

Kentley Insights

2024 Market Research Report Health Clubs

February 2024

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 2023 revenue for the Health Clubs industry was \$41.1 billion. The industry is above average in industry size, ranking in the top 40% of service industries in terms of size.

Overall Industry Growth

Over the past 3 years, industry revenue have been growing at an annual rate of 17.8% per year. This growth rate is significantly outpacing the 8.1% average for service industries and ranks it in the top 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 4.4% per year for the Health Clubs industry.

Revenue per Company

In 2023, the average revenue per company for the industry was approximately \$1.3 million, which grew at a 16.7% 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 2022 to 2023, price inflation for the industry was 4.7%. While over the past 5 years, inflation has averaged 2% per year.

Sales per Capita

For the Health Clubs industry, D.C. has the highest sales per capita at \$323. This is 185% higher than the average \$113 per capita across the U.S.

Sales per Location

For the industry, Hawaii has the highest sales per location at \$1.8 million, which is 83% higher than the U.S. average of \$1.1 million in sales per location.

Industry Snapshot - Costs, Capital & Profit

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

Operating Expenses

In 2023, the operating expenses as a percent of revenue for the Health Clubs industry was 90.5%, and over the past 3 years total operating expenses for the industry grew at 14.5% 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 2023 the sales per employee grew 7.5% over 2022 to \$55,490, which ranks the industry in the top 40% of service industries.

Profitability

63.2% of Companies in the Health Clubs industry are profitable, with an average net income of 12.8% of revenue, which ranks the industry in the top 60% of service industries.

Payroll per Employee

In 2023, payroll per employee equaled \$16,846 for the industry, which ranks it in the bottom 20% of service industries. Payroll per employee has grown at an annual rate of 4.6% 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 \$21,679, which is 28.7% higher than the U.S. average.

Job Categorization

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

Top Jobs

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

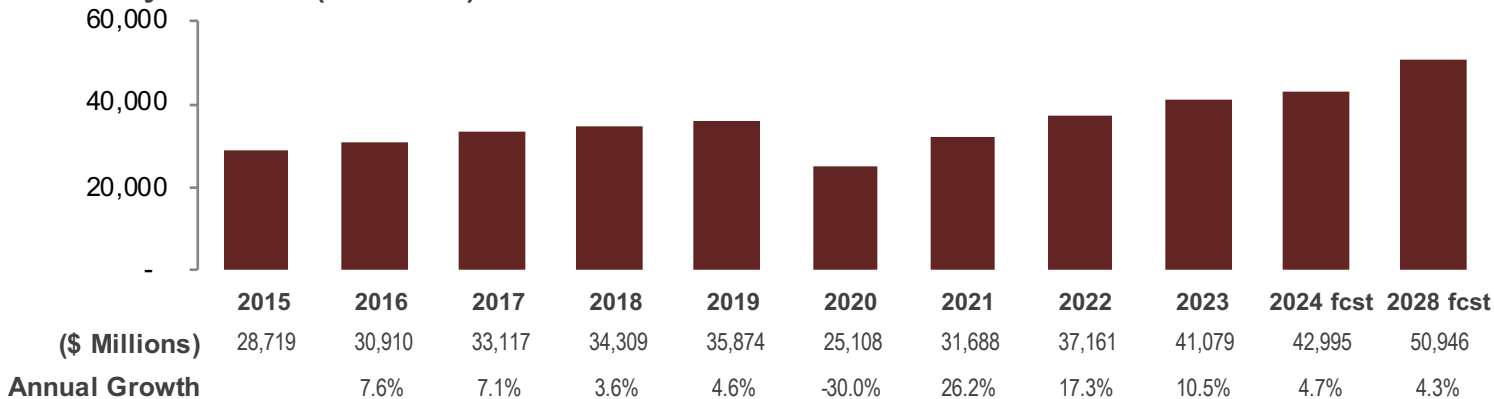
Section One

Revenue & Growth Analysis

Industry Growth Details

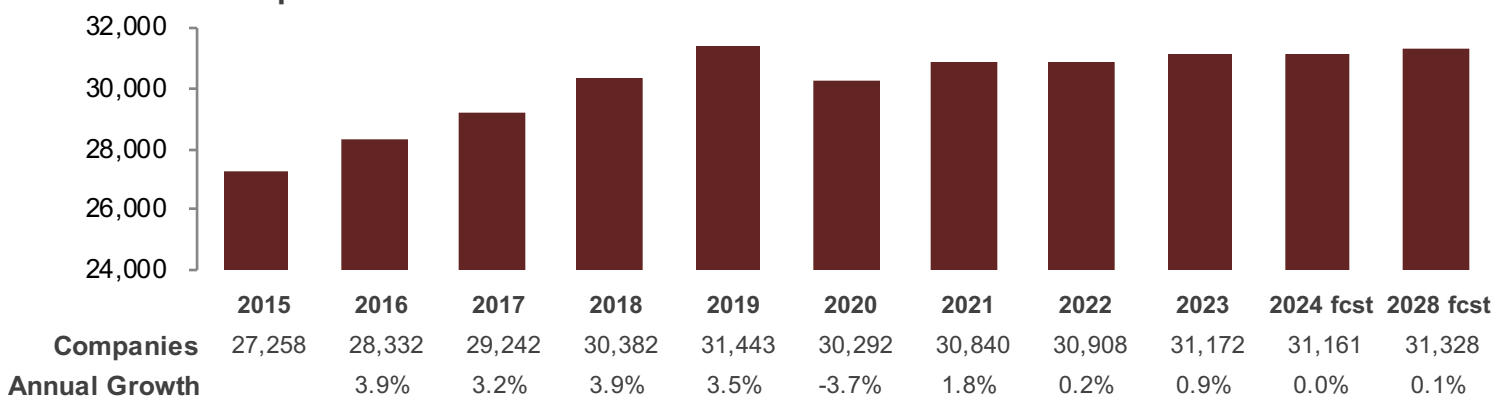
To get a macro level view of the Health Clubs industry, below are the historical details and industry growth forecasts for total industry revenue, number of companies, and number of locations.

Industry Revenue (\$ Millions)



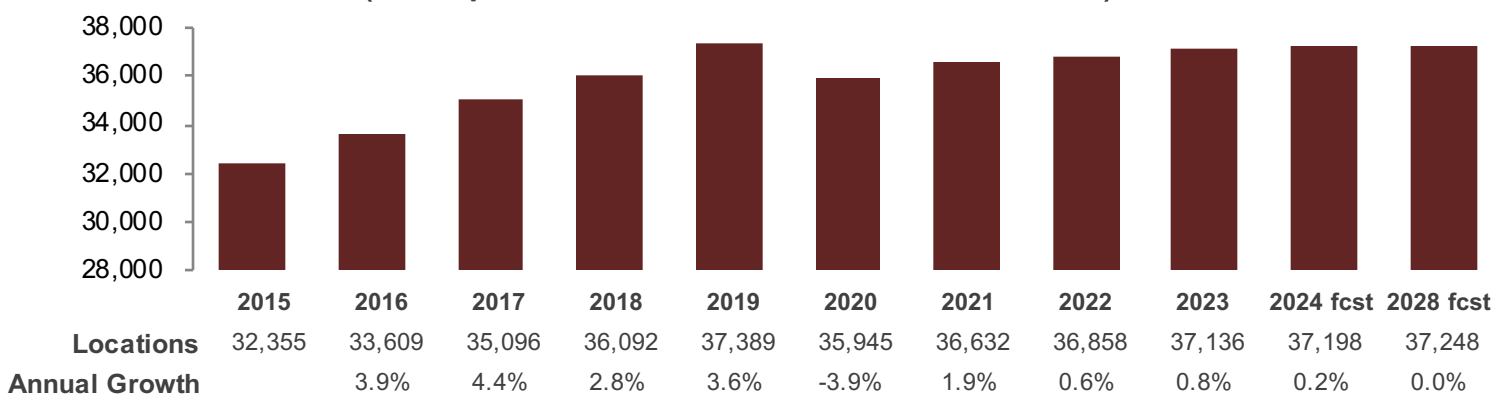
Compound Annual Growth Rate **17.8%** 3-Year **3.7%** 5-Year

Number of Companies



Compound Annual Growth Rate **1.0%** 3-Year **0.5%** 5-Year

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

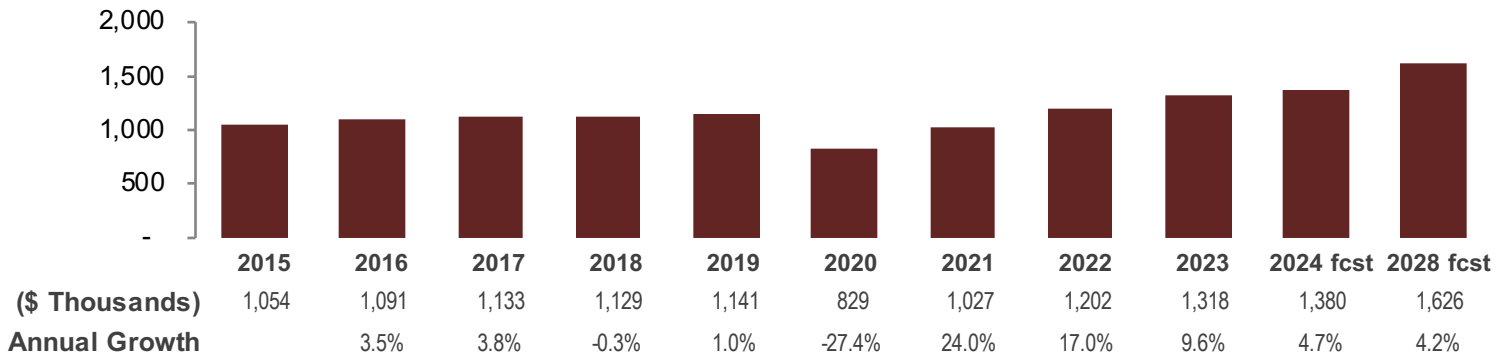


Compound Annual Growth Rate **1.1%** 3-Year **0.6%** 5-Year

Growth Benchmarks

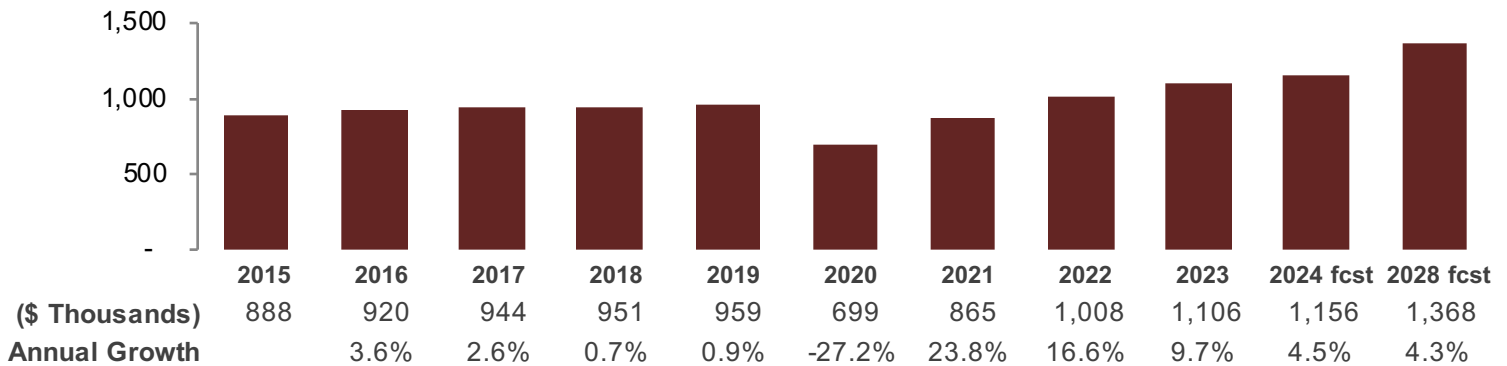
Below are the normalized growth benchmarks for the Health Clubs industry, including revenue per company, revenue per location, and locations per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and location growth.

Revenue per Company (\$ Thousands)



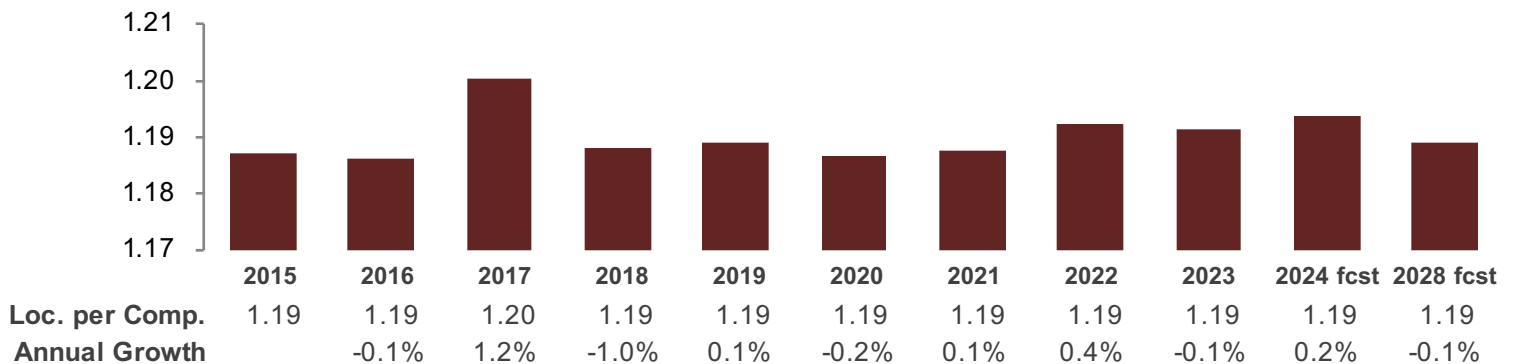
Compound Annual Growth Rate **16.7%** 3-Year **3.1%** 5-Year

Revenue per Location (\$ Thousands)



Compound Annual Growth Rate **16.6%** 3-Year **3.1%** 5-Year

Locations per Company

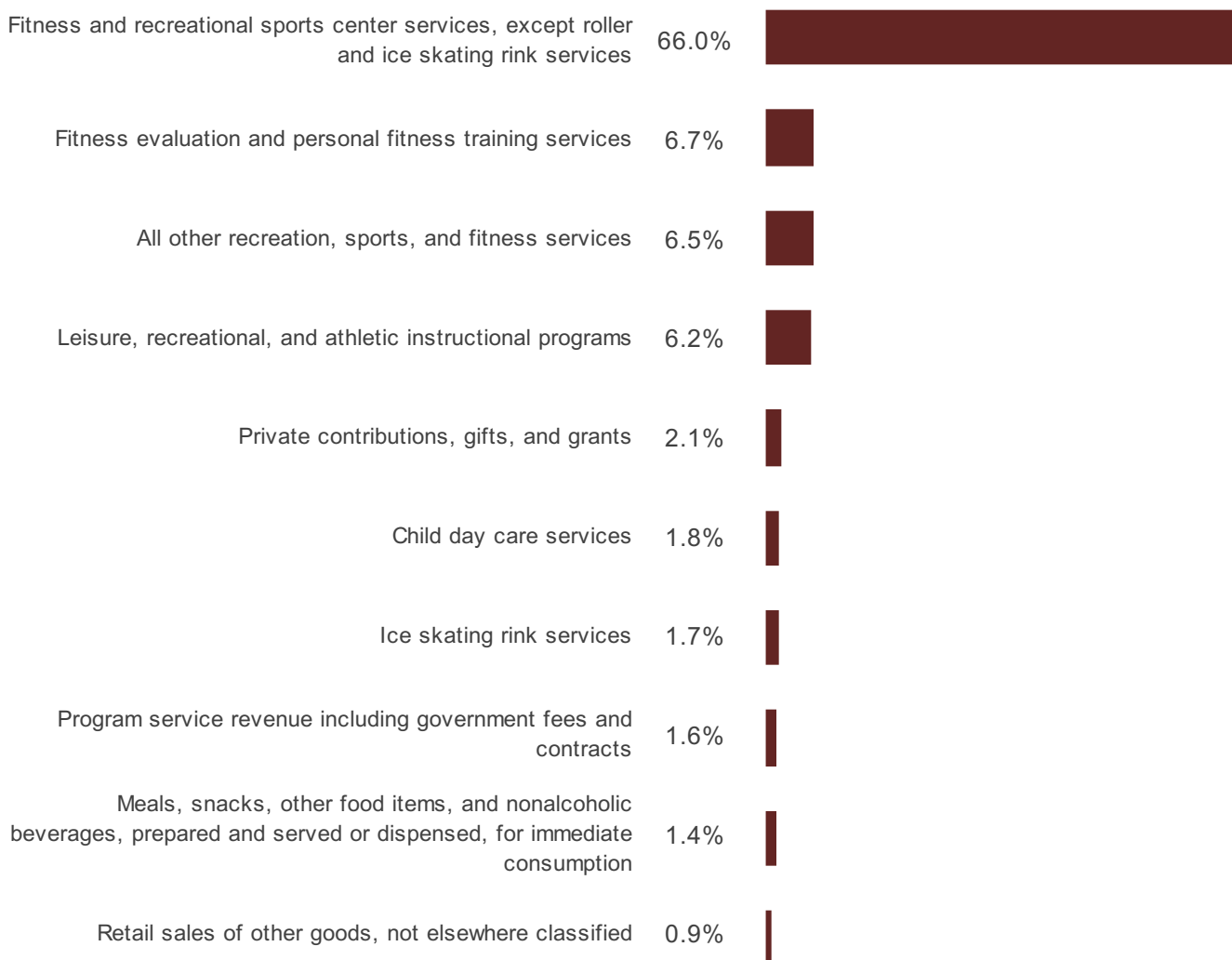


Compound Annual Growth Rate **0.1%** 3-Year **0.1%** 5-Year

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.

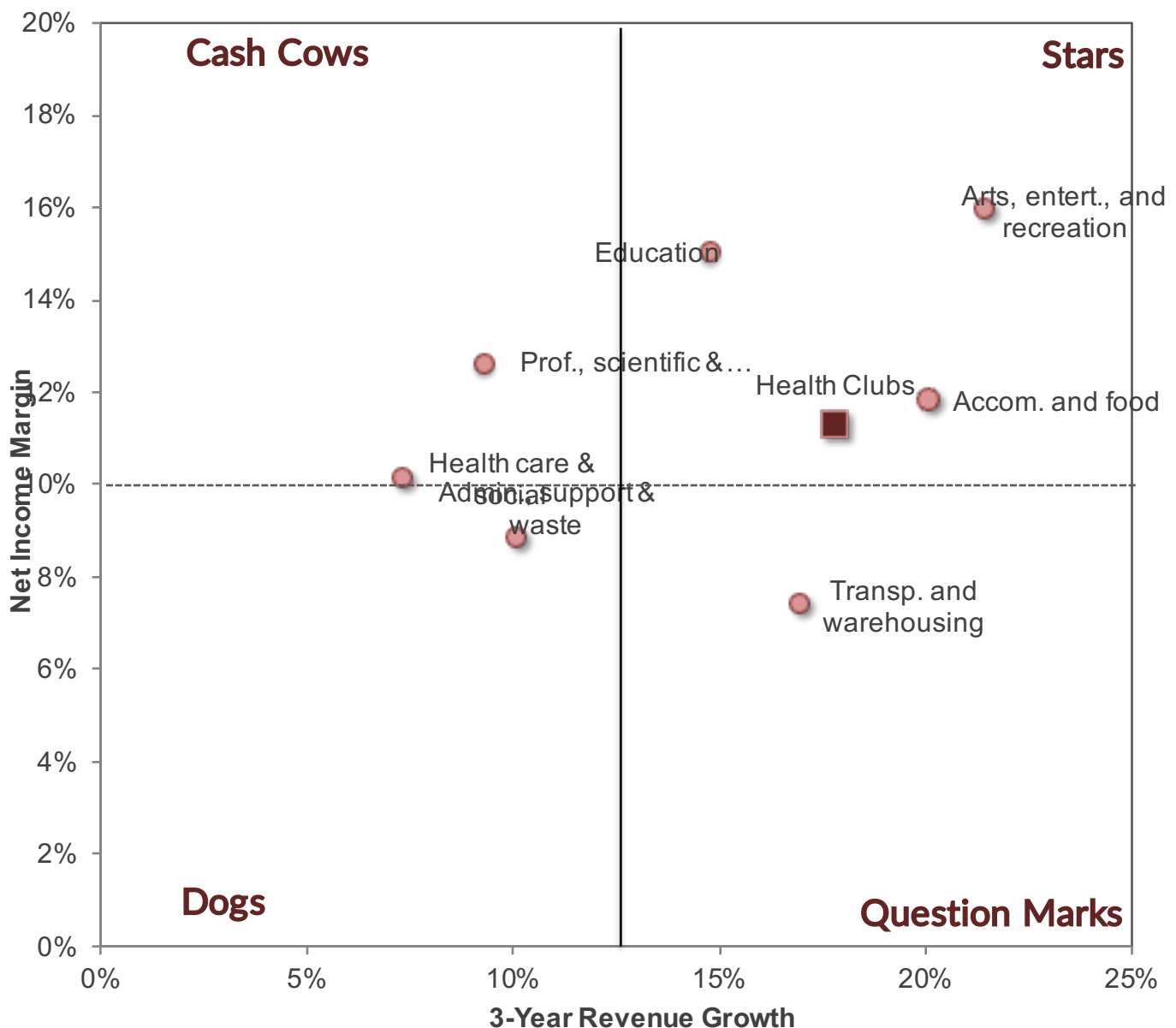
Breakdown of Sales by Top Product Lines (%)



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?

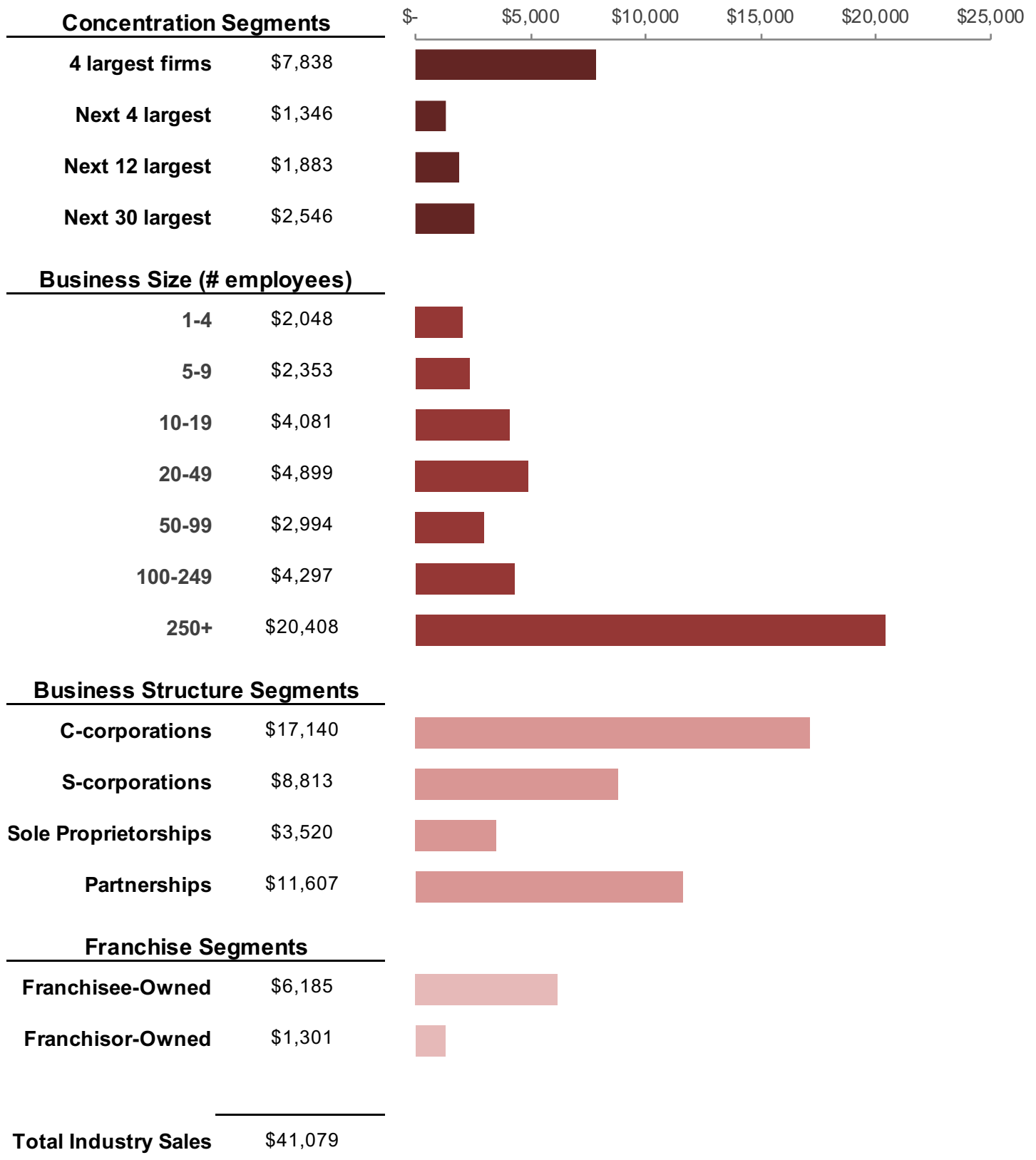
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. While, those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are 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

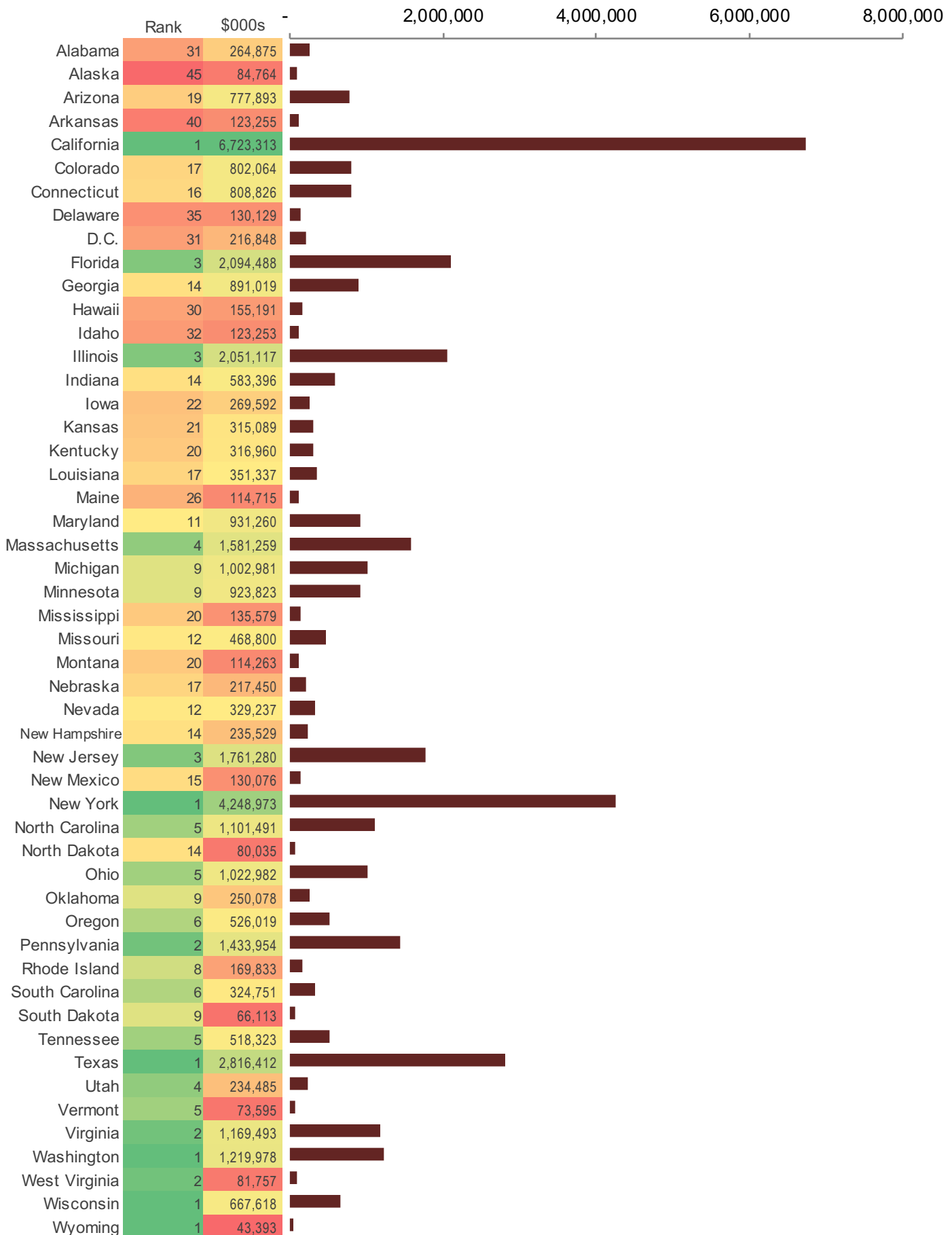
Below is total sales for various industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in \$ millions



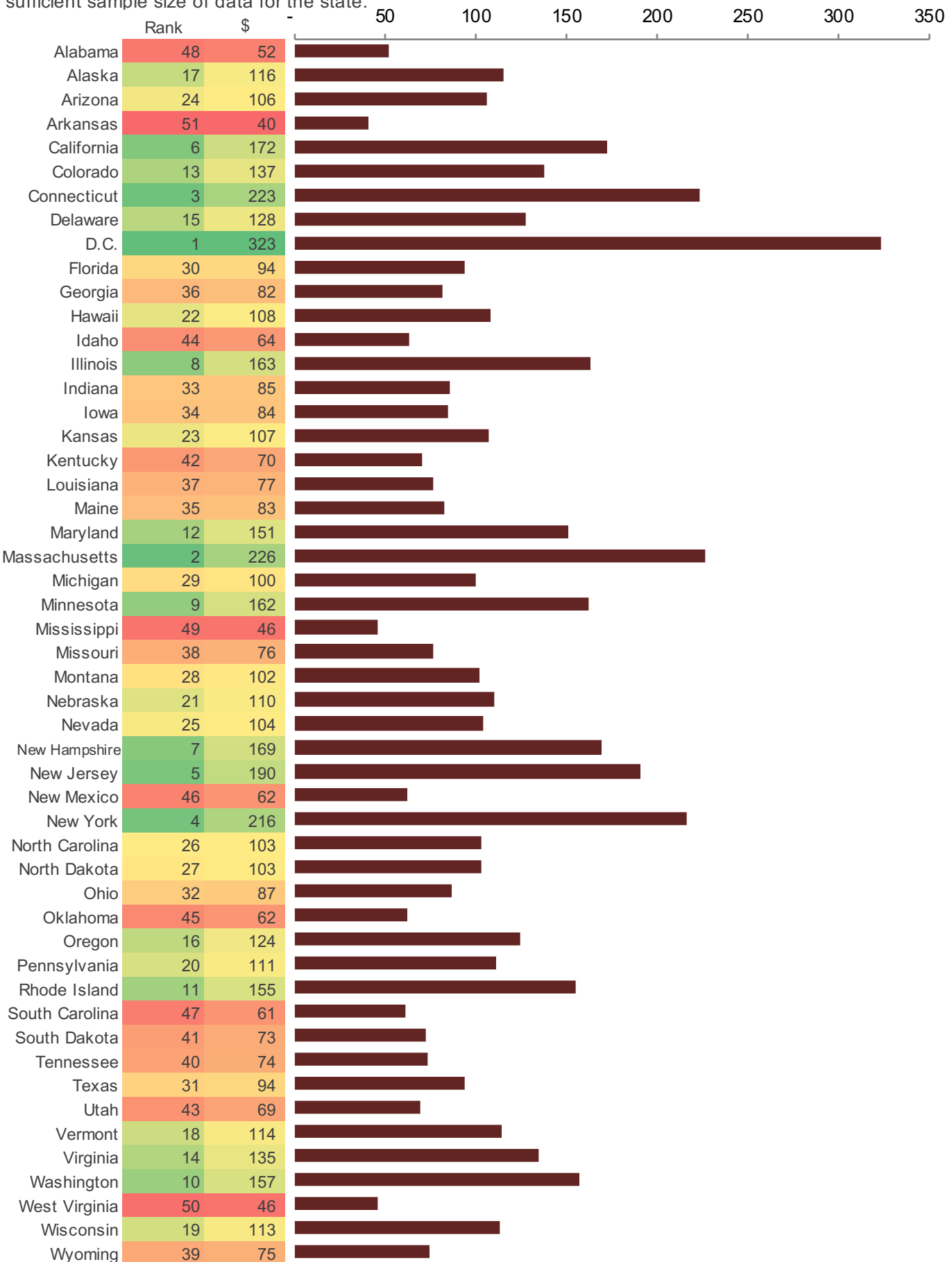
Sales per State

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	10,391	Brunswick, GA	2,063
Akron, OH	45,738	Buffalo-Cheektowaga-Niagara Falls, NY	111,331
Albany, GA	12,679	Burlington, NC	17,090
Albany, OR	3,051	Burlington-South Burlington, VT	44,483
Albany-Schenectady-Troy, NY	130,293	California-Lexington Park, MD	5,478
Albuquerque, NM	89,618	Canton-Massillon, OH	33,561
Alexandria, LA	6,108	Cape Coral-Fort Myers, FL	52,181
Allentown-Bethlehem-Easton, PA-NJ	62,991	Cape Girardeau, MO-IL	1,432
Altoona, PA	9,546	Carbondale-Marion, IL	5,100
Amarillo, TX	17,757	Carson City, NV	5,072
Ames, IA	7,063	Casper, WY	9,129
Anchorage, AK	64,329	Cedar Rapids, IA	25,790
Ann Arbor, MI	55,418	Chambersburg-Waynesboro, PA	13,192
Anniston-Oxford-Jacksonville, AL	1,235	Champaign-Urbana, IL	10,268
Appleton, WI	37,279	Charleston, WV	15,658
Asheville, NC	39,991	Charleston-North Charleston, SC	71,752
Athens-Clarke County, GA	24,226	Charlotte-Concord-Gastonia, NC-SC	393,604
Atlanta-Sandy Springs-Roswell, GA	716,215	Charlottesville, VA	39,999
Atlantic City-Hammonton, NJ	28,354	Chattanooga, TN-GA	56,998
Auburn-Opelika, AL	5,821	Cheyenne, WY	7,630
Augusta-Richmond County, GA-SC	51,503	Chicago-Naperville-Elgin, IL-IN-WI	1,847,515
Austin-Round Rock, TX	350,924	Chico, CA	22,836
Bakersfield, CA	65,967	Cincinnati, OH-KY-IN	286,294
Baltimore-Columbia-Towson, MD	476,598	Clarksville, TN-KY	15,050
Bangor, ME	13,161	Cleveland, TN	6,916
Barnstable Town, MA	33,850	Cleveland-Elyria, OH	197,018
Baton Rouge, LA	89,472	Coeur d'Alene, ID	15,344
Battle Creek, MI	9,915	College Station-Bryan, TX	22,262
Bay City, MI	6,709	Colorado Springs, CO	89,804
Beaumont-Port Arthur, TX	22,161	Columbia, MO	17,874
Beckley, WV	4,540	Columbia, SC	54,184
Bellingham, WA	26,604	Columbus, GA-AL	12,377
Bend-Redmond, OR	22,738	Columbus, IN	7,462
Billings, MT	23,787	Columbus, OH	265,061
Binghamton, NY	20,629	Corpus Christi, TX	32,889
Birmingham-Hoover, AL	125,829	Corvallis, OR	10,142
Bismarck, ND	19,246	Crestview-Fort Walton Beach-Destin, FL	15,106
Blacksburg-Christiansburg-Radford, VA	7,203	Cumberland, MD-WV	4,600
Bloomington, IL	22,197	Dallas-Fort Worth-Arlington, TX	920,610
Bloomington, IN	20,546	Dalton, GA	5,688
Bloomsburg-Berwick, PA	4,535	Danville, IL	3,992
Boise City, ID	59,241	Daphne-Fairhope-Foley, AL	9,622
Boston-Cambridge-Newton, MA-NH	1,363,440	Davenport-Moline-Rock Island, IA-IL	37,186
Boulder, CO	69,385	Dayton, OH	66,314
Bowling Green, KY	8,786	Decatur, AL	4,631
Bremerton-Silverdale, WA	30,245	Decatur, IL	10,115
Bridgeport-Stamford-Norwalk, CT	421,831	Deltona-Daytona Beach-Ormond, FL	49,351
Brownsville-Harlingen, TX	13,310	Denver-Aurora-Lakewood, CO	518,153

