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historicals and forecasts.

Productivity - Revenue (output) per Employee



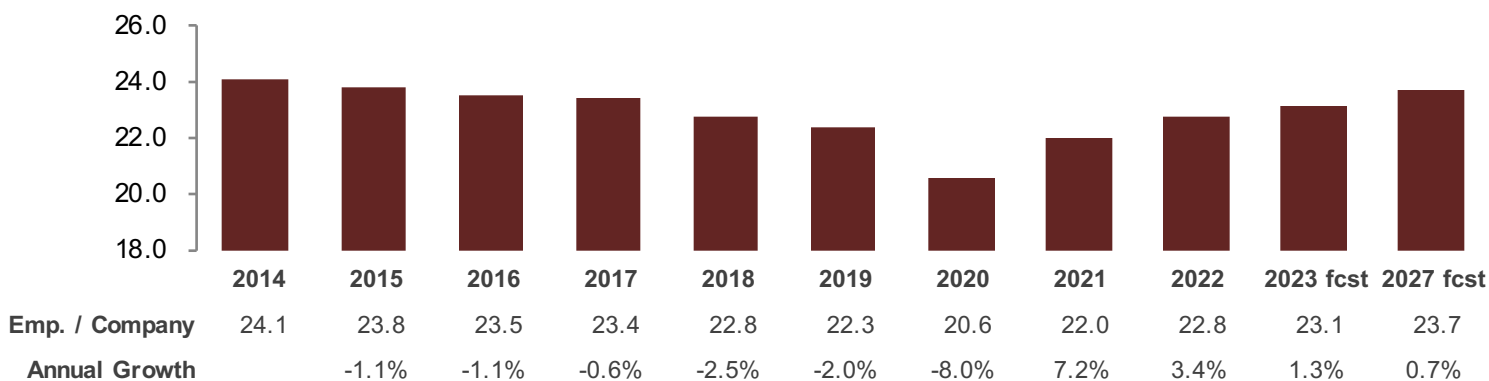
Compound Annual Growth Rate **1.2%** 3-Year **1.8%** 5-Year

Total Industry Employees



Compound Annual Growth Rate **0.0%** 3-Year **0.6%** 5-Year

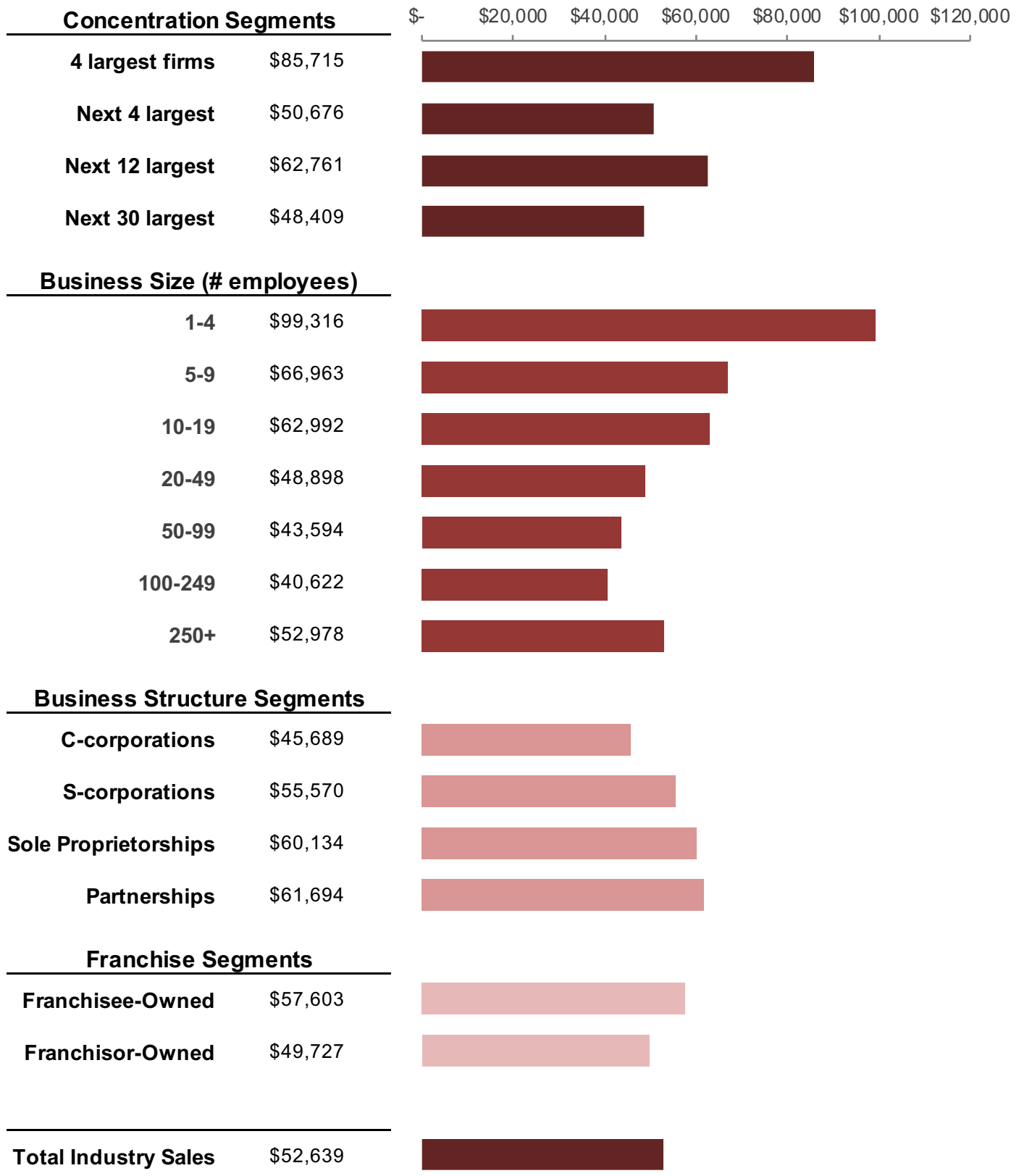
Employees per Company



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

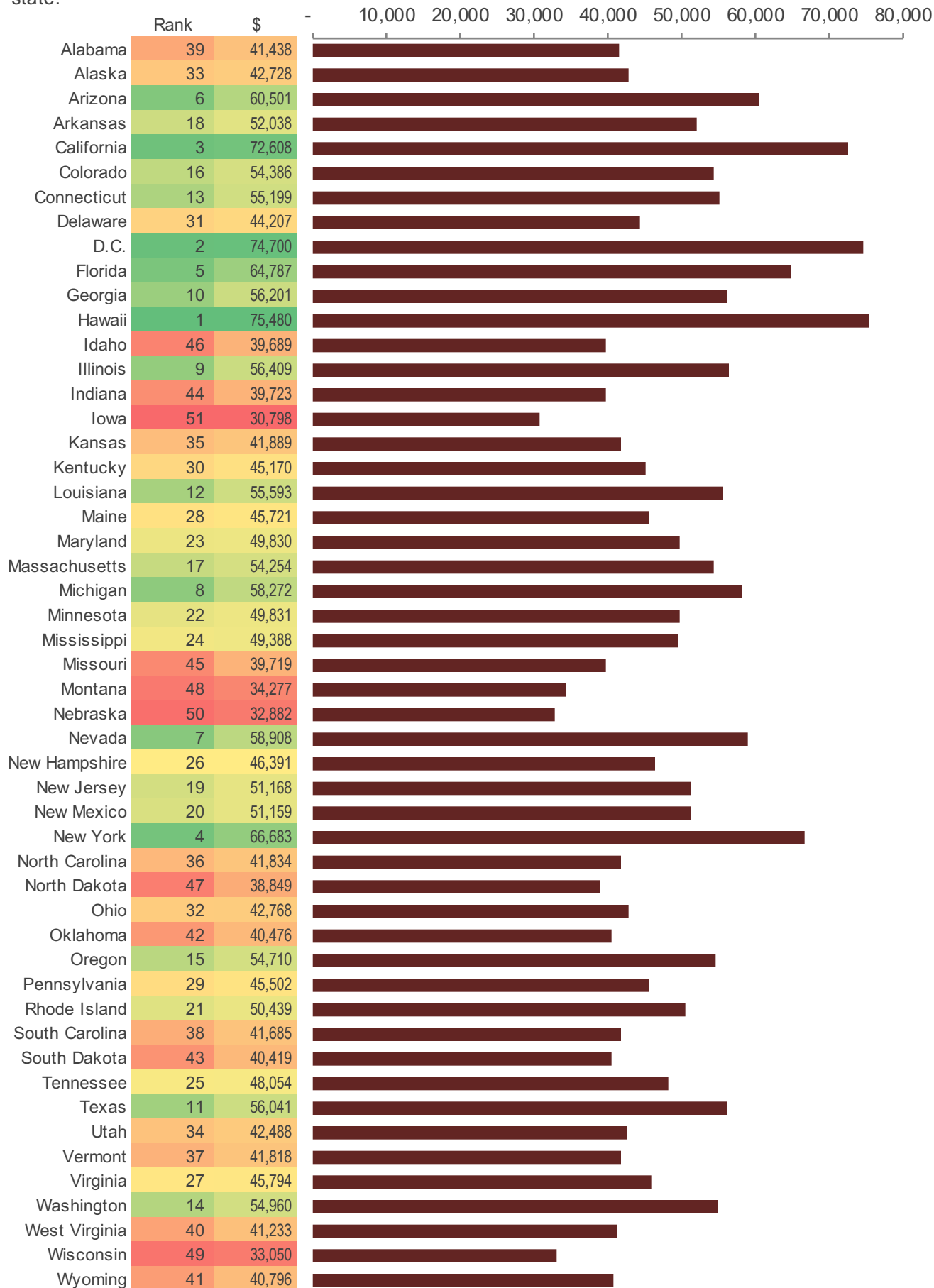
Employee Productivity by Segments

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.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	57	Brunswick, GA	52
Akron, OH	49	Buffalo-Cheektowaga-Niagara Falls, NY	41
Albany, GA	52	Burlington, NC	41
Albany, OR	39	Burlington-South Burlington, VT	36
Albany-Schenectady-Troy, NY	37	California-Lexington Park, MD	28
Albuquerque, NM	48	Canton-Massillon, OH	28
Alexandria, LA	63	Cape Coral-Fort Myers, FL	66
Allentown-Bethlehem-Easton, PA-NJ	50	Cape Girardeau, MO-IL	44
Altoona, PA	31	Carbondale-Marion, IL	39
Amarillo, TX	44	Carson City, NV	61
Ames, IA	25	Casper, WY	35
Anchorage, AK	49	Cedar Rapids, IA	25
Ann Arbor, MI	42	Chambersburg-Waynesboro, PA	53
Anniston-Oxford-Jacksonville, AL	49	Champaign-Urbana, IL	37
Appleton, WI	24	Charleston, WV	43
Asheville, NC	38	Charleston-North Charleston, SC	52
Athens-Clarke County, GA	42	Charlotte-Concord-Gastonia, NC-SC	43
Atlanta-Sandy Springs-Roswell, GA	60	Charlottesville, VA	65
Atlantic City-Hammonton, NJ	41	Chattanooga, TN-GA	42
Auburn-Opelika, AL	48	Cheyenne, WY	28
Augusta-Richmond County, GA-SC	39	Chicago-Naperville-Elgin, IL-IN-WI	61
Austin-Round Rock, TX	50	Chico, CA	47
Bakersfield, CA	69	Cincinnati, OH-KY-IN	46
Baltimore-Columbia-Towson, MD	46	Clarksville, TN-KY	45
Bangor, ME	47	Cleveland, TN	25
Barnstable Town, MA	50	Cleveland-Elyria, OH	48
Baton Rouge, LA	48	Coeur d'Alene, ID	54
Battle Creek, MI	46	College Station-Bryan, TX	36
Bay City, MI	34	Colorado Springs, CO	54
Beaumont-Port Arthur, TX	42	Columbia, MO	38
Beckley, WV	33	Columbia, SC	47
Bellingham, WA	35	Columbus, GA-AL	38
Bend-Redmond, OR	47	Columbus, IN	34
Billings, MT	32	Columbus, OH	48
Binghamton, NY	39	Corpus Christi, TX	48
Birmingham-Hoover, AL	45	Corvallis, OR	39
Bismarck, ND	33	Crestview-Fort Walton Beach-Destin, FL	61
Blacksburg-Christiansburg-Radford, VA	38	Cumberland, MD-WV	73
Bloomington, IL	21	Dallas-Fort Worth-Arlington, TX	62
Bloomington, IN	30	Dalton, GA	40
Bloomsburg-Berwick, PA	33	Danville, IL	30
Boise City, ID	41	Daphne-Fairhope-Foley, AL	32
Boston-Cambridge-Newton, MA-NH	55	Davenport-Moline-Rock Island, IA-IL	30
Boulder, CO	39	Dayton, OH	34
Bowling Green, KY	33	Decatur, AL	38
Bremerton-Silverdale, WA	36	Decatur, IL	30
Bridgeport-Stamford-Norwalk, CT	64	Deltona-Daytona Beach-Ormond, FL	47
Brownsville-Harlingen, TX	43	Denver-Aurora-Lakewood, CO	59

