

# Kentley Insights

## 2024 Market Research Report Specialized Design Services

May 2024

Report: 5414

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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 Specialized Design Services 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 Specialized Design Services 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 [KentleyInsights.com](https://KentleyInsights.com)

## Industry Definition

### Specialized Design Services

The Specialized Design Services industry group includes companies primarily engaged in providing specialized design services, such as interior design, industrial design, graphic design, and fashion design. The specialized design services industry does not include architectural, engineering and computer systems design.

## Industry Snapshot - Revenue & Growth

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

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### Overall Industry Size

The overall 2023 revenue for the Specialized Design Services industry was \$40.7 billion. The industry is above average in industry size, ranking in the top 40% of service industries in terms of size.

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### Overall Industry Growth

Over the past 3 years, industry revenue have been growing at an annual rate of 5.5% per year. This growth rate lags the 8.1% average for service industries and ranks it in the bottom 40% of all service industries.

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### Overall Industry Growth Forecast

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

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### Revenue per Company

In 2023, the average revenue per company for the industry was approximately \$1.2 million, which grew at a 4.8% annual rate over the past 3 years.

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### Product Line Concentration

In the Specialized Design Services industry, the top 3 product lines make up 0% of revenue, which ranks in the bottom 20% of service industries.

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### Pricing & Inflation

From 2022 to 2023, price inflation for the industry was 3.2%. While over the past 5 years, inflation has averaged 2.6% per year.

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### Sales per Capita

For the Specialized Design Services industry, D.C. has the highest sales per capita at \$415. This is 342% higher than the average \$94 per capita across the U.S.

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### Sales per Location

For the industry, D.C. has the highest sales per location at \$2.2 million, which is 93% higher than the U.S. average of \$1.2 million in sales per location.

# Industry Snapshot - Costs, Capital & Profit

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

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## Operating Expenses

In 2023, the operating expenses as a percent of revenue for the Specialized Design Services industry was 61.7%, and over the past 3 years total operating expenses for the industry grew at 6.9% per year.

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## Operating Expense Breakdown

The breakdown of operating expenses for the industry is as follows: 56.7% for employee expenses, 5.7% for property expenses, 13% for equipment expenses, 2.8% for IT expenses, 7.7% for miscellaneous expenses, while 14.1% was spent on other operating expenses.

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## Employee Productivity

For the Specialized Design Services industry, in 2023 the sales per employee grew 3.8% over 2022 to \$300,634, which ranks the industry in the top 40% of service industries.

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## Profitability

68.6% of Companies in the Specialized Design Services industry are profitable, with an average net income of 12.1% of revenue, which ranks the industry in the top 60% of service industries.

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## Payroll per Employee

In 2023, payroll per employee equaled \$71,981 for the industry, which ranks it in the top 40% of service industries. Payroll per employee has grown at an annual rate of 4.3% over the past 3 years.

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## Payroll by State

D.C. is the highest paying state in the Specialized Design Services industry, with a payroll per employee of \$91,400, which is 27% higher than the U.S. average.

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## Job Categorization

The jobs breakdown in the Specialized Design Services industry is as follows: 29.9% of the jobs are in management and finance, 50.5% of the jobs are in sales, service and marketing, while 19.3% of the jobs are in operations and technology.

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## Top Jobs

The top job in the Specialized Design Services industry is Designers at 37.5% of the industry employees. While the second ranked job is General and Operations Managers at 5.1% of the industry employees.

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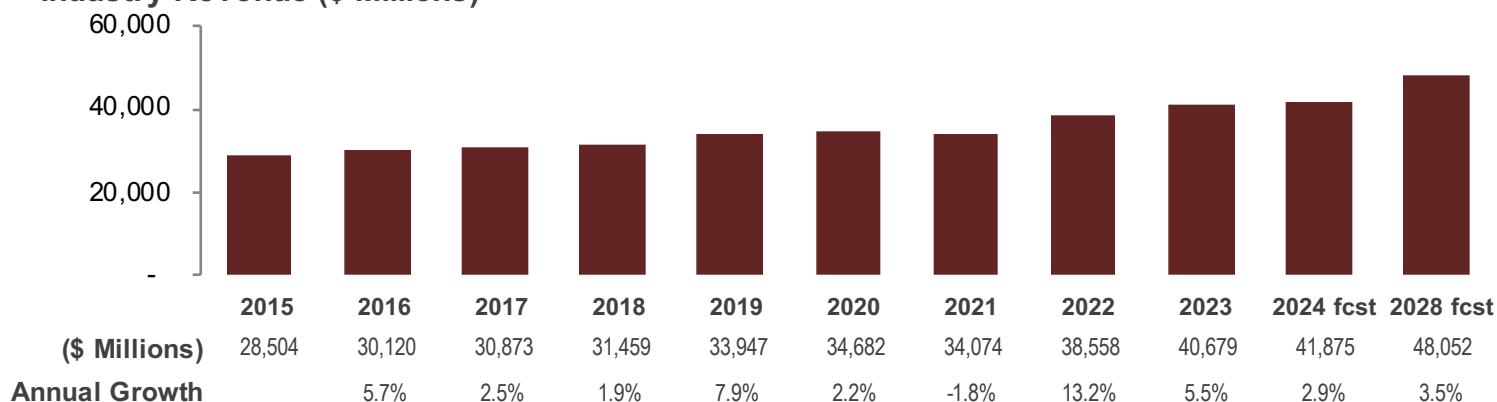
# **Section One**