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	103,811	Greenville-Anderson-Mauldin, SC	69,681
Detroit-Warren-Dearborn, MI	616,912	Gulfport-Biloxi-Pascagoula, MS	23,997
Dothan, AL	2,565	Hagerstown-Martinsburg, MD-WV	19,484
Dover, DE	18,859	Hammond, LA	10,448
Dubuque, IA	16,105	Hanford-Corcoran, CA	7,785
Duluth, MN-WI	22,323	Harrisburg-Carlisle, PA	48,838
Durham-Chapel Hill, NC	64,585	Harrisonburg, VA	17,821
East Stroudsburg, PA	8,565	Hartford-West Hartford-East Hartford, CT	207,830
Eau Claire, WI	17,975	Hattiesburg, MS	12,719
El Centro, CA	4,532	Hickory-Lenoir-Morganton, NC	13,780
Elizabethtown-Fort Knox, KY	6,699	Hilton Head Island-Bluffton-Beaufort, SC	27,876
Elkhart-Goshen, IN	9,088	Hinesville, GA	8,439
Elmira, NY	7,752	Homosassa Springs, FL	1,724
El Paso, TX	44,476	Hot Springs, AR	3,865
Enid, OK	5,403	Houma-Thibodaux, LA	9,430
Erie, PA	32,141	Houston-The Woodlands-Sugar Land, TX	859,765
Eugene, OR	31,453	Huntington-Ashland, WV-KY-OH	17,777
Evansville, IN-KY	40,540	Huntsville, AL	35,516
Fairbanks, AK	8,562	Idaho Falls, ID	9,806
Fargo, ND-MN	43,641	Indianapolis-Carmel-Anderson, IN	250,969
Farmington, NM	3,755	Iowa City, IA	23,200
Fayetteville, NC	22,918	Ithaca, NY	8,687
Fayetteville-Springdale-Rogers, AR-MO	34,416	Jackson, MI	5,038
Flagstaff, AZ	14,515	Jackson, MS	42,389
Flint, MI	11,435	Jackson, TN	9,646
Florence, SC	11,117	Jacksonville, FL	137,293
Florence-Muscle Shoals, AL	6,809	Jacksonville, NC	16,149
Fond du Lac, WI	7,274	Janesville-Beloit, WI	18,178
Fort Collins, CO	48,794	Jefferson City, MO	11,922
Fort Smith, AR-OK	4,630	Johnson City, TN	5,136
Fort Wayne, IN	44,064	Johnstown, PA	5,448
Fresno, CA	75,907	Jonesboro, AR	4,278
Gadsden, AL	4,159	Joplin, MO	9,992
Gainesville, FL	35,447	Kahului-Wailuku-Lahaina, HI	17,426
Gainesville, GA	25,243	Kalamazoo-Portage, MI	26,388
Gettysburg, PA	400	Kankakee, IL	10,706
Glens Falls, NY	9,788	Kansas City, MO-KS	258,751
Goldsboro, NC	7,515	Kennewick-Richland, WA	32,721
Grand Forks, ND-MN	11,984	Killeen-Temple, TX	27,321
Grand Island, NE	1,815	Kingsport-Bristol-Bristol, TN-VA	16,588
Grand Junction, CO	12,394	Kingston, NY	16,524
Grand Rapids-Wyoming, MI	120,713	Knoxville, TN	70,932
Grants Pass, OR	10,668	Kokomo, IN	6,500
Great Falls, MT	7,939	La Crosse-Onalaska, WI-MN	22,958
Greeley, CO	7,599	Lafayette, LA	39,312
Green Bay, WI	42,834	Lafayette-West Lafayette, IN	24,259
Greensboro-High Point, NC	73,973	Lake Charles, LA	9,061
Greenville, NC	17,897	Lake Havasu City-Kingman, AZ	12,955

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	23,939	Muncie, IN	4,616
Lancaster, PA	60,213	Muskegon, MI	7,184
Lansing-East Lansing, MI	40,572	Myrtle-Conway-North Myrtle Beach, SC-NC	20,183
Laredo, TX	22,083	Napa, CA	31,665
Las Cruces, NM	5,766	Naples-Immokalee-Marco Island, FL	53,975
Las Vegas-Henderson-Paradise, NV	253,009	Nashville-Davidson--Murfrees.--Franklin, TN	210,738
Lawrence, KS	12,486	New Bern, NC	5,061
Lawton, OK	2,554	New Haven-Milford, CT	135,121
Lebanon, PA	7,918	New Orleans-Metairie, LA	138,230
Lewiston, ID-WA	1,506	New York-Newark-Jersey City, NY-NJ-PA	5,052,571
Lewiston-Auburn, ME	6,377	Niles-Benton Harbor, MI	15,016
Lexington-Fayette, KY	61,546	North Port-Sarasota-Bradenton, FL	106,614
Lima, OH	9,128	Norwich-New London, CT	25,805
Lincoln, NE	35,930	Ocala, FL	10,543
Little Rock-North Little Rock-Conway, AR	55,172	Ocean City, NJ	11,884
Logan, UT-ID	9,797	Odessa, TX	16,113
Longview, TX	11,128	Ogden-Clearfield, UT	33,814
Longview, WA	4,318	Oklahoma City, OK	128,472
Los Angeles-Long Beach-Anaheim, CA	2,401,473	Olympia-Tumwater, WA	32,686
Louisville/Jefferson County, KY-IN	147,370	Omaha-Council Bluffs, NE-IA	135,229
Lubbock, TX	32,568	Orlando-Kissimmee-Sanford, FL	316,075
Lynchburg, VA	19,095	Oshkosh-Neenah, WI	25,001
Macon-Bibb County, GA	5,335	Owensboro, KY	9,816
Madera, CA	3,847	Oxnard-Thousand Oaks-Ventura, CA	124,770
Madison, WI	113,030	Palm Bay-Melbourne-Titusville, FL	34,651
Manchester-Nashua, NH	74,971	Panama City, FL	7,929
Manhattan, KS	3,916	Parkersburg-Vienna, WV	9,400
Mankato-North Mankato, MN	10,140	Pensacola-Ferry Pass-Brent, FL	19,635
Mansfield, OH	7,515	Peoria, IL	30,307
McAllen-Edinburg-Mission, TX	31,202	Philadelphia-Camden-Wilmin., PA-NJ-DE-MD	1,055,340
Medford, OR	23,924	Phoenix-Mesa-Scottsdale, AZ	619,944
Memphis, TN-MS-AR	121,588	Pine Bluff, AR	7,224
Merced, CA	17,184	Pittsburgh, PA	264,302
Miami-Fort Lauderdale-West Palm Beach, FL	798,198	Pittsfield, MA	6,531
Michigan City-La Porte, IN	8,294	Pocatello, ID	4,115
Midland, MI	5,419	Portland-South Portland, ME	58,163
Midland, TX	28,040	Portland-Vancouver-Hillsboro, OR-WA	393,404
Milwaukee-Waukesha-West Allis, WI	240,057	Port St. Lucie, FL	32,220
Minneapolis-St. Paul-Bloomington, MN-WI	808,627	Prescott, AZ	15,158
Missoula, MT	22,957	Providence-Warwick, RI-MA	260,400
Mobile, AL	11,968	Provo-Orem, UT	30,808
Modesto, CA	44,076	Pueblo, CO	12,247
Monroe, LA	11,133	Punta Gorda, FL	5,317
Monroe, MI	4,420	Racine, WI	8,399
Montgomery, AL	28,330	Raleigh, NC	266,303
Morgantown, WV	8,679	Rapid City, SD	12,510
Morristown, TN	1,213	Reading, PA	33,853
Mount Vernon-Anacortes, WA	13,671	Redding, CA	11,695

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	58,678	Staunton-Waynesboro, VA	7,496
Richmond, VA	198,409	Stockton-Lodi, CA	56,311
Riverside-San Bernardino-Ontario, CA	483,524	Sumter, SC	10,476
Roanoke, VA	23,307	Syracuse, NY	60,526
Rochester, MN	24,531	Tallahassee, FL	28,942
Rochester, NY	154,281	Tampa-St. Petersburg-Clearwater, FL	313,308
Rockford, IL	41,134	Terre Haute, IN	6,782
Rocky Mount, NC	6,839	Texarkana, TX-AR	7,392
Rome, GA	2,649	The Villages, FL	4,149
Sacramento--Roseville--Arden-Arcade, CA	329,736	Toledo, OH	78,845
Saginaw, MI	12,558	Topeka, KS	14,158
St. Cloud, MN	18,063	Trenton, NJ	85,128
St. George, UT	13,058	Tucson, AZ	111,453
St. Joseph, MO-KS	8,585	Tulsa, OK	82,837
St. Louis, MO-IL	323,996	Tuscaloosa, AL	5,411
Salem, OR	44,869	Tyler, TX	10,348
Salinas, CA	67,605	Urban Honolulu, HI	124,962
Salisbury, MD-DE	32,084	Utica-Rome, NY	13,055
Salt Lake City, UT	131,278	Valdosta, GA	5,344
San Angelo, TX	8,729	Vallejo-Fairfield, CA	67,717
San Antonio-New Braunfels, TX	233,285	Victoria, TX	4,768
San Diego-Carlsbad, CA	682,056	Vineland-Bridgeton, NJ	5,005
San Francisco-Oakland-Hayward, CA	1,256,806	Virginia Beach-Norfolk-Newport, VA-NC	180,003
San Jose-Sunnyvale-Santa Clara, CA	514,676	Visalia-Porterville, CA	19,747
San Luis Obispo-Paso Robles-Arroyo Gr., CA	36,401	Waco, TX	25,437
Santa Cruz-Watsonville, CA	181,037	Walla Walla, WA	4,550
Santa Fe, NM	13,952	Warner Robins, GA	4,338
Santa Maria-Santa Barbara, CA	62,747	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,257,057
Santa Rosa, CA	93,366	Waterloo-Cedar Falls, IA	21,237
Savannah, GA	18,612	Watertown-Fort Drum, NY	2,682
Scranton--Wilkes-Barre--Hazleton, PA	40,998	Wausau, WI	10,564
Seattle-Tacoma-Bellevue, WA	905,895	Weirton-Steubenville, WV-OH	1,253
Sebastian-Vero Beach, FL	13,446	Wenatchee, WA	11,741
Sebring, FL	4,947	Wheeling, WV-OH	8,954
Sheboygan, WI	13,657	Wichita, KS	89,334
Sherman-Denison, TX	6,506	Wichita Falls, TX	3,104
Shreveport-Bossier City, LA	26,005	Williamsport, PA	2,039
Sierra Vista-Douglas, AZ	3,005	Wilmington, NC	37,890
Sioux City, IA-NE-SD	11,299	Winchester, VA-WV	13,428
Sioux Falls, SD	36,405	Winston-Salem, NC	56,819
South Bend-Mishawaka, IN-MI	28,590	Worcester, MA-CT	109,162
Spartanburg, SC	16,721	Yakima, WA	14,617
Spokane-Spokane Valley, WA	69,713	York-Hanover, PA	44,854
Springfield, IL	23,739	Youngstown-Warren-Boardman, OH-PA	22,016
Springfield, MA	63,808	Yuba City, CA	15,417
Springfield, MO	21,461	Yuma, AZ	6,113
Springfield, OH	3,603		
State College, PA	14,652		

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	59	Brunswick, GA	18
Akron, OH	65	Buffalo-Cheektowaga-Niagara Falls, NY	96
Albany, GA	85	Burlington, NC	99
Albany, OR	24	Burlington-South Burlington, VT	197
Albany-Schenectady-Troy, NY	145	California-Lexington Park, MD	48
Albuquerque, NM	98	Canton-Massillon, OH	84
Alexandria, LA	40	Cape Coral-Fort Myers, FL	68
Allentown-Bethlehem-Easton, PA-NJ	73	Cape Girardeau, MO-IL	15
Altoona, PA	78	Carbondale-Marion, IL	38
Amarillo, TX	66	Carson City, NV	86
Ames, IA	56	Casper, WY	114
Anchorage, AK	162	Cedar Rapids, IA	93
Ann Arbor, MI	149	Chambersburg-Waynesboro, PA	85
Anniston-Oxford-Jacksonville, AL	11	Champaign-Urbana, IL	46
Appleton, WI	153	Charleston, WV	61
Asheville, NC	85	Charleston-North Charleston, SC	89
Athens-Clarke County, GA	112	Charlotte-Concord-Gastonia, NC-SC	147
Atlanta-Sandy Springs-Roswell, GA	117	Charlottesville, VA	181
Atlantic City-Hammonton, NJ	103	Chattanooga, TN-GA	101
Auburn-Opelika, AL	33	Cheyenne, WY	76
Augusta-Richmond County, GA-SC	84	Chicago-Naperville-Elgin, IL-IN-WI	192
Austin-Round Rock, TX	153	Chico, CA	109
Bakersfield, CA	72	Cincinnati, OH-KY-IN	127
Baltimore-Columbia-Towson, MD	168	Clarksville, TN-KY	47
Bangor, ME	87	Cleveland, TN	55
Barnstable Town, MA	148	Cleveland-Elyria, OH	94
Baton Rouge, LA	103	Coeur d'Alene, ID	89
Battle Creek, MI	74	College Station-Bryan, TX	83
Bay City, MI	65	Colorado Springs, CO	119
Beaumont-Port Arthur, TX	56	Columbia, MO	85
Beckley, WV	40	Columbia, SC	65
Bellingham, WA	117	Columbus, GA-AL	38
Bend-Redmond, OR	114	Columbus, IN	91
Billings, MT	129	Columbus, OH	124
Binghamton, NY	84	Corpus Christi, TX	78
Birmingham-Hoover, AL	113	Corvallis, OR	107
Bismarck, ND	144	Crestview-Fort Walton Beach-Destin, FL	53
Blacksburg-Christiansburg-Radford, VA	43	Cumberland, MD-WV	49
Bloomington, IL	130	Dallas-Fort Worth-Arlington, TX	120
Bloomington, IN	128	Dalton, GA	40
Bloomsburg-Berwick, PA	55	Danville, IL	54
Boise City, ID	77	Daphne-Fairhope-Foley, AL	41
Boston-Cambridge-Newton, MA-NH	276	Davenport-Moline-Rock Island, IA-IL	97
Boulder, CO	210	Dayton, OH	82
Bowling Green, KY	49	Decatur, AL	30
Bremerton-Silverdale, WA	110	Decatur, IL	98
Bridgeport-Stamford-Norwalk, CT	441	Deltona-Daytona Beach-Ormond, FL	74
Brownsville-Harlingen, TX	32	Denver-Aurora-Lakewood, CO	175

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	146	Greenville-Anderson-Mauldin, SC	75
Detroit-Warren-Dearborn, MI	141	Gulfport-Biloxi-Pascagoula, MS	58
Dothan, AL	17	Hagerstown-Martinsburg, MD-WV	66
Dover, DE	103	Hammond, LA	78
Dubuque, IA	162	Hanford-Corcoran, CA	51
Duluth, MN-WI	77	Harrisburg-Carlisle, PA	82
Durham-Chapel Hill, NC	99	Harrisonburg, VA	132
East Stroudsburg, PA	51	Hartford-West Hartford-East Hartford, CT	172
Eau Claire, WI	104	Hattiesburg, MS	74
El Centro, CA	25	Hickory-Lenoir-Morganton, NC	38
Elizabethtown-Fort Knox, KY	43	Hilton Head Island-Bluffton-Beaufort, SC	129
Elkhart-Goshen, IN	44	Hinesville, GA	104
Elmira, NY	92	Homosassa Springs, FL	11
El Paso, TX	51	Hot Springs, AR	39
Enid, OK	86	Houma-Thibodaux, LA	46
Erie, PA	119	Houston-The Woodlands-Sugar Land, TX	120
Eugene, OR	82	Huntington-Ashland, WV-KY-OH	50
Evansville, IN-KY	129	Huntsville, AL	72
Fairbanks, AK	90	Idaho Falls, ID	62
Fargo, ND-MN	174	Indianapolis-Carmel-Anderson, IN	119
Farmington, NM	31	Iowa City, IA	132
Fayetteville, NC	44	Ithaca, NY	82
Fayetteville-Springdale-Rogers, AR-MO	63	Jackson, MI	31
Flagstaff, AZ	100	Jackson, MS	72
Flint, MI	28	Jackson, TN	53
Florence, SC	56	Jacksonville, FL	85
Florence-Muscle Shoals, AL	45	Jacksonville, NC	79
Fond du Lac, WI	70	Janesville-Beloit, WI	111
Fort Collins, CO	136	Jefferson City, MO	79
Fort Smith, AR-OK	19	Johnson City, TN	25
Fort Wayne, IN	105	Johnstown, PA	41
Fresno, CA	75	Jonesboro, AR	32
Gadsden, AL	40	Joplin, MO	55
Gainesville, FL	104	Kahului-Wailuku-Lahaina, HI	106
Gainesville, GA	124	Kalamazoo-Portage, MI	101
Gettysburg, PA	4	Kankakee, IL	100
Glens Falls, NY	77	Kansas City, MO-KS	118
Goldsboro, NC	64	Kennewick-Richland, WA	108
Grand Forks, ND-MN	115	Killeen-Temple, TX	57
Grand Island, NE	24	Kingsport-Bristol-Bristol, TN-VA	54
Grand Junction, CO	79	Kingston, NY	91
Grand Rapids-Wyoming, MI	111	Knoxville, TN	80
Grants Pass, OR	121	Kokomo, IN	78
Great Falls, MT	94	La Crosse-Onalaska, WI-MN	164
Greeley, CO	23	Lafayette, LA	82
Green Bay, WI	130	Lafayette-West Lafayette, IN	108
Greensboro-High Point, NC	95	Lake Charles, LA	41
Greenville, NC	105	Lake Havasu City-Kingman, AZ	61

Sales per Capita per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Lakeland-Winter Haven, FL	33	Muncie, IN	41
Lancaster, PA	109	Muskegon, MI	41
Lansing-East Lansing, MI	75	Myrtle-Conway-North Myrtle, SC-NC	41
Laredo, TX	83	Napa, CA	230
Las Cruces, NM	26	Naples-Immokalee-Marco Island, FL	143
Las Vegas-Henderson-Paradise, NV	111	Nashville-Davidson--Murfr.--Franklin, TN	106
Lawrence, KS	105	New Bern, NC	41
Lawton, OK	20	New Haven-Milford, CT	156
Lebanon, PA	55	New Orleans-Metairie, LA	109
Lewiston, ID-WA	23	New York-Newark-Jersey City, NY-NJ-PA	251
Lewiston-Auburn, ME	57	Niles-Benton Harbor, MI	97
Lexington-Fayette, KY	119	North Port-Sarasota-Bradenton, FL	127
Lima, OH	89	Norwich-New London, CT	96
Lincoln, NE	106	Ocala, FL	28
Little Rock-North Little Rock-Conway, AR	74	Ocean City, NJ	125
Logan, UT-ID	66	Odessa, TX	97
Longview, TX	39	Ogden-Clearfield, UT	49
Longview, WA	39	Oklahoma City, OK	90
Los Angeles-Long Beach-Anaheim, CA	182	Olympia-Tumwater, WA	111
Louisville/Jefferson County, KY-IN	115	Omaha-Council Bluffs, NE-IA	140
Lubbock, TX	101	Orlando-Kissimmee-Sanford, FL	118
Lynchburg, VA	73	Oshkosh-Neenah, WI	146
Macon-Bibb County, GA	23	Owensboro, KY	81
Madera, CA	25	Oxnard-Thousand Oaks-Ventura, CA	148
Madison, WI	166	Palm Bay-Melbourne-Titusville, FL	57
Manchester-Nashua, NH	177	Panama City, FL	45
Manhattan, KS	29	Parkersburg-Vienna, WV	105
Mankato-North Mankato, MN	98	Pensacola-Ferry Pass-Brent, FL	38
Mansfield, OH	60	Peoria, IL	76
McAllen-Edinburg-Mission, TX	36	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	169
Medford, OR	107	Phoenix-Mesa-Scottsdale, AZ	127
Memphis, TN-MS-AR	91	Pine Bluff, AR	83
Merced, CA	61	Pittsburgh, PA	112
Miami-Fort Lauderdale-West Palm Beach, FL	130	Pittsfield, MA	51
Michigan City-La Porte, IN	74	Pocatello, ID	43
Midland, MI	65	Portland-South Portland, ME	105
Midland, TX	160	Portland-Vancouver-Hillsboro, OR-WA	156
Milwaukee-Waukesha-West Allis, WI	153	Port St. Lucie, FL	66
Minneapolis-St. Paul-Bloomington, MN-WI	219	Prescott, AZ	64
Missoula, MT	194	Providence-Warwick, RI-MA	155
Mobile, AL	28	Provo-Orem, UT	46
Modesto, CA	80	Pueblo, CO	73
Monroe, LA	54	Punta Gorda, FL	28
Monroe, MI	29	Racine, WI	43
Montgomery, AL	73	Raleigh, NC	188
Morgantown, WV	62	Rapid City, SD	90
Morristown, TN	8	Reading, PA	79
Mount Vernon-Anacortes, WA	105	Redding, CA	64

Sales per Capita per Metropolitan Area

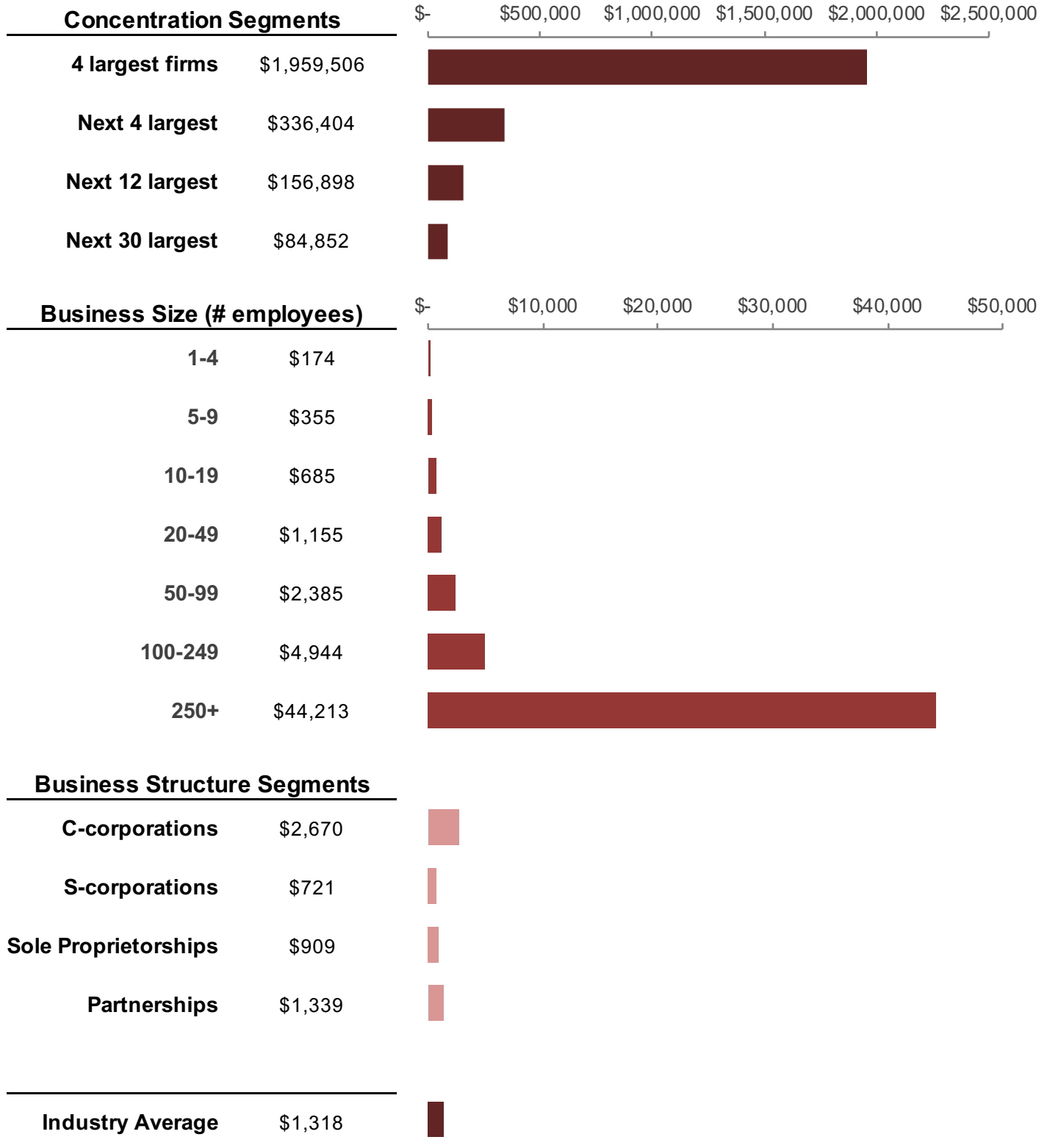
Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Reno, NV	119	Staunton-Waynesboro, VA	60
Richmond, VA	151	Stockton-Lodi, CA	72
Riverside-San Bernardino-Ontario, CA	105	Sumter, SC	77
Roanoke, VA	74	Syracuse, NY	92
Rochester, MN	108	Tallahassee, FL	75
Rochester, NY	142	Tampa-St. Petersburg-Clearwater, FL	98
Rockford, IL	122	Terre Haute, IN	37
Rocky Mount, NC	48	Texarkana, TX-AR	50
Rome, GA	27	The Villages, FL	32
Sacramento--Roseville--Arden-Arcade, CA	137	Toledo, OH	122
Saginaw, MI	66	Topeka, KS	61
St. Cloud, MN	90	Trenton, NJ	220
St. George, UT	72	Tucson, AZ	107
St. Joseph, MO-KS	71	Tulsa, OK	81
St. Louis, MO-IL	115	Tuscaloosa, AL	20
Salem, OR	103	Tyler, TX	44
Salinas, CA	154	Urban Honolulu, HI	123
Salisbury, MD-DE	76	Utica-Rome, NY	45
Salt Lake City, UT	104	Valdosta, GA	36
San Angelo, TX	71	Vallejo-Fairfield, CA	149
San Antonio-New Braunfels, TX	91	Victoria, TX	49
San Diego-Carlsbad, CA	207	Vineland-Bridgeton, NJ	33
San Francisco-Oakland-Hayward, CA	265	Virginia Beach-Norfolk-Newport, VA-NC	100
San Jose-Sunnyvale-Santa Clara, CA	258	Visalia-Porterville, CA	42
San Luis Obispo-Paso Robles-Arroyo Gr., CA	129	Waco, TX	92
Santa Cruz-Watsonville, CA	670	Walla Walla, WA	73
Santa Fe, NM	90	Warner Robins, GA	23
Santa Maria-Santa Barbara, CA	140	Washing.-Arling.-Alexan., DC-VA-MD-WV	197
Santa Rosa, CA	191	Waterloo-Cedar Falls, IA	126
Savannah, GA	46	Watertown-Fort Drum, NY	23
Scranton--Wilkes-Barre--Hazleton, PA	72	Wausau, WI	64
Seattle-Tacoma-Bellevue, WA	225	Weirton-Steubenville, WV-OH	11
Sebastian-Vero Beach, FL	84	Wenatchee, WA	96
Sebring, FL	49	Wheeling, WV-OH	64
Sheboygan, WI	116	Wichita, KS	138
Sherman-Denison, TX	48	Wichita Falls, TX	21
Shreveport-Bossier City, LA	66	Williamsport, PA	18
Sierra Vista-Douglas, AZ	24	Wilmington, NC	132
Sioux City, IA-NE-SD	75	Winchester, VA-WV	94
Sioux Falls, SD	131	Winston-Salem, NC	84
South Bend-Mishawaka, IN-MI	88	Worcester, MA-CT	112
Spartanburg, SC	51	Yakima, WA	57
Spokane-Spokane Valley, WA	119	York-Hanover, PA	98
Springfield, IL	114	Youngstown-Warren-Boardman, OH-PA	41
Springfield, MA	91	Yuba City, CA	85
Springfield, MO	45	Yuma, AZ	30
Springfield, OH	27		
State College, PA	93		

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.