Sales per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	34	Greenville-Anderson-Mauldin, SC	34
Detroit-Warren-Dearborn, MI	71	Gulfport-Biloxi-Pascagoula, MS	55
Dothan, AL	54	Hagerstown-Martinsburg, MD-WV	34
Dover, DE	53	Hammond, LA	39
Dubuque, IA	58	Hanford-Corcoran, CA	49
Duluth, MN-WI	29	Harrisburg-Carlisle, PA	43
Durham-Chapel Hill, NC	41	Harrisonburg, VA	53
East Stroudsburg, PA	38	Hartford-West Hartford-East Hartford, CT	43
Eau Claire, WI	22	Hattiesburg, MS	40
El Centro, CA	36	Hickory-Lenoir-Morganton, NC	36
Elizabethtown-Fort Knox, KY	51	Hilton Head Island-Bluffton-Beaufort, SC	62
Elkhart-Goshen, IN	62	Hinesville, GA	52
Elmira, NY	31	Homosassa Springs, FL	40
El Paso, TX	47	Hot Springs, AR	27
Enid, OK	39	Houma-Thibodaux, LA	39
Erie, PA	30	Houston-The Woodlands-Sugar Land, TX	56
Eugene, OR	38	Huntington-Ashland, WV-KY-OH	35
Evansville, IN-KY	39	Huntsville, AL	39
Fairbanks, AK	48	Idaho Falls, ID	21
Fargo, ND-MN	42	Indianapolis-Carmel-Anderson, IN	50
Farmington, NM	44	Iowa City, IA	53
Fayetteville, NC	43	Ithaca, NY	33
Fayetteville-Springdale-Rogers, AR-MO	51	Jackson, MI	51
Flagstaff, AZ	37	Jackson, MS	48
Flint, MI	64	Jackson, TN	52
Florence, SC	29	Jacksonville, FL	57
Florence-Muscle Shoals, AL	30	Jacksonville, NC	73
Fond du Lac, WI	24	Janesville-Beloit, WI	38
Fort Collins, CO	42	Jefferson City, MO	35
Fort Smith, AR-OK	42	Johnson City, TN	46
Fort Wayne, IN	29	Johnstown, PA	34
Fresno, CA	53	Jonesboro, AR	40
Gadsden, AL	34	Joplin, MO	24
Gainesville, FL	52	Kahului-Wailuku-Lahaina, HI	63
Gainesville, GA	53	Kalamazoo-Portage, MI	36
Gettysburg, PA	23	Kankakee, IL	36
Glens Falls, NY	26	Kansas City, MO-KS	45
Goldsboro, NC	38	Kennewick-Richland, WA	40
Grand Forks, ND-MN	53	Killeen-Temple, TX	45
Grand Island, NE	46	Kingsport-Bristol-Bristol, TN-VA	33
Grand Junction, CO	46	Kingston, NY	30
Grand Rapids-Wyoming, MI	46	Knoxville, TN	41
Grants Pass, OR	35	Kokomo, IN	26
Great Falls, MT	52	La Crosse-Onalaska, WI-MN	24
Greeley, CO	34	Lafayette, LA	58
Green Bay, WI	29	Lafayette-West Lafayette, IN	53
Greensboro-High Point, NC	36	Lake Charles, LA	87
Greenville, NC	48	Lake Havasu City-Kingman, AZ	52

Sales per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Lakeland-Winter Haven, FL	44	Muncie, IN	25
Lancaster, PA	39	Muskegon, MI	40
Lansing-East Lansing, MI	38	Myrtle-Conway-North Myrtle, SC-NC	47
Laredo, TX	67	Napa, CA	72
Las Cruces, NM	45	Naples-Immokalee-Marco Island, FL	67
Las Vegas-Henderson-Paradise, NV	58	Nashville-Davidson--Murfr.--Franklin, TN	48
Lawrence, KS	39	New Bern, NC	25
Lawton, OK	27	New Haven-Milford, CT	50
Lebanon, PA	29	New Orleans-Metairie, LA	56
Lewiston, ID-WA	21	New York-Newark-Jersey City, NY-NJ-PA	66
Lewiston-Auburn, ME	41	Niles-Benton Harbor, MI	32
Lexington-Fayette, KY	45	North Port-Sarasota-Bradenton, FL	55
Lima, OH	46	Norwich-New London, CT	62
Lincoln, NE	29	Ocala, FL	54
Little Rock-North Little Rock-Conway, AR	52	Ocean City, NJ	53
Logan, UT-ID	27	Odessa, TX	72
Longview, TX	63	Ogden-Clearfield, UT	26
Longview, WA	55	Oklahoma City, OK	41
Los Angeles-Long Beach-Anaheim, CA	77	Olympia-Tumwater, WA	45
Louisville/Jefferson County, KY-IN	46	Omaha-Council Bluffs, NE-IA	38
Lubbock, TX	43	Orlando-Kissimmee-Sanford, FL	65
Lynchburg, VA	36	Oshkosh-Neenah, WI	24
Macon-Bibb County, GA	39	Owensboro, KY	42
Madera, CA	40	Oxnard-Thousand Oaks-Ventura, CA	58
Madison, WI	39	Palm Bay-Melbourne-Titusville, FL	60
Manchester-Nashua, NH	47	Panama City, FL	55
Manhattan, KS	33	Parkersburg-Vienna, WV	45
Mankato-North Mankato, MN	27	Pensacola-Ferry Pass-Brent, FL	52
Mansfield, OH	33	Peoria, IL	38
McAllen-Edinburg-Mission, TX	74	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	49
Medford, OR	55	Phoenix-Mesa-Scottsdale, AZ	63
Memphis, TN-MS-AR	55	Pine Bluff, AR	52
Merced, CA	61	Pittsburgh, PA	50
Miami-Fort Lauderdale-West Palm Beach, FL	76	Pittsfield, MA	39
Michigan City-La Porte, IN	32	Pocatello, ID	24
Midland, MI	44	Portland-South Portland, ME	49
Midland, TX	71	Portland-Vancouver-Hillsboro, OR-WA	61
Milwaukee-Waukesha-West Allis, WI	35	Port St. Lucie, FL	53
Minneapolis-St. Paul-Bloomington, MN-WI	53	Prescott, AZ	38
Missoula, MT	30	Providence-Warwick, RI-MA	44
Mobile, AL	24	Provo-Orem, UT	47
Modesto, CA	53	Pueblo, CO	40
Monroe, LA	60	Punta Gorda, FL	28
Monroe, MI	35	Racine, WI	48
Montgomery, AL	37	Raleigh, NC	42
Morgantown, WV	50	Rapid City, SD	43
Morristown, TN	68	Reading, PA	37
Mount Vernon-Anacortes, WA	35	Redding, CA	46

Sales per Employee per Metropolitan Area

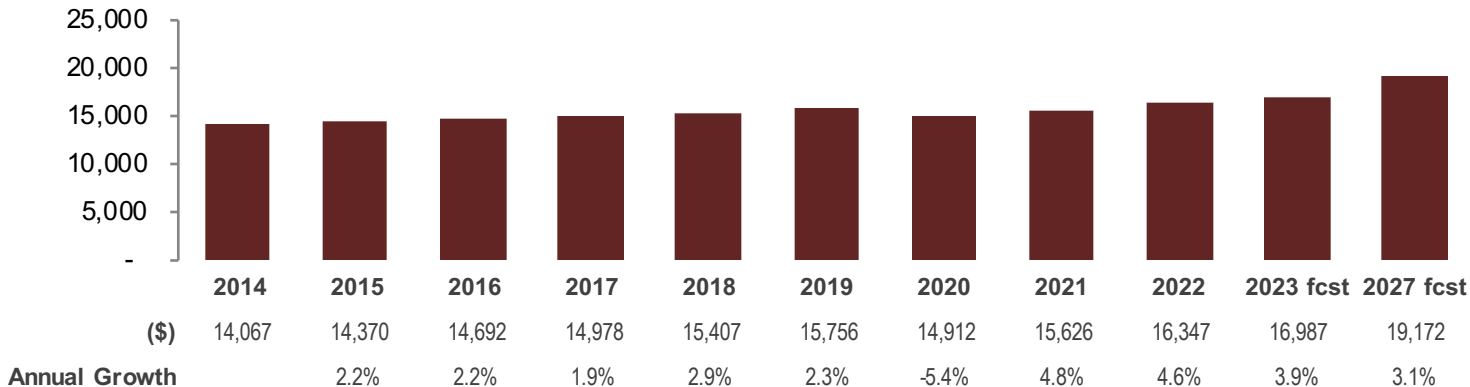
Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	58	Staunton-Waynesboro, VA	30
Richmond, VA	35	Stockton-Lodi, CA	56
Riverside-San Bernardino-Ontario, CA	73	Sumter, SC	52
Roanoke, VA	38	Syracuse, NY	29
Rochester, MN	36	Tallahassee, FL	51
Rochester, NY	39	Tampa-St. Petersburg-Clearwater, FL	52
Rockford, IL	39	Terre Haute, IN	32
Rocky Mount, NC	34	Texarkana, TX-AR	51
Rome, GA	51	The Villages, FL	50
Sacramento--Roseville--Arden-Arcade, CA	57	Toledo, OH	37
Saginaw, MI	49	Topeka, KS	34
St. Cloud, MN	37	Trenton, NJ	39
St. George, UT	44	Tucson, AZ	51
St. Joseph, MO-KS	36	Tulsa, OK	40
St. Louis, MO-IL	38	Tuscaloosa, AL	37
Salem, OR	44	Tyler, TX	39
Salinas, CA	108	Urban Honolulu, HI	76
Salisbury, MD-DE	42	Utica-Rome, NY	41
Salt Lake City, UT	49	Valdosta, GA	32
San Angelo, TX	35	Vallejo-Fairfield, CA	71
San Antonio-New Braunfels, TX	49	Victoria, TX	34
San Diego-Carlsbad, CA	58	Vineland-Bridgeton, NJ	40
San Francisco-Oakland-Hayward, CA	76	Virginia Beach-Norfolk-Newport, VA-NC	38
San Jose-Sunnyvale-Santa Clara, CA	70	Visalia-Porterville, CA	50
San Luis Obispo-Paso Robles-Arroyo Gr., CA	42	Waco, TX	26
Santa Cruz-Watsonville, CA	170	Walla Walla, WA	28
Santa Fe, NM	85	Warner Robins, GA	34
Santa Maria-Santa Barbara, CA	57	Washing.-Arling.-Alexan., DC-VA-MD-WV	57
Santa Rosa, CA	60	Waterloo-Cedar Falls, IA	53
Savannah, GA	59	Watertown-Fort Drum, NY	83
Scranton--Wilkes-Barre--Hazleton, PA	38	Wausau, WI	18
Seattle-Tacoma-Bellevue, WA	59	Weirton-Steubenville, WV-OH	22
Sebastian-Vero Beach, FL	52	Wenatchee, WA	33
Sebring, FL	51	Wheeling, WV-OH	57
Sheboygan, WI	28	Wichita, KS	47
Sherman-Denison, TX	63	Wichita Falls, TX	30
Shreveport-Bossier City, LA	61	Williamsport, PA	61
Sierra Vista-Douglas, AZ	35	Wilmington, NC	43
Sioux City, IA-NE-SD	29	Winchester, VA-WV	37
Sioux Falls, SD	39	Winston-Salem, NC	30
South Bend-Mishawaka, IN-MI	43	Worcester, MA-CT	46
Spartanburg, SC	37	Yakima, WA	51
Spokane-Spokane Valley, WA	45	York-Hanover, PA	32
Springfield, IL	41	Youngstown-Warren-Boardman, OH-PA	30
Springfield, MA	38	Yuba City, CA	53
Springfield, MO	31	Yuma, AZ	77
Springfield, OH	23		
State College, PA	29		

Industry Payroll

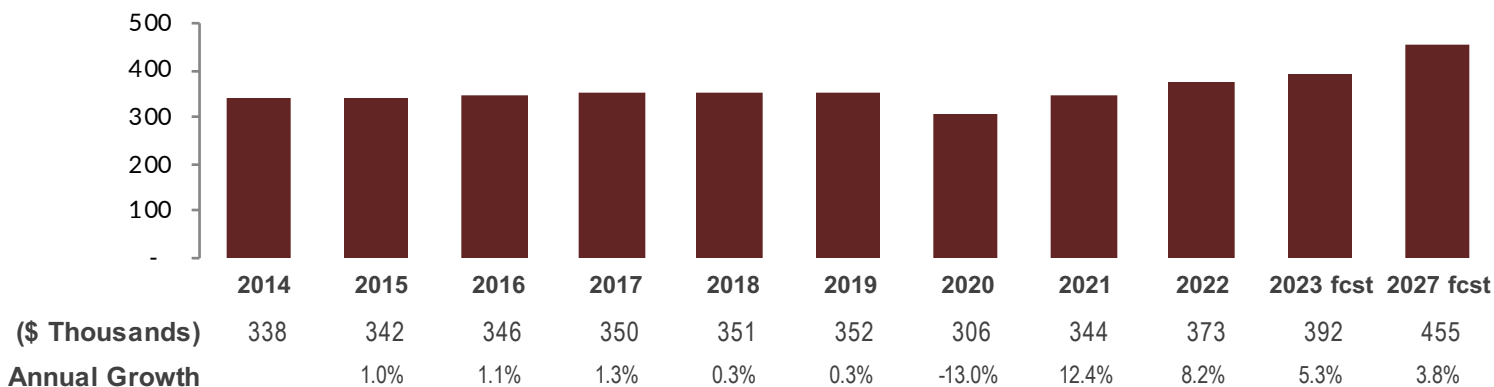
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company, and location. In particular, payroll per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

Payroll per Employee



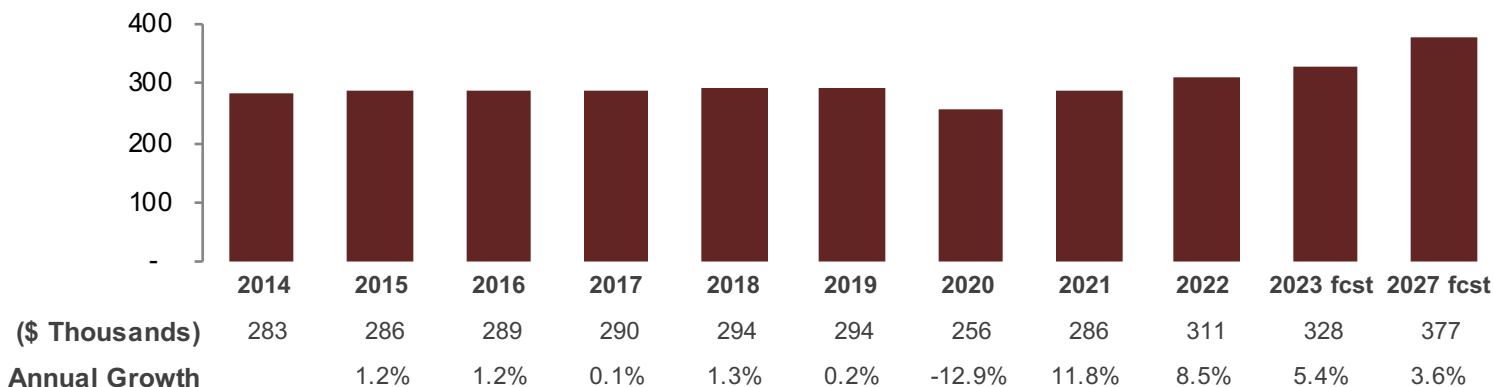
Compound Annual Growth Rate **1.2%** 3-Year **1.8%** 5-Year