## **Revenue & Growth Analysis**

## Industry Growth Details

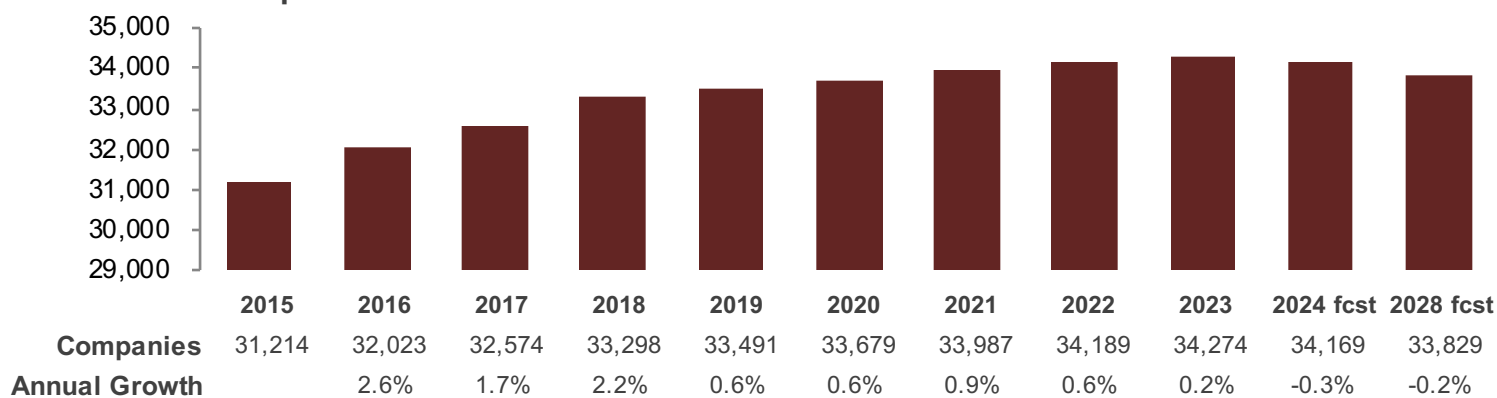
To get a macro level view of the Specialized Design Services industry, below are the historical details and industry growth forecasts for total industry revenue, number of companies, and number of locations.

### Industry Revenue (\$ Millions)



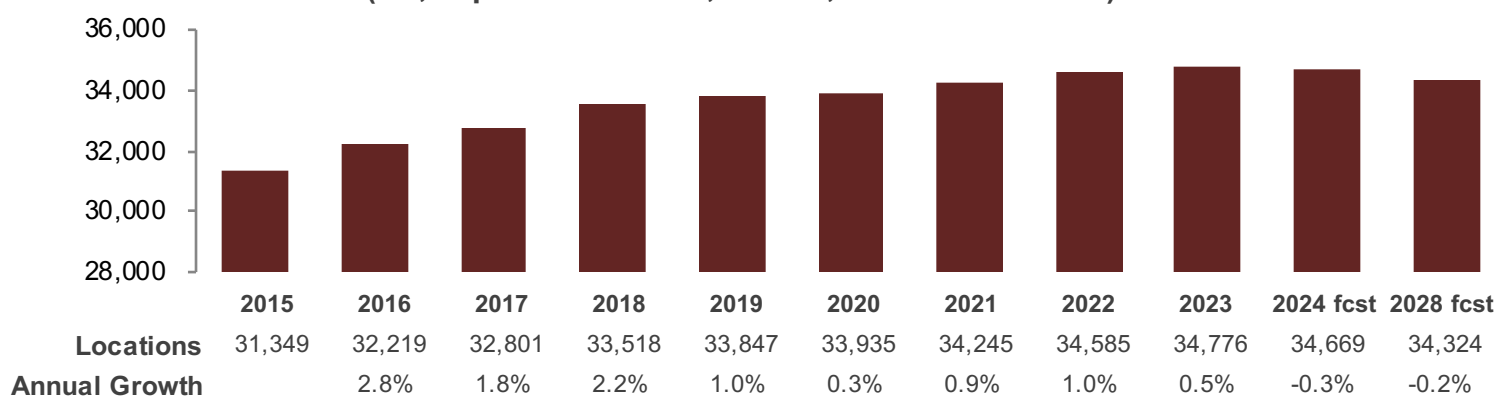
Compound Annual Growth Rate **5.5%** 3-Year **5.3%** 5-Year