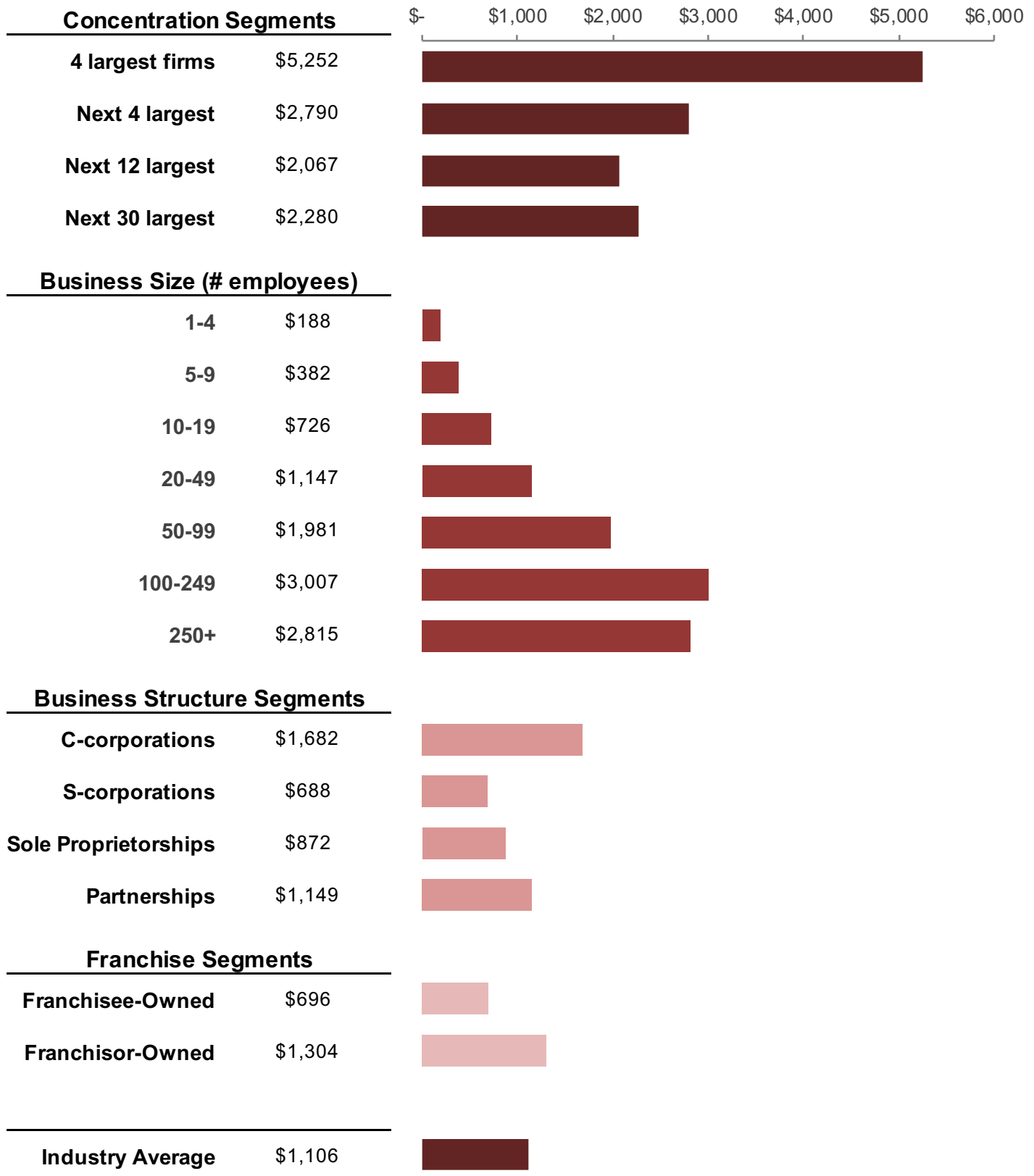
All figures in \$ thousands



Sales per Location by Segments

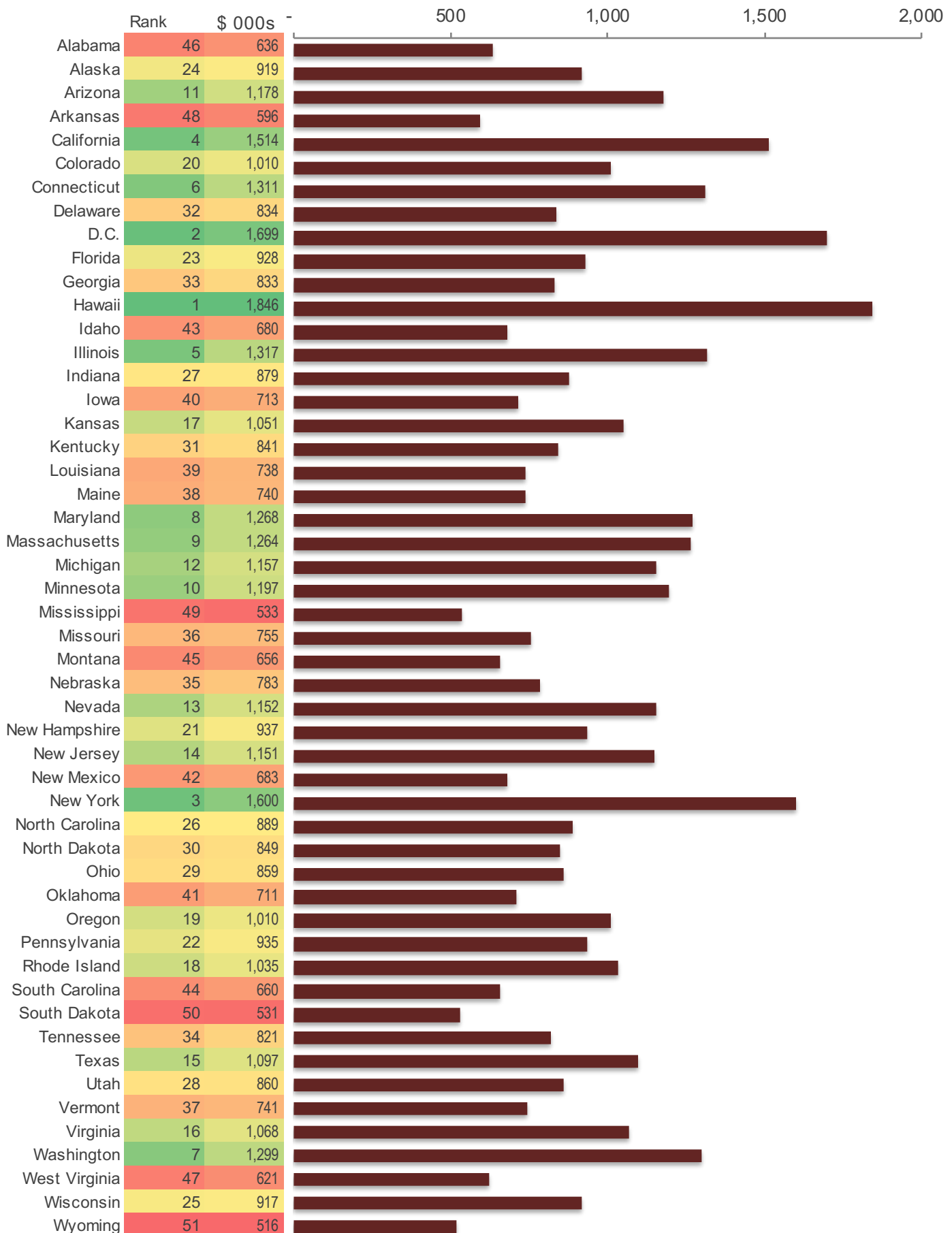
Below is the average sales per location for the industry segments of concentration, business size by employees, business structure and franchises.

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	570	Brunswick, GA	254
Akron, OH	594	Buffalo-Cheektowaga-Niagara Falls, NY	723
Albany, GA	1,390	Burlington, NC	1,125
Albany, OR	274	Burlington-South Burlington, VT	1,187
Albany-Schenectady-Troy, NY	1,213	California-Lexington Park, MD	772
Albuquerque, NM	941	Canton-Massillon, OH	1,035
Alexandria, LA	548	Cape Coral-Fort Myers, FL	858
Allentown-Bethlehem-Easton, PA-NJ	669	Cape Girardeau, MO-IL	236
Altoona, PA	785	Carbondale-Marion, IL	419
Amarillo, TX	876	Carson City, NV	715
Ames, IA	436	Casper, WY	530
Anchorage, AK	1,221	Cedar Rapids, IA	878
Ann Arbor, MI	1,094	Chambersburg-Waynesboro, PA	723
Anniston-Oxford-Jacksonville, AL	203	Champaign-Urbana, IL	390
Appleton, WI	1,269	Charleston, WV	672
Asheville, NC	658	Charleston-North Charleston, SC	730
Athens-Clarke County, GA	747	Charlotte-Concord-Gastonia, NC-SC	923
Atlanta-Sandy Springs-Roswell, GA	961	Charlottesville, VA	1,067
Atlantic City-Hammonton, NJ	848	Chattanooga, TN-GA	866
Auburn-Opelika, AL	638	Cheyenne, WY	837
Augusta-Richmond County, GA-SC	997	Chicago-Naperville-Elgin, IL-IN-WI	1,505
Austin-Round Rock, TX	1,114	Chico, CA	1,073
Bakersfield, CA	1,163	Cincinnati, OH-KY-IN	1,054
Baltimore-Columbia-Towson, MD	1,258	Clarksville, TN-KY	594
Bangor, ME	866	Cleveland, TN	975
Barnstable Town, MA	711	Cleveland-Elyria, OH	824
Baton Rouge, LA	950	Coeur d'Alene, ID	606
Battle Creek, MI	1,087	College Station-Bryan, TX	785
Bay City, MI	946	Colorado Springs, CO	1,166
Beaumont-Port Arthur, TX	663	Columbia, MO	535
Beckley, WV	747	Columbia, SC	704
Bellingham, WA	691	Columbus, GA-AL	582
Bend-Redmond, OR	623	Columbus, IN	670
Billings, MT	602	Columbus, OH	1,072
Binghamton, NY	783	Corpus Christi, TX	877
Birmingham-Hoover, AL	1,010	Corvallis, OR	715
Bismarck, ND	1,187	Crestview-Fort Walton Beach-Destin, FL	452
Blacksburg-Christiansburg-Radford, VA	356	Cumberland, MD-WV	908
Bloomington, IL	913	Dallas-Fort Worth-Arlington, TX	1,238
Bloomington, IN	1,127	Dalton, GA	1,404
Bloomsburg-Berwick, PA	373	Danville, IL	493
Boise City, ID	750	Daphne-Fairhope-Foley, AL	432
Boston-Cambridge-Newton, MA-NH	1,332	Davenport-Moline-Rock Island, IA-IL	895
Boulder, CO	1,007	Dayton, OH	704
Bowling Green, KY	510	Decatur, AL	653
Bremerton-Silverdale, WA	1,029	Decatur, IL	832
Bridgeport-Stamford-Norwalk, CT	1,772	Deltona-Daytona Beach-Ormond, FL	727
Brownsville-Harlingen, TX	657	Denver-Aurora-Lakewood, CO	1,129

Sales per Location per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	1,015	Greenville-Anderson-Mauldin, SC	614
Detroit-Warren-Dearborn, MI	1,460	Gulfport-Biloxi-Pascagoula, MS	564
Dothan, AL	253	Hagerstown-Martinsburg, MD-WV	874
Dover, DE	1,330	Hammond, LA	938
Dubuque, IA	1,060	Hanford-Corcoran, CA	1,098
Duluth, MN-WI	630	Harrisburg-Carlisle, PA	719
Durham-Chapel Hill, NC	777	Harrisonburg, VA	1,759
East Stroudsburg, PA	650	Hartford-West Hartford-East Hartford, CT	1,074
Eau Claire, WI	845	Hattiesburg, MS	738
El Centro, CA	497	Hickory-Lenoir-Morganton, NC	567
Elizabethtown-Fort Knox, KY	441	Hilton Head Island-Bluffton-Beaufort, SC	860
Elkhart-Goshen, IN	598	Hinesville, GA	8,329
Elmira, NY	765	Homosassa Springs, FL	243
El Paso, TX	578	Hot Springs, AR	636
Enid, OK	533	Houma-Thibodaux, LA	423
Erie, PA	1,057	Houston-The Woodlands-Sugar Land, TX	1,300
Eugene, OR	776	Huntington-Ashland, WV-KY-OH	763
Evansville, IN-KY	1,143	Huntsville, AL	548
Fairbanks, AK	563	Idaho Falls, ID	1,936
Fargo, ND-MN	1,197	Indianapolis-Carmel-Anderson, IN	1,011
Farmington, NM	529	Iowa City, IA	1,347
Fayetteville, NC	808	Ithaca, NY	504
Fayetteville-Springdale-Rogers, AR-MO	708	Jackson, MI	382
Flagstaff, AZ	843	Jackson, MS	697
Flint, MI	470	Jackson, TN	732
Florence, SC	844	Jacksonville, FL	852
Florence-Muscle Shoals, AL	420	Jacksonville, NC	1,328
Fond du Lac, WI	598	Janesville-Beloit, WI	997
Fort Collins, CO	741	Jefferson City, MO	692
Fort Smith, AR-OK	241	Johnson City, TN	563
Fort Wayne, IN	945	Johnstown, PA	489
Fresno, CA	986	Jonesboro, AR	528
Gadsden, AL	513	Joplin, MO	897
Gainesville, FL	1,000	Kahului-Wailuku-Lahaina, HI	782
Gainesville, GA	2,076	Kalamazoo-Portage, MI	840
Gettysburg, PA	99	Kankakee, IL	881
Glens Falls, NY	690	Kansas City, MO-KS	967
Goldsboro, NC	618	Kennewick-Richland, WA	923
Grand Forks, ND-MN	1,314	Killeen-Temple, TX	817
Grand Island, NE	179	Kingsport-Bristol-Bristol, TN-VA	528
Grand Junction, CO	1,112	Kingston, NY	604
Grand Rapids-Wyoming, MI	1,157	Knoxville, TN	824
Grants Pass, OR	1,316	Kokomo, IN	713
Great Falls, MT	784	La Crosse-Onalaska, WI-MN	944
Greeley, CO	341	Lafayette, LA	669
Green Bay, WI	1,057	Lafayette-West Lafayette, IN	1,409
Greensboro-High Point, NC	849	Lake Charles, LA	526
Greenville, NC	883	Lake Havasu City-Kingman, AZ	853

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	622	Muncie, IN	506
Lancaster, PA	1,143	Muskegon, MI	709
Lansing-East Lansing, MI	1,251	Myrtle-Conway-North Myrtle, SC-NC	498
Laredo, TX	1,211	Napa, CA	1,302
Las Cruces, NM	407	Naples-Immokalee-Marco Island, FL	1,087
Las Vegas-Henderson-Paradise, NV	1,395	Nashville-Davidson--Murfr.--Franklin, TN	900
Lawrence, KS	880	New Bern, NC	555
Lawton, OK	360	New Haven-Milford, CT	1,140
Lebanon, PA	782	New Orleans-Metairie, LA	910
Lewiston, ID-WA	248	New York-Newark-Jersey City, NY-NJ-PA	1,613
Lewiston-Auburn, ME	572	Niles-Benton Harbor, MI	1,140
Lexington-Fayette, KY	920	North Port-Sarasota-Bradenton, FL	1,144
Lima, OH	901	Norwich-New London, CT	822
Lincoln, NE	806	Ocala, FL	650
Little Rock-North Little Rock-Conway, AR	864	Ocean City, NJ	690
Logan, UT-ID	744	Odessa, TX	1,060
Longview, TX	646	Ogden-Clearfield, UT	759
Longview, WA	328	Oklahoma City, OK	823
Los Angeles-Long Beach-Anaheim, CA	1,581	Olympia-Tumwater, WA	1,152
Louisville/Jefferson County, KY-IN	1,102	Omaha-Council Bluffs, NE-IA	927
Lubbock, TX	1,108	Orlando-Kissimmee-Sanford, FL	1,205
Lynchburg, VA	725	Oshkosh-Neenah, WI	1,175
Macon-Bibb County, GA	310	Owensboro, KY	807
Madera, CA	475	Oxnard-Thousand Oaks-Ventura, CA	1,219
Madison, WI	893	Palm Bay-Melbourne-Titusville, FL	633
Manchester-Nashua, NH	961	Panama City, FL	412
Manhattan, KS	552	Parkersburg-Vienna, WV	843
Mankato-North Mankato, MN	770	Pensacola-Ferry Pass-Brent, FL	431
Mansfield, OH	618	Peoria, IL	808
McAllen-Edinburg-Mission, TX	962	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,145
Medford, OR	716	Phoenix-Mesa-Scottsdale, AZ	1,372
Memphis, TN-MS-AR	1,044	Pine Bluff, AR	3,565
Merced, CA	737	Pittsburgh, PA	828
Miami-Fort Lauderdale-West Palm Beach, FL	1,039	Pittsfield, MA	496
Michigan City-La Porte, IN	744	Pocatello, ID	677
Midland, MI	764	Portland-South Portland, ME	746
Midland, TX	1,730	Portland-Vancouver-Hillsboro, OR-WA	1,273
Milwaukee-Waukesha-West Allis, WI	1,082	Port St. Lucie, FL	707
Minneapolis-St. Paul-Bloomington, MN-WI	1,430	Prescott, AZ	623
Missoula, MT	985	Providence-Warwick, RI-MA	1,080
Mobile, AL	369	Provo-Orem, UT	691
Modesto, CA	837	Pueblo, CO	1,007
Monroe, LA	687	Punta Gorda, FL	375
Monroe, MI	545	Racine, WI	691
Montgomery, AL	756	Raleigh, NC	1,195
Morgantown, WV	451	Rapid City, SD	617
Morristown, TN	240	Reading, PA	655
Mount Vernon-Anacortes, WA	1,038	Redding, CA	550

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	864	Staunton-Waynesboro, VA	528
Richmond, VA	1,159	Stockton-Lodi, CA	1,090
Riverside-San Bernardino-Ontario, CA	1,478	Sumter, SC	2,585
Roanoke, VA	561	Syracuse, NY	786
Rochester, MN	1,101	Tallahassee, FL	772
Rochester, NY	1,209	Tampa-St. Petersburg-Clearwater, FL	871
Rockford, IL	1,128	Terre Haute, IN	558
Rocky Mount, NC	964	Texarkana, TX-AR	730
Rome, GA	291	The Villages, FL	683
Sacramento--Roseville--Arden-Arcade, CA	1,205	Toledo, OH	1,319
Saginaw, MI	775	Topeka, KS	582
St. Cloud, MN	557	Trenton, NJ	1,273
St. George, UT	614	Tucson, AZ	909
St. Joseph, MO-KS	941	Tulsa, OK	834
St. Louis, MO-IL	927	Tuscaloosa, AL	334
Salem, OR	836	Tyler, TX	538
Salinas, CA	1,963	Urban Honolulu, HI	2,624
Salisbury, MD-DE	586	Utica-Rome, NY	416
Salt Lake City, UT	1,107	Valdosta, GA	440
San Angelo, TX	862	Vallejo-Fairfield, CA	1,422
San Antonio-New Braunfels, TX	1,107	Victoria, TX	471
San Diego-Carlsbad, CA	1,626	Vineland-Bridgeton, NJ	412
San Francisco-Oakland-Hayward, CA	1,785	Virginia Beach-Norfolk-Newport, VA-NC	884
San Jose-Sunnyvale-Santa Clara, CA	1,699	Visalia-Porterville, CA	847
San Luis Obispo-Paso Robles-Arroyo Gr., CA	798	Waco, TX	1,092
Santa Cruz-Watsonville, CA	4,829	Walla Walla, WA	898
Santa Fe, NM	530	Warner Robins, GA	428
Santa Maria-Santa Barbara, CA	885	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,389
Santa Rosa, CA	1,197	Waterloo-Cedar Falls, IA	1,165
Savannah, GA	612	Watertown-Fort Drum, NY	662
Scranton--Wilkes-Barre--Hazleton, PA	736	Wausau, WI	652
Seattle-Tacoma-Bellevue, WA	1,659	Weirton-Steubenville, WV-OH	177
Sebastian-Vero Beach, FL	781	Wenatchee, WA	682
Sebring, FL	543	Wheeling, WV-OH	736
Sheboygan, WI	1,225	Wichita, KS	1,729
Sherman-Denison, TX	714	Wichita Falls, TX	383
Shreveport-Bossier City, LA	524	Williamsport, PA	403
Sierra Vista-Douglas, AZ	424	Wilmington, NC	959
Sioux City, IA-NE-SD	620	Winchester, VA-WV	828
Sioux Falls, SD	620	Winston-Salem, NC	719
South Bend-Mishawaka, IN-MI	743	Worcester, MA-CT	971
Spartanburg, SC	532	Yakima, WA	759
Spokane-Spokane Valley, WA	1,027	York-Hanover, PA	922
Springfield, IL	868	Youngstown-Warren-Boardman, OH-PA	505
Springfield, MA	926	Yuba City, CA	1,522
Springfield, MO	481	Yuma, AZ	464
Springfield, OH	395		
State College, PA	536		

Industry Segmentation by Business Size

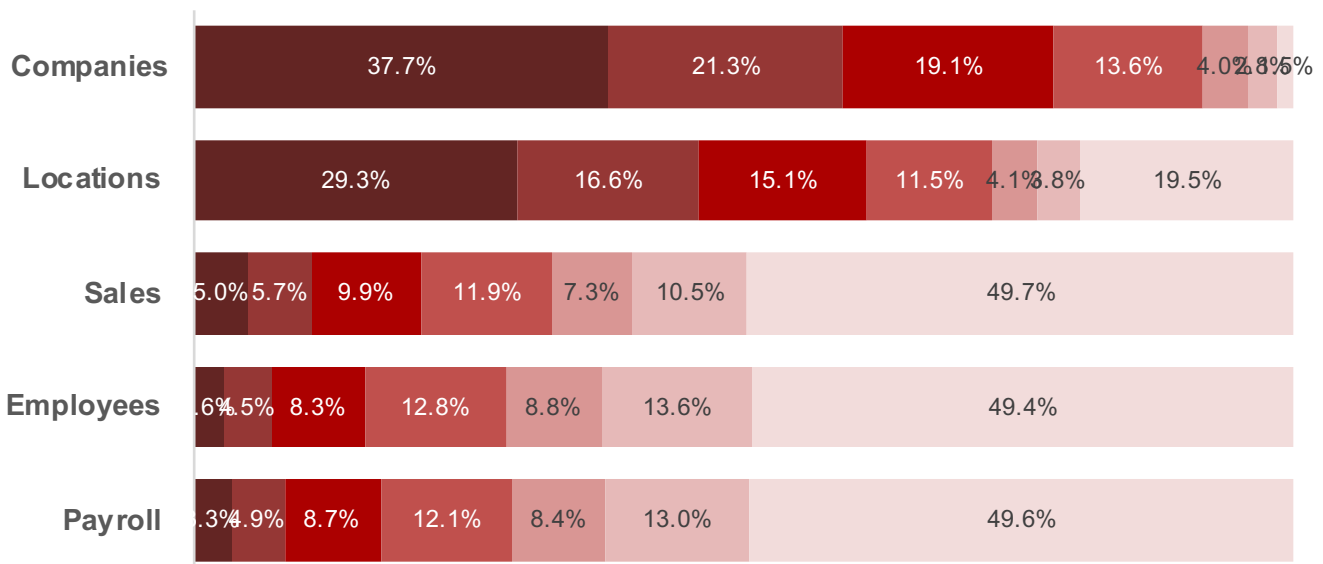
Below are industry segmentation statistics by business size, including companies, locations, sales, employees, and payroll. The business size segments are based on the number of employees per company. Both absolute and as a percent of the industry figures are included.

Health Clubs Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	11,757	6,632	5,955	4,242	1,255	869	462
Locations	10,895	6,162	5,620	4,270	1,511	1,429	7,249
Sales (\$ M)	2,048	2,353	4,081	4,899	2,994	4,297	20,408
Employees	19,561	33,337	61,460	95,031	65,141	100,343	365,424
Payroll (\$ M)	415	610	1,081	1,509	1,047	1,619	6,191

	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 2018 and 2023.

Sales (\$ M)

# of Empl.	2018	2023	Growth
1-4	1,615	2,048	27%
5-9	1,670	2,353	41%
10-19	3,034	4,081	35%
20-49	4,192	4,899	17%
50-99	3,053	2,994	-2%
100-249	3,960	4,297	8%
250+	16,784	20,408	22%

Number of Companies

# of Empl.	2018	2023	Growth
1-4	12,471	11,757	-6%
5-9	5,957	6,632	11%
10-19	5,131	5,955	16%
20-49	4,045	4,242	5%
50-99	1,386	1,255	-9%
100-249	927	869	-6%
250+	464	462	-1%

Number of Locations

# of Empl.	2018	2023	Growth
1-4	11,827	10,895	-8%
5-9	5,668	6,162	9%
10-19	4,925	5,620	14%
20-49	4,129	4,270	3%
50-99	1,670	1,511	-10%
100-249	1,470	1,429	-3%
250+	6,401	7,249	13%

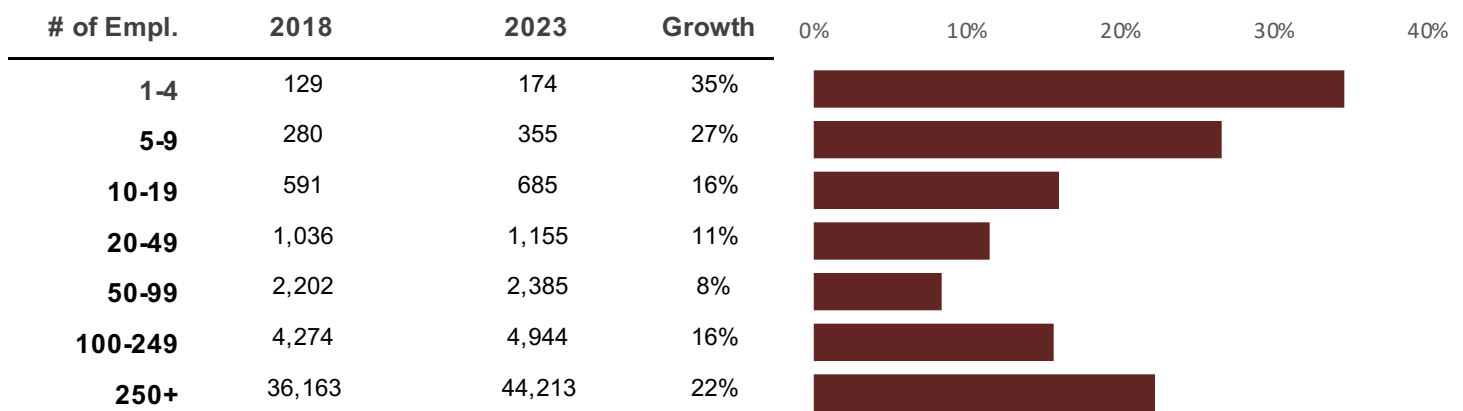
Number of Employees

# of Empl.	2018	2023	Growth
1-4	20,032	19,561	-2%
5-9	28,795	33,337	16%
10-19	51,242	61,460	20%
20-49	90,157	95,031	5%
50-99	69,524	65,141	-6%
100-249	102,569	100,343	-2%
250+	330,767	365,424	10%

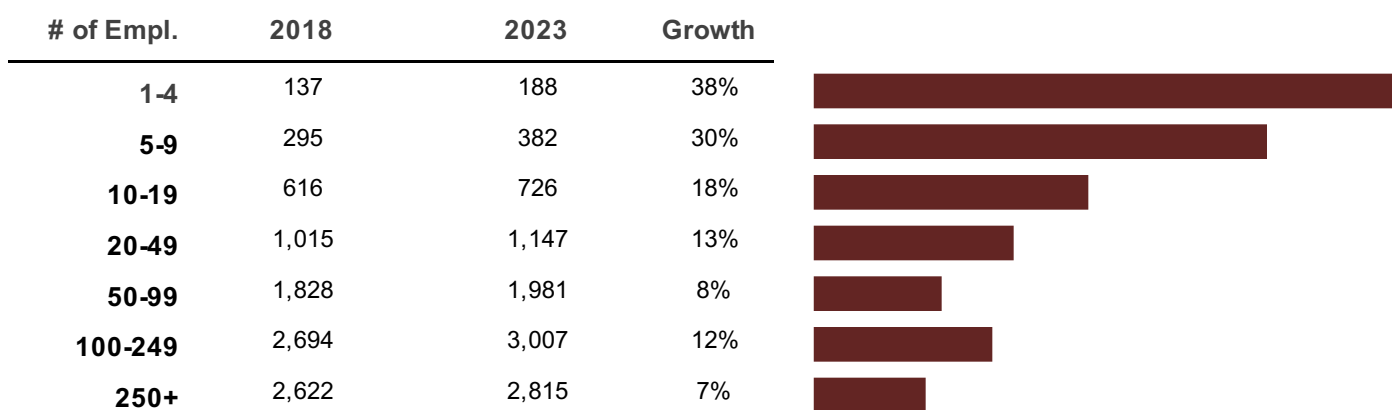
Industry Consolidation Benchmarks

Below are consolidation benchmarks including sales per company, location and employee by size of company based on number of employees for 2018 and 2023.

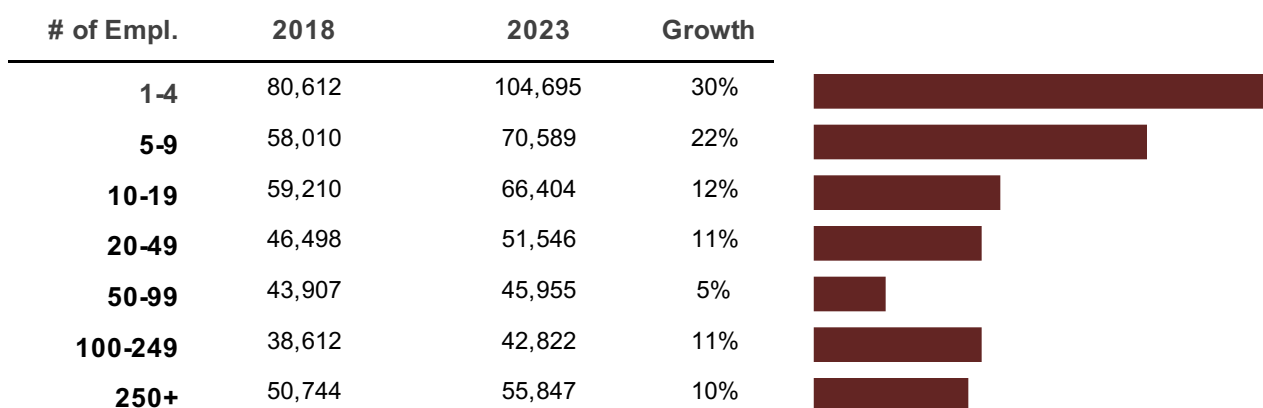
Sales per Company (\$ thousands)



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

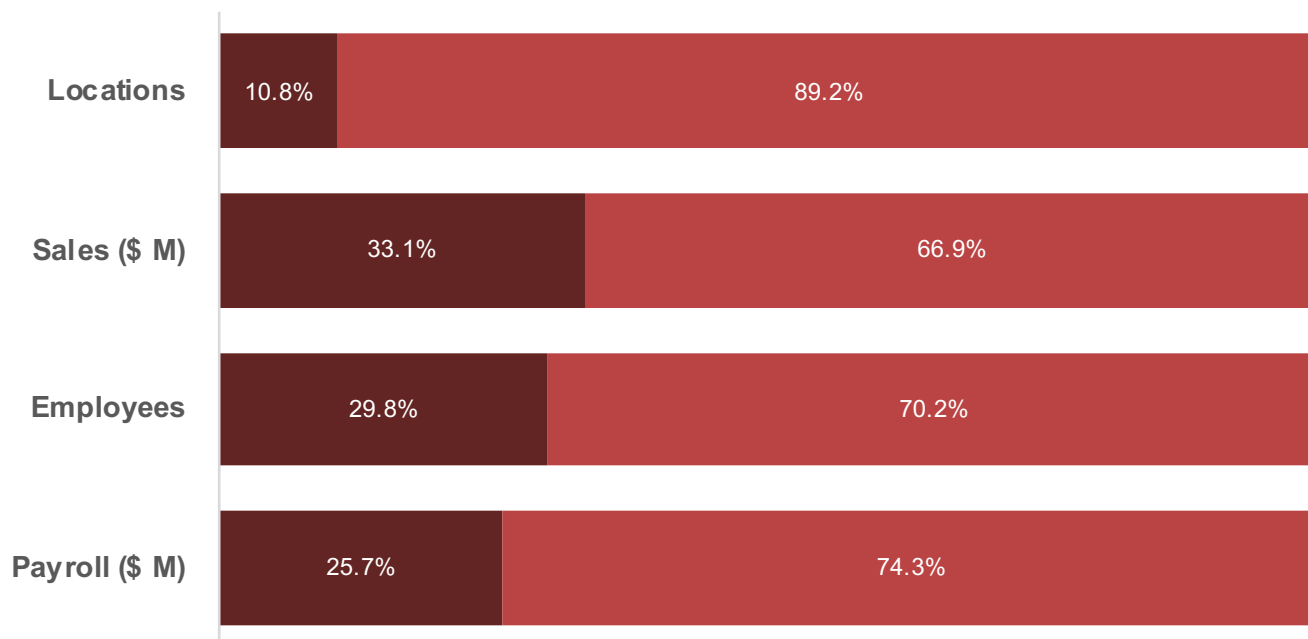
Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	31,122
Locations	1,492	482	911	1,116	4,002	33,134
Sales (\$ M)	7,838	1,346	1,883	2,546	13,612	27,467
Employees	114,635	21,390	33,332	51,476	220,832	519,465
Payroll (\$ M)	1,461	424	479	840	3,205	9,265

Largest Companies Ranked by Revenue

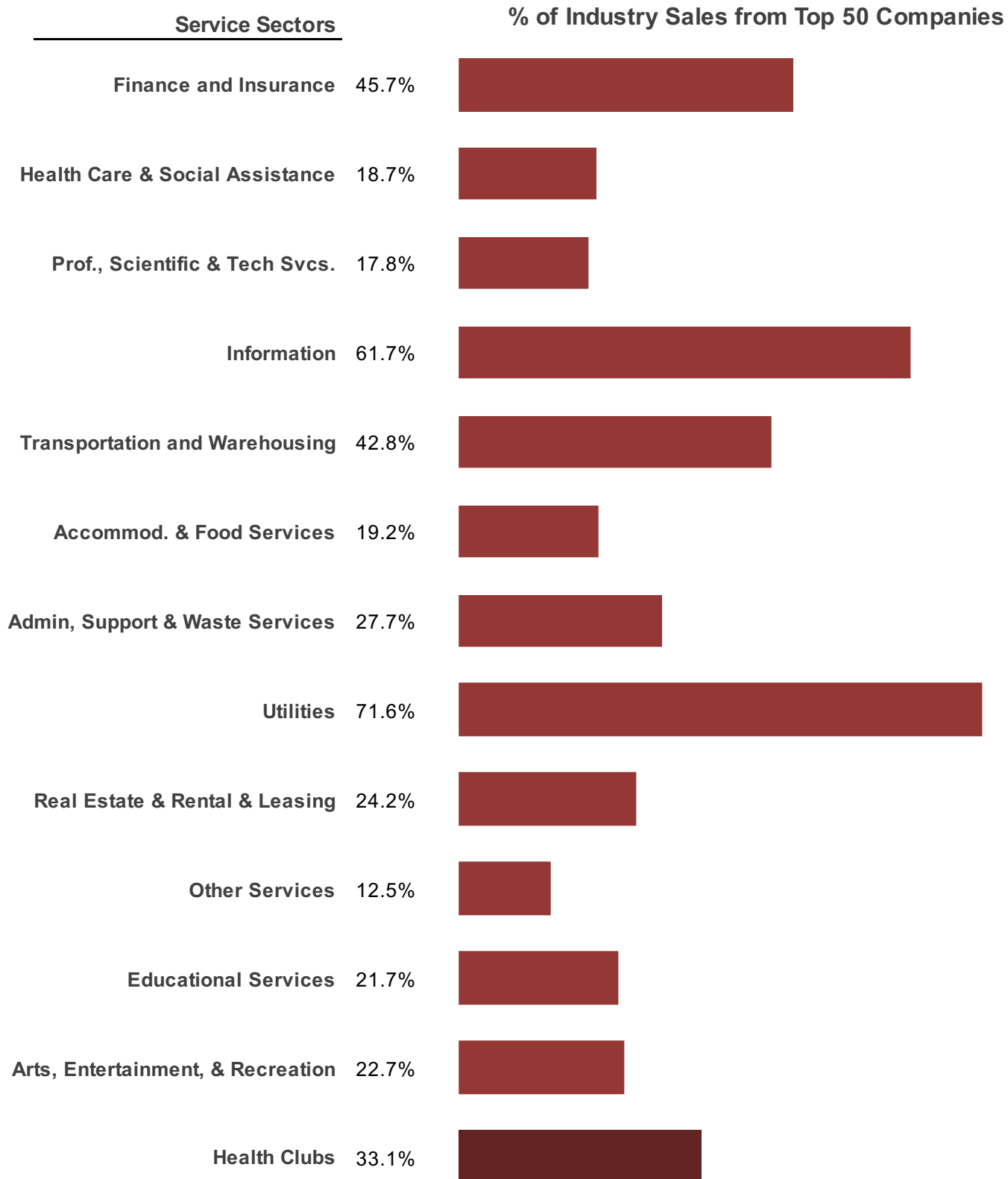
	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Locations	4.0%	1.3%	2.5%	3.0%	10.8%	89.2%
Sales (\$ M)	19.1%	3.3%	4.6%	6.2%	33.1%	66.9%
Employees	15.5%	2.9%	4.5%	7.0%	29.8%	70.2%
Payroll (\$ M)	11.7%	3.4%	3.8%	6.7%	25.7%	74.3%

■ 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.