Payroll per Company



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

Payroll per Location

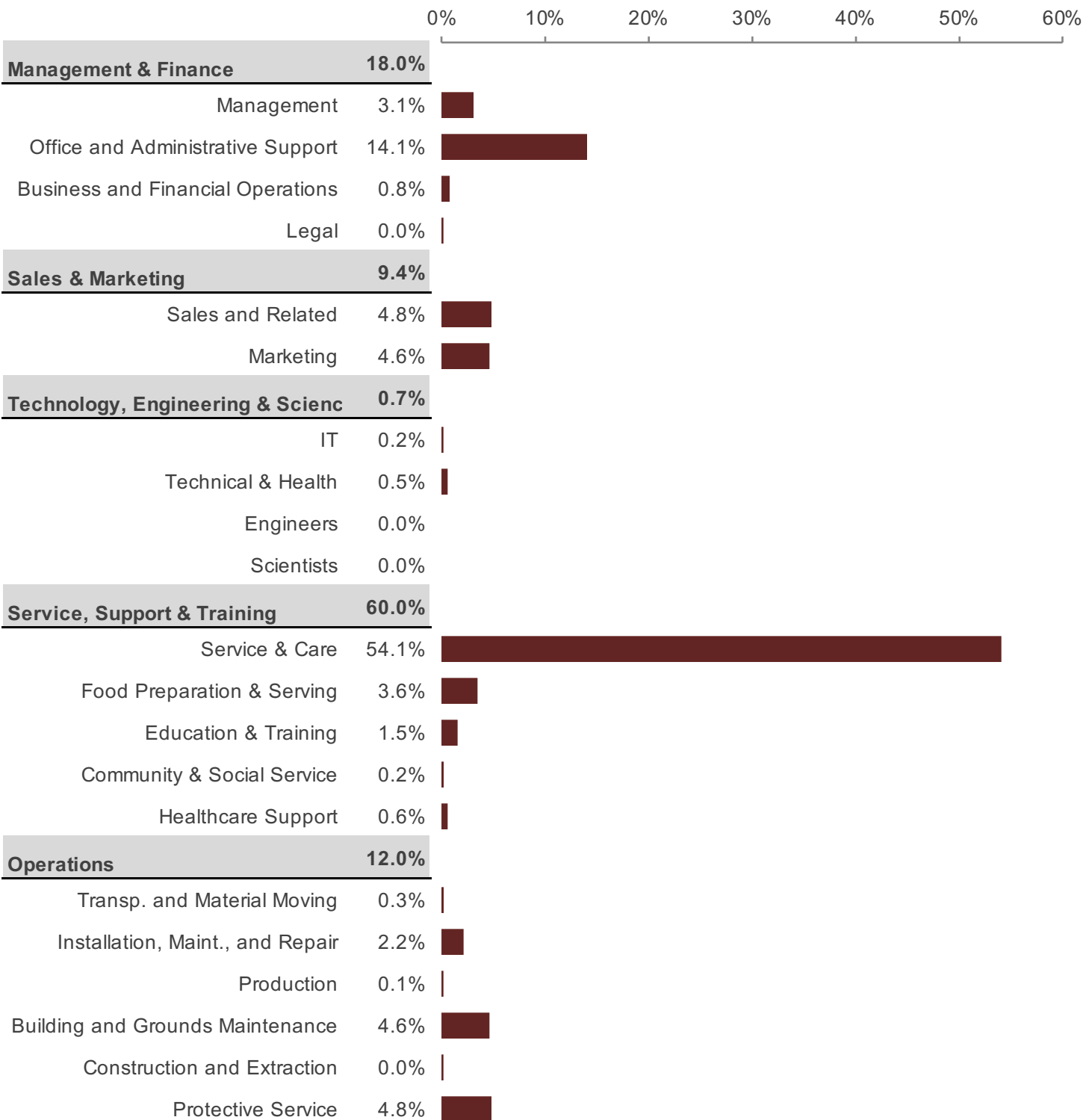


Compound Annual Growth Rate **1.9%** 3-Year **1.4%** 5-Year

Workforce Composition Benchmarks

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

Job Categories as a % of Total Employees



Job Categorization Pay Ranges

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

Health Clubs

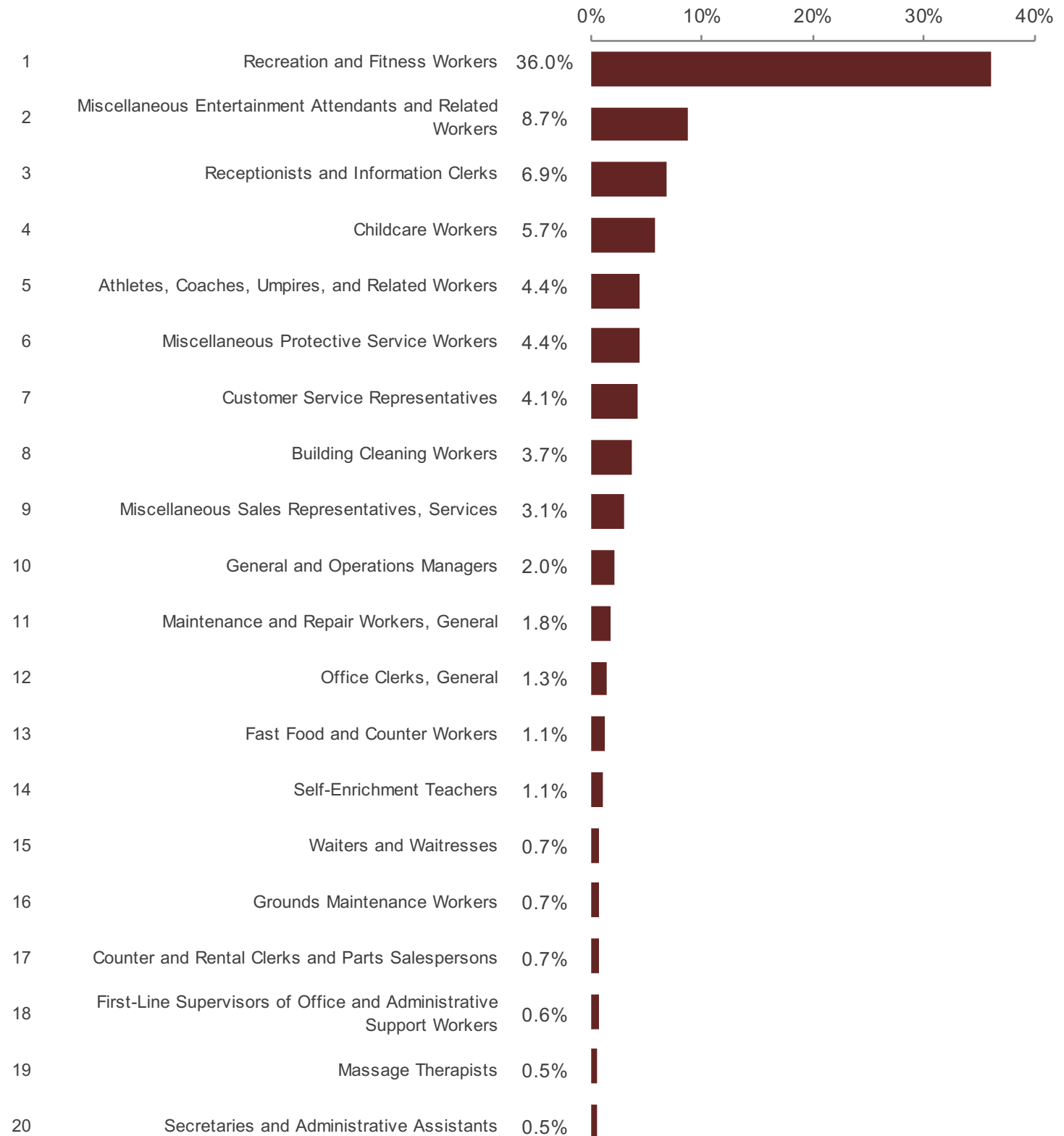
Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
Management & Finance					
Management	\$17.25	\$23.73	\$42.60	\$51.69	\$78.43
Office and Administrative Support	\$9.45	\$11.17	\$15.05	\$16.98	\$22.66
Business and Financial Operations	\$13.99	\$18.91	\$28.30	\$34.02	\$47.11
Legal	#	#	#	#	#
Sales & Marketing					
Sales and Related	\$9.56	\$11.38	\$19.49	\$21.38	\$36.69
Arts, Design, Entertainment, Media	\$10.30	\$13.08	\$22.65	\$28.70	\$40.45
Technology, Engineering & Science					
Computers	\$20.33	\$27.39	\$40.17	\$52.69	\$64.53
Technical & Healthcare	\$12.34	\$17.83	\$28.32	\$36.98	\$46.59
Engineering & Architecture	#	#	#	#	#
Life, Physical & Social Science	#	#	#	#	#
Service, Support & Training					
Personal Service & Care	\$9.83	\$12.59	\$20.14	\$25.62	\$34.04
Food Preparation & Serving	\$9.38	\$10.60	\$14.69	\$16.00	\$20.81
Education, Training & Library	\$9.76	\$12.15	\$19.01	\$23.64	\$32.05
Community & Social Service	#	#	#	#	#
Healthcare Support	\$11.23	\$13.61	\$22.59	\$28.13	\$39.80
Operations					
Transportation and Material Moving	\$10.04	\$12.24	\$16.17	\$18.45	\$24.12
Installation, Maint., and Repair	\$11.13	\$13.62	\$19.98	\$24.56	\$32.12
Production	\$12.39	\$13.02	\$17.05	\$19.40	\$24.01
Building and Grounds Maintenance	\$10.02	\$12.02	\$15.16	\$16.52	\$21.04
Construction and Extraction	\$13.69	\$15.57	\$22.48	\$25.50	\$37.65
Protective Service	\$9.02	\$9.96	\$12.76	\$13.61	\$16.98

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

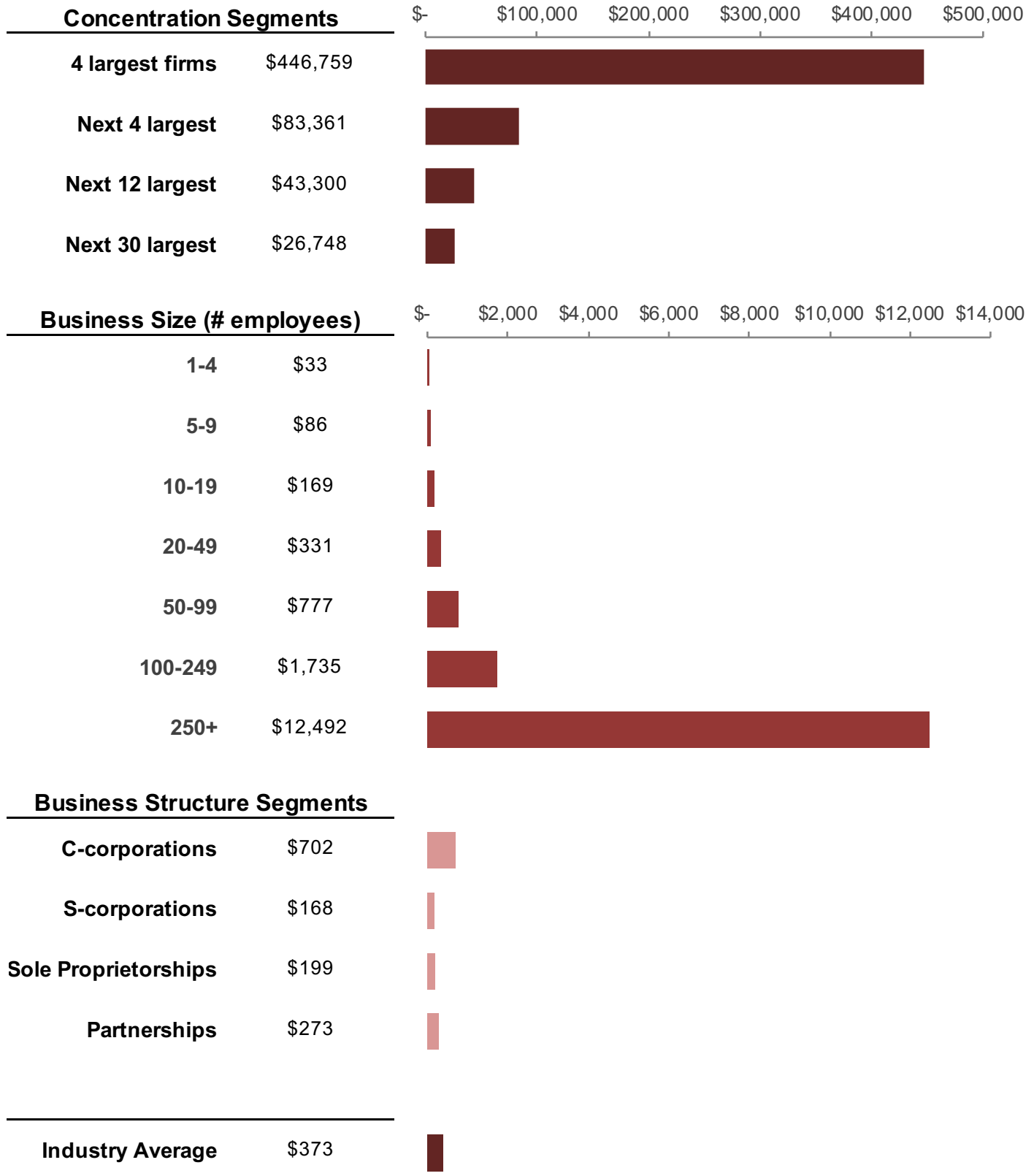
Below are the details of the wage bands for the industry's top jobs. The bottom 10% represents the average that the 10% lowest paid receive in hourly pay, while the top 90% represents the average that the 10% highest paid receive in hourly pay. In those instances where the sample size was not statistically 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	\$10.61	\$13.67	\$22.96	\$29.30	\$39.07
2	Miscellaneous Entertainment Attendants and Related Workers	\$9.29	\$10.72	\$13.27	\$15.05	\$16.75
3	Receptionists and Information Clerks	\$9.26	\$10.42	\$13.41	\$15.51	\$18.94
4	Childcare Workers	\$8.74	\$9.66	\$12.20	\$13.77	\$16.28
5	Athletes, Coaches, Umpires, and Related Workers	*	*	*	*	*
6	Miscellaneous Protective Service Workers	\$8.94	\$9.90	\$12.19	\$13.17	\$15.92
7	Customer Service Representatives	\$9.71	\$11.51	\$14.62	\$15.93	\$22.01
8	Building Cleaning Workers	\$9.95	\$11.84	\$14.56	\$16.07	\$19.77
9	Miscellaneous Sales Representatives, Services	\$9.81	\$12.62	\$21.95	\$25.93	\$41.89
10	General and Operations Managers	\$17.08	\$23.55	\$42.37	\$50.27	\$79.32
11	Maintenance and Repair Workers, General	\$10.98	\$13.35	\$19.14	\$23.37	\$30.62
12	Office Clerks, General	\$9.21	\$10.24	\$15.33	\$18.53	\$23.75
13	Fast Food and Counter Workers	\$8.92	\$10.06	\$12.55	\$14.23	\$16.17
14	Self-Enrichment Teachers	\$9.75	\$12.39	\$19.76	\$24.99	\$33.00
15	Waiters and Waitresses	\$9.28	\$10.09	\$13.34	\$15.38	\$19.51
16	Grounds Maintenance Workers	\$10.05	\$12.19	\$15.24	\$17.40	\$21.43
17	Counter and Rental Clerks and Parts Salespersons	\$9.11	\$9.84	\$13.47	\$14.81	\$20.85
18	First-Line Supervisors of Office and Administrative Support Workers	\$13.84	\$16.73	\$24.86	\$29.96	\$39.09
19	Massage Therapists	\$10.57	\$13.61	\$22.73	\$28.27	\$41.05
20	Secretaries and Administrative Assistants	\$12.41	\$14.63	\$21.43	\$24.53	\$32.00