### Number of Companies



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

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

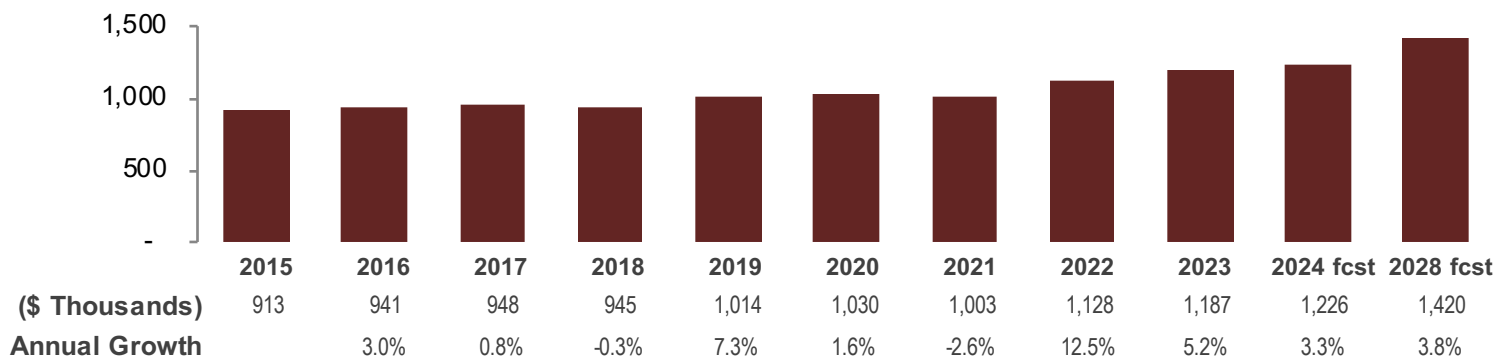


Compound Annual Growth Rate **0.8%** 3-Year **0.7%** 5-Year

## Growth Benchmarks

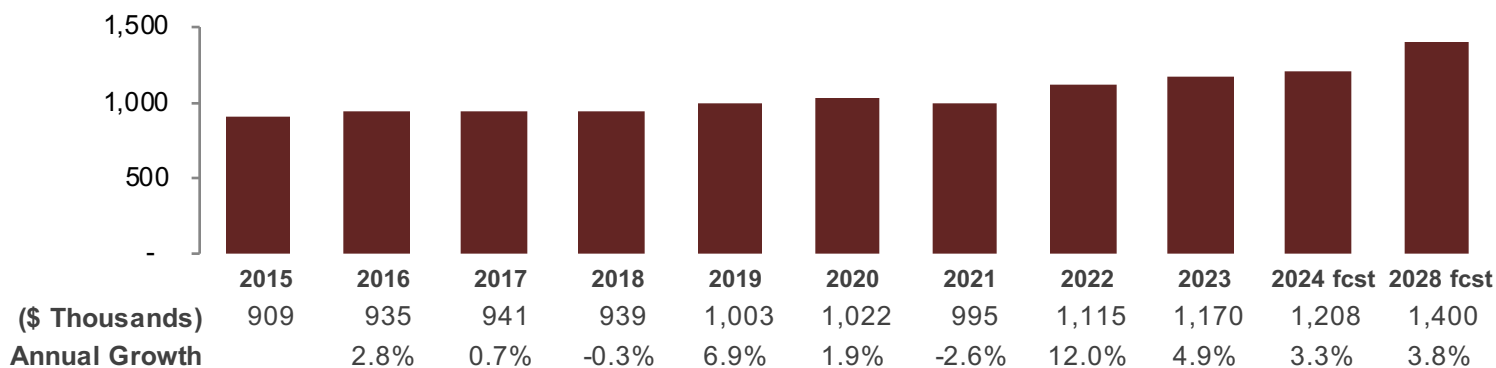
Below are the normalized growth benchmarks for the Specialized Design Services industry, including revenue per company, revenue per location, and locations per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and location growth.

### Revenue per Company (\$ Thousands)



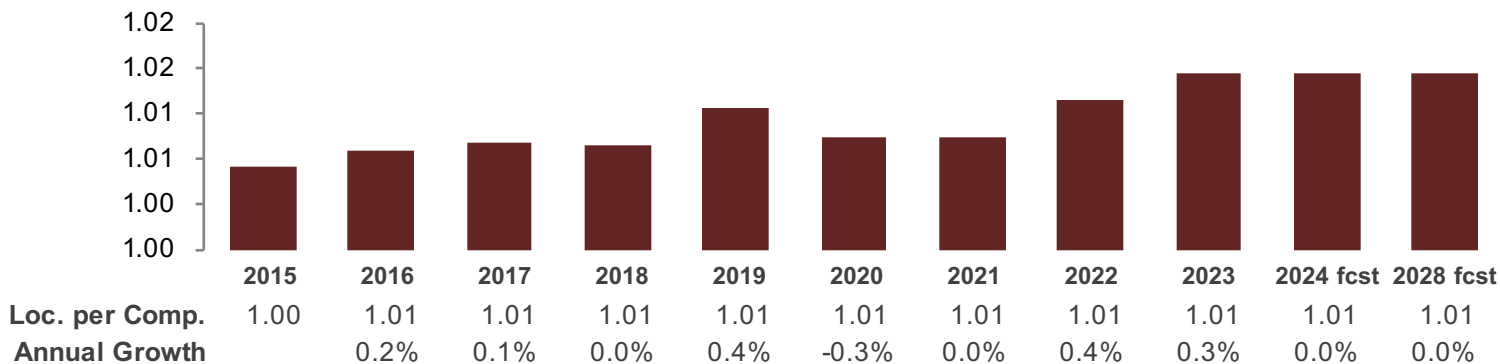
Compound Annual Growth Rate **4.8%** 3-Year **4.7%** 5-Year