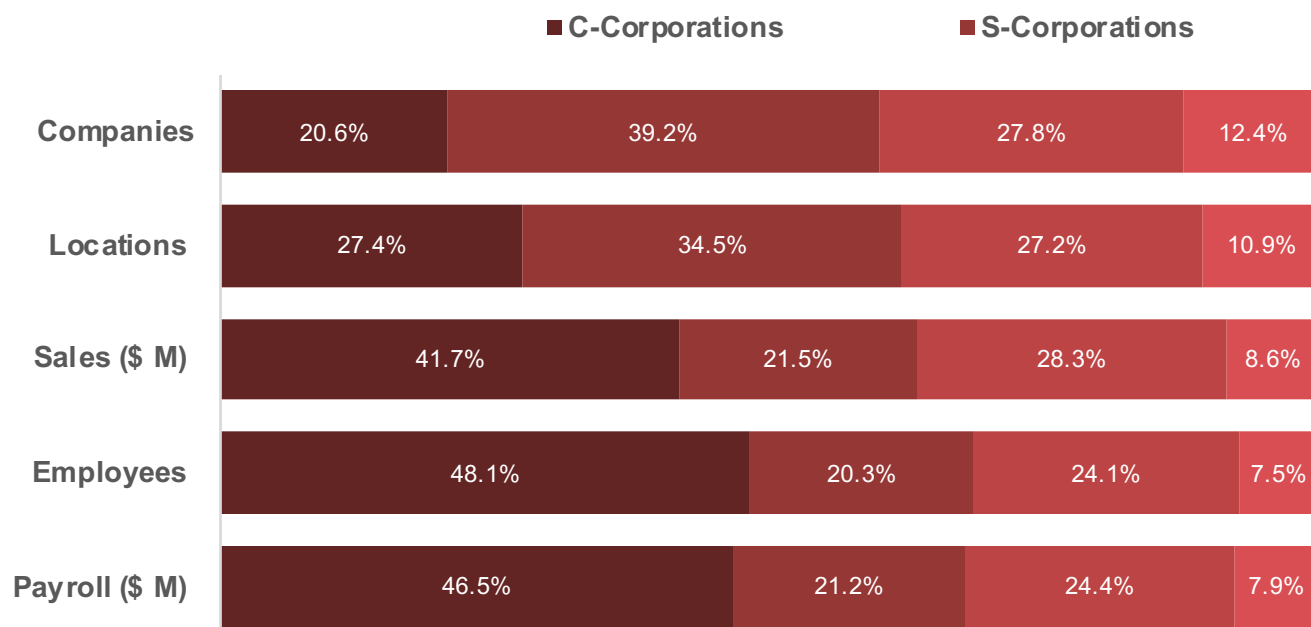
Industry Segmentation by Business Structure

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	6,419	12,216	8,666	3,871
Locations	10,191	12,805	10,105	4,035
Sales (\$ M)	17,140	8,813	11,607	3,520
Employees	355,870	150,437	178,468	55,521
Payroll (\$ M)	5,799	2,642	3,040	990

	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%

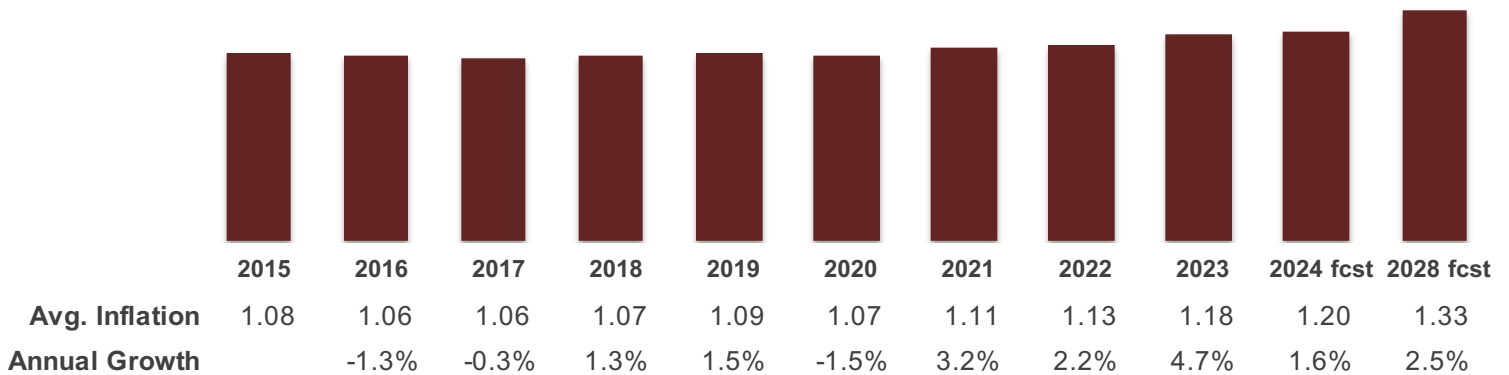


Pricing & Inflation

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

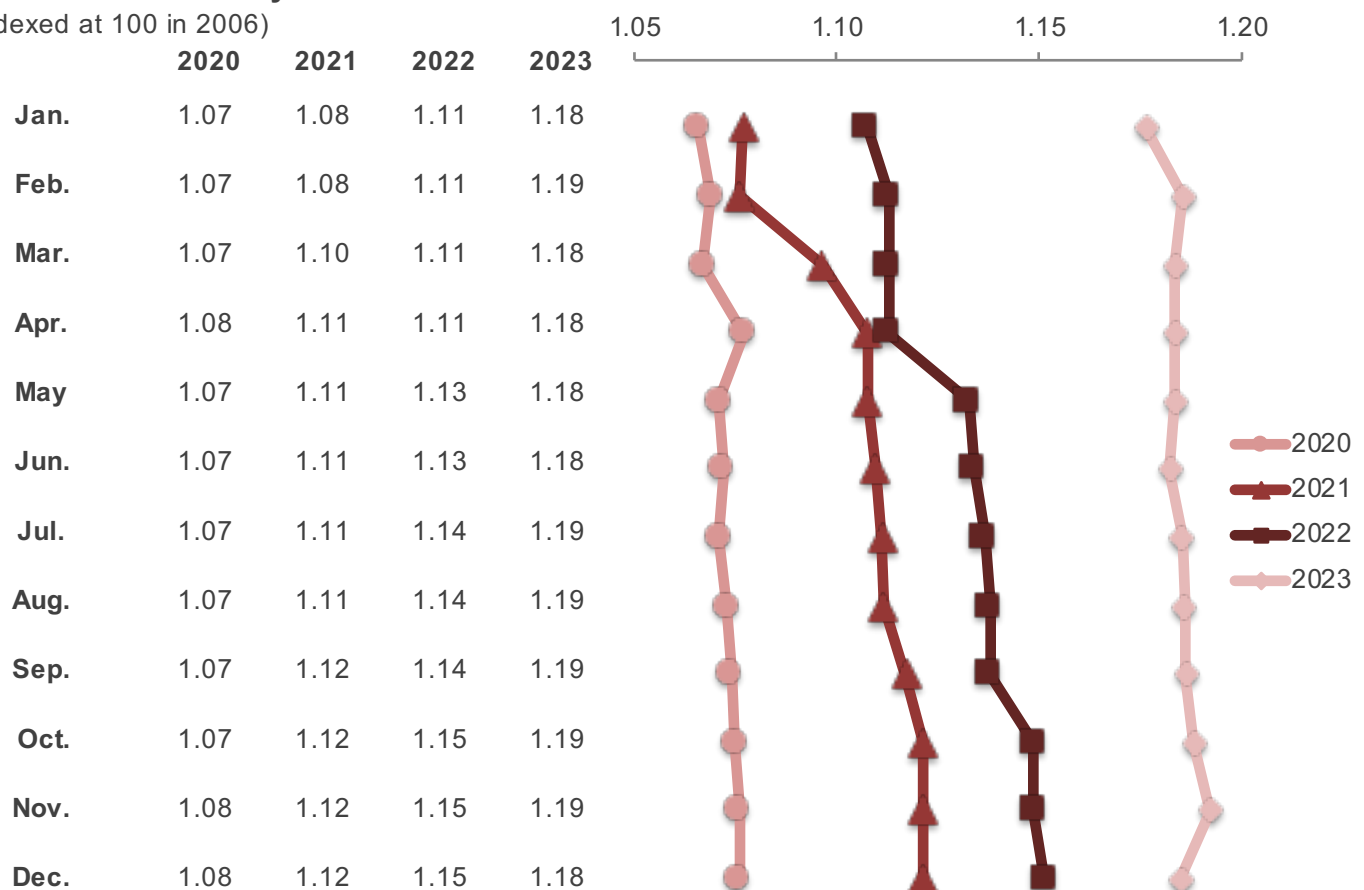
(Indexed at 100 in 2006)



Compound Annual Growth Rate **3.4%** 3-Year **2.0%** 5-Year

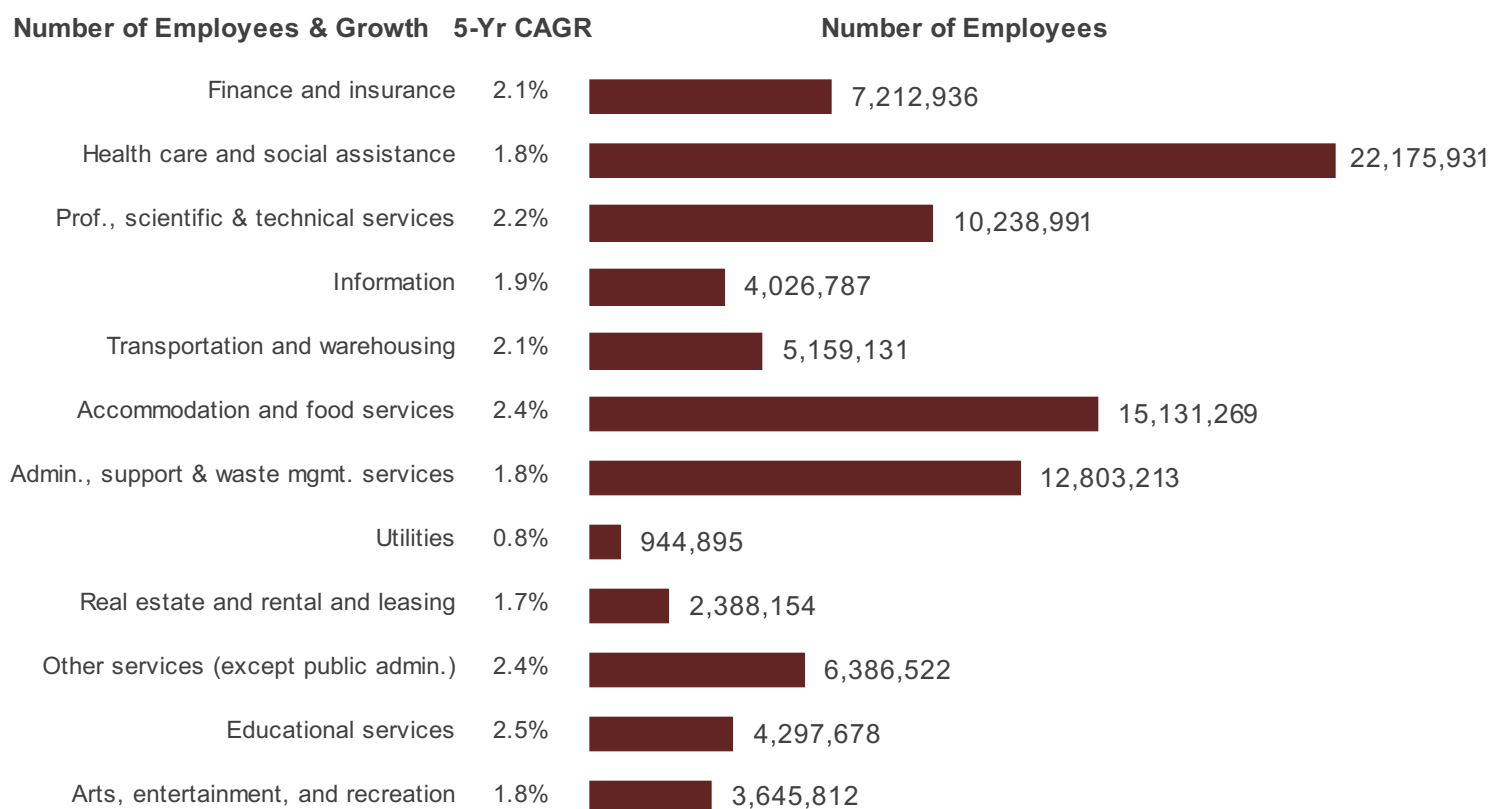
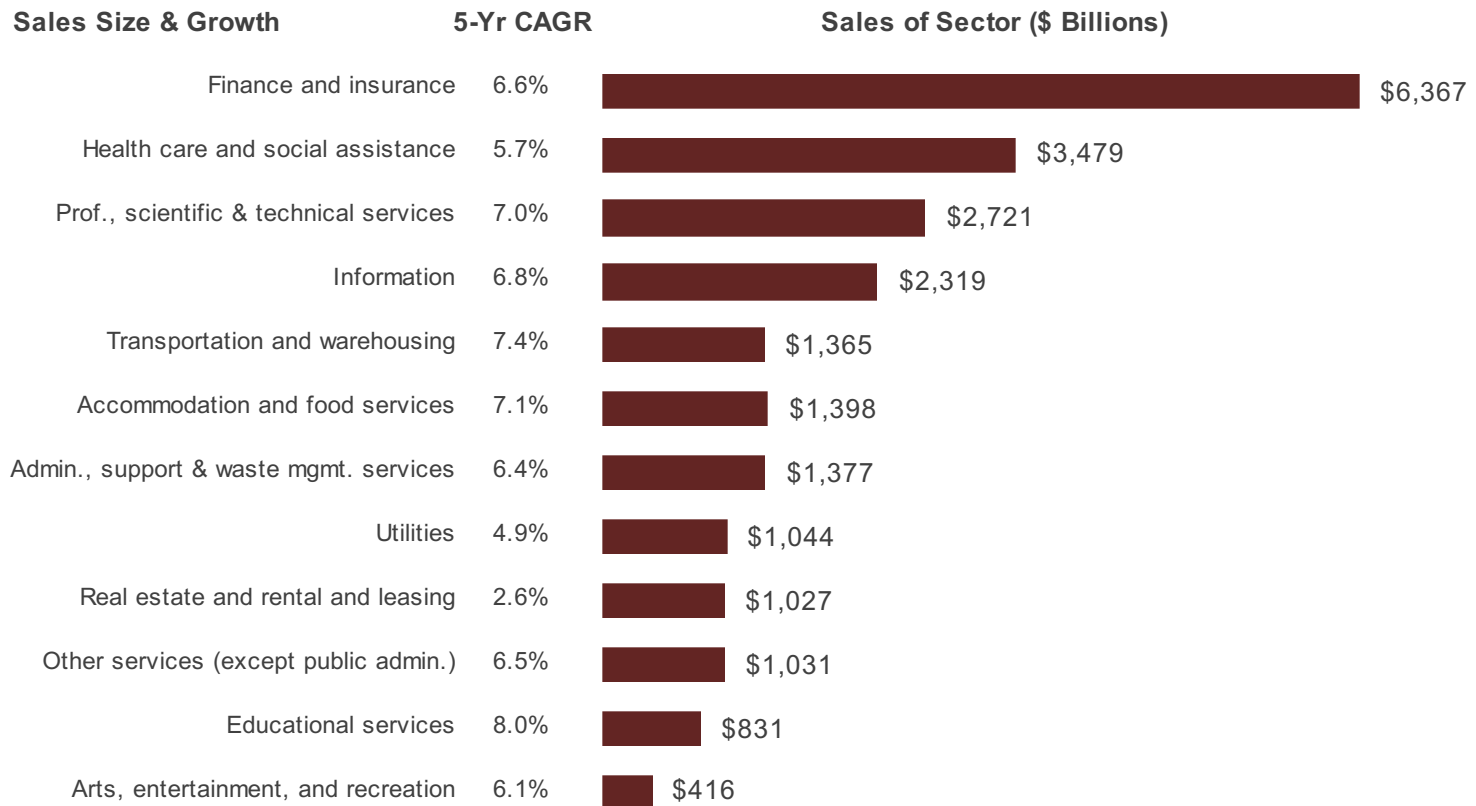
Health Clubs Industry Inflation

(Indexed at 100 in 2006)



Services Sector Growth

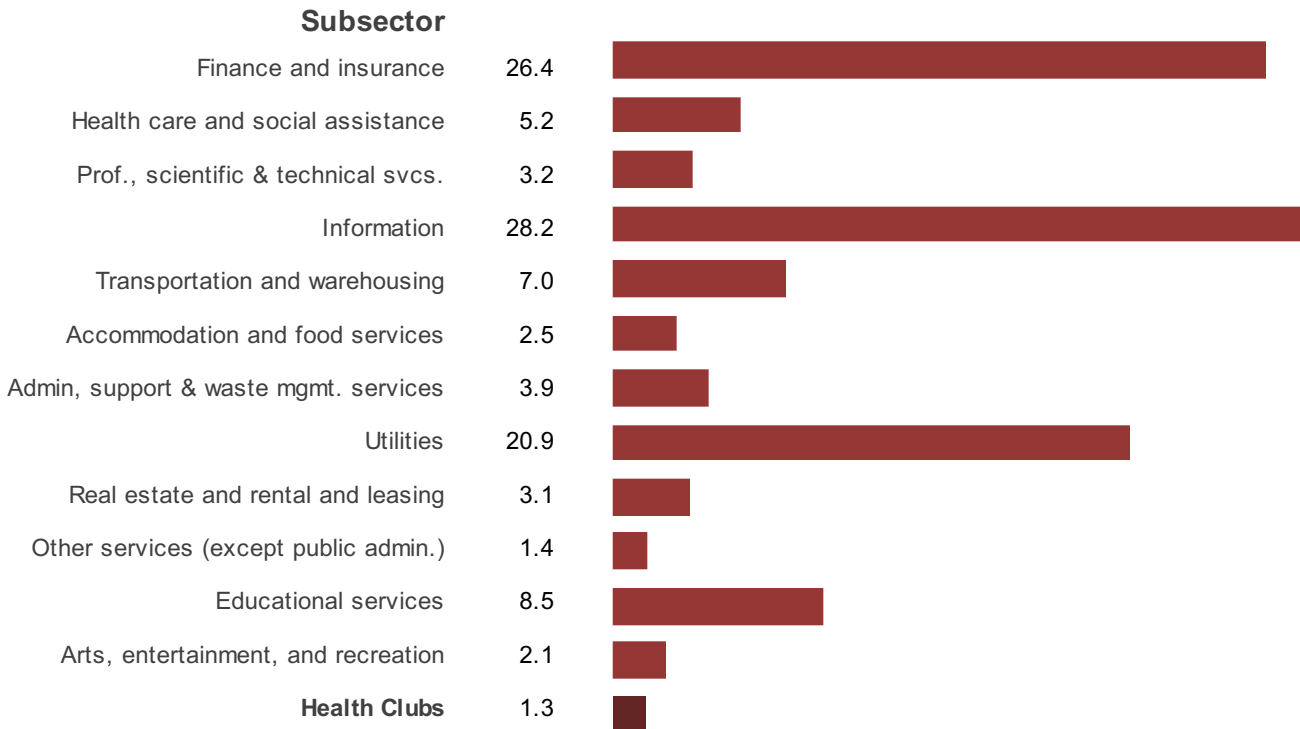
Below is the size and growth of all of the major service subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



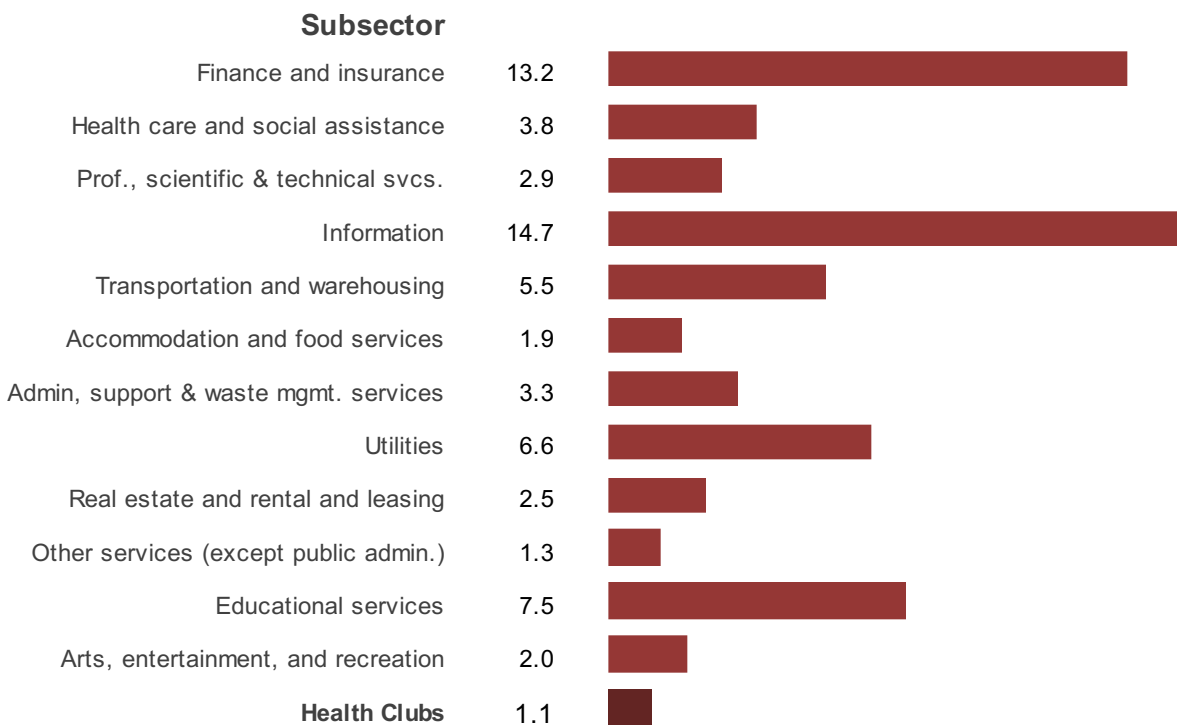
Subsector Analysis (1/2)

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

Revenue per Company (\$ M)



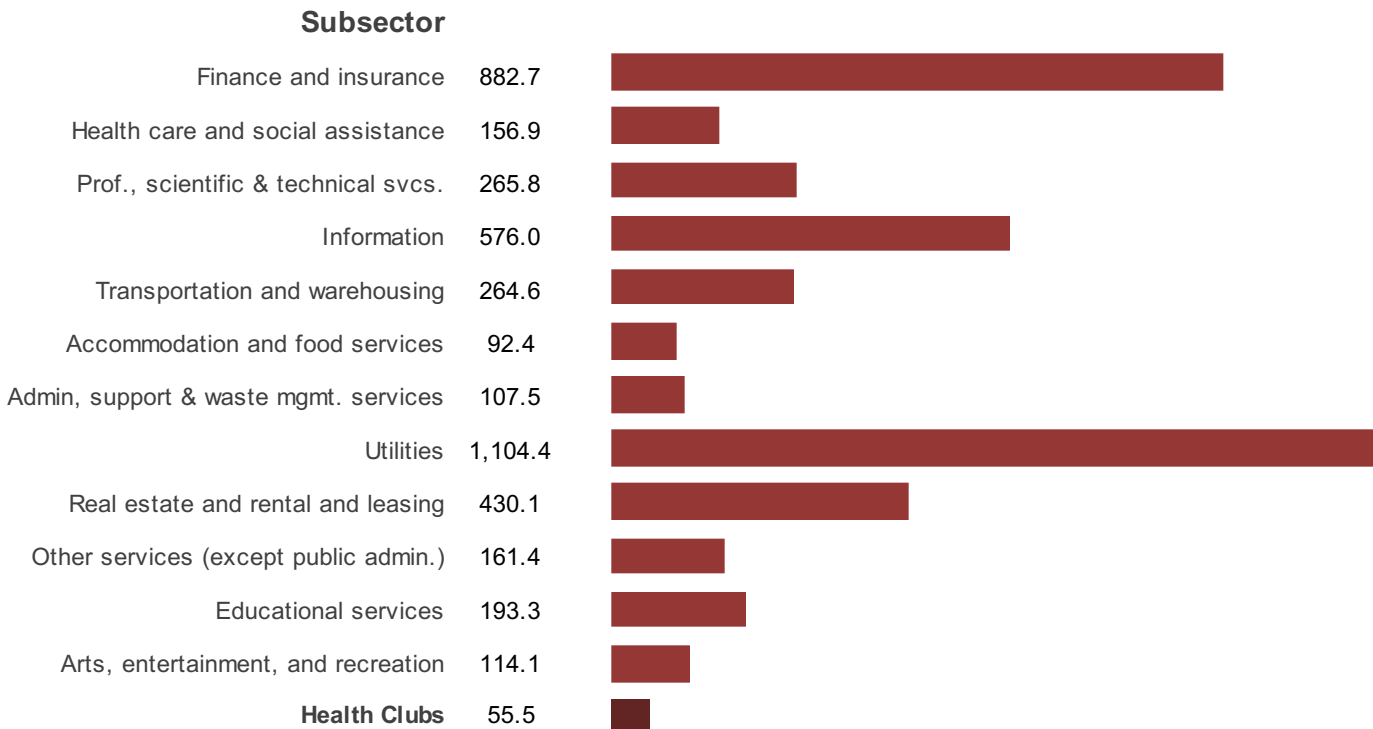
Revenue per Location (\$ M)



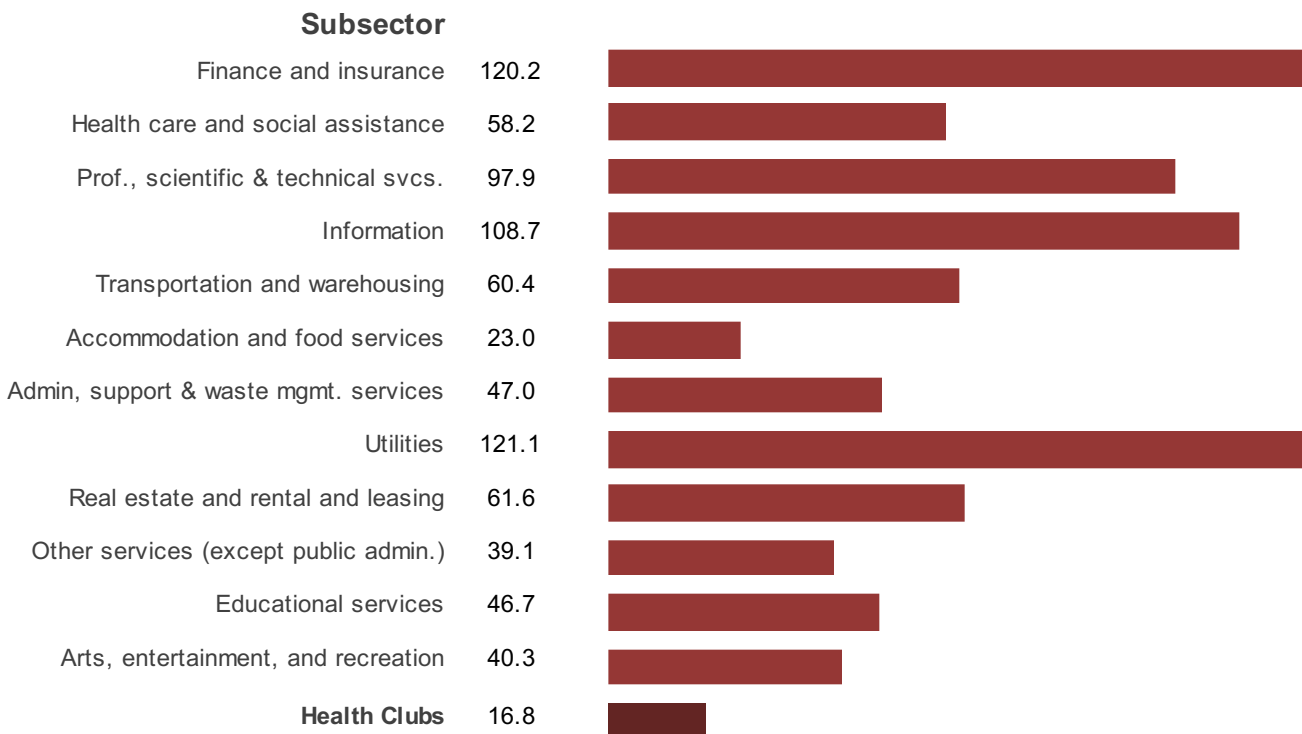
Subsector Analysis (2/2)

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

Sales per Employee (\$ 000s)



Payroll per Employee (\$ 000s)