Payroll per Company by Segments

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

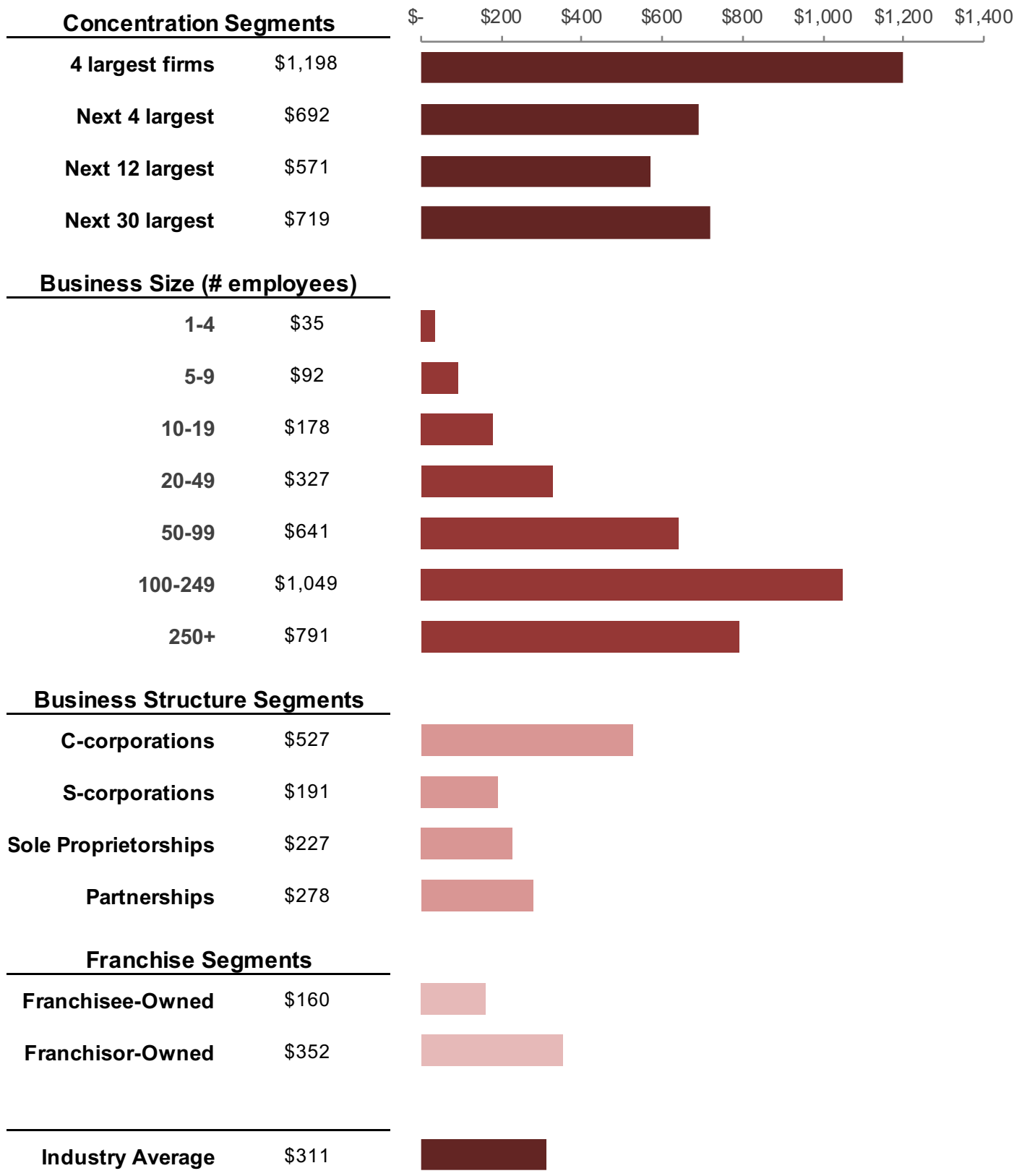
\$ thousands



Payroll per Location by Segments

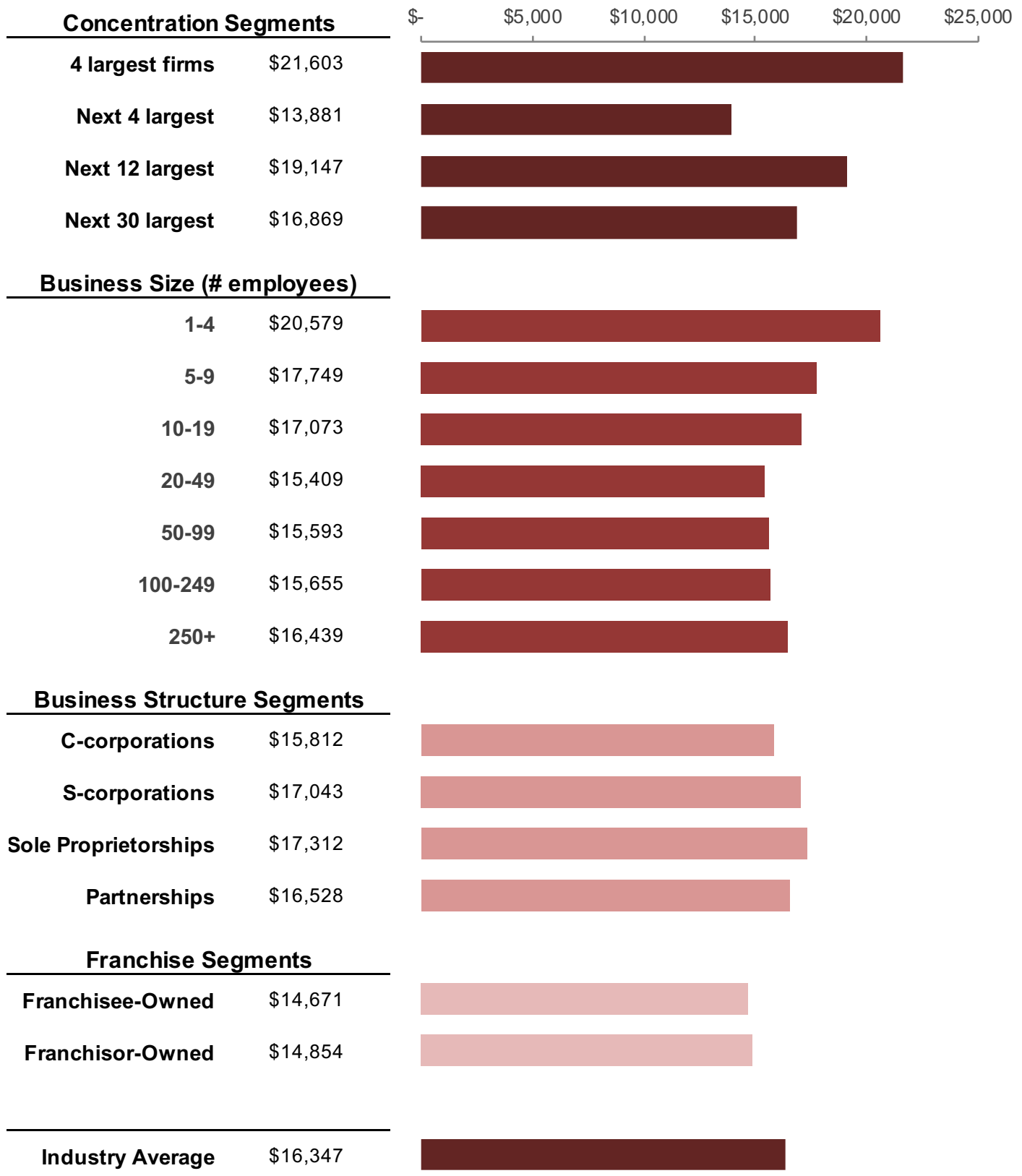
Below are payroll per location statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

\$ thousands



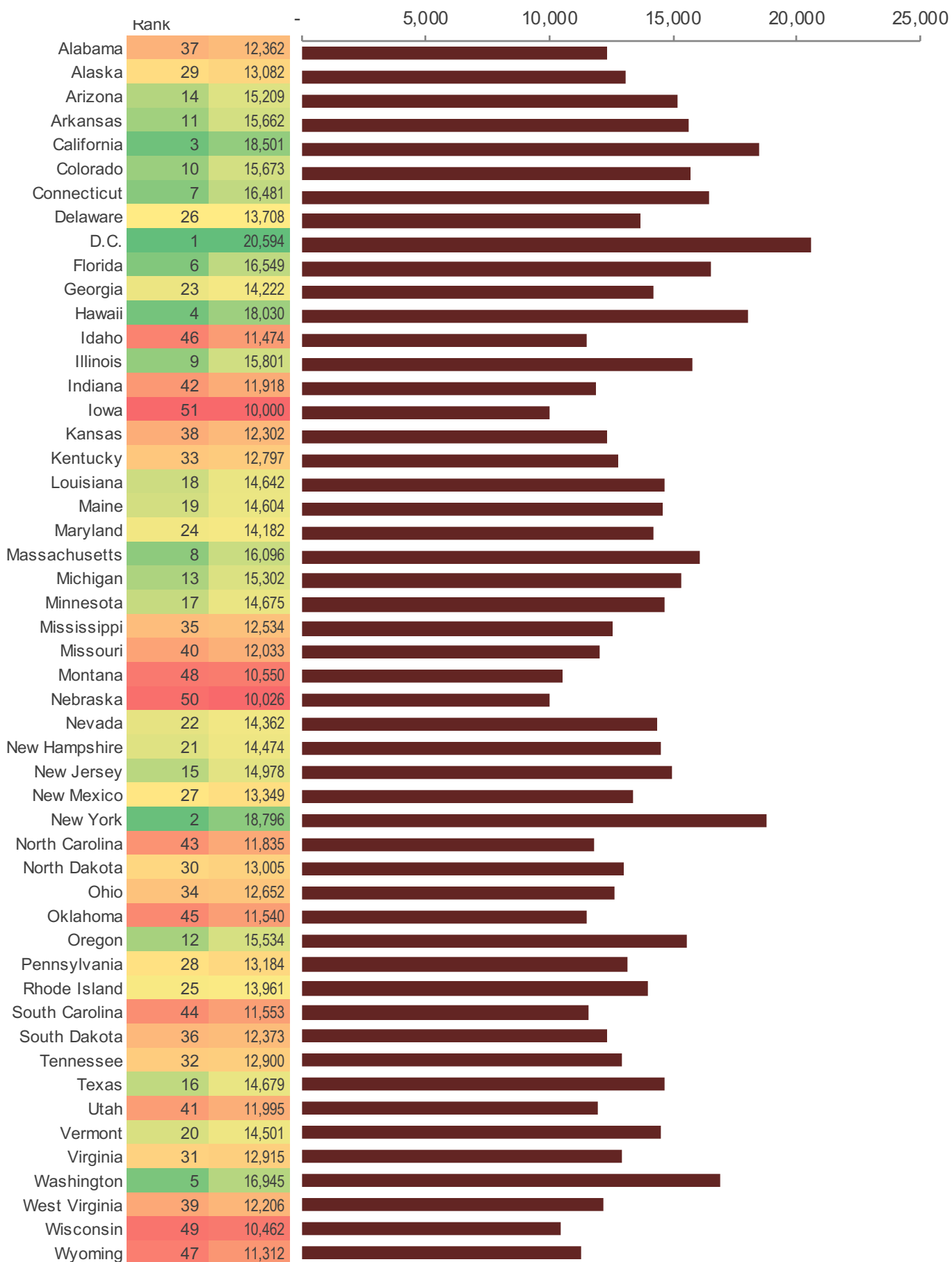
Payroll per Employee by Segments

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



Payroll per Employee by State

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



Payroll per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Abilene, TX	12,387	Brunswick, GA	11,614
Akron, OH	14,937	Buffalo-Cheektowaga-Niagara Falls, NY	13,351
Albany, GA	11,940	Burlington, NC	11,752
Albany, OR	13,648	Burlington-South Burlington, VT	15,943
Albany-Schenectady-Troy, NY	12,900	California-Lexington Park, MD	6,731
Albuquerque, NM	14,043	Canton-Massillon, OH	10,708
Alexandria, LA	12,421	Cape Coral-Fort Myers, FL	17,717
Allentown-Bethlehem-Easton, PA-NJ	13,665	Cape Girardeau, MO-IL	17,016
Altoona, PA	12,788	Carbondale-Marion, IL	13,121
Amarillo, TX	11,167	Carson City, NV	16,260
Ames, IA	10,818	Casper, WY	12,659
Anchorage, AK	17,685	Cedar Rapids, IA	9,921
Ann Arbor, MI	15,868	Chambersburg-Waynesboro, PA	11,925
Anniston-Oxford-Jacksonville, AL	17,265	Champaign-Urbana, IL	11,031
Appleton, WI	9,779	Charleston, WV	15,863
Asheville, NC	12,439	Charleston-North Charleston, SC	14,686
Athens-Clarke County, GA	11,633	Charlotte-Concord-Gastonia, NC-SC	13,514
Atlanta-Sandy Springs-Roswell, GA	16,823	Charlottesville, VA	20,149
Atlantic City-Hammonton, NJ	15,409	Chattanooga, TN-GA	13,284
Auburn-Opelika, AL	14,547	Cheyenne, WY	9,537
Augusta-Richmond County, GA-SC	11,202	Chicago-Naperville-Elgin, IL-IN-WI	18,649
Austin-Round Rock, TX	14,428	Chico, CA	15,526
Bakersfield, CA	17,673	Cincinnati, OH-KY-IN	14,244
Baltimore-Columbia-Towson, MD	15,145	Clarksville, TN-KY	13,414
Bangor, ME	17,053	Cleveland, TN	10,293
Barnstable Town, MA	14,647	Cleveland-Elyria, OH	14,565
Baton Rouge, LA	13,594	Coeur d'Alene, ID	14,967
Battle Creek, MI	17,463	College Station-Bryan, TX	9,614
Bay City, MI	12,397	Colorado Springs, CO	15,517
Beaumont-Port Arthur, TX	13,927	Columbia, MO	12,369
Beckley, WV	13,685	Columbia, SC	13,911
Bellingham, WA	12,939	Columbus, GA-AL	13,662
Bend-Redmond, OR	13,961	Columbus, IN	12,122
Billings, MT	10,647	Columbus, OH	15,928
Binghamton, NY	15,930	Corpus Christi, TX	15,706
Birmingham-Hoover, AL	15,178	Corvallis, OR	16,219
Bismarck, ND	14,351	Crestview-Fort Walton Beach-Destin, FL	15,717
Blacksburg-Christiansburg-Radford, VA	13,366	Cumberland, MD-WV	11,023
Bloomington, IL	7,924	Dallas-Fort Worth-Arlington, TX	18,106
Bloomington, IN	11,688	Dalton, GA	8,492
Bloomsburg-Berwick, PA	11,490	Danville, IL	10,030
Boise City, ID	12,939	Daphne-Fairhope-Foley, AL	9,532
Boston-Cambridge-Newton, MA-NH	17,938	Davenport-Moline-Rock Island, IA-IL	11,676
Boulder, CO	13,592	Dayton, OH	12,171
Bowling Green, KY	10,936	Decatur, AL	11,445
Bremerton-Silverdale, WA	12,691	Decatur, IL	12,226
Bridgeport-Stamford-Norwalk, CT	21,057	Deltona-Daytona Beach-Ormond, FL	13,436
Brownsville-Harlingen, TX	11,122	Denver-Aurora-Lakewood, CO	18,882