### Revenue per Location (\$ Thousands)



Compound Annual Growth Rate **4.6%** 3-Year **4.5%** 5-Year

### Locations per Company



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



## Breakdown of Top Product Lines

Below represents Specialized Design Services 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 (%)

0 0.0%

0 0.0%

0 0.0%

0 0.0%

0 0.0%

0 0.0%

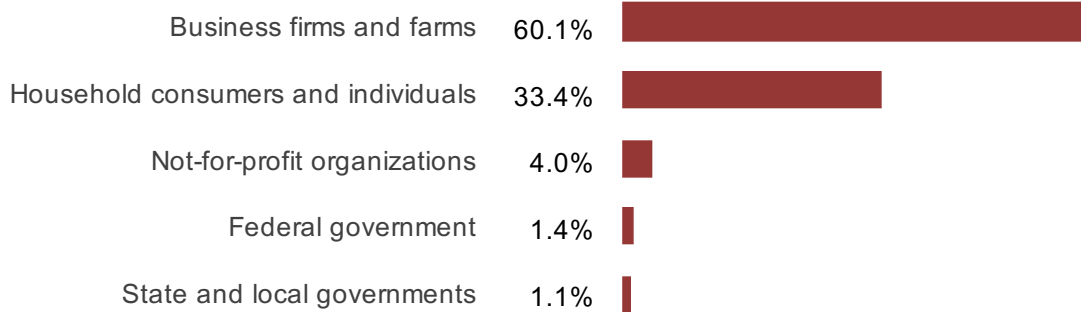
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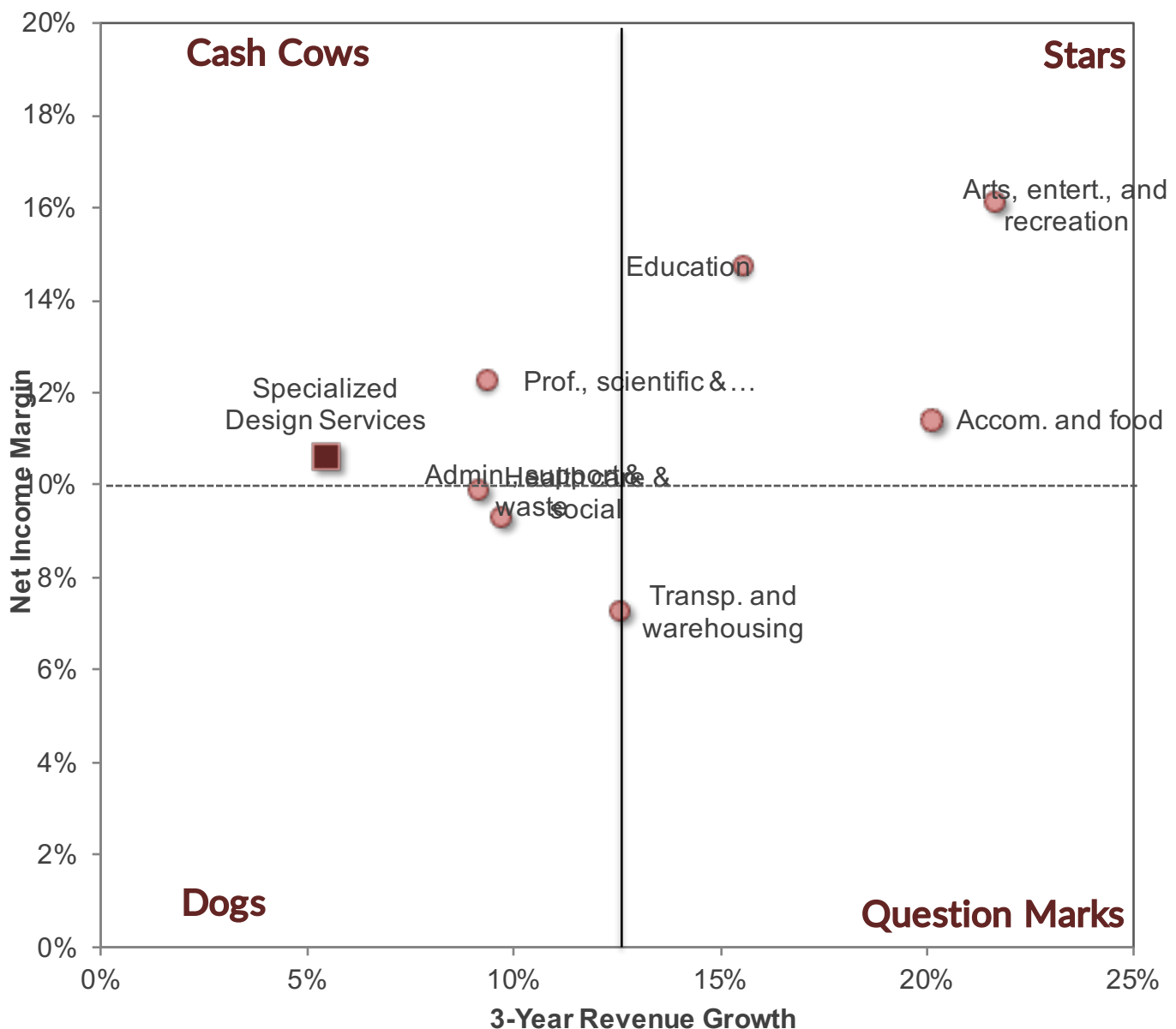
### Breakdown of Sales by Customer Type (%)