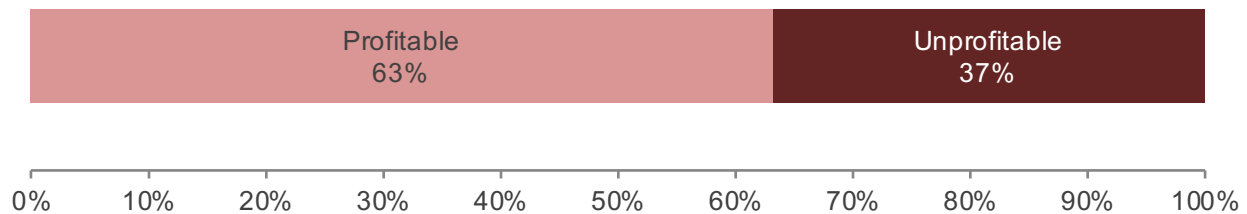
Section Two

Cost & Financial Analysis

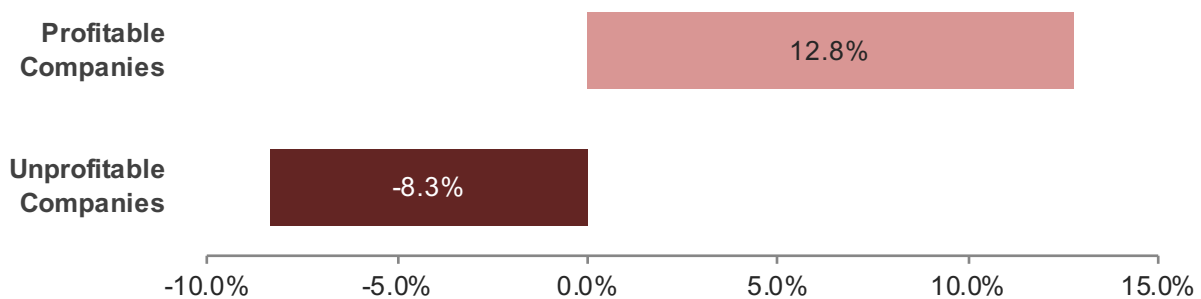
Profitability & Financial Ratio Analysis

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

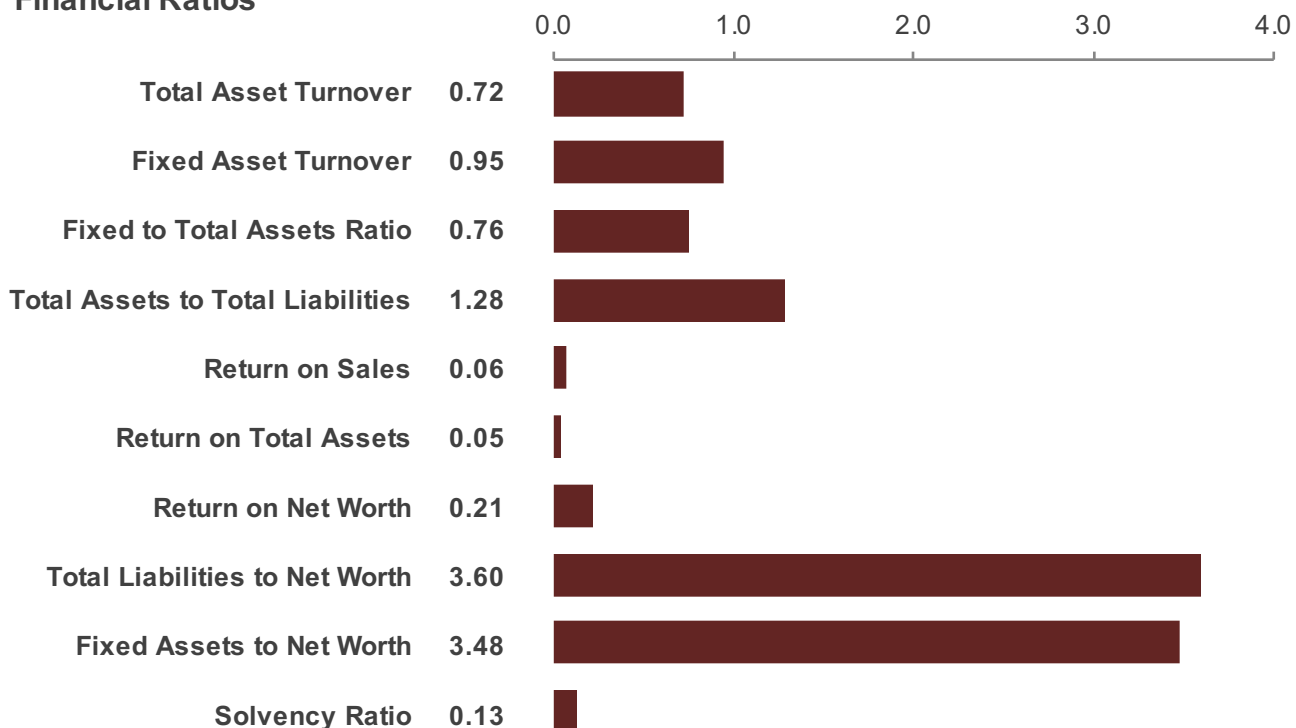
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenue

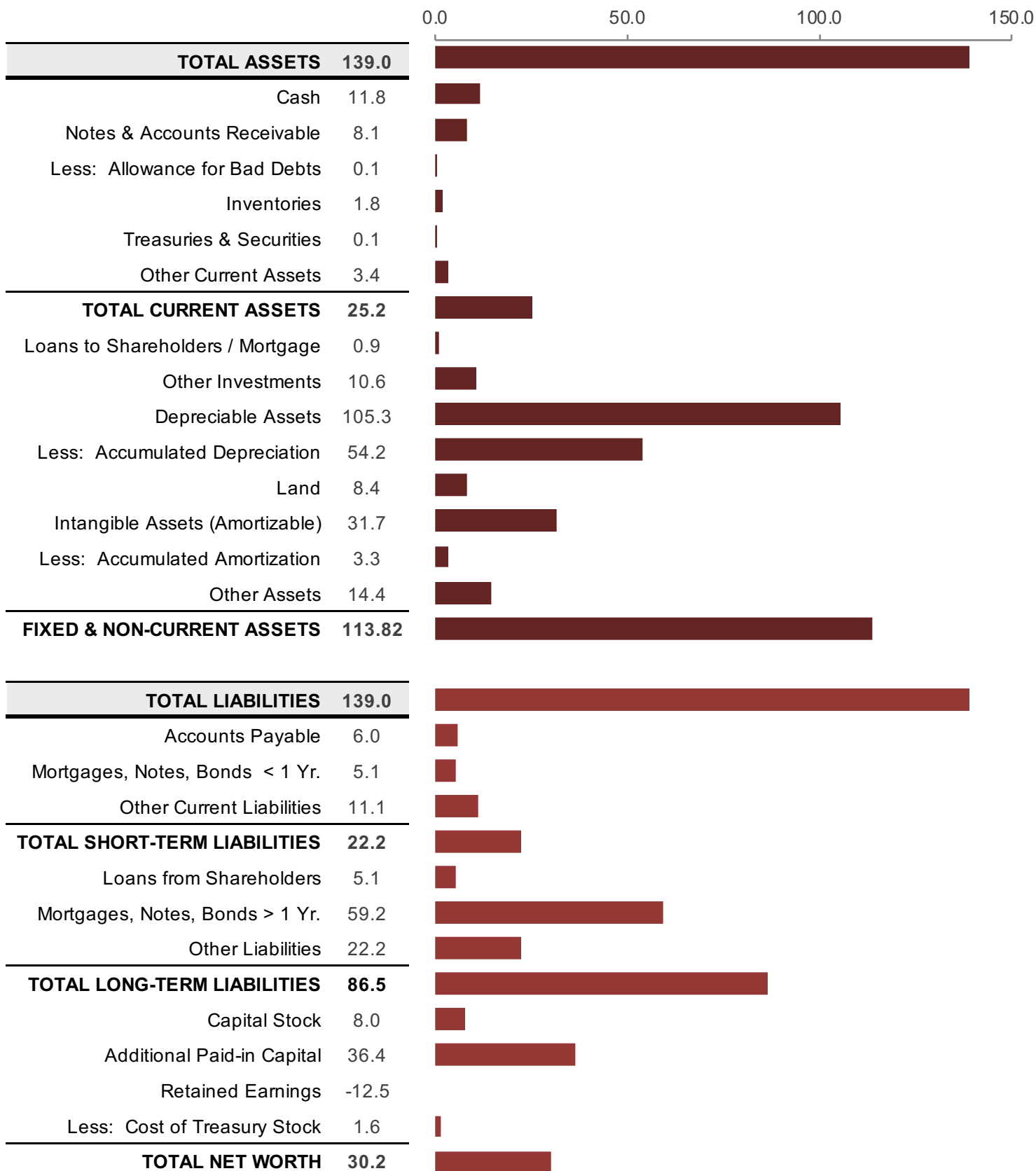


Financial Ratios



Balance Sheet Benchmarks - Assets, Liabilities & Equity

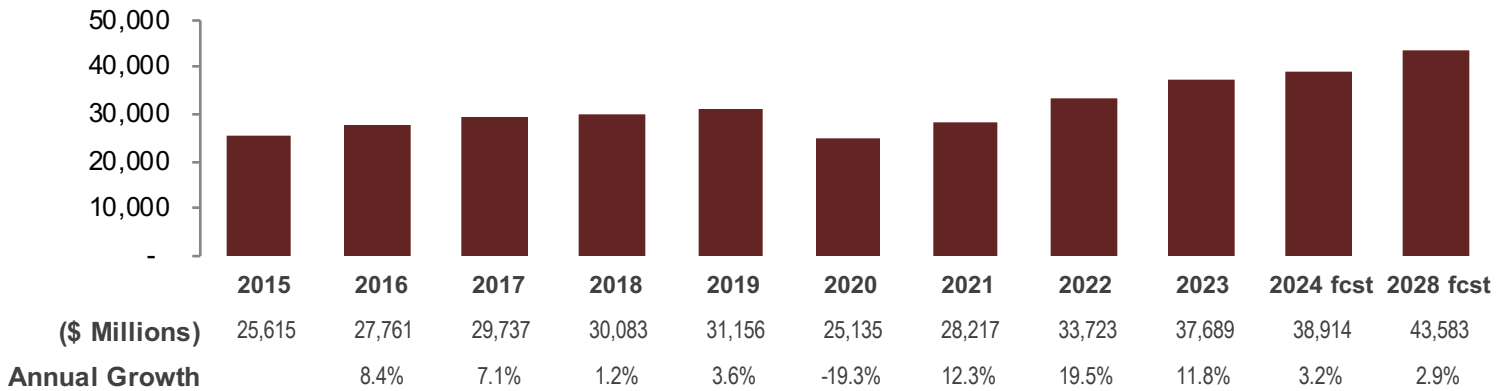
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



Operating Expenses

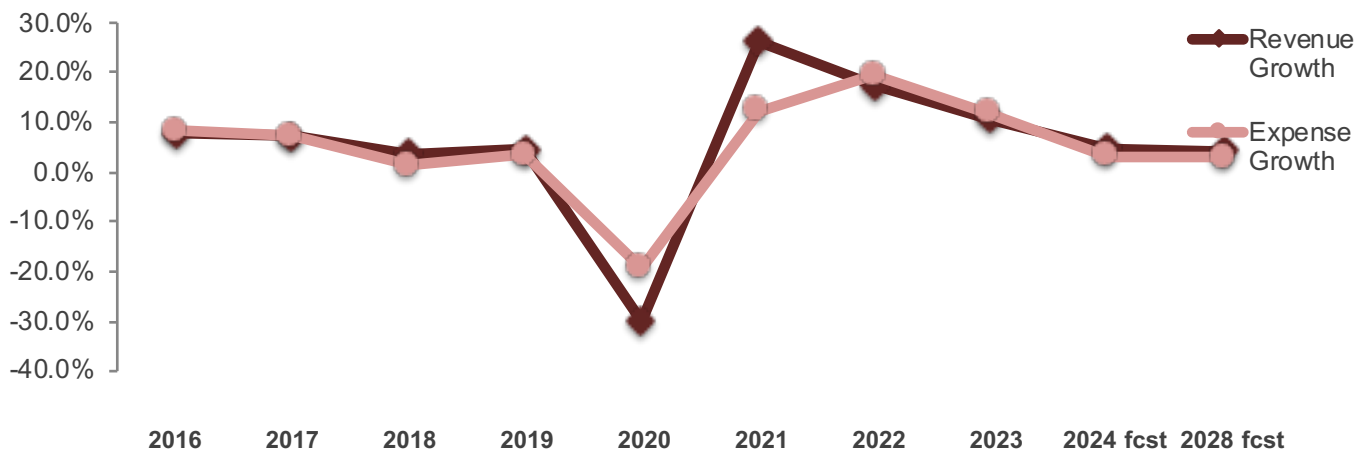
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Health Clubs industry. The data sets include historical and forecasts.

Industry Operating Expenses

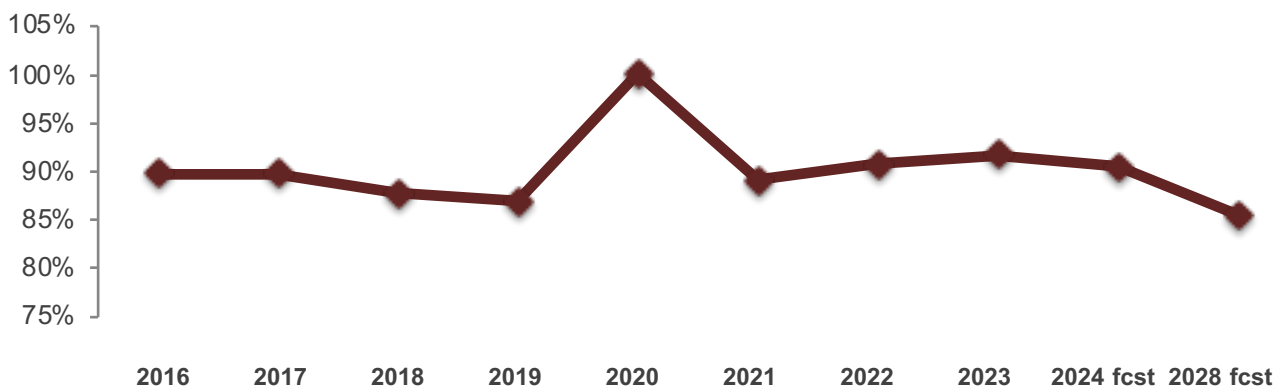


Compound Annual Growth Rate **14.5%** 3-Year **4.6%** 5-Year

Industry Revenue vs. Operating Expense Growth



Operating Expense as a Percent of Revenue

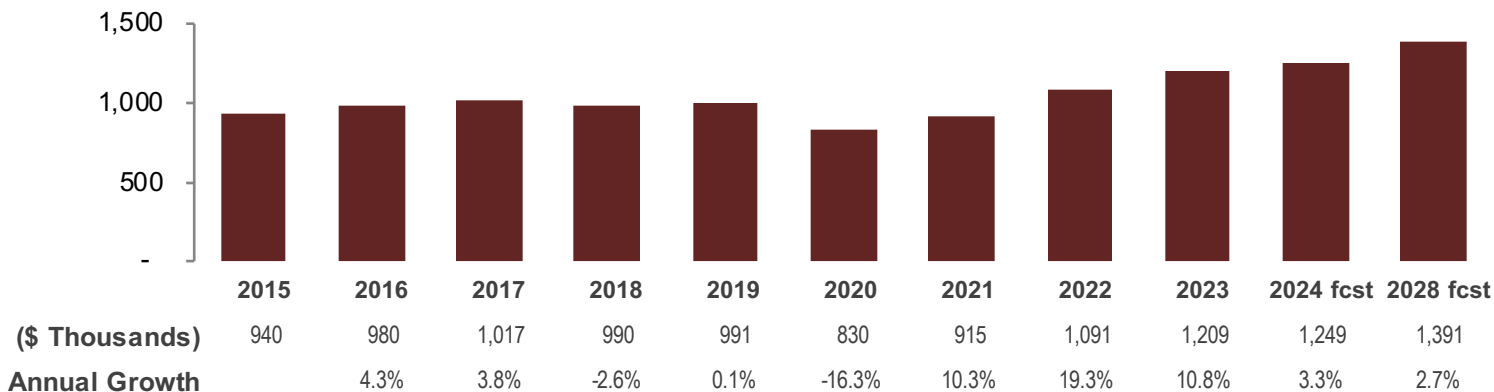


OPEX / Revenue 90% 89.8% 87.7% 86.8% 100.1% 89.0% 90.7% 91.7% 90.5% 85.5%

Operating Expenses per Company & Location

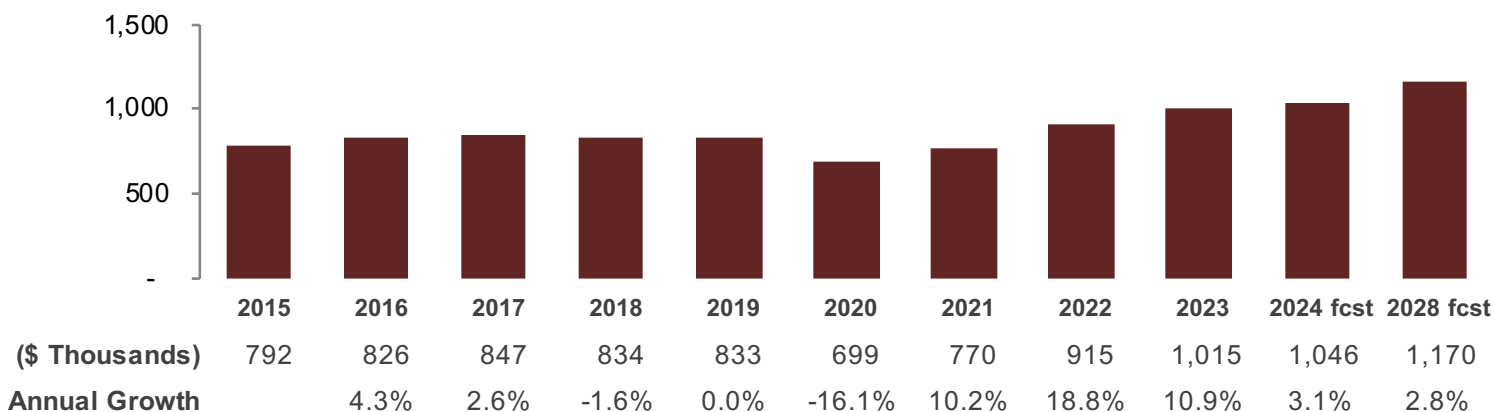
Given the dynamics of company and location growth and consolidation in the industry, it is important to normalize operating expense growth by company and location, which are below. This serves as a better benchmark for operating expense comparisons.

Industry Operating Expenses per Company



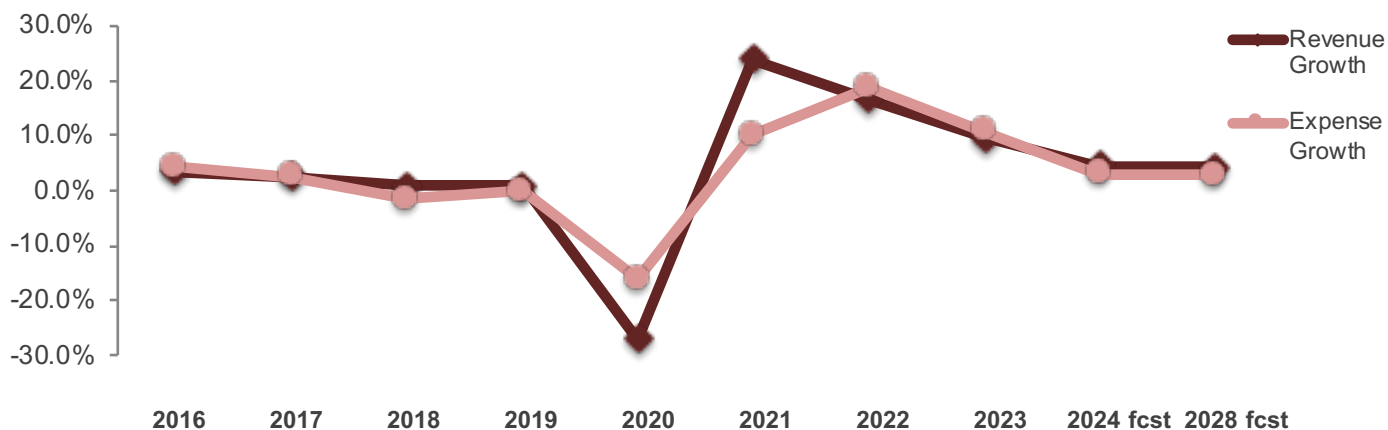
Compound Annual Growth Rate **13.4%** 3-Year **4.1%** 5-Year

Industry Operating Expenses per Location



Compound Annual Growth Rate **13.2%** 3-Year **4.0%** 5-Year

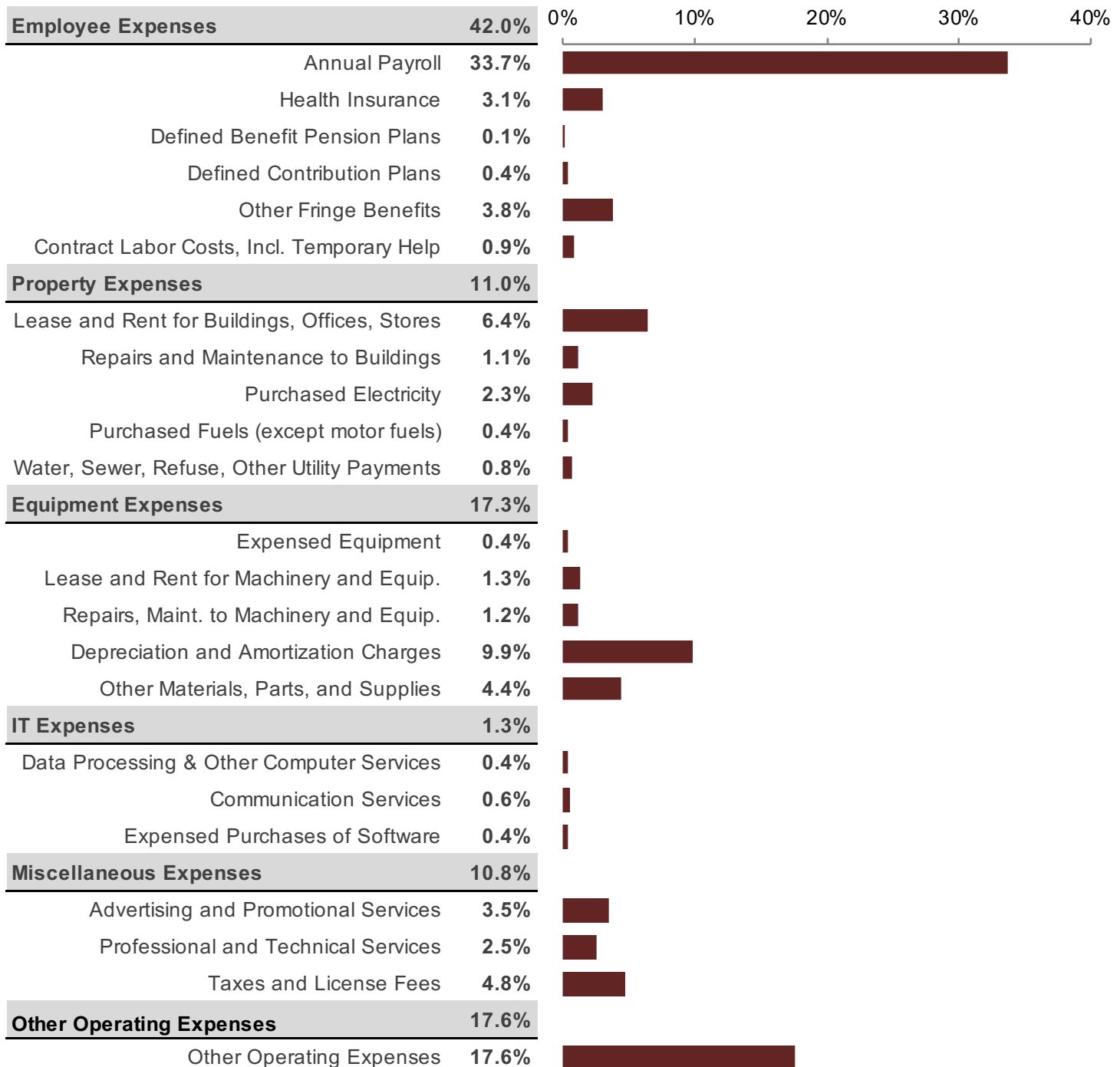
Revenue Growth per Location vs. Operating Expense Growth per Location



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.

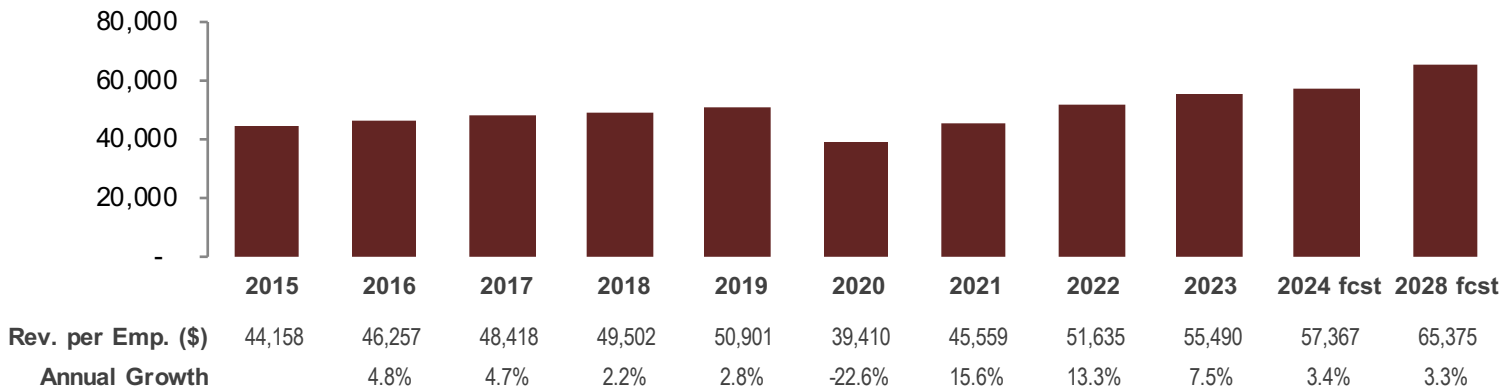
Operating Expense Breakdown



Employee Productivity & Industry Employment

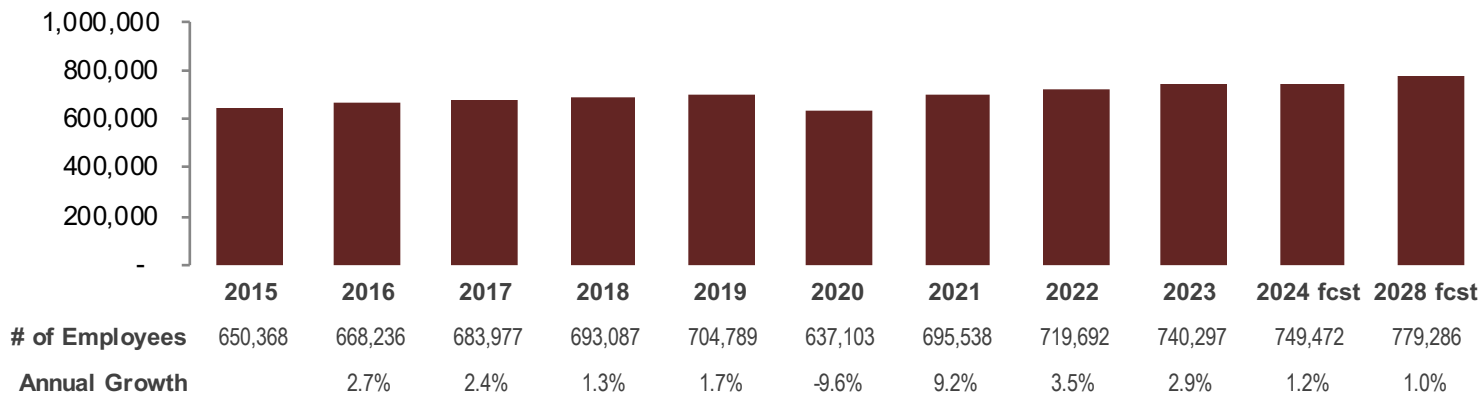
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historical and forecasts.