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	11,664	Greenville-Anderson-Mauldin, SC	12,039
Detroit-Warren-Dearborn, MI	19,353	Gulfport-Biloxi-Pascagoula, MS	14,556
Dothan, AL	17,775	Hagerstown-Martinsburg, MD-WV	10,661
Dover, DE	13,691	Hammond, LA	9,997
Dubuque, IA	17,901	Hanford-Corcoran, CA	16,006
Duluth, MN-WI	10,443	Harrisburg-Carlisle, PA	13,298
Durham-Chapel Hill, NC	14,398	Harrisonburg, VA	17,009
East Stroudsburg, PA	12,504	Hartford-West Hartford-East Hartford, CT	15,081
Eau Claire, WI	8,892	Hattiesburg, MS	11,436
El Centro, CA	10,580	Hickory-Lenoir-Morganton, NC	12,943
Elizabethtown-Fort Knox, KY	15,513	Hilton Head Island-Bluffton-Beaufort, SC	17,852
Elkhart-Goshen, IN	15,537	Hinesville, GA	13,433
Elmira, NY	12,711	Homosassa Springs, FL	9,938
El Paso, TX	13,016	Hot Springs, AR	11,878
Enid, OK	12,249	Houma-Thibodaux, LA	11,183
Erie, PA	13,956	Houston-The Woodlands-Sugar Land, TX	16,920
Eugene, OR	12,939	Huntington-Ashland, WV-KY-OH	12,917
Evansville, IN-KY	12,544	Huntsville, AL	14,071
Fairbanks, AK	11,630	Idaho Falls, ID	8,244
Fargo, ND-MN	14,204	Indianapolis-Carmel-Anderson, IN	16,226
Farmington, NM	22,142	Iowa City, IA	16,495
Fayetteville, NC	9,980	Ithaca, NY	12,218
Fayetteville-Springdale-Rogers, AR-MO	18,264	Jackson, MI	15,496
Flagstaff, AZ	13,090	Jackson, MS	14,775
Flint, MI	13,844	Jackson, TN	12,697
Florence, SC	11,037	Jacksonville, FL	16,718
Florence-Muscle Shoals, AL	8,713	Jacksonville, NC	14,983
Fond du Lac, WI	9,668	Janesville-Beloit, WI	12,651
Fort Collins, CO	13,730	Jefferson City, MO	12,940
Fort Smith, AR-OK	11,401	Johnson City, TN	21,221
Fort Wayne, IN	9,738	Johnstown, PA	8,578
Fresno, CA	15,208	Jonesboro, AR	16,754
Gadsden, AL	13,456	Joplin, MO	10,189
Gainesville, FL	16,459	Kahului-Wailuku-Lahaina, HI	18,829
Gainesville, GA	15,228	Kalamazoo-Portage, MI	14,426
Gettysburg, PA	7,909	Kankakee, IL	11,243
Glens Falls, NY	10,813	Kansas City, MO-KS	14,542
Goldsboro, NC	8,718	Kennewick-Richland, WA	14,655
Grand Forks, ND-MN	15,369	Killeen-Temple, TX	12,568
Grand Island, NE	11,737	Kingsport-Bristol-Bristol, TN-VA	12,199
Grand Junction, CO	15,919	Kingston, NY	11,330
Grand Rapids-Wyoming, MI	13,848	Knoxville, TN	13,207
Grants Pass, OR	13,388	Kokomo, IN	11,674
Great Falls, MT	13,325	La Crosse-Onalaska, WI-MN	10,084
Greeley, CO	10,611	Lafayette, LA	17,109
Green Bay, WI	10,268	Lafayette-West Lafayette, IN	14,889
Greensboro-High Point, NC	11,221	Lake Charles, LA	15,755
Greenville, NC	16,335	Lake Havasu City-Kingman, AZ	11,519

Payroll per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Lakeland-Winter Haven, FL	15,814	Muncie, IN	9,587
Lancaster, PA	13,984	Muskegon, MI	12,870
Lansing-East Lansing, MI	11,480	Myrtle-Conway-North Myrtle, SC-NC	11,338
Laredo, TX	16,397	Napa, CA	20,812
Las Cruces, NM	11,911	Naples-Immokalee-Marco Island, FL	22,479
Las Vegas-Henderson-Paradise, NV	15,444	Nashville-Davidson--Murfr.--Franklin, TN	13,120
Lawrence, KS	10,980	New Bern, NC	10,483
Lawton, OK	11,191	New Haven-Milford, CT	16,864
Lebanon, PA	9,529	New Orleans-Metairie, LA	19,064
Lewiston, ID-WA	10,010	New York-Newark-Jersey City, NY-NJ-PA	20,833
Lewiston-Auburn, ME	12,798	Niles-Benton Harbor, MI	11,342
Lexington-Fayette, KY	14,206	North Port-Sarasota-Bradenton, FL	17,290
Lima, OH	11,202	Norwich-New London, CT	15,249
Lincoln, NE	10,567	Ocala, FL	15,557
Little Rock-North Little Rock-Conway, AR	16,657	Ocean City, NJ	14,582
Logan, UT-ID	11,107	Odessa, TX	23,595
Longview, TX	20,688	Ogden-Clearfield, UT	8,510
Longview, WA	11,942	Oklahoma City, OK	12,475
Los Angeles-Long Beach-Anaheim, CA	21,074	Olympia-Tumwater, WA	15,368
Louisville/Jefferson County, KY-IN	14,750	Omaha-Council Bluffs, NE-IA	12,098
Lubbock, TX	14,836	Orlando-Kissimmee-Sanford, FL	18,745
Lynchburg, VA	12,557	Oshkosh-Neenah, WI	10,293
Macon-Bibb County, GA	12,368	Owensboro, KY	16,535
Madera, CA	11,060	Oxnard-Thousand Oaks-Ventura, CA	17,374
Madison, WI	13,925	Palm Bay-Melbourne-Titusville, FL	15,667
Manchester-Nashua, NH	17,684	Panama City, FL	12,746
Manhattan, KS	11,974	Parkersburg-Vienna, WV	12,224
Mankato-North Mankato, MN	11,121	Pensacola-Ferry Pass-Brent, FL	19,095
Mansfield, OH	13,382	Peoria, IL	13,279
McAllen-Edinburg-Mission, TX	12,702	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	15,241
Medford, OR	14,763	Phoenix-Mesa-Scottsdale, AZ	16,940
Memphis, TN-MS-AR	17,831	Pine Bluff, AR	12,051
Merced, CA	15,948	Pittsburgh, PA	14,848
Miami-Fort Lauderdale-West Palm Beach, FL	20,727	Pittsfield, MA	13,041
Michigan City-La Porte, IN	12,655	Pocatello, ID	10,071
Midland, MI	18,487	Portland-South Portland, ME	15,201
Midland, TX	21,204	Portland-Vancouver-Hillsboro, OR-WA	18,696
Milwaukee-Waukesha-West Allis, WI	11,701	Port St. Lucie, FL	16,394
Minneapolis-St. Paul-Bloomington, MN-WI	17,120	Prescott, AZ	13,643
Missoula, MT	10,641	Providence-Warwick, RI-MA	15,193
Mobile, AL	8,114	Provo-Orem, UT	13,289
Modesto, CA	14,310	Pueblo, CO	12,634
Monroe, LA	12,768	Punta Gorda, FL	9,579
Monroe, MI	12,015	Racine, WI	12,593
Montgomery, AL	12,104	Raleigh, NC	13,071
Morgantown, WV	13,662	Rapid City, SD	16,764
Morristown, TN	18,943	Reading, PA	14,397
Mount Vernon-Anacortes, WA	15,030	Redding, CA	16,174

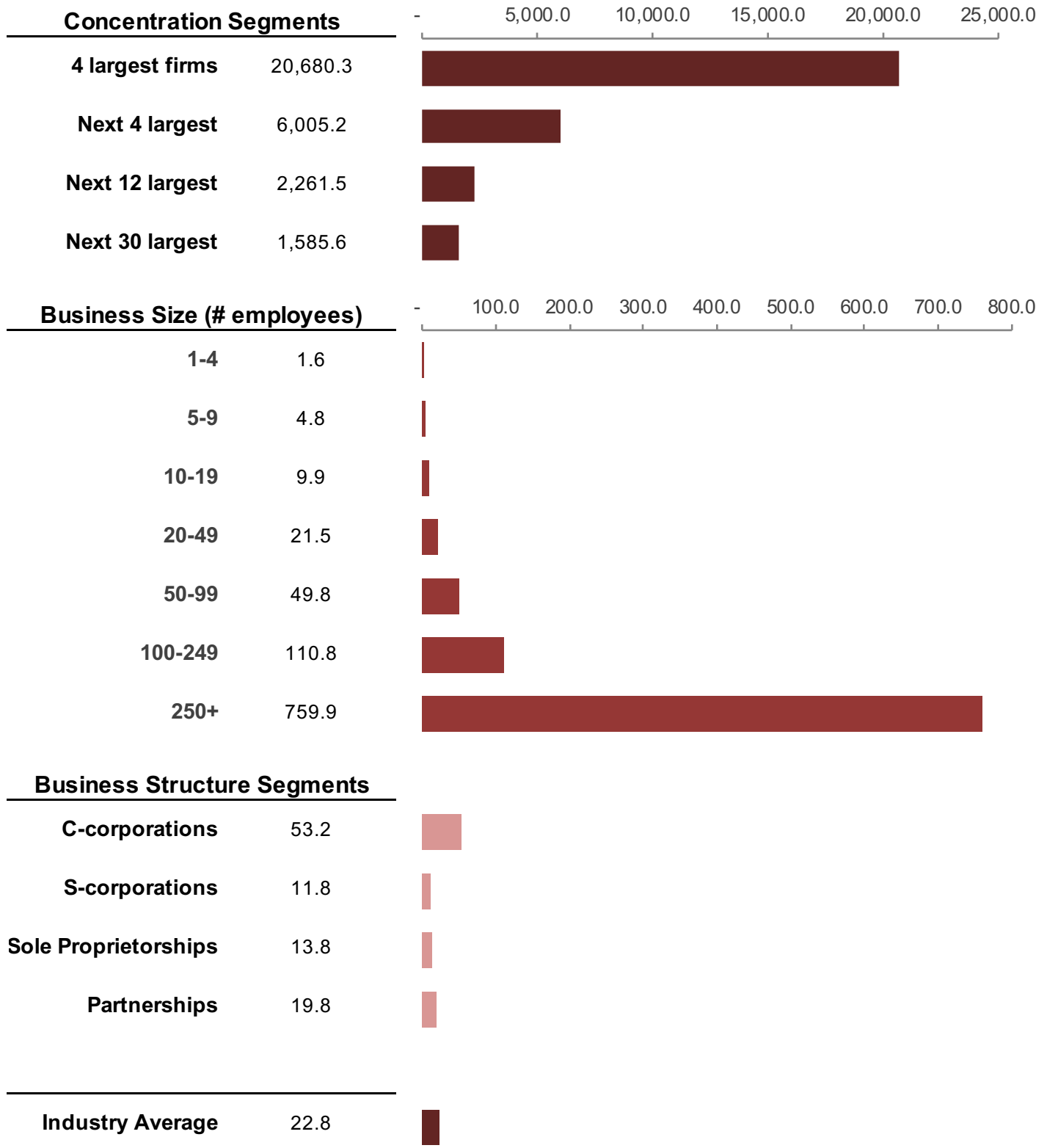
Payroll per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Reno, NV	16,647	Staunton-Waynesboro, VA	13,216
Richmond, VA	12,622	Stockton-Lodi, CA	14,148
Riverside-San Bernardino-Ontario, CA	18,092	Sumter, SC	11,769
Roanoke, VA	11,829	Syracuse, NY	11,673
Rochester, MN	13,005	Tallahassee, FL	15,227
Rochester, NY	13,726	Tampa-St. Petersburg-Clearwater, FL	15,220
Rockford, IL	11,983	Terre Haute, IN	13,409
Rocky Mount, NC	11,992	Texarkana, TX-AR	14,579
Rome, GA	16,367	The Villages, FL	16,650
Sacramento--Roseville--Arden-Arcade, CA	16,146	Toledo, OH	12,404
Saginaw, MI	13,613	Topeka, KS	13,490
St. Cloud, MN	12,677	Trenton, NJ	13,954
St. George, UT	12,709	Tucson, AZ	16,370
St. Joseph, MO-KS	13,001	Tulsa, OK	13,782
St. Louis, MO-IL	13,166	Tuscaloosa, AL	14,312
Salem, OR	14,313	Tyler, TX	12,237
Salinas, CA	28,889	Urban Honolulu, HI	19,694
Salisbury, MD-DE	12,227	Utica-Rome, NY	12,938
Salt Lake City, UT	15,632	Valdosta, GA	14,687
San Angelo, TX	12,561	Vallejo-Fairfield, CA	14,321
San Antonio-New Braunfels, TX	13,599	Victoria, TX	9,573
San Diego-Carlsbad, CA	18,707	Vineland-Bridgeton, NJ	17,121
San Francisco-Oakland-Hayward, CA	22,453	Virginia Beach-Norfolk-Newport, VA-NC	11,746
San Jose-Sunnyvale-Santa Clara, CA	22,099	Visalia-Porterville, CA	13,129
San Luis Obispo-Paso Robles-Arroyo Gr., CA	15,317	Waco, TX	11,155
Santa Cruz-Watsonville, CA	44,578	Walla Walla, WA	13,660
Santa Fe, NM	21,390	Warner Robins, GA	11,126
Santa Maria-Santa Barbara, CA	16,194	Washing.-Arling.-Alexan., DC-VA-MD-WV	16,992
Santa Rosa, CA	17,876	Waterloo-Cedar Falls, IA	17,880
Savannah, GA	18,031	Watertown-Fort Drum, NY	22,303
Scranton--Wilkes-Barre--Hazleton, PA	13,734	Wausau, WI	8,811
Seattle-Tacoma-Bellevue, WA	20,464	Weirton-Steubenville, WV-OH	11,752
Sebastian-Vero Beach, FL	15,179	Wenatchee, WA	13,279
Sebring, FL	17,978	Wheeling, WV-OH	19,940
Sheboygan, WI	11,136	Wichita, KS	12,271
Sherman-Denison, TX	17,360	Wichita Falls, TX	9,399
Shreveport-Bossier City, LA	15,251	Williamsport, PA	16,628
Sierra Vista-Douglas, AZ	11,286	Wilmington, NC	12,847
Sioux City, IA-NE-SD	10,209	Winchester, VA-WV	12,957
Sioux Falls, SD	12,461	Winston-Salem, NC	10,610
South Bend-Mishawaka, IN-MI	13,954	Worcester, MA-CT	14,811
Spartanburg, SC	11,451	Yakima, WA	14,094
Spokane-Spokane Valley, WA	16,195	York-Hanover, PA	12,966
Springfield, IL	14,016	Youngstown-Warren-Boardman, OH-PA	10,689
Springfield, MA	13,173	Yuba City, CA	12,174
Springfield, MO	10,603	Yuma, AZ	14,732
Springfield, OH	9,234		
State College, PA	12,619		