## 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?

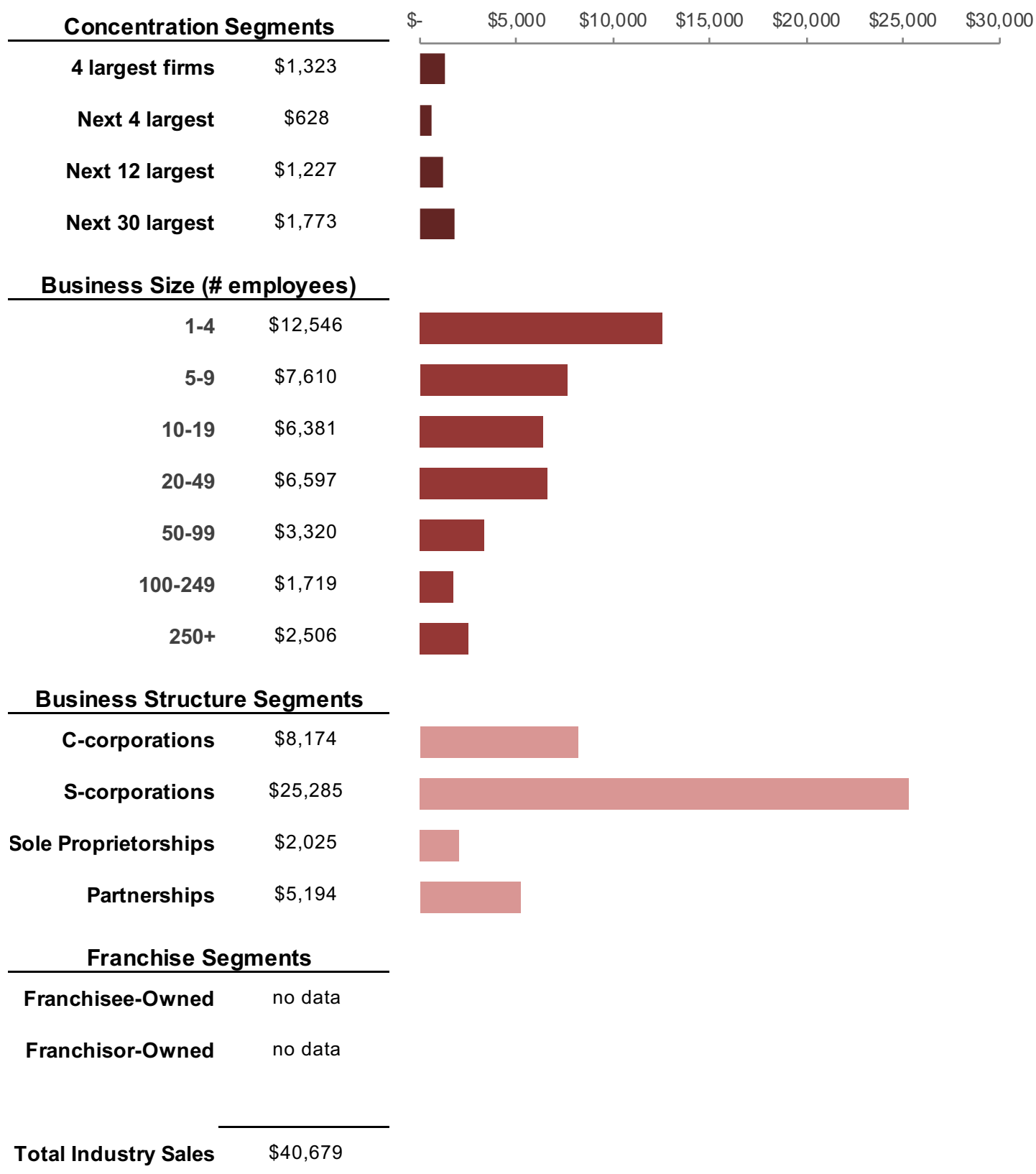
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. While, those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are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