Productivity - Revenue (output) per Employee



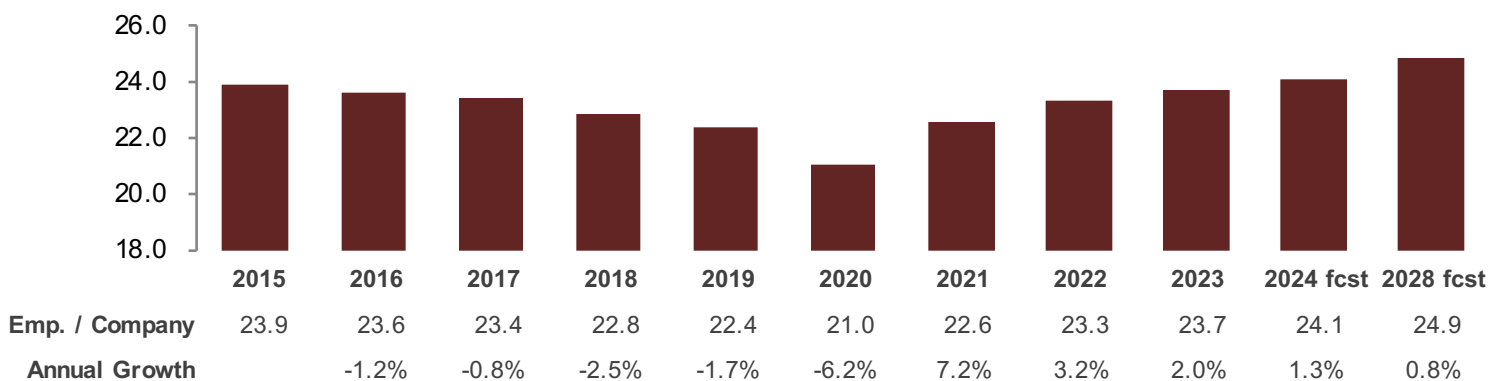
Compound Annual Growth Rate **12.1%** 3-Year **2.3%** 5-Year

Total Industry Employees



Compound Annual Growth Rate **5.1%** 3-Year **1.3%** 5-Year

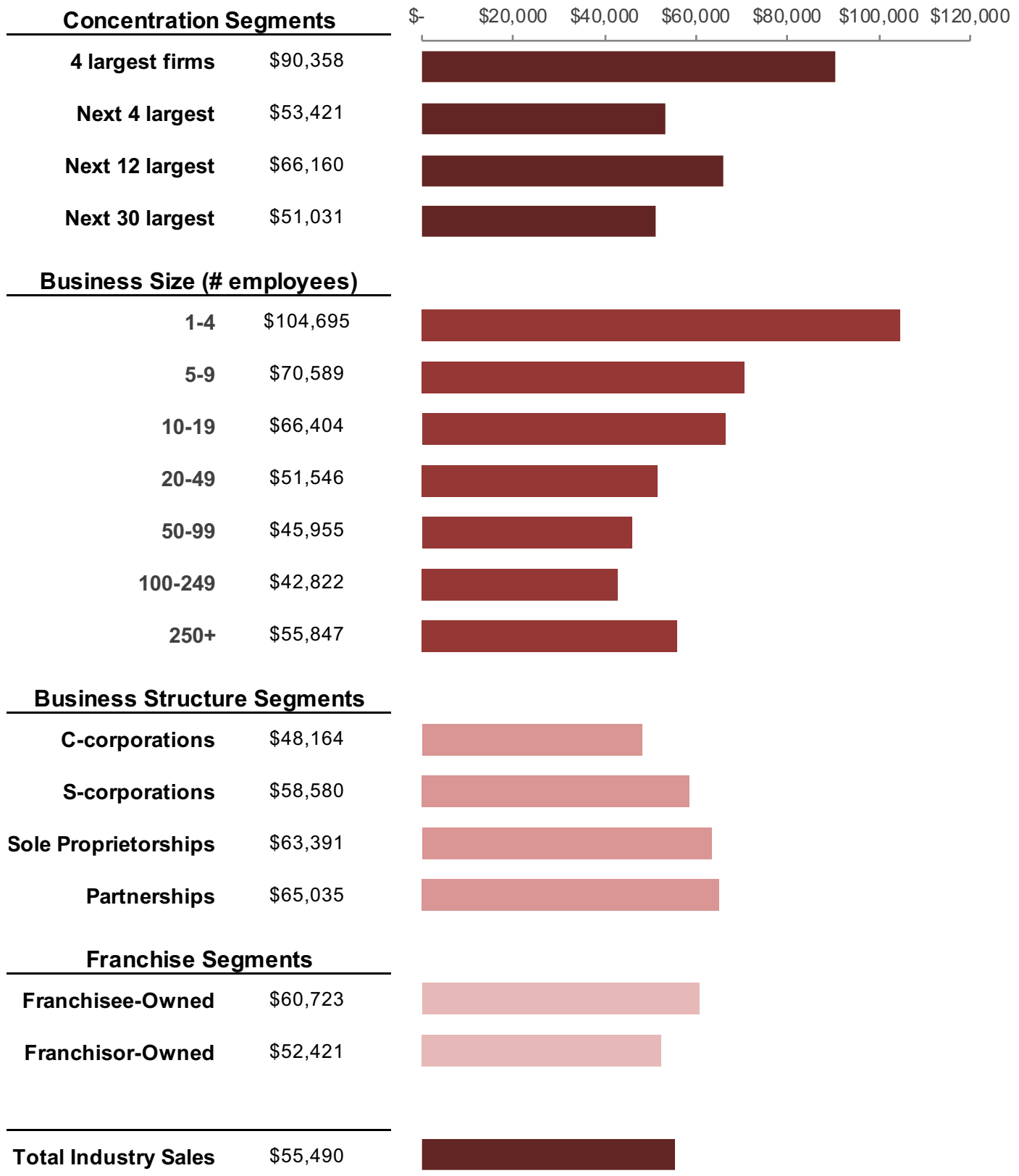
Employees per Company



Compound Annual Growth Rate **4.1%** 3-Year **0.8%** 5-Year

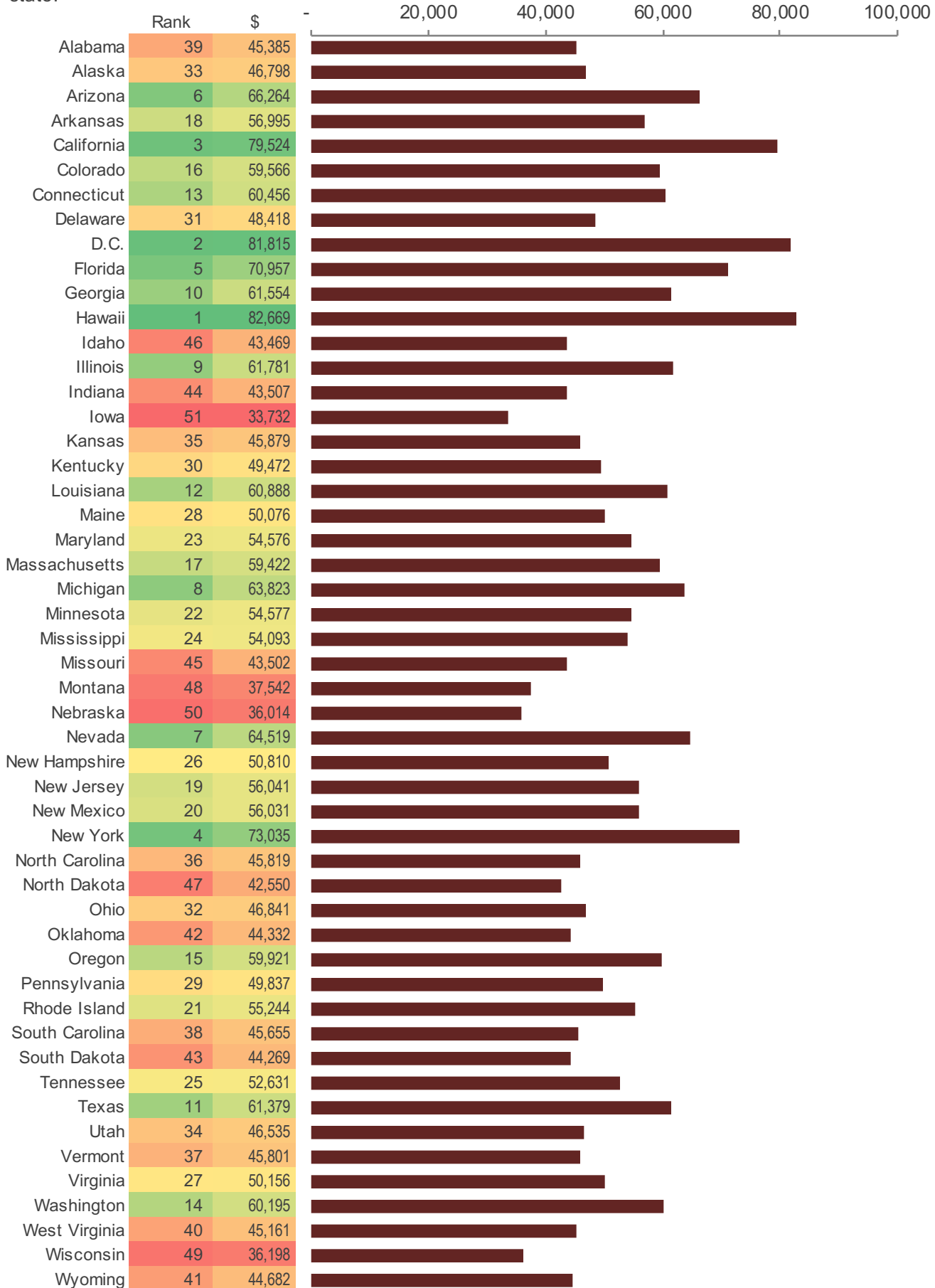
Employee Productivity by Segments

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	60	Brunswick, GA	55
Akron, OH	51	Buffalo-Cheektowaga-Niagara Falls, NY	43
Albany, GA	55	Burlington, NC	43
Albany, OR	42	Burlington-South Burlington, VT	38
Albany-Schenectady-Troy, NY	39	California-Lexington Park, MD	29
Albuquerque, NM	50	Canton-Massillon, OH	30
Alexandria, LA	67	Cape Coral-Fort Myers, FL	69
Allentown-Bethlehem-Easton, PA-NJ	53	Cape Girardeau, MO-IL	47
Altoona, PA	33	Carbondale-Marion, IL	41
Amarillo, TX	47	Carson City, NV	64
Ames, IA	26	Casper, WY	37
Anchorage, AK	52	Cedar Rapids, IA	27
Ann Arbor, MI	45	Chambersburg-Waynesboro, PA	55
Anniston-Oxford-Jacksonville, AL	52	Champaign-Urbana, IL	39
Appleton, WI	25	Charleston, WV	45
Asheville, NC	41	Charleston-North Charleston, SC	55
Athens-Clarke County, GA	44	Charlotte-Concord-Gastonia, NC-SC	45
Atlanta-Sandy Springs-Roswell, GA	63	Charlottesville, VA	68
Atlantic City-Hammonton, NJ	43	Chattanooga, TN-GA	44
Auburn-Opelika, AL	51	Cheyenne, WY	29
Augusta-Richmond County, GA-SC	41	Chicago-Naperville-Elgin, IL-IN-WI	64
Austin-Round Rock, TX	53	Chico, CA	49
Bakersfield, CA	73	Cincinnati, OH-KY-IN	49
Baltimore-Columbia-Towson, MD	48	Clarksville, TN-KY	47
Bangor, ME	50	Cleveland, TN	26
Barnstable Town, MA	53	Cleveland-Elyria, OH	50
Baton Rouge, LA	51	Coeur d'Alene, ID	57
Battle Creek, MI	48	College Station-Bryan, TX	38
Bay City, MI	36	Colorado Springs, CO	57
Beaumont-Port Arthur, TX	45	Columbia, MO	40
Beckley, WV	35	Columbia, SC	50
Bellingham, WA	37	Columbus, GA-AL	40
Bend-Redmond, OR	50	Columbus, IN	36
Billings, MT	33	Columbus, OH	50
Binghamton, NY	41	Corpus Christi, TX	51
Birmingham-Hoover, AL	47	Corvallis, OR	41
Bismarck, ND	35	Crestview-Fort Walton Beach-Destin, FL	65
Blacksburg-Christiansburg-Radford, VA	40	Cumberland, MD-WV	77
Bloomington, IL	22	Dallas-Fort Worth-Arlington, TX	65
Bloomington, IN	31	Dalton, GA	42
Bloomsburg-Berwick, PA	34	Danville, IL	31
Boise City, ID	43	Daphne-Fairhope-Foley, AL	34
Boston-Cambridge-Newton, MA-NH	58	Davenport-Moline-Rock Island, IA-IL	31
Boulder, CO	41	Dayton, OH	36
Bowling Green, KY	35	Decatur, AL	40
Bremerton-Silverdale, WA	38	Decatur, IL	32
Bridgeport-Stamford-Norwalk, CT	67	Deltona-Daytona Beach-Ormond, FL	50
Brownsville-Harlingen, TX	45	Denver-Aurora-Lakewood, CO	62

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	36	Greenville-Anderson-Mauldin, SC	36
Detroit-Warren-Dearborn, MI	75	Gulfport-Biloxi-Pascagoula, MS	58
Dothan, AL	57	Hagerstown-Martinsburg, MD-WV	36
Dover, DE	55	Hammond, LA	41
Dubuque, IA	61	Hanford-Corcoran, CA	52
Duluth, MN-WI	30	Harrisburg-Carlisle, PA	45
Durham-Chapel Hill, NC	43	Harrisonburg, VA	55
East Stroudsburg, PA	40	Hartford-West Hartford-East Hartford, CT	45
Eau Claire, WI	23	Hattiesburg, MS	42
El Centro, CA	38	Hickory-Lenoir-Morganton, NC	38
Elizabethtown-Fort Knox, KY	54	Hilton Head Island-Bluffton-Beaufort, SC	65
Elkhart-Goshen, IN	66	Hinesville, GA	55
Elmira, NY	33	Homosassa Springs, FL	42
El Paso, TX	49	Hot Springs, AR	28
Enid, OK	41	Houma-Thibodaux, LA	41
Erie, PA	32	Houston-The Woodlands-Sugar Land, TX	59
Eugene, OR	40	Huntington-Ashland, WV-KY-OH	37
Evansville, IN-KY	41	Huntsville, AL	41
Fairbanks, AK	50	Idaho Falls, ID	22
Fargo, ND-MN	44	Indianapolis-Carmel-Anderson, IN	53
Farmington, NM	46	Iowa City, IA	55
Fayetteville, NC	46	Ithaca, NY	35
Fayetteville-Springdale-Rogers, AR-MO	54	Jackson, MI	54
Flagstaff, AZ	39	Jackson, MS	51
Flint, MI	67	Jackson, TN	55
Florence, SC	30	Jacksonville, FL	60
Florence-Muscle Shoals, AL	32	Jacksonville, NC	77
Fond du Lac, WI	26	Janesville-Beloit, WI	40
Fort Collins, CO	45	Jefferson City, MO	37
Fort Smith, AR-OK	44	Johnson City, TN	49
Fort Wayne, IN	31	Johnstown, PA	36
Fresno, CA	56	Jonesboro, AR	43
Gadsden, AL	36	Joplin, MO	25
Gainesville, FL	55	Kahului-Wailuku-Lahaina, HI	66
Gainesville, GA	55	Kalamazoo-Portage, MI	38
Gettysburg, PA	24	Kankakee, IL	38
Glens Falls, NY	28	Kansas City, MO-KS	47
Goldsboro, NC	40	Kennewick-Richland, WA	42
Grand Forks, ND-MN	55	Killeen-Temple, TX	47
Grand Island, NE	48	Kingsport-Bristol-Bristol, TN-VA	34
Grand Junction, CO	49	Kingston, NY	32
Grand Rapids-Wyoming, MI	48	Knoxville, TN	43
Grants Pass, OR	37	Kokomo, IN	28
Great Falls, MT	55	La Crosse-Onalaska, WI-MN	26
Greeley, CO	36	Lafayette, LA	61
Green Bay, WI	30	Lafayette-West Lafayette, IN	55
Greensboro-High Point, NC	38	Lake Charles, LA	91
Greenville, NC	51	Lake Havasu City-Kingman, AZ	55

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	46	Muncie, IN	26
Lancaster, PA	41	Muskegon, MI	42
Lansing-East Lansing, MI	40	Myrtle-Conway-North Myrtle, SC-NC	49
Laredo, TX	71	Napa, CA	75
Las Cruces, NM	48	Naples-Immokalee-Marco Island, FL	71
Las Vegas-Henderson-Paradise, NV	61	Nashville-Davidson--Murfr.--Franklin, TN	51
Lawrence, KS	41	New Bern, NC	26
Lawton, OK	28	New Haven-Milford, CT	52
Lebanon, PA	31	New Orleans-Metairie, LA	59
Lewiston, ID-WA	22	New York-Newark-Jersey City, NY-NJ-PA	70
Lewiston-Auburn, ME	43	Niles-Benton Harbor, MI	34
Lexington-Fayette, KY	47	North Port-Sarasota-Bradenton, FL	58
Lima, OH	48	Norwich-New London, CT	65
Lincoln, NE	31	Ocala, FL	57
Little Rock-North Little Rock-Conway, AR	55	Ocean City, NJ	55
Logan, UT-ID	28	Odessa, TX	75
Longview, TX	66	Ogden-Clearfield, UT	27
Longview, WA	58	Oklahoma City, OK	43
Los Angeles-Long Beach-Anaheim, CA	82	Olympia-Tumwater, WA	47
Louisville/Jefferson County, KY-IN	49	Omaha-Council Bluffs, NE-IA	40
Lubbock, TX	45	Orlando-Kissimmee-Sanford, FL	69
Lynchburg, VA	38	Oshkosh-Neenah, WI	26
Macon-Bibb County, GA	41	Owensboro, KY	45
Madera, CA	43	Oxnard-Thousand Oaks-Ventura, CA	61
Madison, WI	41	Palm Bay-Melbourne-Titusville, FL	63
Manchester-Nashua, NH	50	Panama City, FL	57
Manhattan, KS	34	Parkersburg-Vienna, WV	48
Mankato-North Mankato, MN	29	Pensacola-Ferry Pass-Brent, FL	55
Mansfield, OH	35	Peoria, IL	40
McAllen-Edinburg-Mission, TX	78	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	51
Medford, OR	58	Phoenix-Mesa-Scottsdale, AZ	66
Memphis, TN-MS-AR	58	Pine Bluff, AR	55
Merced, CA	65	Pittsburgh, PA	52
Miami-Fort Lauderdale-West Palm Beach, FL	80	Pittsfield, MA	41
Michigan City-La Porte, IN	34	Pocatello, ID	26
Midland, MI	46	Portland-South Portland, ME	52
Midland, TX	75	Portland-Vancouver-Hillsboro, OR-WA	64
Milwaukee-Waukesha-West Allis, WI	37	Port St. Lucie, FL	56
Minneapolis-St. Paul-Bloomington, MN-WI	55	Prescott, AZ	40
Missoula, MT	31	Providence-Warwick, RI-MA	46
Mobile, AL	26	Provo-Orem, UT	50
Modesto, CA	56	Pueblo, CO	42
Monroe, LA	63	Punta Gorda, FL	29
Monroe, MI	36	Racine, WI	51
Montgomery, AL	39	Raleigh, NC	44
Morgantown, WV	53	Rapid City, SD	46
Morristown, TN	72	Reading, PA	39
Mount Vernon-Anacortes, WA	37	Redding, CA	49

Sales per Employee per Metropolitan Area

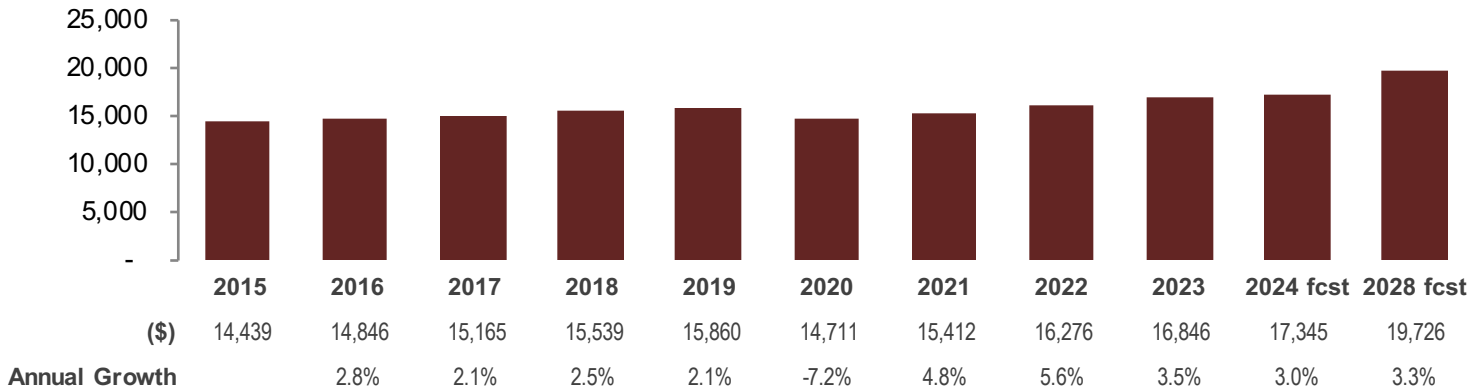
Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	61	Staunton-Waynesboro, VA	31
Richmond, VA	37	Stockton-Lodi, CA	59
Riverside-San Bernardino-Ontario, CA	77	Sumter, SC	55
Roanoke, VA	40	Syracuse, NY	30
Rochester, MN	38	Tallahassee, FL	53
Rochester, NY	41	Tampa-St. Petersburg-Clearwater, FL	55
Rockford, IL	41	Terre Haute, IN	34
Rocky Mount, NC	36	Texarkana, TX-AR	54
Rome, GA	53	The Villages, FL	52
Sacramento--Roseville--Arden-Arcade, CA	60	Toledo, OH	39
Saginaw, MI	51	Topeka, KS	36
St. Cloud, MN	39	Trenton, NJ	41
St. George, UT	47	Tucson, AZ	54
St. Joseph, MO-KS	37	Tulsa, OK	42
St. Louis, MO-IL	40	Tuscaloosa, AL	39
Salem, OR	47	Tyler, TX	42
Salinas, CA	114	Urban Honolulu, HI	80
Salisbury, MD-DE	45	Utica-Rome, NY	43
Salt Lake City, UT	52	Valdosta, GA	34
San Angelo, TX	37	Vallejo-Fairfield, CA	75
San Antonio-New Braunfels, TX	51	Victoria, TX	35
San Diego-Carlsbad, CA	61	Vineland-Bridgeton, NJ	42
San Francisco-Oakland-Hayward, CA	81	Virginia Beach-Norfolk-Newport, VA-NC	40
San Jose-Sunnyvale-Santa Clara, CA	74	Visalia-Porterville, CA	53
San Luis Obispo-Paso Robles-Arroyo Gr., CA	44	Waco, TX	27
Santa Cruz-Watsonville, CA	179	Walla Walla, WA	29
Santa Fe, NM	90	Warner Robins, GA	36
Santa Maria-Santa Barbara, CA	60	Washing.-Arling.-Alexan., DC-VA-MD-WV	60
Santa Rosa, CA	63	Waterloo-Cedar Falls, IA	55
Savannah, GA	62	Watertown-Fort Drum, NY	87
Scranton--Wilkes-Barre--Hazleton, PA	40	Wausau, WI	19
Seattle-Tacoma-Bellevue, WA	62	Weirton-Steubenville, WV-OH	23
Sebastian-Vero Beach, FL	55	Wenatchee, WA	35
Sebring, FL	54	Wheeling, WV-OH	61
Sheboygan, WI	29	Wichita, KS	49
Sherman-Denison, TX	66	Wichita Falls, TX	32
Shreveport-Bossier City, LA	64	Williamsport, PA	64
Sierra Vista-Douglas, AZ	37	Wilmington, NC	45
Sioux City, IA-NE-SD	31	Winchester, VA-WV	39
Sioux Falls, SD	42	Winston-Salem, NC	32
South Bend-Mishawaka, IN-MI	45	Worcester, MA-CT	48
Spartanburg, SC	39	Yakima, WA	54
Spokane-Spokane Valley, WA	47	York-Hanover, PA	34
Springfield, IL	43	Youngstown-Warren-Boardman, OH-PA	32
Springfield, MA	40	Yuba City, CA	55
Springfield, MO	32	Yuma, AZ	81
Springfield, OH	24		
State College, PA	31		

Industry Payroll

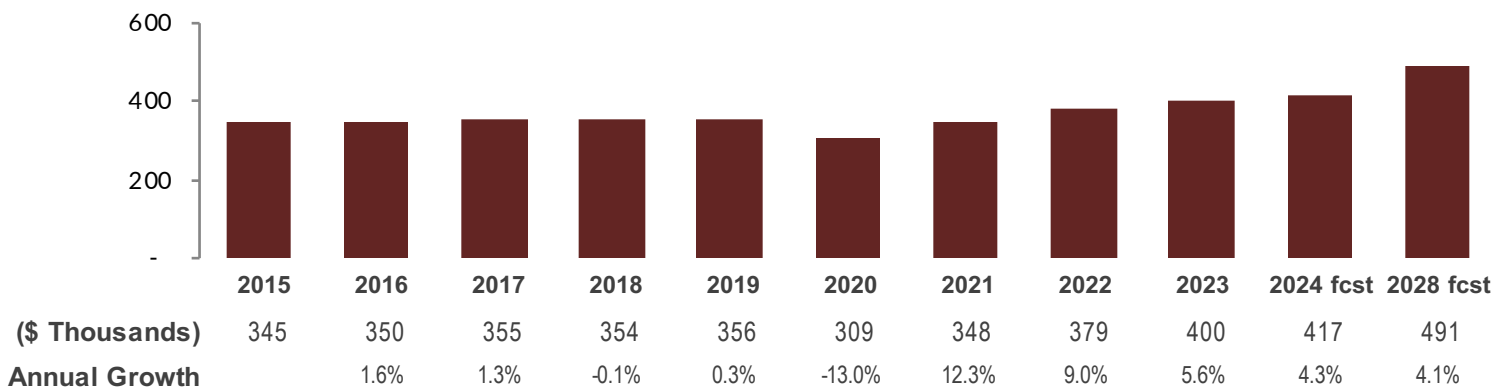
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company, and location. In particular, payroll per 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



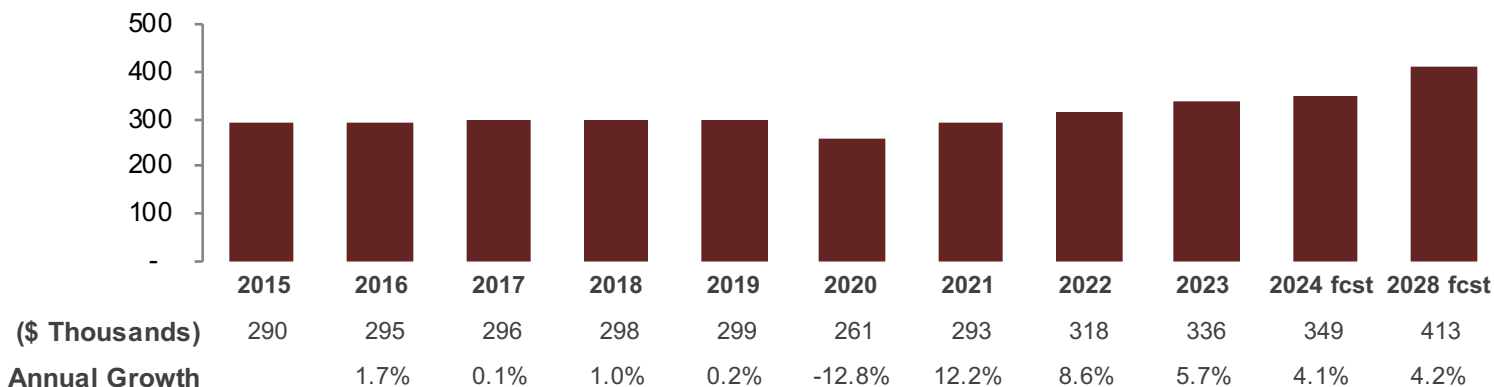
Compound Annual Growth Rate **4.6%** 3-Year **1.6%** 5-Year

Payroll per Company



Compound Annual Growth Rate **8.9%** 3-Year **2.4%** 5-Year

Payroll per Location

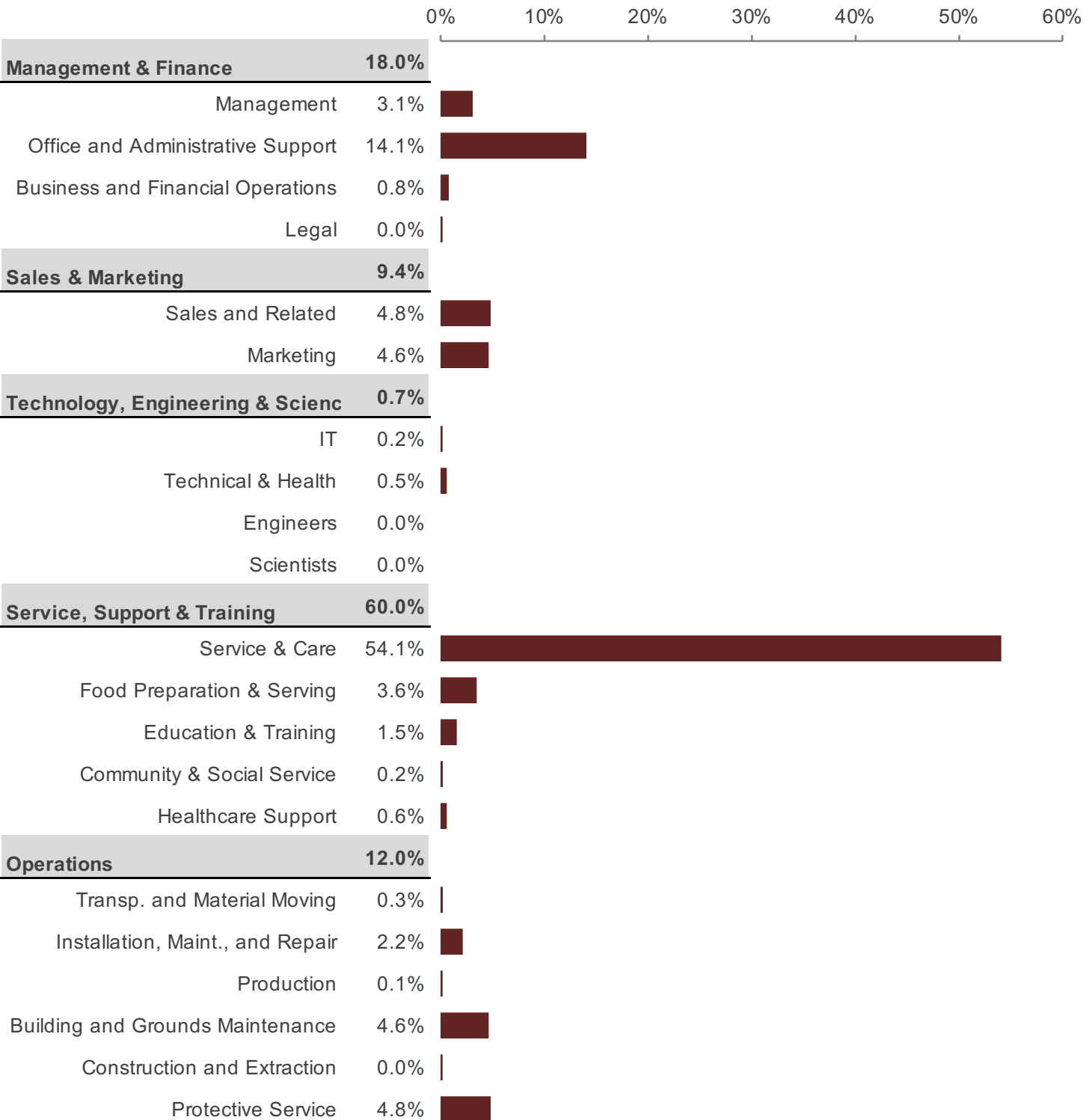


Compound Annual Growth Rate **8.8%** 3-Year **2.4%** 5-Year

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

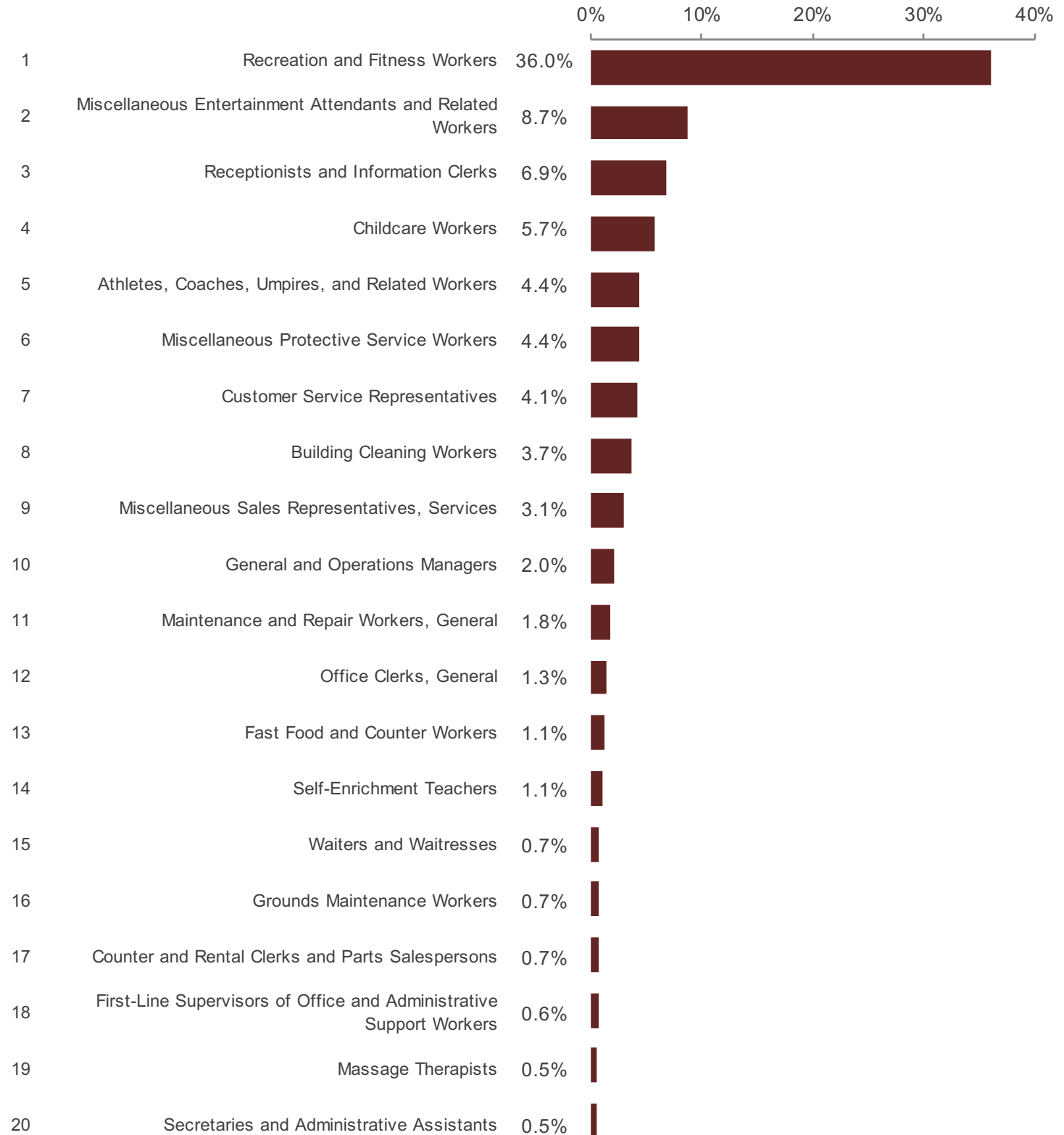
Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
Management & Finance					
Management	\$17.07	\$23.47	\$42.15	\$51.14	\$77.59
Office and Administrative Support	\$9.35	\$11.05	\$14.89	\$16.80	\$22.42
Business and Financial Operations	\$13.84	\$18.71	\$28.00	\$33.66	\$46.61
Legal	#	#	#	#	#
Sales & Marketing					
Sales and Related	\$9.46	\$11.26	\$19.28	\$21.16	\$36.30
Arts, Design, Entertainment, Media	\$10.19	\$12.94	\$22.41	\$28.39	\$40.01
Technology, Engineering & Science					
Computers	\$20.11	\$27.10	\$39.74	\$52.12	\$63.84
Technical & Healthcare	\$12.21	\$17.64	\$28.02	\$36.59	\$46.09
Engineering & Architecture	#	#	#	#	#
Life, Physical & Social Science	#	#	#	#	#
Service, Support & Training					
Personal Service & Care	\$9.73	\$12.45	\$19.92	\$25.35	\$33.68
Food Preparation & Serving	\$9.28	\$10.48	\$14.53	\$15.83	\$20.59
Education, Training & Library	\$9.66	\$12.02	\$18.81	\$23.39	\$31.71
Community & Social Service	#	#	#	#	#
Healthcare Support	\$11.11	\$13.47	\$22.35	\$27.83	\$39.37
Operations					
Transportation and Material Moving	\$9.94	\$12.11	\$16.00	\$18.26	\$23.87
Installation, Maint., and Repair	\$11.01	\$13.48	\$19.77	\$24.30	\$31.77
Production	\$12.25	\$12.89	\$16.87	\$19.19	\$23.75
Building and Grounds Maintenance	\$9.92	\$11.89	\$15.00	\$16.34	\$20.81
Construction and Extraction	\$13.55	\$15.40	\$22.24	\$25.22	\$37.25
Protective Service	\$8.92	\$9.85	\$12.63	\$13.47	\$16.80