Employees per Company by Segments

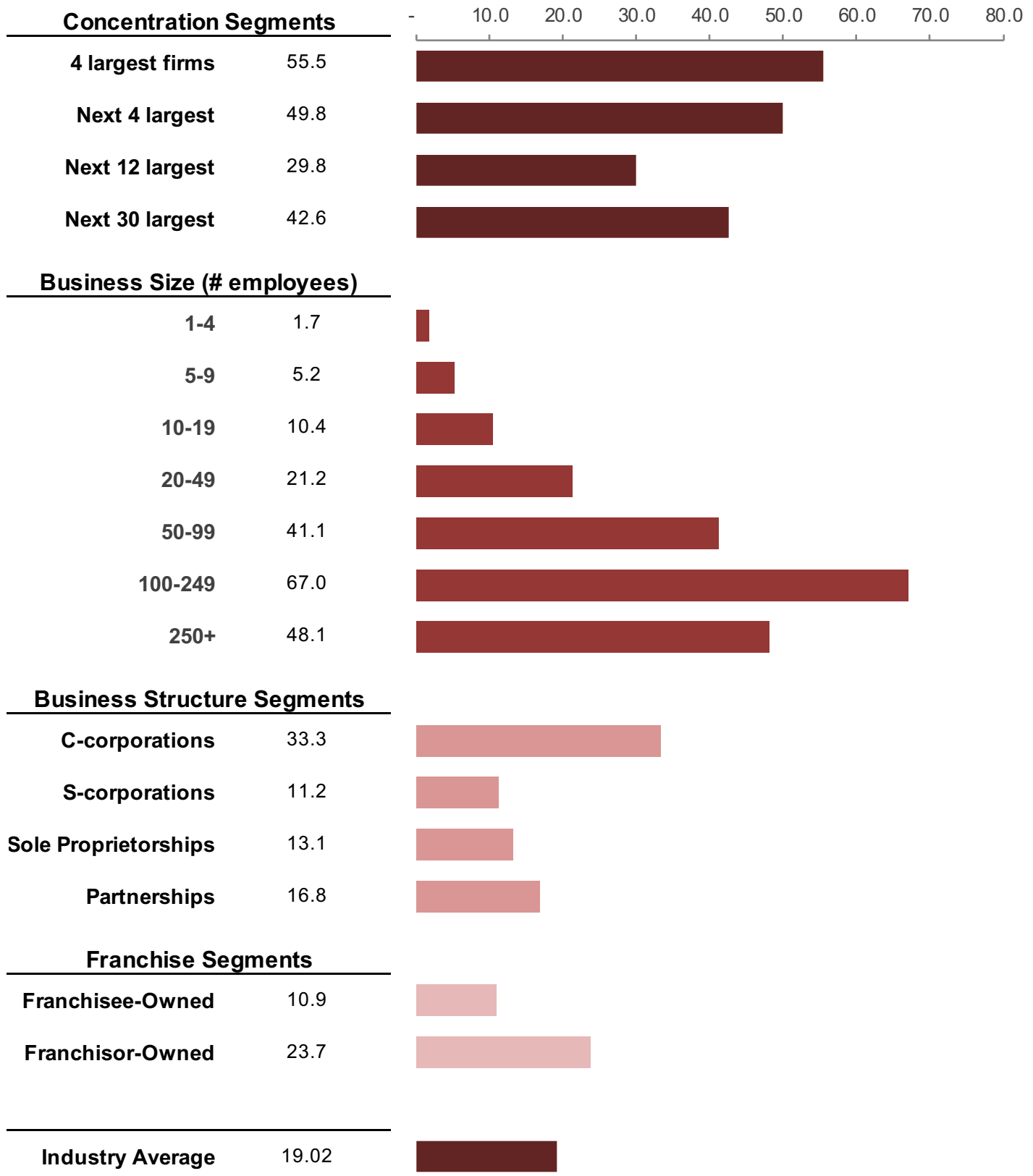
Below is the average full-time and part-time employees per company for industry segmentations including concentration, business size by employees, and business structure.



Employees per Location by Segments

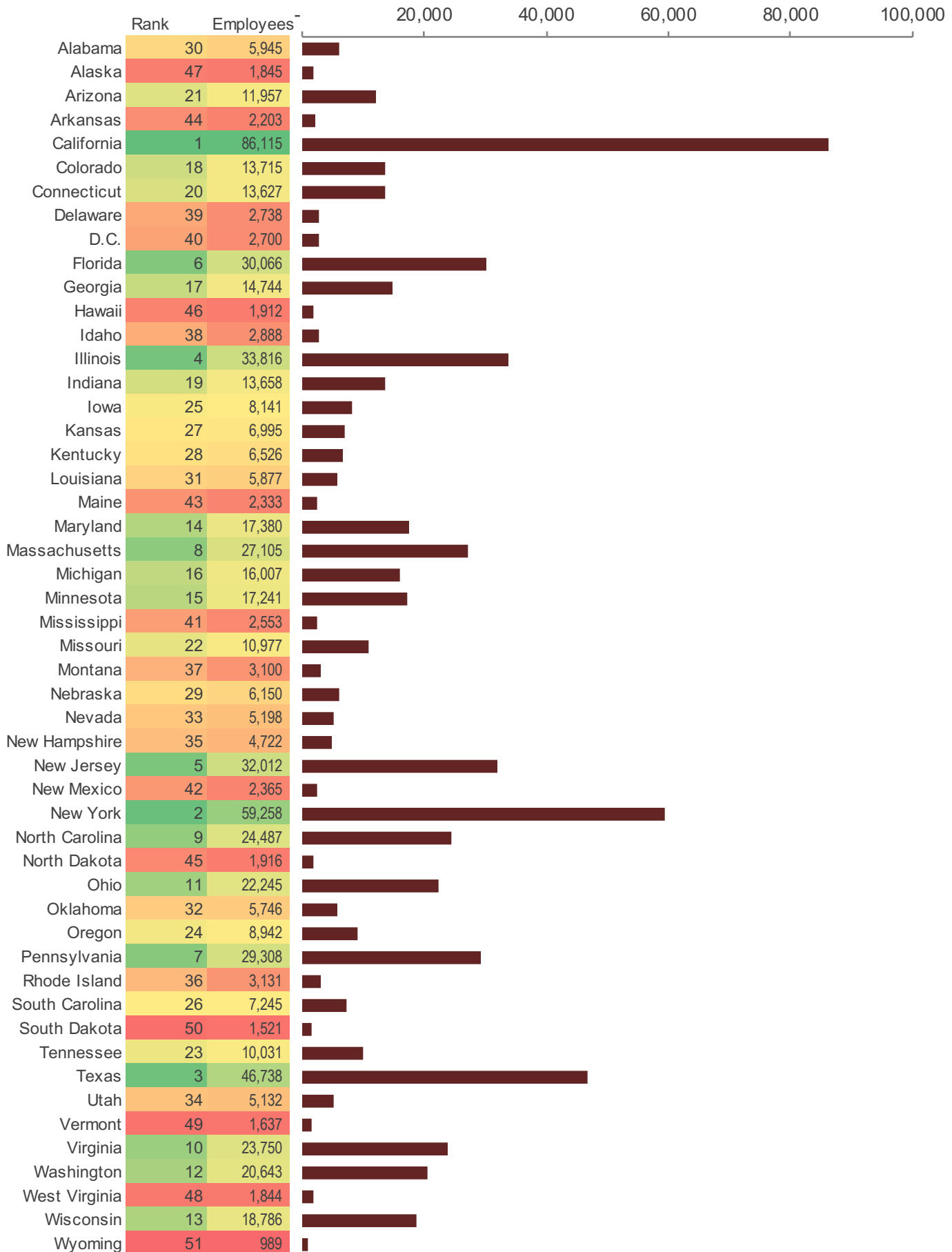
Below is the average number of full-time and part-time employees per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



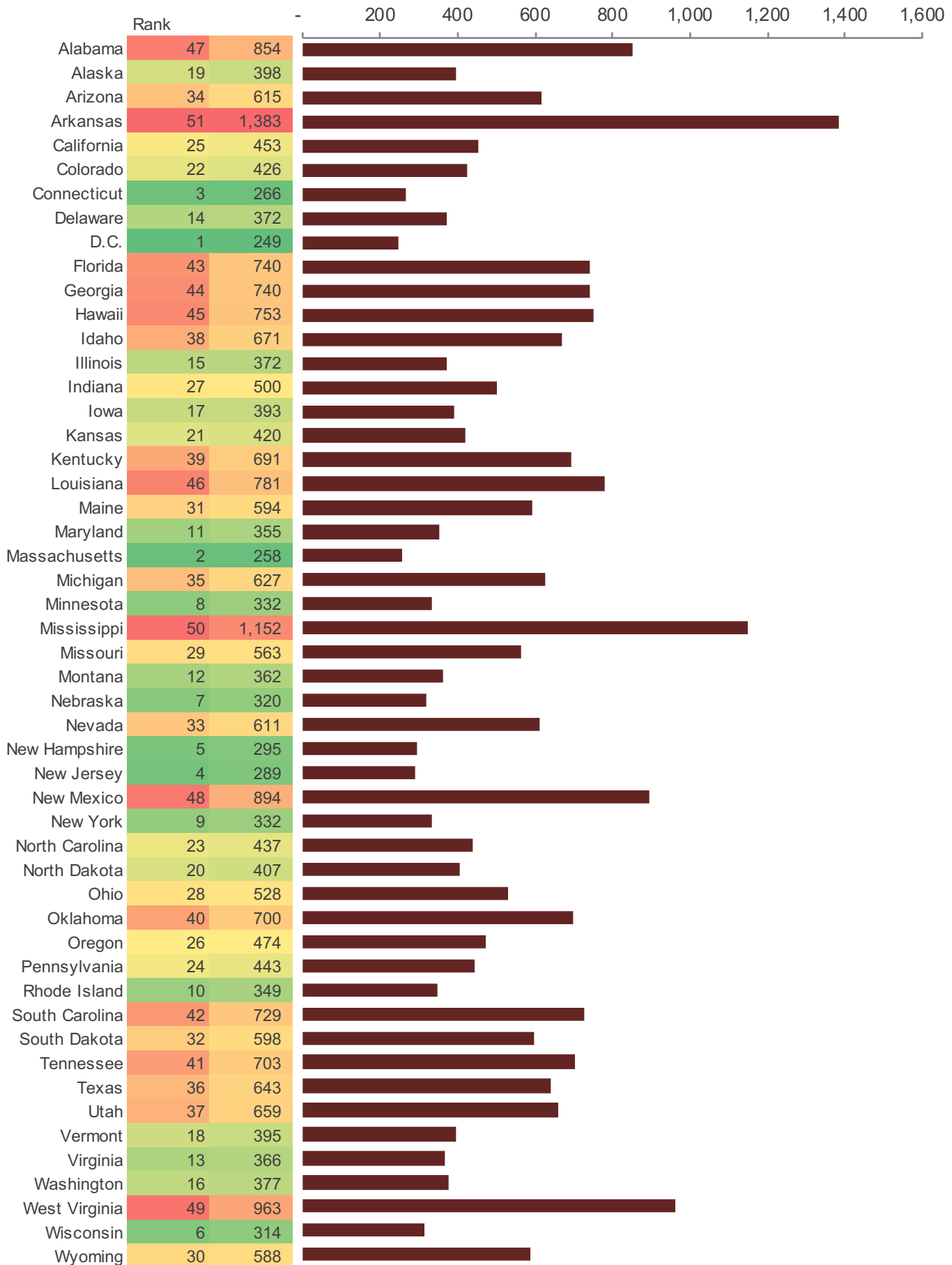
Total Employees by State

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	166	Brunswick, GA	36
Akron, OH	848	Buffalo-Cheektowaga-Niagara Falls, NY	2,480
Albany, GA	219	Burlington, NC	381
Albany, OR	70	Burlington-South Burlington, VT	1,112
Albany-Schenectady-Troy, NY	3,221	California-Lexington Park, MD	180
Albuquerque, NM	1,698	Canton-Massillon, OH	1,075
Alexandria, LA	87	Cape Coral-Fort Myers, FL	718
Allentown-Bethlehem-Easton, PA-NJ	1,135	Cape Girardeau, MO-IL	29
Altoona, PA	275	Carbondale-Marion, IL	118
Amarillo, TX	363	Carson City, NV	76
Ames, IA	259	Casper, WY	233
Anchorage, AK	1,179	Cedar Rapids, IA	916
Ann Arbor, MI	1,185	Chambersburg-Waynesboro, PA	227
Anniston-Oxford-Jacksonville, AL	23	Champaign-Urbana, IL	250
Appleton, WI	1,409	Charleston, WV	328
Asheville, NC	941	Charleston-North Charleston, SC	1,252
Athens-Clarke County, GA	521	Charlotte-Concord-Gastonia, NC-SC	8,375
Atlanta-Sandy Springs-Roswell, GA	10,803	Charlottesville, VA	558
Atlantic City-Hammonton, NJ	623	Chattanooga, TN-GA	1,238
Auburn-Opelika, AL	110	Cheyenne, WY	249
Augusta-Richmond County, GA-SC	1,196	Chicago-Naperville-Elgin, IL-IN-WI	27,588
Austin-Round Rock, TX	6,332	Chico, CA	440
Bakersfield, CA	866	Cincinnati, OH-KY-IN	5,590
Baltimore-Columbia-Towson, MD	9,395	Clarksville, TN-KY	303
Bangor, ME	252	Cleveland, TN	249
Barnstable Town, MA	608	Cleveland-Elyria, OH	3,735
Baton Rouge, LA	1,671	Coeur d'Alene, ID	256
Battle Creek, MI	197	College Station-Bryan, TX	560
Bay City, MI	179	Colorado Springs, CO	1,515
Beaumont-Port Arthur, TX	472	Columbia, MO	423
Beckley, WV	125	Columbia, SC	1,043
Bellingham, WA	691	Columbus, GA-AL	294
Bend-Redmond, OR	436	Columbus, IN	196
Billings, MT	682	Columbus, OH	5,022
Binghamton, NY	482	Corpus Christi, TX	614
Birmingham-Hoover, AL	2,545	Corvallis, OR	238
Bismarck, ND	529	Crestview-Fort Walton Beach-Destin, FL	222
Blacksburg-Christiansburg-Radford, VA	171	Cumberland, MD-WV	57
Bloomington, IL	956	Dallas-Fort Worth-Arlington, TX	13,420
Bloomington, IN	624	Dalton, GA	130
Bloomsburg-Berwick, PA	126	Danville, IL	122
Boise City, ID	1,321	Daphne-Fairhope-Foley, AL	268
Boston-Cambridge-Newton, MA-NH	22,251	Davenport-Moline-Rock Island, IA-IL	1,131
Boulder, CO	1,598	Dayton, OH	1,760
Bowling Green, KY	241	Decatur, AL	110
Bremerton-Silverdale, WA	767	Decatur, IL	302
Bridgeport-Stamford-Norwalk, CT	5,977	Deltona-Daytona Beach-Ormond, FL	948
Brownsville-Harlingen, TX	283	Denver-Aurora-Lakewood, CO	7,976

Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Des Moines-West Des Moines, IA	2,777	Greenville-Anderson-Mauldin, SC	1,844
Detroit-Warren-Dearborn, MI	7,861	Gulfport-Biloxi-Pascagoula, MS	397
Dothan, AL	43	Hagerstown-Martinsburg, MD-WV	513
Dover, DE	325	Hammond, LA	240
Dubuque, IA	253	Hanford-Corcoran, CA	143
Duluth, MN-WI	699	Harrisburg-Carlisle, PA	1,028
Durham-Chapel Hill, NC	1,437	Harrisonburg, VA	307
East Stroudsburg, PA	204	Hartford-West Hartford-East Hartford, CT	4,401
Eau Claire, WI	742	Hattiesburg, MS	288
El Centro, CA	114	Hickory-Lenoir-Morganton, NC	342
Elizabethtown-Fort Knox, KY	118	Hilton Head Island-Bluffton-Beaufort, SC	408
Elkhart-Goshen, IN	132	Hinesville, GA	146
Elmira, NY	227	Homosassa Springs, FL	39
El Paso, TX	865	Hot Springs, AR	131
Enid, OK	127	Houma-Thibodaux, LA	219
Erie, PA	967	Houston-The Woodlands-Sugar Land, TX	13,827
Eugene, OR	743	Huntington-Ashland, WV-KY-OH	460
Evansville, IN-KY	936	Huntsville, AL	824
Fairbanks, AK	162	Idaho Falls, ID	419
Fargo, ND-MN	941	Indianapolis-Carmel-Anderson, IN	4,536
Farmington, NM	78	Iowa City, IA	399
Fayetteville, NC	479	Ithaca, NY	238
Fayetteville-Springdale-Rogers, AR-MO	607	Jackson, MI	89
Flagstaff, AZ	356	Jackson, MS	797
Flint, MI	163	Jackson, TN	168
Florence, SC	352	Jacksonville, FL	2,195
Florence-Muscle Shoals, AL	204	Jacksonville, NC	199
Fond du Lac, WI	272	Janesville-Beloit, WI	431
Fort Collins, CO	1,043	Jefferson City, MO	310
Fort Smith, AR-OK	100	Johnson City, TN	100
Fort Wayne, IN	1,377	Johnstown, PA	145
Fresno, CA	1,285	Jonesboro, AR	96
Gadsden, AL	111	Joplin, MO	374
Gainesville, FL	620	Kahului-Wailuku-Lahaina, HI	251
Gainesville, GA	434	Kalamazoo-Portage, MI	665
Gettysburg, PA	16	Kankakee, IL	266
Glens Falls, NY	334	Kansas City, MO-KS	5,231
Goldsboro, NC	180	Kennewick-Richland, WA	746
Grand Forks, ND-MN	206	Killeen-Temple, TX	551
Grand Island, NE	36	Kingsport-Bristol-Bristol, TN-VA	461
Grand Junction, CO	241	Kingston, NY	500
Grand Rapids-Wyoming, MI	2,382	Knoxville, TN	1,572
Grants Pass, OR	276	Kokomo, IN	224
Great Falls, MT	137	La Crosse-Onalaska, WI-MN	852
Greeley, CO	201	Lafayette, LA	613
Green Bay, WI	1,352	Lafayette-West Lafayette, IN	417
Greensboro-High Point, NC	1,851	Lake Charles, LA	95
Greenville, NC	336	Lake Havasu City-Kingman, AZ	223

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	492	Muncie, IN	170
Lancaster, PA	1,407	Muskegon, MI	164
Lansing-East Lansing, MI	959	Myrtle-Conway-North Myrtle, SC-NC	390
Laredo, TX	298	Napa, CA	400
Las Cruces, NM	115	Naples-Immokalee-Marco Island, FL	729
Las Vegas-Henderson-Paradise, NV	3,975	Nashville-Davidson--Murfr.--Franklin, TN	3,948
Lawrence, KS	290	New Bern, NC	185
Lawton, OK	87	New Haven-Milford, CT	2,467
Lebanon, PA	244	New Orleans-Metairie, LA	2,224
Lewiston, ID-WA	66	New York-Newark-Jersey City, NY-NJ-PA	68,800
Lewiston-Auburn, ME	140	Niles-Benton Harbor, MI	426
Lexington-Fayette, KY	1,238	North Port-Sarasota-Bradenton, FL	1,748
Lima, OH	180	Norwich-New London, CT	376
Lincoln, NE	1,111	Ocala, FL	176
Little Rock-North Little Rock-Conway, AR	953	Ocean City, NJ	204
Logan, UT-ID	331	Odessa, TX	204
Longview, TX	161	Ogden-Clearfield, UT	1,173
Longview, WA	71	Oklahoma City, OK	2,830
Los Angeles-Long Beach-Anaheim, CA	28,076	Olympia-Tumwater, WA	660
Louisville/Jefferson County, KY-IN	2,895	Omaha-Council Bluffs, NE-IA	3,236
Lubbock, TX	685	Orlando-Kissimmee-Sanford, FL	4,399
Lynchburg, VA	476	Oshkosh-Neenah, WI	926
Macon-Bibb County, GA	123	Owensboro, KY	209
Madera, CA	86	Oxnard-Thousand Oaks-Ventura, CA	1,962
Madison, WI	2,614	Palm Bay-Melbourne-Titusville, FL	523
Manchester-Nashua, NH	1,435	Panama City, FL	132
Manhattan, KS	109	Parkersburg-Vienna, WV	187
Mankato-North Mankato, MN	334	Pensacola-Ferry Pass-Brent, FL	340
Mansfield, OH	207	Peoria, IL	720
McAllen-Edinburg-Mission, TX	380	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	19,684
Medford, OR	392	Phoenix-Mesa-Scottsdale, AZ	8,952
Memphis, TN-MS-AR	1,992	Pine Bluff, AR	125
Merced, CA	254	Pittsburgh, PA	4,823
Miami-Fort Lauderdale-West Palm Beach, FL	9,493	Pittsfield, MA	152
Michigan City-La Porte, IN	236	Pocatello, ID	153
Midland, MI	113	Portland-South Portland, ME	1,074
Midland, TX	355	Portland-Vancouver-Hillsboro, OR-WA	5,824
Milwaukee-Waukesha-West Allis, WI	6,248	Port St. Lucie, FL	545
Minneapolis-St. Paul-Bloomington, MN-WI	13,902	Prescott, AZ	363
Missoula, MT	703	Providence-Warwick, RI-MA	5,345
Mobile, AL	446	Provo-Orem, UT	592
Modesto, CA	747	Pueblo, CO	277
Monroe, LA	168	Punta Gorda, FL	173
Monroe, MI	115	Racine, WI	158
Montgomery, AL	689	Raleigh, NC	5,743
Morgantown, WV	156	Rapid City, SD	260
Morristown, TN	16	Reading, PA	837
Mount Vernon-Anacortes, WA	352	Redding, CA	228

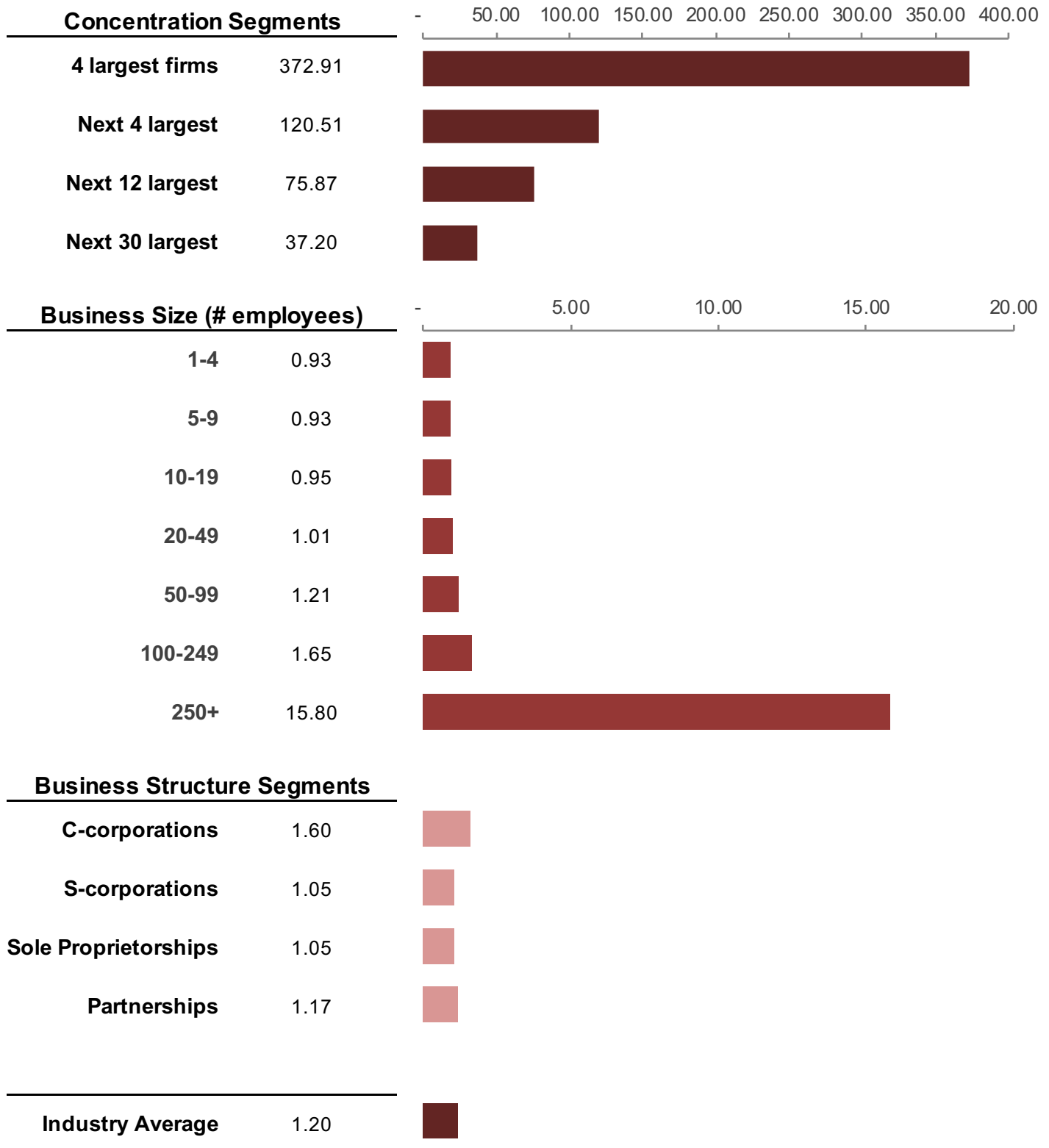
Employees per Metropolitan Area

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	916	Staunton-Waynesboro, VA	227
Richmond, VA	5,107	Stockton-Lodi, CA	915
Riverside-San Bernardino-Ontario, CA	6,026	Sumter, SC	181
Roanoke, VA	557	Syracuse, NY	1,917
Rochester, MN	621	Tallahassee, FL	516
Rochester, NY	3,567	Tampa-St. Petersburg-Clearwater, FL	5,401
Rockford, IL	957	Terre Haute, IN	190
Rocky Mount, NC	180	Texarkana, TX-AR	131
Rome, GA	47	The Villages, FL	76
Sacramento--Roseville--Arden-Arcade, CA	5,279	Toledo, OH	1,910
Saginaw, MI	234	Topeka, KS	379
St. Cloud, MN	440	Trenton, NJ	1,986
St. George, UT	267	Tucson, AZ	1,974
St. Joseph, MO-KS	219	Tulsa, OK	1,868
St. Louis, MO-IL	7,717	Tuscaloosa, AL	133
Salem, OR	913	Tyler, TX	238
Salinas, CA	565	Urban Honolulu, HI	1,482
Salisbury, MD-DE	686	Utica-Rome, NY	290
Salt Lake City, UT	2,430	Valdosta, GA	150
San Angelo, TX	225	Vallejo-Fairfield, CA	860
San Antonio-New Braunfels, TX	4,340	Victoria, TX	129
San Diego-Carlsbad, CA	10,679	Vineland-Bridgeton, NJ	113
San Francisco-Oakland-Hayward, CA	14,868	Virginia Beach-Norfolk-Newport, VA-NC	4,338
San Jose-Sunnyvale-Santa Clara, CA	6,644	Visalia-Porterville, CA	354
San Luis Obispo-Paso Robles-Arroyo Gr., CA	782	Waco, TX	882
Santa Cruz-Watsonville, CA	965	Walla Walla, WA	149
Santa Fe, NM	148	Warner Robins, GA	115
Santa Maria-Santa Barbara, CA	994	Washing.-Arling.-Alexan., DC-VA-MD-WV	20,086
Santa Rosa, CA	1,413	Waterloo-Cedar Falls, IA	365
Savannah, GA	288	Watertown-Fort Drum, NY	29
Scranton--Wilkes-Barre--Hazleton, PA	975	Wausau, WI	530
Seattle-Tacoma-Bellevue, WA	13,830	Weirton-Steubenville, WV-OH	52
Sebastian-Vero Beach, FL	233	Wenatchee, WA	319
Sebring, FL	87	Wheeling, WV-OH	141
Sheboygan, WI	449	Wichita, KS	1,728
Sherman-Denison, TX	94	Wichita Falls, TX	93
Shreveport-Bossier City, LA	387	Williamsport, PA	30
Sierra Vista-Douglas, AZ	77	Wilmington, NC	801
Sioux City, IA-NE-SD	353	Winchester, VA-WV	328
Sioux Falls, SD	835	Winston-Salem, NC	1,710
South Bend-Mishawaka, IN-MI	603	Worcester, MA-CT	2,149
Spartanburg, SC	407	Yakima, WA	260
Spokane-Spokane Valley, WA	1,417	York-Hanover, PA	1,275
Springfield, IL	530	Youngstown-Warren-Boardman, OH-PA	665
Springfield, MA	1,506	Yuba City, CA	265
Springfield, MO	631	Yuma, AZ	72
Springfield, OH	145		
State College, PA	452		