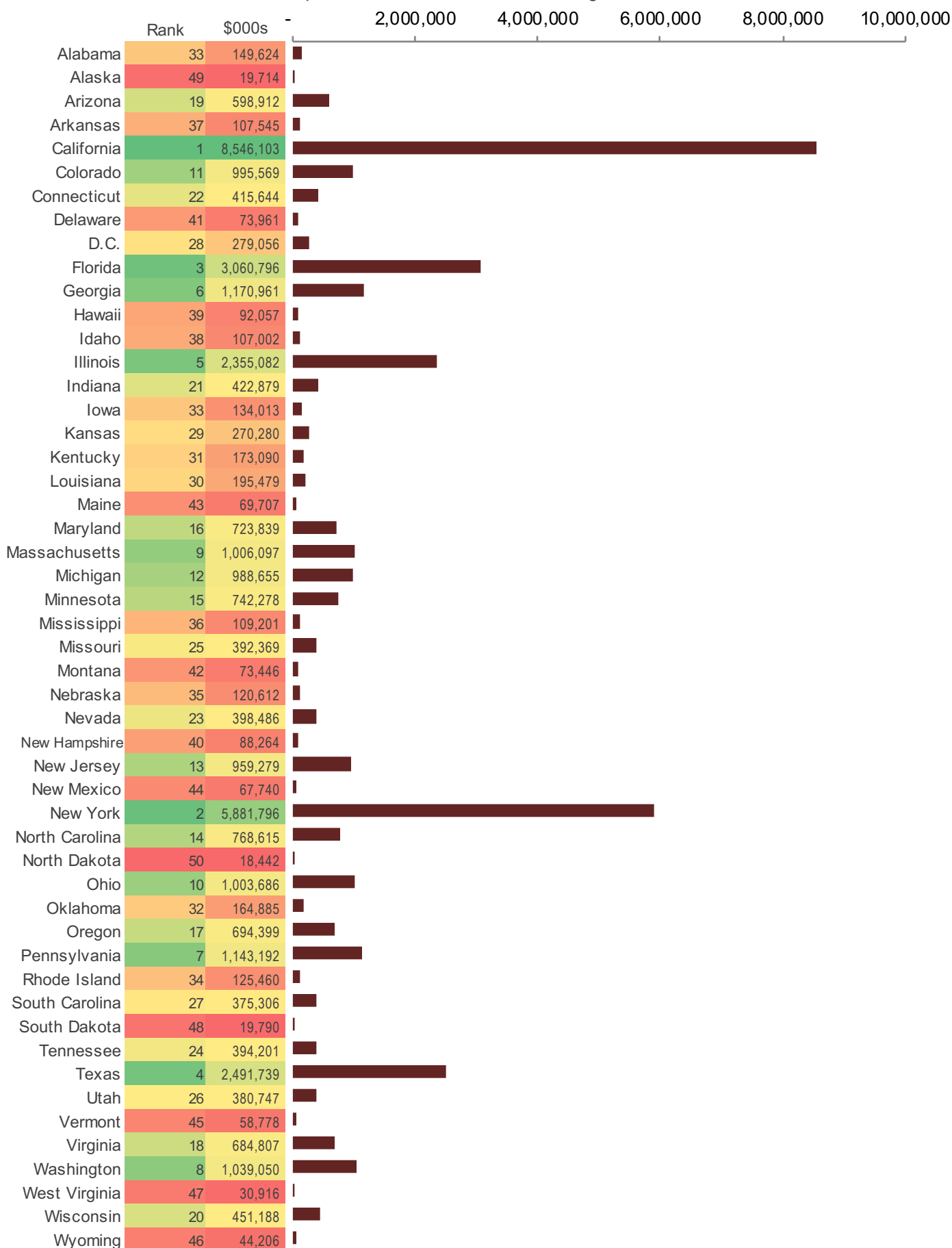
Below is total sales for various industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in \$ millions