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

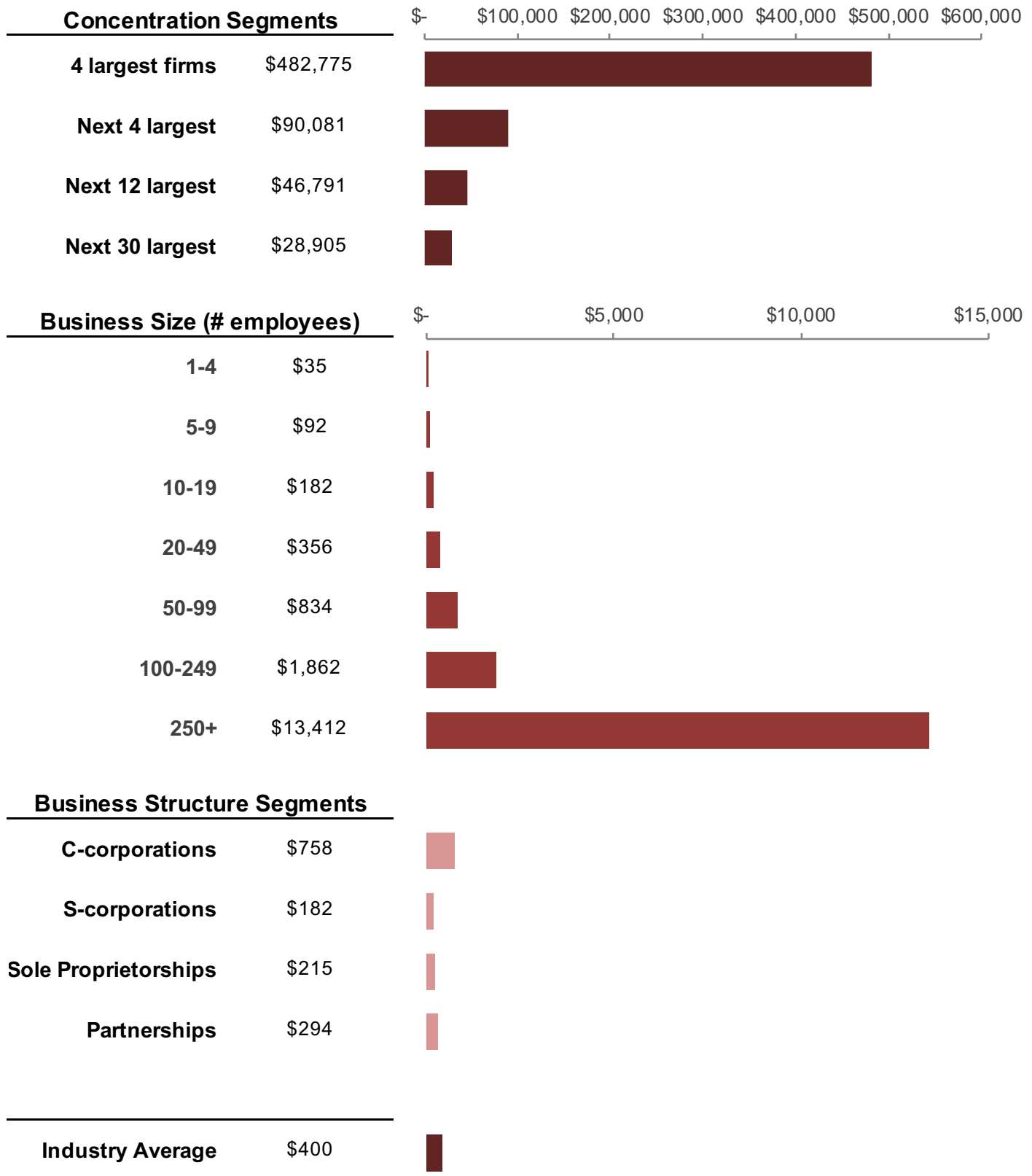
Below are the details of the wage bands for the industry's top jobs. The bottom 10% represents the average that the 10% lowest paid receive in hourly pay, while the top 90% represents the average that the 10% highest paid receive in hourly pay. In those instances where the sample size was not statistically 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	\$10.49	\$13.53	\$22.72	\$28.99	\$38.66
2	Miscellaneous Entertainment Attendants and Related Workers	\$9.19	\$10.61	\$13.12	\$14.89	\$16.57
3	Receptionists and Information Clerks	\$9.16	\$10.31	\$13.27	\$15.35	\$18.73
4	Childcare Workers	\$8.64	\$9.55	\$12.07	\$13.62	\$16.10
5	Athletes, Coaches, Umpires, and Related Workers	*	*	*	*	*
6	Miscellaneous Protective Service Workers	\$8.85	\$9.79	\$12.06	\$13.03	\$15.75
7	Customer Service Representatives	\$9.60	\$11.38	\$14.46	\$15.76	\$21.78
8	Building Cleaning Workers	\$9.84	\$11.72	\$14.41	\$15.90	\$19.56
9	Miscellaneous Sales Representatives, Services	\$9.71	\$12.48	\$21.71	\$25.66	\$41.44
10	General and Operations Managers	\$16.90	\$23.30	\$41.92	\$49.73	\$78.47
11	Maintenance and Repair Workers, General	\$10.87	\$13.21	\$18.94	\$23.12	\$30.29
12	Office Clerks, General	\$9.11	\$10.13	\$15.16	\$18.33	\$23.49
13	Fast Food and Counter Workers	\$8.83	\$9.96	\$12.42	\$14.08	\$16.00
14	Self-Enrichment Teachers	\$9.65	\$12.25	\$19.55	\$24.73	\$32.64
15	Waiters and Waitresses	\$9.18	\$9.98	\$13.20	\$15.21	\$19.30
16	Grounds Maintenance Workers	\$9.95	\$12.06	\$15.08	\$17.21	\$21.20
17	Counter and Rental Clerks and Parts Salespersons	\$9.01	\$9.74	\$13.33	\$14.66	\$20.63
18	First-Line Supervisors of Office and Administrative Support Workers	\$13.69	\$16.55	\$24.59	\$29.64	\$38.67
19	Massage Therapists	\$10.45	\$13.47	\$22.49	\$27.97	\$40.61
20	Secretaries and Administrative Assistants	\$12.28	\$14.47	\$21.20	\$24.27	\$31.66

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.

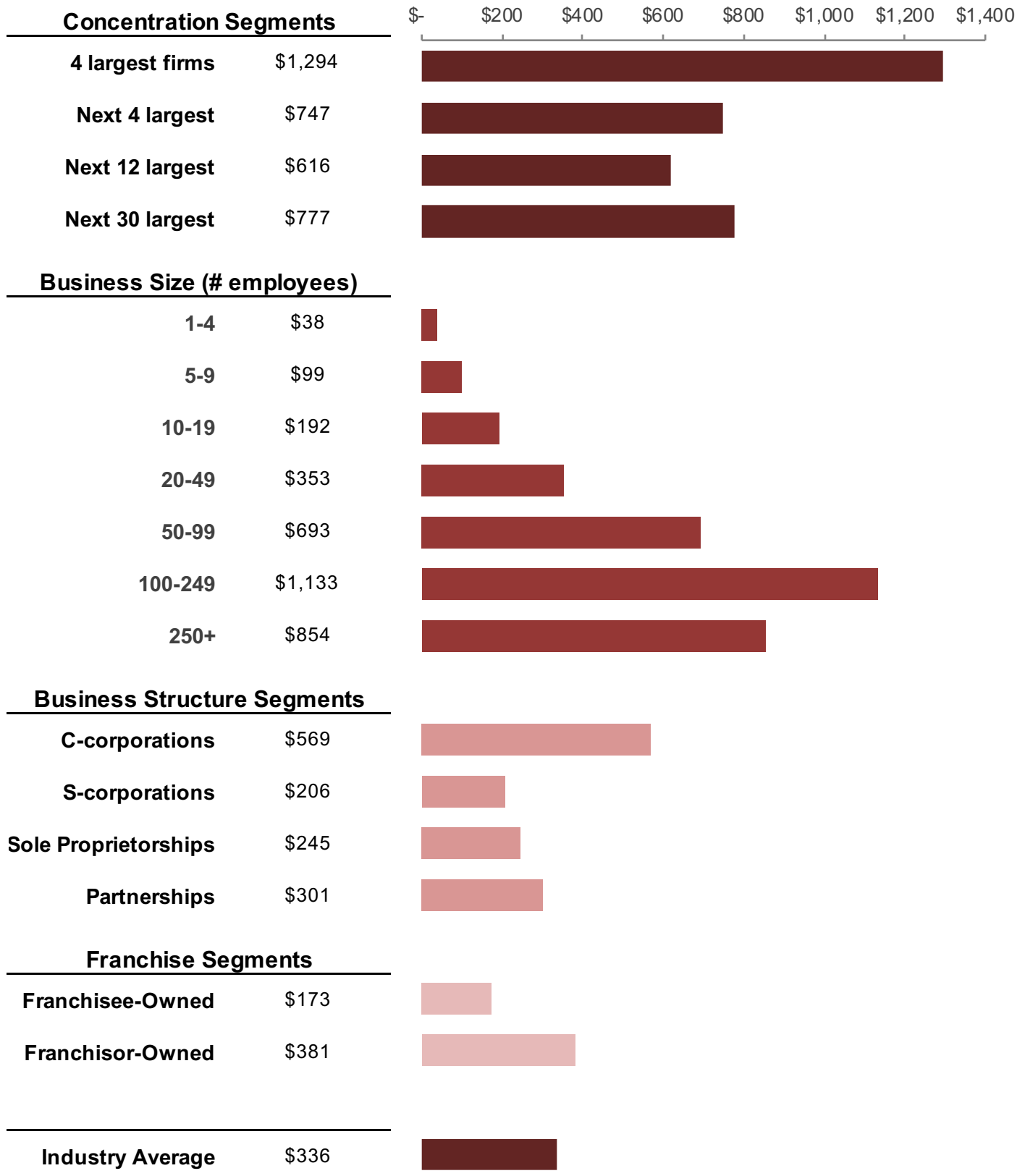
\$ thousands



Payroll per Location by Segments

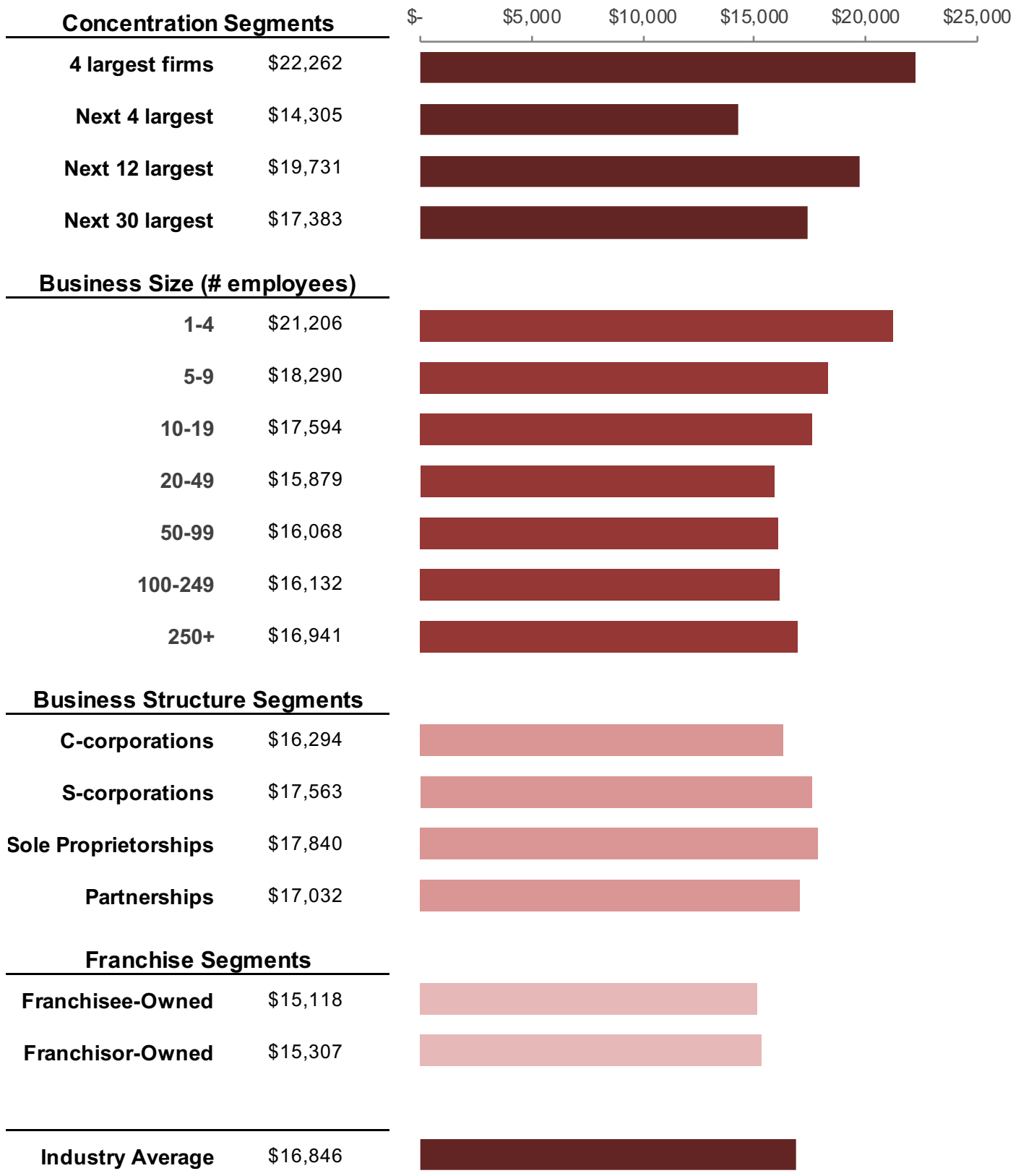
Below are payroll per location statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

\$ thousands



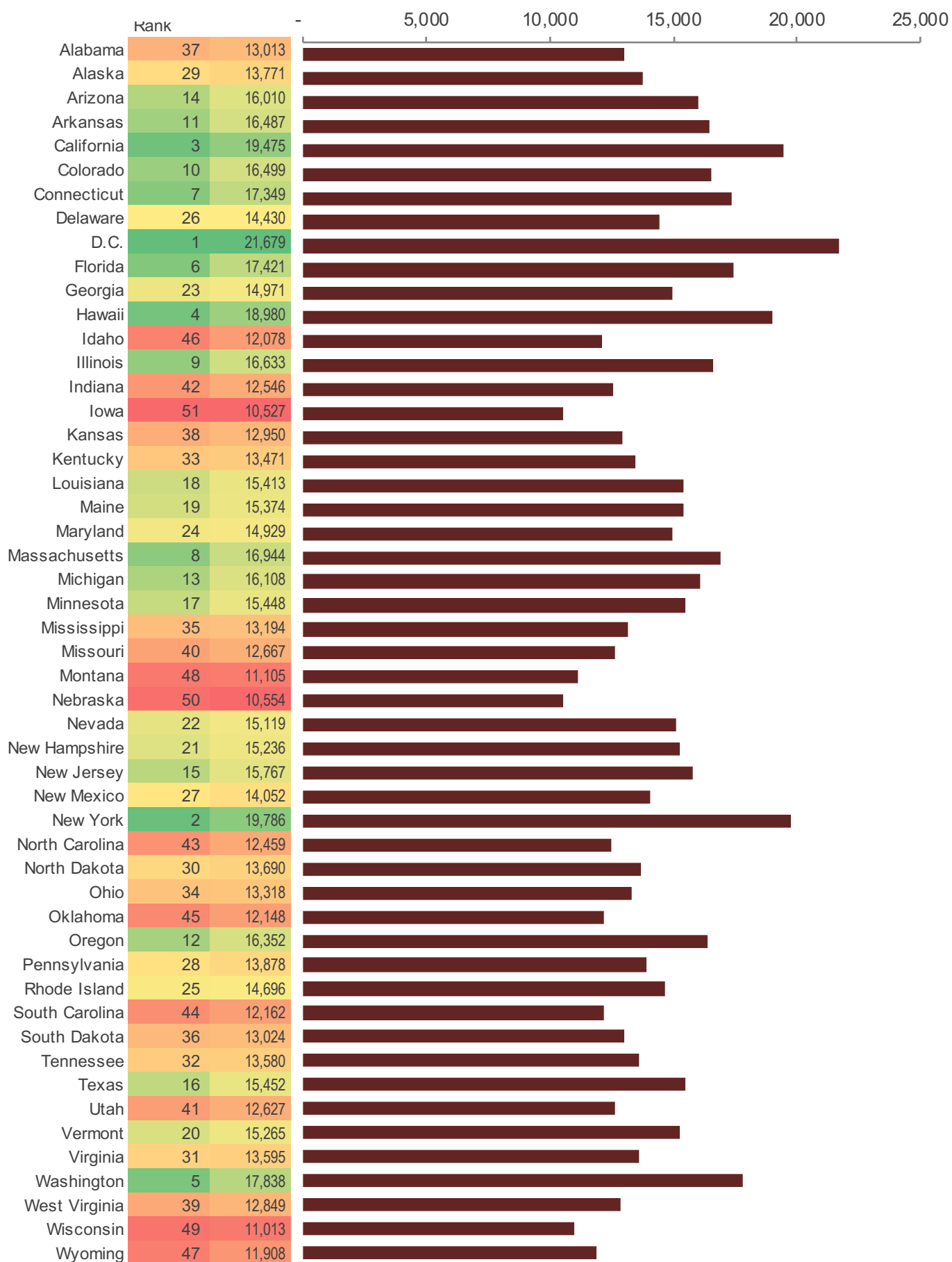
Payroll per Employee by Segments

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	12,764	Brunswick, GA	11,969
Akron, OH	15,392	Buffalo-Cheektowaga-Niagara Falls, NY	13,758
Albany, GA	12,304	Burlington, NC	12,110
Albany, OR	14,064	Burlington-South Burlington, VT	16,429
Albany-Schenectady-Troy, NY	13,293	California-Lexington Park, MD	6,936
Albuquerque, NM	14,471	Canton-Massillon, OH	11,035
Alexandria, LA	12,799	Cape Coral-Fort Myers, FL	18,257
Allentown-Bethlehem-Easton, PA-NJ	14,082	Cape Girardeau, MO-IL	17,535
Altoona, PA	13,178	Carbondale-Marion, IL	13,521
Amarillo, TX	11,507	Carson City, NV	16,756
Ames, IA	11,148	Casper, WY	13,045
Anchorage, AK	18,225	Cedar Rapids, IA	10,223
Ann Arbor, MI	16,352	Chambersburg-Waynesboro, PA	12,289
Anniston-Oxford-Jacksonville, AL	17,792	Champaign-Urbana, IL	11,367
Appleton, WI	10,077	Charleston, WV	16,347
Asheville, NC	12,818	Charleston-North Charleston, SC	15,134
Athens-Clarke County, GA	11,987	Charlotte-Concord-Gastonia, NC-SC	13,926
Atlanta-Sandy Springs-Roswell, GA	17,336	Charlottesville, VA	20,764
Atlantic City-Hammonton, NJ	15,878	Chattanooga, TN-GA	13,689
Auburn-Opelika, AL	14,991	Cheyenne, WY	9,828
Augusta-Richmond County, GA-SC	11,543	Chicago-Naperville-Elgin, IL-IN-WI	19,217
Austin-Round Rock, TX	14,868	Chico, CA	16,000
Bakersfield, CA	18,212	Cincinnati, OH-KY-IN	14,678
Baltimore-Columbia-Towson, MD	15,607	Clarksville, TN-KY	13,823
Bangor, ME	17,573	Cleveland, TN	10,607
Barnstable Town, MA	15,094	Cleveland-Elyria, OH	15,009
Baton Rouge, LA	14,009	Coeur d'Alene, ID	15,423
Battle Creek, MI	17,996	College Station-Bryan, TX	9,907
Bay City, MI	12,775	Colorado Springs, CO	15,990
Beaumont-Port Arthur, TX	14,352	Columbia, MO	12,746
Beckley, WV	14,102	Columbia, SC	14,335
Bellingham, WA	13,333	Columbus, GA-AL	14,078
Bend-Redmond, OR	14,387	Columbus, IN	12,492
Billings, MT	10,972	Columbus, OH	16,414
Binghamton, NY	16,416	Corpus Christi, TX	16,185
Birmingham-Hoover, AL	15,641	Corvallis, OR	16,714
Bismarck, ND	14,788	Crestview-Fort Walton Beach-Destin, FL	16,197
Blacksburg-Christiansburg-Radford, VA	13,774	Cumberland, MD-WV	11,359
Bloomington, IL	8,166	Dallas-Fort Worth-Arlington, TX	18,658
Bloomington, IN	12,044	Dalton, GA	8,751
Bloomsburg-Berwick, PA	11,841	Danville, IL	10,336
Boise City, ID	13,334	Daphne-Fairhope-Foley, AL	9,822
Boston-Cambridge-Newton, MA-NH	18,485	Davenport-Moline-Rock Island, IA-IL	12,032
Boulder, CO	14,006	Dayton, OH	12,542
Bowling Green, KY	11,269	Decatur, AL	11,794
Bremerton-Silverdale, WA	13,078	Decatur, IL	12,599
Bridgeport-Stamford-Norwalk, CT	21,699	Deltona-Daytona Beach-Ormond, FL	13,845
Brownsville-Harlingen, TX	11,461	Denver-Aurora-Lakewood, CO	19,458

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	12,020	Greenville-Anderson-Mauldin, SC	12,406
Detroit-Warren-Dearborn, MI	19,943	Gulfport-Biloxi-Pascagoula, MS	15,000
Dothan, AL	18,317	Hagerstown-Martinsburg, MD-WV	10,986
Dover, DE	14,108	Hammond, LA	10,302
Dubuque, IA	18,447	Hanford-Corcoran, CA	16,495
Duluth, MN-WI	10,761	Harrisburg-Carlisle, PA	13,704
Durham-Chapel Hill, NC	14,837	Harrisonburg, VA	17,528
East Stroudsburg, PA	12,886	Hartford-West Hartford-East Hartford, CT	15,541
Eau Claire, WI	9,164	Hattiesburg, MS	11,785
El Centro, CA	10,903	Hickory-Lenoir-Morganton, NC	13,337
Elizabethtown-Fort Knox, KY	15,986	Hilton Head Island-Bluffton-Beaufort, SC	18,396
Elkhart-Goshen, IN	16,010	Hinesville, GA	13,842
Elmira, NY	13,099	Homosassa Springs, FL	10,241
El Paso, TX	13,413	Hot Springs, AR	12,240
Enid, OK	12,622	Houma-Thibodaux, LA	11,524
Erie, PA	14,381	Houston-The Woodlands-Sugar Land, TX	17,436
Eugene, OR	13,334	Huntington-Ashland, WV-KY-OH	13,311
Evansville, IN-KY	12,926	Huntsville, AL	14,500
Fairbanks, AK	11,985	Idaho Falls, ID	8,495
Fargo, ND-MN	14,637	Indianapolis-Carmel-Anderson, IN	16,721
Farmington, NM	22,817	Iowa City, IA	16,998
Fayetteville, NC	10,284	Ithaca, NY	12,591
Fayetteville-Springdale-Rogers, AR-MO	18,821	Jackson, MI	15,969
Flagstaff, AZ	13,489	Jackson, MS	15,225
Flint, MI	14,266	Jackson, TN	13,084
Florence, SC	11,373	Jacksonville, FL	17,228
Florence-Muscle Shoals, AL	8,979	Jacksonville, NC	15,440
Fond du Lac, WI	9,963	Janesville-Beloit, WI	13,037
Fort Collins, CO	14,149	Jefferson City, MO	13,335
Fort Smith, AR-OK	11,748	Johnson City, TN	21,868
Fort Wayne, IN	10,035	Johnstown, PA	8,839
Fresno, CA	15,672	Jonesboro, AR	17,265
Gadsden, AL	13,867	Joplin, MO	10,500
Gainesville, FL	16,961	Kahului-Wailuku-Lahaina, HI	19,403
Gainesville, GA	15,693	Kalamazoo-Portage, MI	14,866
Gettysburg, PA	8,150	Kankakee, IL	11,585
Glens Falls, NY	11,143	Kansas City, MO-KS	14,985
Goldsboro, NC	8,983	Kennewick-Richland, WA	15,102
Grand Forks, ND-MN	15,837	Killeen-Temple, TX	12,951
Grand Island, NE	12,095	Kingsport-Bristol-Bristol, TN-VA	12,571
Grand Junction, CO	16,405	Kingston, NY	11,676
Grand Rapids-Wyoming, MI	14,270	Knoxville, TN	13,609
Grants Pass, OR	13,797	Kokomo, IN	12,030
Great Falls, MT	13,731	La Crosse-Onalaska, WI-MN	10,392
Greeley, CO	10,935	Lafayette, LA	17,630
Green Bay, WI	10,581	Lafayette-West Lafayette, IN	15,343
Greensboro-High Point, NC	11,563	Lake Charles, LA	16,236
Greenville, NC	16,833	Lake Havasu City-Kingman, AZ	11,870

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	16,296	Muncie, IN	9,879
Lancaster, PA	14,410	Muskegon, MI	13,263
Lansing-East Lansing, MI	11,830	Myrtle-Conway-North Myrtle, SC-NC	11,684
Laredo, TX	16,898	Napa, CA	21,446
Las Cruces, NM	12,275	Naples-Immokalee-Marco Island, FL	23,165
Las Vegas-Henderson-Paradise, NV	15,915	Nashville-Davidson--Murfr.--Franklin, TN	13,520
Lawrence, KS	11,315	New Bern, NC	10,803
Lawton, OK	11,532	New Haven-Milford, CT	17,378
Lebanon, PA	9,820	New Orleans-Metairie, LA	19,645
Lewiston, ID-WA	10,315	New York-Newark-Jersey City, NY-NJ-PA	21,468
Lewiston-Auburn, ME	13,188	Niles-Benton Harbor, MI	11,688
Lexington-Fayette, KY	14,639	North Port-Sarasota-Bradenton, FL	17,818
Lima, OH	11,544	Norwich-New London, CT	15,714
Lincoln, NE	10,889	Ocala, FL	16,032
Little Rock-North Little Rock-Conway, AR	17,165	Ocean City, NJ	15,026
Logan, UT-ID	11,446	Odessa, TX	24,314
Longview, TX	21,319	Ogden-Clearfield, UT	8,770
Longview, WA	12,307	Oklahoma City, OK	12,855
Los Angeles-Long Beach-Anaheim, CA	21,716	Olympia-Tumwater, WA	15,836
Louisville/Jefferson County, KY-IN	15,199	Omaha-Council Bluffs, NE-IA	12,467
Lubbock, TX	15,289	Orlando-Kissimmee-Sanford, FL	19,316
Lynchburg, VA	12,940	Oshkosh-Neenah, WI	10,606
Macon-Bibb County, GA	12,745	Owensboro, KY	17,040
Madera, CA	11,398	Oxnard-Thousand Oaks-Ventura, CA	17,904
Madison, WI	14,350	Palm Bay-Melbourne-Titusville, FL	16,144
Manchester-Nashua, NH	18,224	Panama City, FL	13,135
Manhattan, KS	12,339	Parkersburg-Vienna, WV	12,597
Mankato-North Mankato, MN	11,460	Pensacola-Ferry Pass-Brent, FL	19,677
Mansfield, OH	13,790	Peoria, IL	13,684
McAllen-Edinburg-Mission, TX	13,090	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	15,706
Medford, OR	15,213	Phoenix-Mesa-Scottsdale, AZ	17,456
Memphis, TN-MS-AR	18,375	Pine Bluff, AR	12,419
Merced, CA	16,435	Pittsburgh, PA	15,301
Miami-Fort Lauderdale-West Palm Beach, FL	21,359	Pittsfield, MA	13,438
Michigan City-La Porte, IN	13,041	Pocatello, ID	10,378
Midland, MI	19,051	Portland-South Portland, ME	15,665
Midland, TX	21,851	Portland-Vancouver-Hillsboro, OR-WA	19,266
Milwaukee-Waukesha-West Allis, WI	12,058	Port St. Lucie, FL	16,894
Minneapolis-St. Paul-Bloomington, MN-WI	17,642	Prescott, AZ	14,059
Missoula, MT	10,966	Providence-Warwick, RI-MA	15,656
Mobile, AL	8,361	Provo-Orem, UT	13,695
Modesto, CA	14,747	Pueblo, CO	13,019
Monroe, LA	13,158	Punta Gorda, FL	9,871
Monroe, MI	12,382	Racine, WI	12,977
Montgomery, AL	12,473	Raleigh, NC	13,469
Morgantown, WV	14,079	Rapid City, SD	17,275
Morristown, TN	19,521	Reading, PA	14,836
Mount Vernon-Anacortes, WA	15,488	Redding, CA	16,667

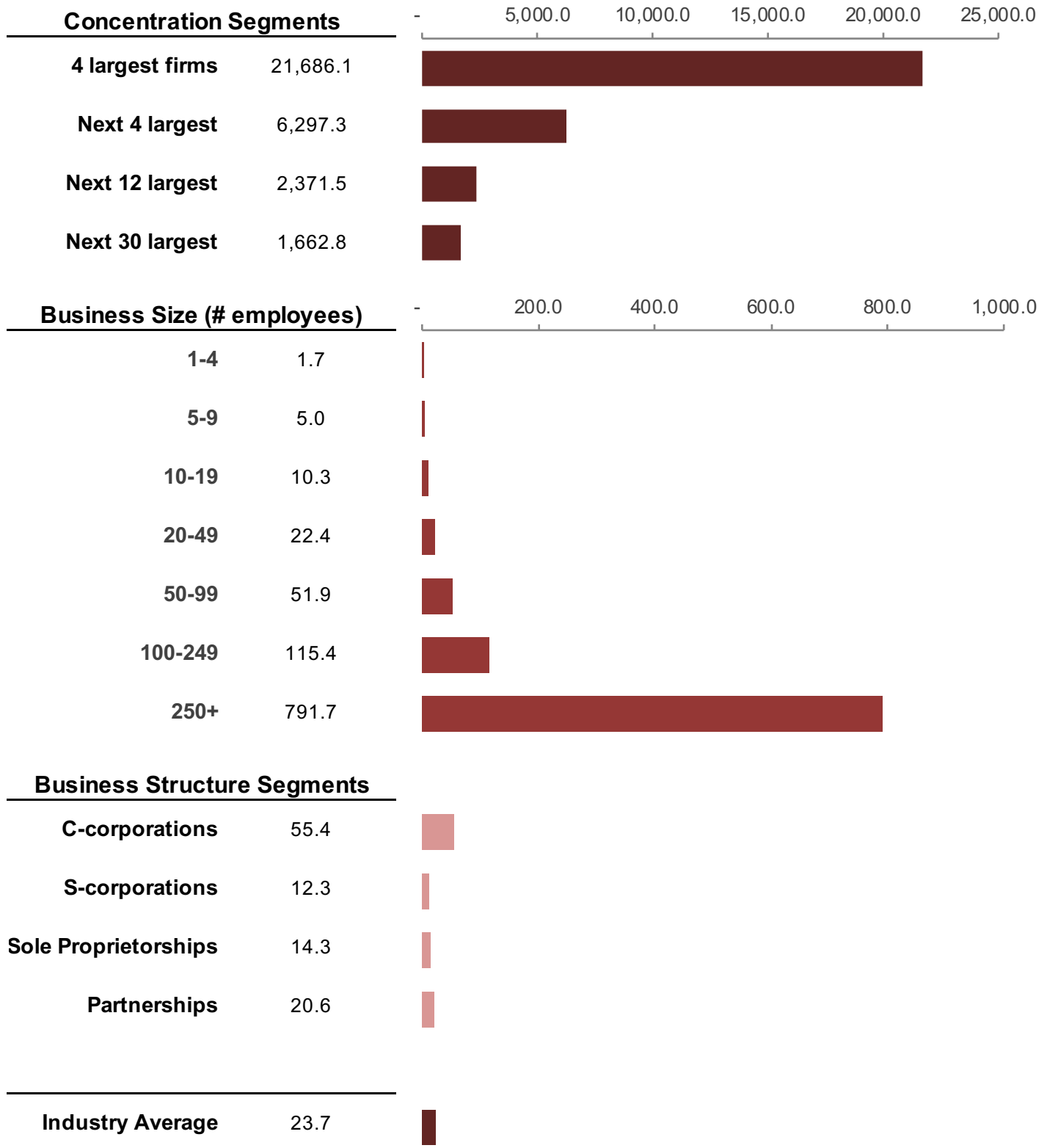
Payroll per Employee per Metropolitan Area