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	18	Brunswick, GA	8
Akron, OH	77	Buffalo-Cheektowaga-Niagara Falls, NY	154
Albany, GA	9	Burlington, NC	15
Albany, OR	11	Burlington-South Burlington, VT	37
Albany-Schenectady-Troy, NY	107	California-Lexington Park, MD	7
Albuquerque, NM	95	Canton-Massillon, OH	32
Alexandria, LA	11	Cape Coral-Fort Myers, FL	61
Allentown-Bethlehem-Easton, PA-NJ	94	Cape Girardeau, MO-IL	6
Altoona, PA	12	Carbondale-Marion, IL	12
Amarillo, TX	20	Carson City, NV	7
Ames, IA	16	Casper, WY	17
Anchorage, AK	53	Cedar Rapids, IA	29
Ann Arbor, MI	51	Chambersburg-Waynesboro, PA	18
Anniston-Oxford-Jacksonville, AL	6	Champaign-Urbana, IL	26
Appleton, WI	29	Charleston, WV	23
Asheville, NC	61	Charleston-North Charleston, SC	98
Athens-Clarke County, GA	32	Charlotte-Concord-Gastonia, NC-SC	426
Atlanta-Sandy Springs-Roswell, GA	745	Charlottesville, VA	37
Atlantic City-Hammonton, NJ	33	Chattanooga, TN-GA	66
Auburn-Opelika, AL	9	Cheyenne, WY	9
Augusta-Richmond County, GA-SC	52	Chicago-Naperville-Elgin, IL-IN-WI	1,227
Austin-Round Rock, TX	315	Chico, CA	21
Bakersfield, CA	57	Cincinnati, OH-KY-IN	271
Baltimore-Columbia-Towson, MD	379	Clarksville, TN-KY	25
Bangor, ME	15	Cleveland, TN	7
Barnstable Town, MA	48	Cleveland-Elyria, OH	239
Baton Rouge, LA	94	Coeur d'Alene, ID	25
Battle Creek, MI	9	College Station-Bryan, TX	28
Bay City, MI	7	Colorado Springs, CO	77
Beaumont-Port Arthur, TX	33	Columbia, MO	33
Beckley, WV	6	Columbia, SC	77
Bellingham, WA	38	Columbus, GA-AL	21
Bend-Redmond, OR	36	Columbus, IN	11
Billings, MT	39	Columbus, OH	247
Binghamton, NY	26	Corpus Christi, TX	37
Birmingham-Hoover, AL	125	Corvallis, OR	14
Bismarck, ND	16	Crestview-Fort Walton Beach-Destin, FL	33
Blacksburg-Christiansburg-Radford, VA	20	Cumberland, MD-WV	5
Bloomington, IL	24	Dallas-Fort Worth-Arlington, TX	743
Bloomington, IN	18	Dalton, GA	4
Bloomsburg-Berwick, PA	12	Danville, IL	8
Boise City, ID	79	Daphne-Fairhope-Foley, AL	22
Boston-Cambridge-Newton, MA-NH	1,023	Davenport-Moline-Rock Island, IA-IL	42
Boulder, CO	69	Dayton, OH	94
Bowling Green, KY	17	Decatur, AL	7
Bremerton-Silverdale, WA	29	Decatur, IL	12
Bridgeport-Stamford-Norwalk, CT	238	Deltona-Daytona Beach-Ormond, FL	68
Brownsville-Harlingen, TX	20	Denver-Aurora-Lakewood, CO	459

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Des Moines-West Des Moines, IA	102	Greenville-Anderson-Mauldin, SC	113
Detroit-Warren-Dearborn, MI	422	Gulfport-Biloxi-Pascagoula, MS	43
Dothan, AL	10	Hagerstown-Martinsburg, MD-WV	22
Dover, DE	14	Hammond, LA	11
Dubuque, IA	15	Hanford-Corcoran, CA	7
Duluth, MN-WI	35	Harrisburg-Carlisle, PA	68
Durham-Chapel Hill, NC	83	Harrisonburg, VA	10
East Stroudsburg, PA	13	Hartford-West Hartford-East Hartford, CT	193
Eau Claire, WI	21	Hattiesburg, MS	17
El Centro, CA	9	Hickory-Lenoir-Morganton, NC	24
Elizabethtown-Fort Knox, KY	15	Hilton Head Island-Bluffton-Beaufort, SC	32
Elkhart-Goshen, IN	15	Hinesville, GA	1
Elmira, NY	10	Homosassa Springs, FL	7
El Paso, TX	77	Hot Springs, AR	6
Enid, OK	10	Houma-Thibodaux, LA	22
Erie, PA	30	Houston-The Woodlands-Sugar Land, TX	661
Eugene, OR	41	Huntington-Ashland, WV-KY-OH	23
Evansville, IN-KY	35	Huntsville, AL	65
Fairbanks, AK	15	Idaho Falls, ID	5
Fargo, ND-MN	36	Indianapolis-Carmel-Anderson, IN	248
Farmington, NM	7	Iowa City, IA	17
Fayetteville, NC	28	Ithaca, NY	17
Fayetteville-Springdale-Rogers, AR-MO	49	Jackson, MI	13
Flagstaff, AZ	17	Jackson, MS	61
Flint, MI	24	Jackson, TN	13
Florence, SC	13	Jacksonville, FL	161
Florence-Muscle Shoals, AL	16	Jacksonville, NC	12
Fond du Lac, WI	12	Janesville-Beloit, WI	18
Fort Collins, CO	66	Jefferson City, MO	17
Fort Smith, AR-OK	19	Johnson City, TN	9
Fort Wayne, IN	47	Johnstown, PA	11
Fresno, CA	77	Jonesboro, AR	8
Gadsden, AL	8	Joplin, MO	11
Gainesville, FL	35	Kahului-Wailuku-Lahaina, HI	22
Gainesville, GA	12	Kalamazoo-Portage, MI	31
Gettysburg, PA	4	Kankakee, IL	12
Glens Falls, NY	14	Kansas City, MO-KS	267
Goldsboro, NC	12	Kennewick-Richland, WA	35
Grand Forks, ND-MN	9	Killeen-Temple, TX	33
Grand Island, NE	10	Kingsport-Bristol-Bristol, TN-VA	31
Grand Junction, CO	11	Kingston, NY	27
Grand Rapids-Wyoming, MI	104	Knoxville, TN	86
Grants Pass, OR	8	Kokomo, IN	9
Great Falls, MT	10	La Crosse-Onalaska, WI-MN	24
Greeley, CO	22	Lafayette, LA	59
Green Bay, WI	41	Lafayette-West Lafayette, IN	17
Greensboro-High Point, NC	87	Lake Charles, LA	17
Greenville, NC	20	Lake Havasu City-Kingman, AZ	15

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Lakeland-Winter Haven, FL	38	Muncie, IN	9
Lancaster, PA	53	Muskegon, MI	10
Lansing-East Lansing, MI	32	Myrtle-Conway-North Myrtle, SC-NC	41
Laredo, TX	18	Napa, CA	24
Las Cruces, NM	14	Naples-Immokalee-Marco Island, FL	50
Las Vegas-Henderson-Paradise, NV	181	Nashville-Davidson--Murfr.--Franklin, TN	234
Lawrence, KS	14	New Bern, NC	9
Lawton, OK	7	New Haven-Milford, CT	118
Lebanon, PA	10	New Orleans-Metairie, LA	152
Lewiston, ID-WA	6	New York-Newark-Jersey City, NY-NJ-PA	3,131
Lewiston-Auburn, ME	11	Niles-Benton Harbor, MI	13
Lexington-Fayette, KY	67	North Port-Sarasota-Bradenton, FL	93
Lima, OH	10	Norwich-New London, CT	31
Lincoln, NE	45	Ocala, FL	16
Little Rock-North Little Rock-Conway, AR	64	Ocean City, NJ	17
Logan, UT-ID	13	Odessa, TX	15
Longview, TX	17	Ogden-Clearfield, UT	45
Longview, WA	13	Oklahoma City, OK	156
Los Angeles-Long Beach-Anaheim, CA	1,518	Olympia-Tumwater, WA	28
Louisville/Jefferson County, KY-IN	134	Omaha-Council Bluffs, NE-IA	146
Lubbock, TX	29	Orlando-Kissimmee-Sanford, FL	262
Lynchburg, VA	26	Oshkosh-Neenah, WI	21
Macon-Bibb County, GA	17	Owensboro, KY	12
Madera, CA	8	Oxnard-Thousand Oaks-Ventura, CA	102
Madison, WI	127	Palm Bay-Melbourne-Titusville, FL	55
Manchester-Nashua, NH	78	Panama City, FL	19
Manhattan, KS	7	Parkersburg-Vienna, WV	11
Mankato-North Mankato, MN	13	Pensacola-Ferry Pass-Brent, FL	46
Mansfield, OH	12	Peoria, IL	37
McAllen-Edinburg-Mission, TX	32	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	922
Medford, OR	33	Phoenix-Mesa-Scottsdale, AZ	452
Memphis, TN-MS-AR	116	Pine Bluff, AR	2
Merced, CA	23	Pittsburgh, PA	319
Miami-Fort Lauderdale-West Palm Beach, FL	768	Pittsfield, MA	13
Michigan City-La Porte, IN	11	Pocatello, ID	6
Midland, MI	7	Portland-South Portland, ME	78
Midland, TX	16	Portland-Vancouver-Hillsboro, OR-WA	309
Milwaukee-Waukesha-West Allis, WI	222	Port St. Lucie, FL	46
Minneapolis-St. Paul-Bloomington, MN-WI	565	Prescott, AZ	24
Missoula, MT	23	Providence-Warwick, RI-MA	241
Mobile, AL	32	Provo-Orem, UT	45
Modesto, CA	53	Pueblo, CO	12
Monroe, LA	16	Punta Gorda, FL	14
Monroe, MI	8	Racine, WI	12
Montgomery, AL	37	Raleigh, NC	223
Morgantown, WV	19	Rapid City, SD	20
Morristown, TN	5	Reading, PA	52
Mount Vernon-Anacortes, WA	13	Redding, CA	21

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Reno, NV	68	Staunton-Waynesboro, VA	14
Richmond, VA	171	Stockton-Lodi, CA	52
Riverside-San Bernardino-Ontario, CA	327	Sumter, SC	4
Roanoke, VA	42	Syracuse, NY	77
Rochester, MN	22	Tallahassee, FL	37
Rochester, NY	128	Tampa-St. Petersburg-Clearwater, FL	359
Rockford, IL	36	Terre Haute, IN	12
Rocky Mount, NC	7	Texarkana, TX-AR	10
Rome, GA	9	The Villages, FL	6
Sacramento--Roseville--Arden-Arcade, CA	273	Toledo, OH	60
Saginaw, MI	16	Topeka, KS	24
St. Cloud, MN	32	Trenton, NJ	67
St. George, UT	21	Tucson, AZ	123
St. Joseph, MO-KS	9	Tulsa, OK	99
St. Louis, MO-IL	349	Tuscaloosa, AL	16
Salem, OR	54	Tyler, TX	19
Salinas, CA	34	Urban Honolulu, HI	48
Salisbury, MD-DE	55	Utica-Rome, NY	31
Salt Lake City, UT	118	Valdosta, GA	12
San Angelo, TX	10	Vallejo-Fairfield, CA	48
San Antonio-New Braunfels, TX	211	Victoria, TX	10
San Diego-Carlsbad, CA	419	Vineland-Bridgeton, NJ	12
San Francisco-Oakland-Hayward, CA	704	Virginia Beach-Norfolk-Newport, VA-NC	204
San Jose-Sunnyvale-Santa Clara, CA	303	Visalia-Porterville, CA	23
San Luis Obispo-Paso Robles-Arroyo Gr., CA	46	Waco, TX	23
Santa Cruz-Watsonville, CA	37	Walla Walla, WA	5
Santa Fe, NM	26	Warner Robins, GA	10
Santa Maria-Santa Barbara, CA	71	Washing.-Arling.-Alexan., DC-VA-MD-WV	904
Santa Rosa, CA	78	Waterloo-Cedar Falls, IA	18
Savannah, GA	30	Watertown-Fort Drum, NY	4
Scranton--Wilkes-Barre--Hazleton, PA	56	Wausau, WI	16
Seattle-Tacoma-Bellevue, WA	546	Weirton-Steubenville, WV-OH	7
Sebastian-Vero Beach, FL	17	Wenatchee, WA	17
Sebring, FL	9	Wheeling, WV-OH	12
Sheboygan, WI	11	Wichita, KS	52
Sherman-Denison, TX	9	Wichita Falls, TX	8
Shreveport-Bossier City, LA	50	Williamsport, PA	5
Sierra Vista-Douglas, AZ	7	Wilmington, NC	39
Sioux City, IA-NE-SD	18	Winchester, VA-WV	16
Sioux Falls, SD	59	Winston-Salem, NC	79
South Bend-Mishawaka, IN-MI	38	Worcester, MA-CT	112
Spartanburg, SC	31	Yakima, WA	19
Spokane-Spokane Valley, WA	68	York-Hanover, PA	49
Springfield, IL	27	Youngstown-Warren-Boardman, OH-PA	44
Springfield, MA	69	Yuba City, CA	10
Springfield, MO	45	Yuma, AZ	13
Springfield, OH	9		
State College, PA	27		

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