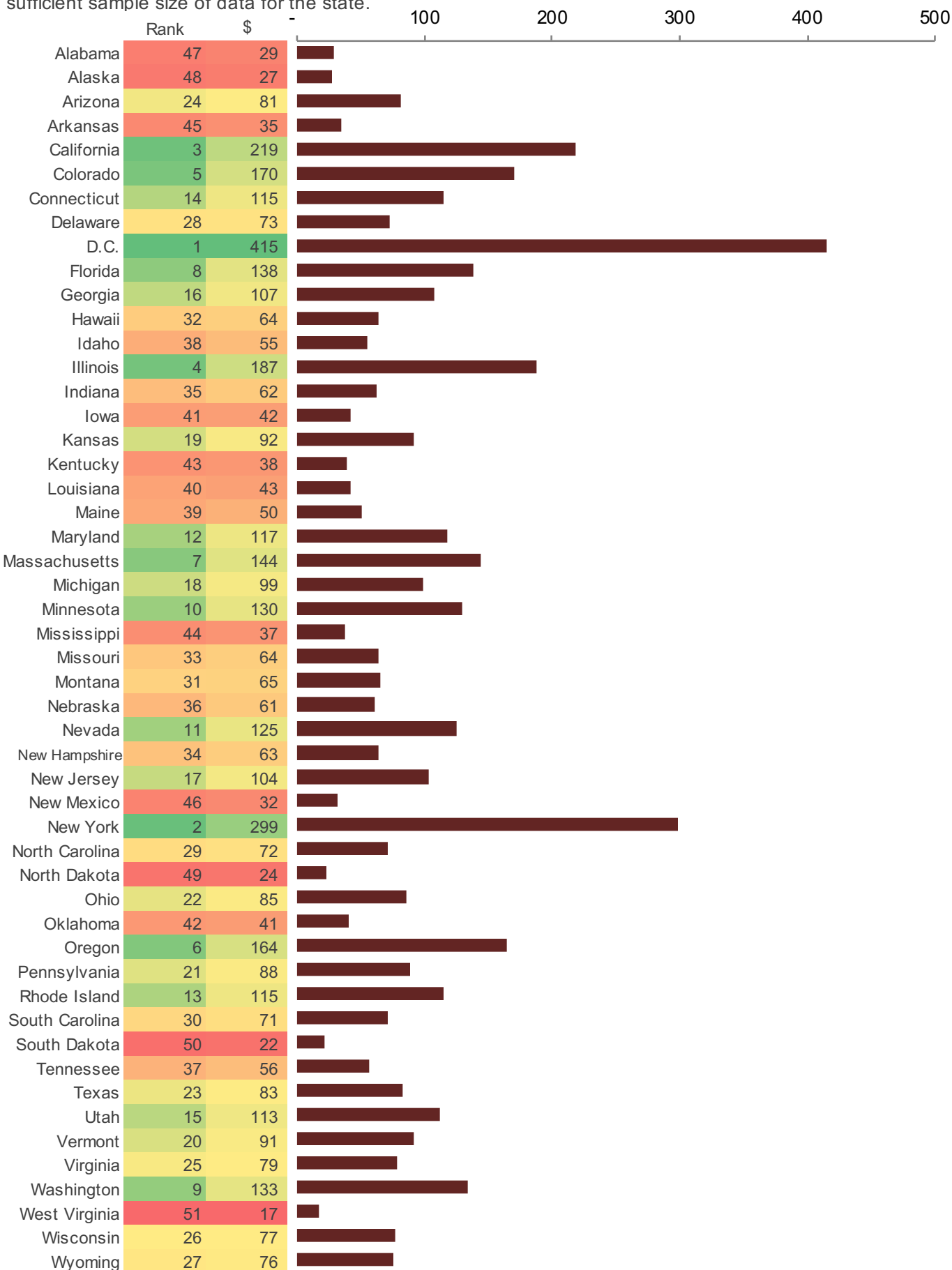
# Sales per State

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	4,936	Brunswick, GA	16,252
Akron, OH	46,588	Buffalo-Cheektowaga-Niagara Falls, NY	32,214
Albany, GA	2,212	Burlington, NC	14,253
Albany, OR	10,713	Burlington-South Burlington, VT	20,911
Albany-Schenectady-Troy, NY	29,664	California-Lexington Park, MD	17,394
Albuquerque, NM	97,443	Canton-Massillon, OH	11,548
Alexandria, LA	13,712	Cape Coral-Fort Myers, FL	110,218
Allentown-Bethlehem-Easton, PA-NJ	44,969	Cape Girardeau, MO-IL	no data
Altoona, PA	2,119	Carbondale-Marion, IL	4,437
Amarillo, TX	3,167	Carson City, NV	1,277
Ames, IA	2,001	Casper, WY	2,926
Anchorage, AK	15,011	Cedar Rapids, IA	10,123
Ann Arbor, MI	35,253	Chambersburg-Waynesboro, PA	2,285
Anniston-Oxford-Jacksonville, AL	2,612	Champaign-Urbana, IL	4,803
Appleton, WI	5,258	Charleston, WV	2,933
Asheville, NC	50,632	Charleston-North Charleston, SC	103,064
Athens-Clarke County, GA	9,838	Charlotte-Concord-Gastonia, NC-SC	238,543
Atlanta-Sandy Springs-Roswell, GA	1,019,724	Charlottesville, VA	20,159
Atlantic City-Hammonton, NJ	28,861	Chattanooga, TN-GA	16,504
Auburn-Opelika, AL	11,001	Cheyenne, WY	1,381
Augusta-Richmond County, GA-SC	22,812	Chicago-Naperville-Elgin, IL-IN-WI	2,301,658
Austin-Round Rock, TX	482,830	Chico, CA	20,142
Bakersfield, CA	14,305	Cincinnati, OH-KY-IN	350,202
Baltimore-Columbia-Towson, MD	360,710	Clarksville, TN-KY	1,154
Bangor, ME	3,181	Cleveland, TN	1,731
Barnstable Town, MA	27,429	Cleveland-Elyria, OH	221,110
Baton Rouge, LA	62,478	Coeur d'Alene, ID	15,269
Battle Creek, MI	4,246	College Station-Bryan, TX	1,924
Bay City, MI	2,608	Colorado Springs, CO	93,244
Beaumont-Port Arthur, TX	10,728	Columbia, MO	18,372
Beckley, WV	8,950	Columbia, SC	54,446
Bellingham, WA	15,913	Columbus, GA-AL	1,499
Bend-Redmond, OR	25,359	Columbus, IN	14,240
Billings, MT	2,192	Columbus, OH	250,554
Binghamton, NY	24,189	Corpus Christi, TX	10,778
Birmingham-Hoover, AL	64,525	Corvallis, OR	10,387
Bismarck, ND	15,900	Crestview-Fort Walton Beach-Destin, FL	19,436
Blacksburg-Christiansburg-Radford, VA	4,327	Cumberland, MD-WV	1,252
Bloomington, IL	3,628	Dallas-Fort Worth-Arlington, TX	1,059,026
Bloomington, IN	3,847	Dalton, GA	2,985
Bloomsburg-Berwick, PA	512	Danville, IL	no data
Boise City, ID	65,430	Daphne-Fairhope-Foley, AL	30,020
Boston-Cambridge-Newton, MA-NH	914,085	Davenport-Moline-Rock Island, IA-IL	24,589
Boulder, CO	89,462	Dayton, OH	49,064
Bowling Green, KY	500	Decatur, AL	2,967
Bremerton-Silverdale, WA	15,894	Decatur, IL	1,432
Bridgeport-Stamford-Norwalk, CT	305,996	Deltona-Daytona Beach-Ormond, FL	63,482
Brownsville-Harlingen, TX	4,676	Denver-Aurora-Lakewood, CO	577,084