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	17,155	Staunton-Waynesboro, VA	13,619
Richmond, VA	13,006	Stockton-Lodi, CA	14,579
Riverside-San Bernardino-Ontario, CA	18,644	Sumter, SC	12,128
Roanoke, VA	12,190	Syracuse, NY	12,029
Rochester, MN	13,401	Tallahassee, FL	15,692
Rochester, NY	14,144	Tampa-St. Petersburg-Clearwater, FL	15,684
Rockford, IL	12,348	Terre Haute, IN	13,818
Rocky Mount, NC	12,358	Texarkana, TX-AR	15,023
Rome, GA	16,866	The Villages, FL	17,158
Sacramento--Roseville--Arden-Arcade, CA	16,639	Toledo, OH	12,782
Saginaw, MI	14,028	Topeka, KS	13,902
St. Cloud, MN	13,063	Trenton, NJ	14,380
St. George, UT	13,096	Tucson, AZ	16,869
St. Joseph, MO-KS	13,398	Tulsa, OK	14,203
St. Louis, MO-IL	13,568	Tuscaloosa, AL	14,748
Salem, OR	14,749	Tyler, TX	12,610
Salinas, CA	29,770	Urban Honolulu, HI	20,294
Salisbury, MD-DE	12,600	Utica-Rome, NY	13,333
Salt Lake City, UT	16,109	Valdosta, GA	15,134
San Angelo, TX	12,944	Vallejo-Fairfield, CA	14,758
San Antonio-New Braunfels, TX	14,014	Victoria, TX	9,865
San Diego-Carlsbad, CA	19,278	Vineland-Bridgeton, NJ	17,643
San Francisco-Oakland-Hayward, CA	23,137	Virginia Beach-Norfolk-Newport, VA-NC	12,104
San Jose-Sunnyvale-Santa Clara, CA	22,773	Visalia-Porterville, CA	13,529
San Luis Obispo-Paso Robles-Arroyo Gr., CA	15,784	Waco, TX	11,495
Santa Cruz-Watsonville, CA	45,937	Walla Walla, WA	14,077
Santa Fe, NM	22,043	Warner Robins, GA	11,465
Santa Maria-Santa Barbara, CA	16,688	Washing.-Arling.-Alexan., DC-VA-MD-WV	17,510
Santa Rosa, CA	18,422	Waterloo-Cedar Falls, IA	18,425
Savannah, GA	18,581	Watertown-Fort Drum, NY	22,983
Scranton--Wilkes-Barre--Hazleton, PA	14,153	Wausau, WI	9,080
Seattle-Tacoma-Bellevue, WA	21,088	Weirton-Steubenville, WV-OH	12,111
Sebastian-Vero Beach, FL	15,642	Wenatchee, WA	13,684
Sebring, FL	18,527	Wheeling, WV-OH	20,548
Sheboygan, WI	11,475	Wichita, KS	12,645
Sherman-Denison, TX	17,890	Wichita Falls, TX	9,685
Shreveport-Bossier City, LA	15,716	Williamsport, PA	17,135
Sierra Vista-Douglas, AZ	11,630	Wilmington, NC	13,238
Sioux City, IA-NE-SD	10,520	Winchester, VA-WV	13,352
Sioux Falls, SD	12,841	Winston-Salem, NC	10,934
South Bend-Mishawaka, IN-MI	14,380	Worcester, MA-CT	15,263
Spartanburg, SC	11,800	Yakima, WA	14,524
Spokane-Spokane Valley, WA	16,689	York-Hanover, PA	13,361
Springfield, IL	14,443	Youngstown-Warren-Boardman, OH-PA	11,015
Springfield, MA	13,574	Yuba City, CA	12,545
Springfield, MO	10,926	Yuma, AZ	15,181
Springfield, OH	9,515		
State College, PA	13,004		

Employees per Company by Segments

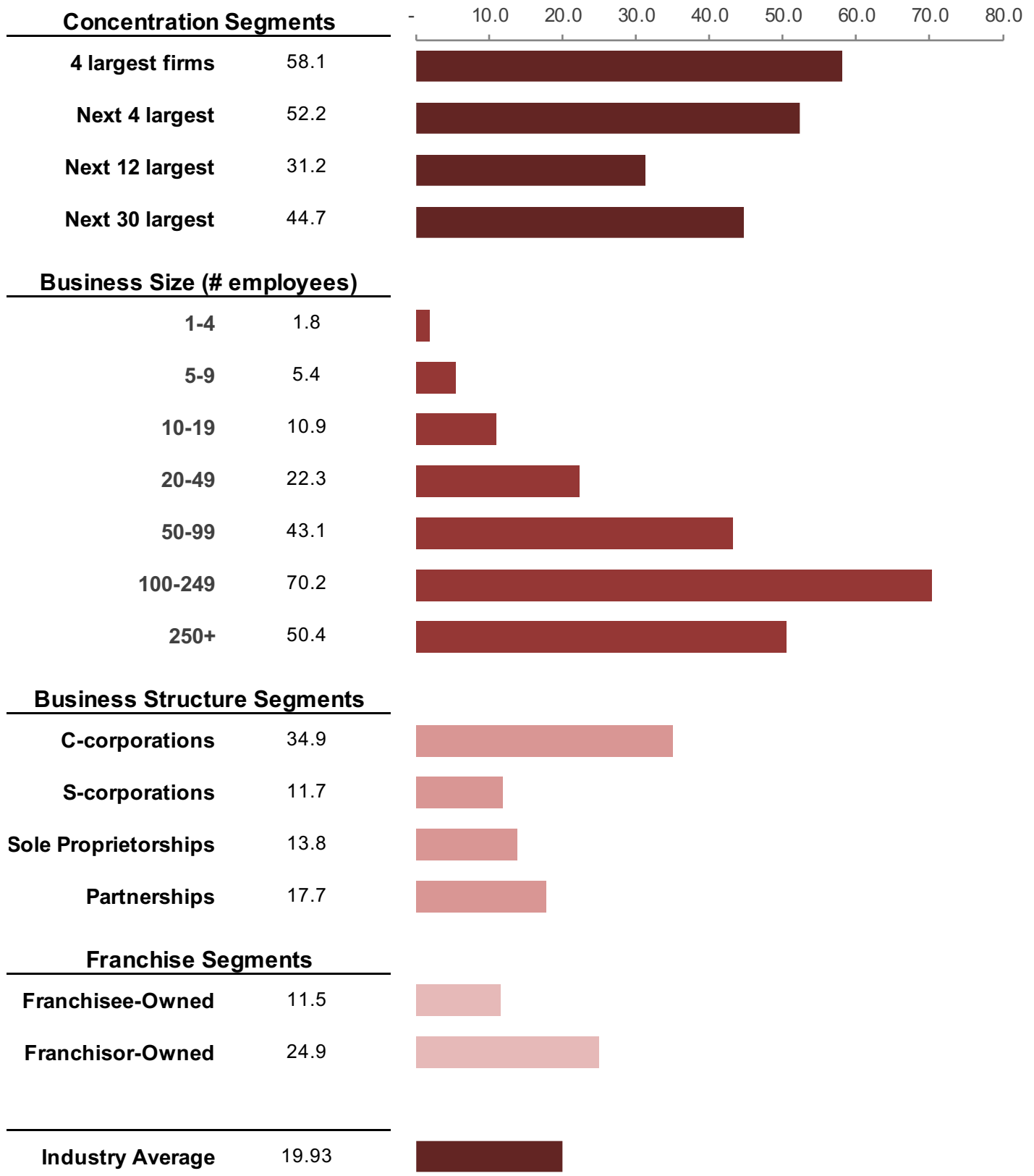
Below is the average full-time and part-time employees per company for industry segmentations including concentration, business size by employees, and business structure.



Employees per Location by Segments

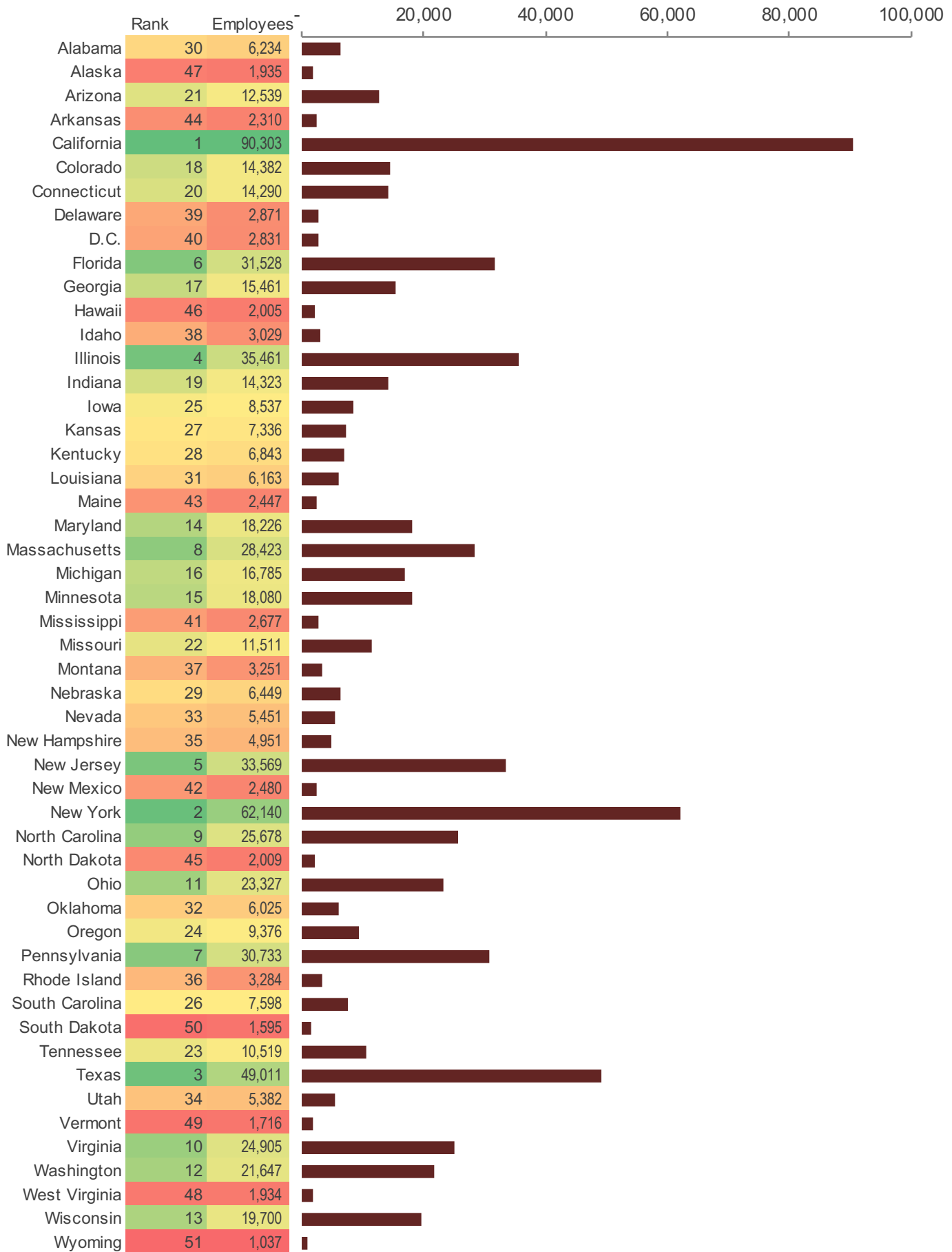
Below is the average number of full-time and part-time employees per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



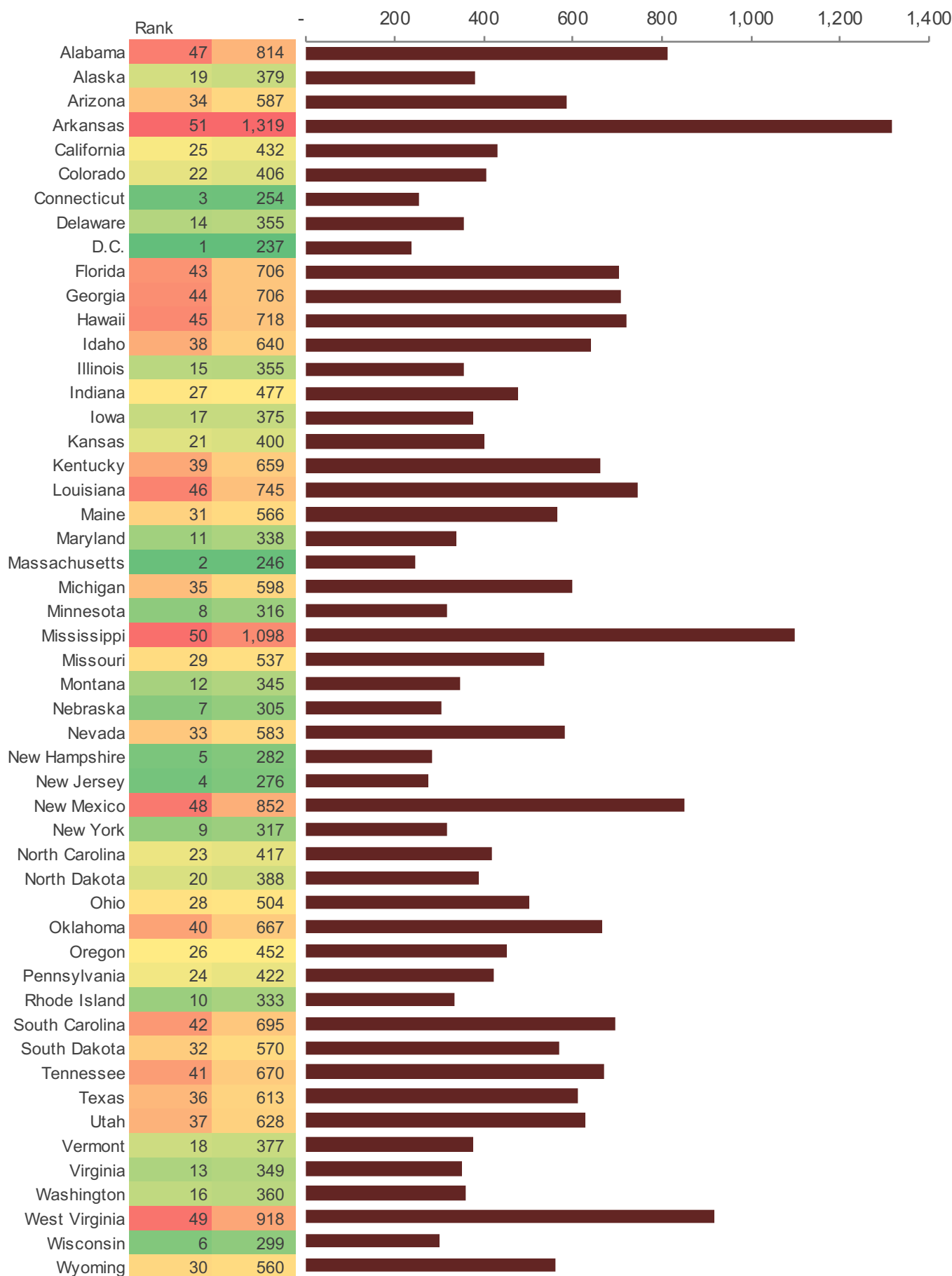
Total Employees by State

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	174	Brunswick, GA	38
Akron, OH	889	Buffalo-Cheektowaga-Niagara Falls, NY	2,601
Albany, GA	229	Burlington, NC	399
Albany, OR	73	Burlington-South Burlington, VT	1,166
Albany-Schenectady-Troy, NY	3,378	California-Lexington Park, MD	189
Albuquerque, NM	1,781	Canton-Massillon, OH	1,128
Alexandria, LA	91	Cape Coral-Fort Myers, FL	753
Allentown-Bethlehem-Easton, PA-NJ	1,190	Cape Girardeau, MO-IL	31
Altoona, PA	288	Carbondale-Marion, IL	124
Amarillo, TX	381	Carson City, NV	79
Ames, IA	272	Casper, WY	244
Anchorage, AK	1,236	Cedar Rapids, IA	961
Ann Arbor, MI	1,243	Chambersburg-Waynesboro, PA	238
Anniston-Oxford-Jacksonville, AL	24	Champaign-Urbana, IL	262
Appleton, WI	1,477	Charleston, WV	344
Asheville, NC	987	Charleston-North Charleston, SC	1,313
Athens-Clarke County, GA	546	Charlotte-Concord-Gastonia, NC-SC	8,783
Atlanta-Sandy Springs-Roswell, GA	11,329	Charlottesville, VA	585
Atlantic City-Hammonton, NJ	653	Chattanooga, TN-GA	1,298
Auburn-Opelika, AL	115	Cheyenne, WY	261
Augusta-Richmond County, GA-SC	1,255	Chicago-Naperville-Elgin, IL-IN-WI	28,929
Austin-Round Rock, TX	6,640	Chico, CA	462
Bakersfield, CA	908	Cincinnati, OH-KY-IN	5,862
Baltimore-Columbia-Towson, MD	9,852	Clarksville, TN-KY	318
Bangor, ME	264	Cleveland, TN	261
Barnstable Town, MA	637	Cleveland-Elyria, OH	3,917
Baton Rouge, LA	1,752	Coeur d'Alene, ID	268
Battle Creek, MI	206	College Station-Bryan, TX	588
Bay City, MI	188	Colorado Springs, CO	1,589
Beaumont-Port Arthur, TX	495	Columbia, MO	444
Beckley, WV	131	Columbia, SC	1,094
Bellingham, WA	725	Columbus, GA-AL	309
Bend-Redmond, OR	458	Columbus, IN	205
Billings, MT	716	Columbus, OH	5,266
Binghamton, NY	505	Corpus Christi, TX	644
Birmingham-Hoover, AL	2,669	Corvallis, OR	249
Bismarck, ND	555	Crestview-Fort Walton Beach-Destin, FL	233
Blacksburg-Christiansburg-Radford, VA	180	Cumberland, MD-WV	60
Bloomington, IL	1,003	Dallas-Fort Worth-Arlington, TX	14,073
Bloomington, IN	654	Dalton, GA	136
Bloomsburg-Berwick, PA	132	Danville, IL	128
Boise City, ID	1,385	Daphne-Fairhope-Foley, AL	281
Boston-Cambridge-Newton, MA-NH	23,333	Davenport-Moline-Rock Island, IA-IL	1,186
Boulder, CO	1,676	Dayton, OH	1,845
Bowling Green, KY	253	Decatur, AL	115
Bremerton-Silverdale, WA	804	Decatur, IL	317
Bridgeport-Stamford-Norwalk, CT	6,268	Deltona-Daytona Beach-Ormond, FL	994
Brownsville-Harlingen, TX	297	Denver-Aurora-Lakewood, CO	8,364

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	2,912	Greenville-Anderson-Mauldin, SC	1,934
Detroit-Warren-Dearborn, MI	8,244	Gulfport-Biloxi-Pascagoula, MS	416
Dothan, AL	45	Hagerstown-Martinsburg, MD-WV	538
Dover, DE	340	Hammond, LA	252
Dubuque, IA	265	Hanford-Corcoran, CA	150
Duluth, MN-WI	733	Harrisburg-Carlisle, PA	1,078
Durham-Chapel Hill, NC	1,507	Harrisonburg, VA	322
East Stroudsburg, PA	214	Hartford-West Hartford-East Hartford, CT	4,615
Eau Claire, WI	778	Hattiesburg, MS	302
El Centro, CA	119	Hickory-Lenoir-Morganton, NC	358
Elizabethtown-Fort Knox, KY	124	Hilton Head Island-Bluffton-Beaufort, SC	428
Elkhart-Goshen, IN	138	Hinesville, GA	153
Elmira, NY	238	Homosassa Springs, FL	41
El Paso, TX	907	Hot Springs, AR	137
Enid, OK	133	Houma-Thibodaux, LA	229
Erie, PA	1,014	Houston-The Woodlands-Sugar Land, TX	14,499
Eugene, OR	779	Huntington-Ashland, WV-KY-OH	482
Evansville, IN-KY	982	Huntsville, AL	864
Fairbanks, AK	170	Idaho Falls, ID	440
Fargo, ND-MN	987	Indianapolis-Carmel-Anderson, IN	4,757
Farmington, NM	81	Iowa City, IA	419
Fayetteville, NC	502	Ithaca, NY	249
Fayetteville-Springdale-Rogers, AR-MO	636	Jackson, MI	93
Flagstaff, AZ	373	Jackson, MS	836
Flint, MI	171	Jackson, TN	176
Florence, SC	369	Jacksonville, FL	2,302
Florence-Muscle Shoals, AL	213	Jacksonville, NC	208
Fond du Lac, WI	285	Janesville-Beloit, WI	452
Fort Collins, CO	1,094	Jefferson City, MO	325
Fort Smith, AR-OK	105	Johnson City, TN	105
Fort Wayne, IN	1,444	Johnstown, PA	152
Fresno, CA	1,348	Jonesboro, AR	100
Gadsden, AL	116	Joplin, MO	392
Gainesville, FL	650	Kahului-Wailuku-Lahaina, HI	263
Gainesville, GA	456	Kalamazoo-Portage, MI	697
Gettysburg, PA	17	Kankakee, IL	279
Glens Falls, NY	350	Kansas City, MO-KS	5,485
Goldsboro, NC	189	Kennewick-Richland, WA	782
Grand Forks, ND-MN	216	Killeen-Temple, TX	578
Grand Island, NE	38	Kingsport-Bristol-Bristol, TN-VA	483
Grand Junction, CO	253	Kingston, NY	524
Grand Rapids-Wyoming, MI	2,497	Knoxville, TN	1,649
Grants Pass, OR	290	Kokomo, IN	235
Great Falls, MT	144	La Crosse-Onalaska, WI-MN	893
Greeley, CO	210	Lafayette, LA	643
Green Bay, WI	1,417	Lafayette-West Lafayette, IN	438
Greensboro-High Point, NC	1,941	Lake Charles, LA	99
Greenville, NC	352	Lake Havasu City-Kingman, AZ	234

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	516	Muncie, IN	179
Lancaster, PA	1,475	Muskegon, MI	172
Lansing-East Lansing, MI	1,006	Myrtle-Conway-North Myrtle, SC-NC	409
Laredo, TX	313	Napa, CA	420
Las Cruces, NM	121	Naples-Immokalee-Marco Island, FL	764
Las Vegas-Henderson-Paradise, NV	4,168	Nashville-Davidson--Murfr.--Franklin, TN	4,140
Lawrence, KS	304	New Bern, NC	194
Lawton, OK	91	New Haven-Milford, CT	2,587
Lebanon, PA	256	New Orleans-Metairie, LA	2,332
Lewiston, ID-WA	69	New York-Newark-Jersey City, NY-NJ-PA	72,146
Lewiston-Auburn, ME	147	Niles-Benton Harbor, MI	447
Lexington-Fayette, KY	1,298	North Port-Sarasota-Bradenton, FL	1,833
Lima, OH	189	Norwich-New London, CT	394
Lincoln, NE	1,165	Ocala, FL	185
Little Rock-North Little Rock-Conway, AR	1,000	Ocean City, NJ	214
Logan, UT-ID	347	Odessa, TX	213
Longview, TX	169	Ogden-Clearfield, UT	1,230
Longview, WA	74	Oklahoma City, OK	2,968
Los Angeles-Long Beach-Anaheim, CA	29,442	Olympia-Tumwater, WA	692
Louisville/Jefferson County, KY-IN	3,035	Omaha-Council Bluffs, NE-IA	3,394
Lubbock, TX	719	Orlando-Kissimmee-Sanford, FL	4,613
Lynchburg, VA	499	Oshkosh-Neenah, WI	971
Macon-Bibb County, GA	129	Owensboro, KY	219
Madera, CA	90	Oxnard-Thousand Oaks-Ventura, CA	2,058
Madison, WI	2,741	Palm Bay-Melbourne-Titusville, FL	549
Manchester-Nashua, NH	1,505	Panama City, FL	138
Manhattan, KS	114	Parkersburg-Vienna, WV	197
Mankato-North Mankato, MN	350	Pensacola-Ferry Pass-Brent, FL	356
Mansfield, OH	217	Peoria, IL	755
McAllen-Edinburg-Mission, TX	398	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	20,641
Medford, OR	411	Phoenix-Mesa-Scottsdale, AZ	9,387
Memphis, TN-MS-AR	2,089	Pine Bluff, AR	131
Merced, CA	266	Pittsburgh, PA	5,057
Miami-Fort Lauderdale-West Palm Beach, FL	9,955	Pittsfield, MA	160
Michigan City-La Porte, IN	247	Pocatello, ID	161
Midland, MI	118	Portland-South Portland, ME	1,127
Midland, TX	372	Portland-Vancouver-Hillsboro, OR-WA	6,108
Milwaukee-Waukesha-West Allis, WI	6,552	Port St. Lucie, FL	572
Minneapolis-St. Paul-Bloomington, MN-WI	14,578	Prescott, AZ	380
Missoula, MT	738	Providence-Warwick, RI-MA	5,605
Mobile, AL	468	Provo-Orem, UT	620
Modesto, CA	783	Pueblo, CO	291
Monroe, LA	176	Punta Gorda, FL	182
Monroe, MI	121	Racine, WI	166
Montgomery, AL	723	Raleigh, NC	6,022
Morgantown, WV	164	Rapid City, SD	273
Morristown, TN	17	Reading, PA	877
Mount Vernon-Anacortes, WA	369	Redding, CA	239

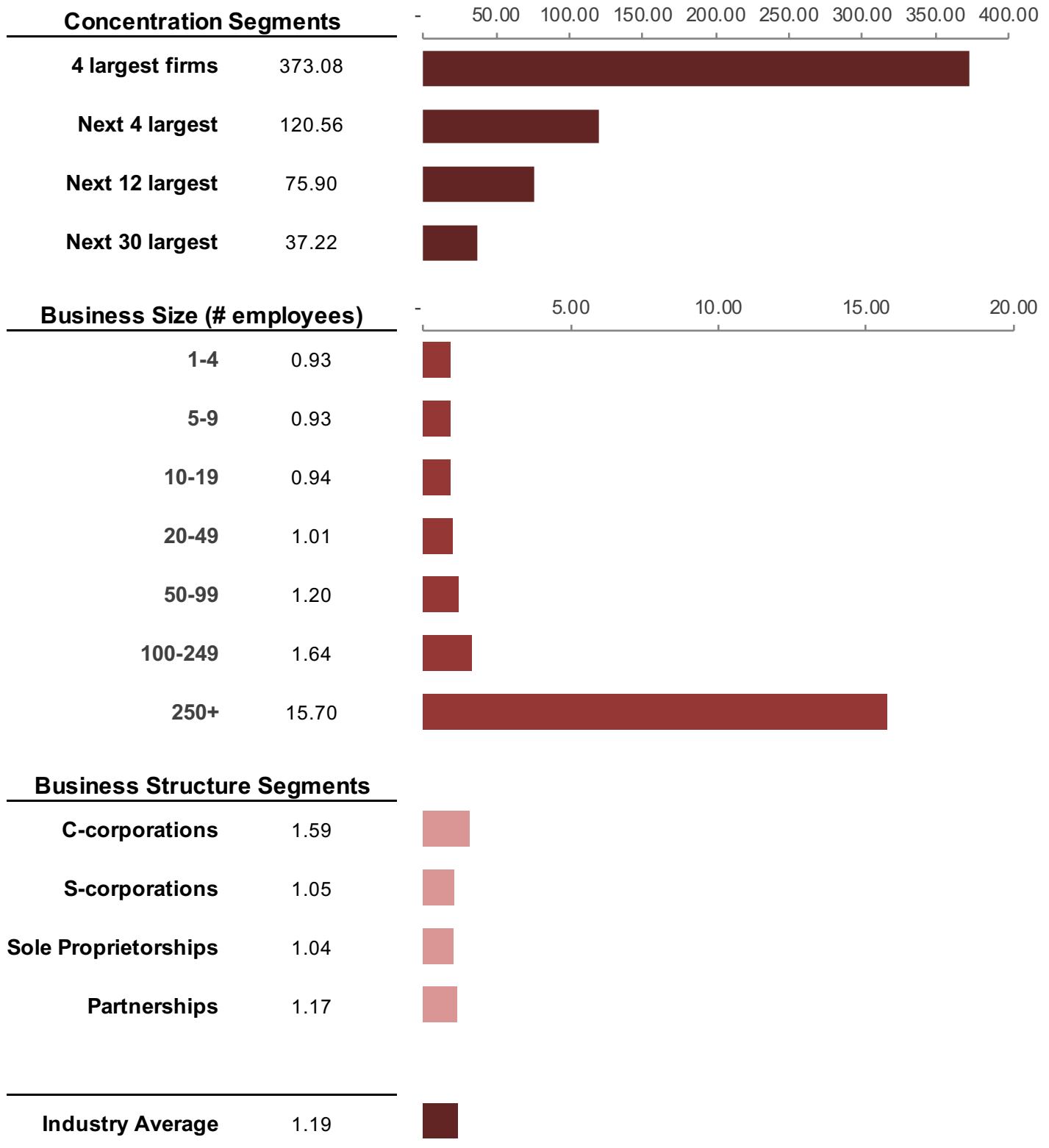
Employees per Metropolitan Area

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	961	Staunton-Waynesboro, VA	238
Richmond, VA	5,355	Stockton-Lodi, CA	960
Riverside-San Bernardino-Ontario, CA	6,319	Sumter, SC	190
Roanoke, VA	584	Syracuse, NY	2,010
Rochester, MN	651	Tallahassee, FL	541
Rochester, NY	3,740	Tampa-St. Petersburg-Clearwater, FL	5,664
Rockford, IL	1,004	Terre Haute, IN	200
Rocky Mount, NC	189	Texarkana, TX-AR	137
Rome, GA	50	The Villages, FL	79
Sacramento--Roseville--Arden-Arcade, CA	5,536	Toledo, OH	2,003
Saginaw, MI	245	Topeka, KS	397
St. Cloud, MN	462	Trenton, NJ	2,083
St. George, UT	280	Tucson, AZ	2,070
St. Joseph, MO-KS	229	Tulsa, OK	1,958
St. Louis, MO-IL	8,092	Tuscaloosa, AL	140
Salem, OR	958	Tyler, TX	249
Salinas, CA	593	Urban Honolulu, HI	1,554
Salisbury, MD-DE	720	Utica-Rome, NY	304
Salt Lake City, UT	2,548	Valdosta, GA	157
San Angelo, TX	236	Vallejo-Fairfield, CA	901
San Antonio-New Braunfels, TX	4,551	Victoria, TX	135
San Diego-Carlsbad, CA	11,199	Vineland-Bridgeton, NJ	118
San Francisco-Oakland-Hayward, CA	15,591	Virginia Beach-Norfolk-Newport, VA-NC	4,549
San Jose-Sunnyvale-Santa Clara, CA	6,967	Visalia-Porterville, CA	371
San Luis Obispo-Paso Robles-Arroyo Gr., CA	820	Waco, TX	925
Santa Cruz-Watsonville, CA	1,011	Walla Walla, WA	156
Santa Fe, NM	155	Warner Robins, GA	121
Santa Maria-Santa Barbara, CA	1,042	Washing.-Arling.-Alexan., DC-VA-MD-WV	21,063
Santa Rosa, CA	1,482	Waterloo-Cedar Falls, IA	383
Savannah, GA	302	Watertown-Fort Drum, NY	31
Scranton--Wilkes-Barre--Hazleton, PA	1,022	Wausau, WI	556
Seattle-Tacoma-Bellevue, WA	14,502	Weirton-Steubenville, WV-OH	55
Sebastian-Vero Beach, FL	244	Wenatchee, WA	335
Sebring, FL	91	Wheeling, WV-OH	148
Sheboygan, WI	471	Wichita, KS	1,812
Sherman-Denison, TX	98	Wichita Falls, TX	97
Shreveport-Bossier City, LA	406	Williamsport, PA	32
Sierra Vista-Douglas, AZ	80	Wilmington, NC	840
Sioux City, IA-NE-SD	370	Winchester, VA-WV	343
Sioux Falls, SD	876	Winston-Salem, NC	1,794
South Bend-Mishawaka, IN-MI	632	Worcester, MA-CT	2,253
Spartanburg, SC	427	Yakima, WA	273
Spokane-Spokane Valley, WA	1,486	York-Hanover, PA	1,337
Springfield, IL	556	Youngstown-Warren-Boardman, OH-PA	698
Springfield, MA	1,579	Yuba City, CA	278
Springfield, MO	662	Yuma, AZ	75
Springfield, OH	152		
State College, PA	473		

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	427
Atlanta-Sandy Springs-Roswell, GA	746	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	1,228
Austin-Round Rock, TX	315	Chico, CA	21
Bakersfield, CA	57	Cincinnati, OH-KY-IN	272
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	40	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	744
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	194
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	662
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	119
Lebanon, PA	10	New Orleans-Metairie, LA	152
Lewiston, ID-WA	6	New York-Newark-Jersey City, NY-NJ-PA	3,133
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	1,519	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	117	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	360
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	274	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	350	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	119	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	905
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	40
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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