## 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	59,645	Greenville-Anderson-Mauldin, SC	88,944
Detroit-Warren-Dearborn, MI	656,893	Gulfport-Biloxi-Pascagoula, MS	7,303
Dothan, AL	14,663	Hagerstown-Martinsburg, MD-WV	24,715
Dover, DE	1,313	Hammond, LA	9,482
Dubuque, IA	8,326	Hanford-Corcoran, CA	1,408
Duluth, MN-WI	31,250	Harrisburg-Carlisle, PA	32,281
Durham-Chapel Hill, NC	33,990	Harrisonburg, VA	2,918
East Stroudsburg, PA	4,705	Hartford-West Hartford-East Hartford, CT	43,946
Eau Claire, WI	912	Hattiesburg, MS	3,861
El Centro, CA	18,824	Hickory-Lenoir-Morganton, NC	29,762
Elizabethtown-Fort Knox, KY	1,118	Hilton Head Island-Bluffton-Beaufort, SC	41,351
Elkhart-Goshen, IN	18,406	Hinesville, GA	8,619
Elmira, NY	8,294	Homosassa Springs, FL	4,040
El Paso, TX	7,729	Hot Springs, AR	3,458
Enid, OK	no data	Houma-Thibodaux, LA	767
Erie, PA	1,180	Houston-The Woodlands-Sugar Land, TX	641,099
Eugene, OR	19,047	Huntington-Ashland, WV-KY-OH	31,523
Evansville, IN-KY	9,882	Huntsville, AL	11,432
Fairbanks, AK	12,799	Idaho Falls, ID	19,213
Fargo, ND-MN	4,054	Indianapolis-Carmel-Anderson, IN	145,834
Farmington, NM	11,194	Iowa City, IA	7,105
Fayetteville, NC	47,315	Ithaca, NY	3,976
Fayetteville-Springdale-Rogers, AR-MO	40,651	Jackson, MI	2,578
Flagstaff, AZ	16,660	Jackson, MS	30,149
Flint, MI	31,657	Jackson, TN	18,331
Florence, SC	2,215	Jacksonville, FL	107,380
Florence-Muscle Shoals, AL	11,613	Jacksonville, NC	3,145
Fond du Lac, WI	2,045	Janesville-Beloit, WI	16,824
Fort Collins, CO	38,431	Jefferson City, MO	2,657
Fort Smith, AR-OK	5,495	Johnson City, TN	4,121
Fort Wayne, IN	31,039	Johnstown, PA	10,538
Fresno, CA	11,800	Jonesboro, AR	12,591
Gadsden, AL	6,432	Joplin, MO	4,461
Gainesville, FL	17,264	Kahului-Wailuku-Lahaina, HI	8,630
Gainesville, GA	25,783	Kalamazoo-Portage, MI	31,030
Gettysburg, PA	8,397	Kankakee, IL	3,484
Glens Falls, NY	6,477	Kansas City, MO-KS	284,641
Goldsboro, NC	11,027	Kennewick-Richland, WA	35,003
Grand Forks, ND-MN	1,160	Killeen-Temple, TX	43,359
Grand Island, NE	9,412	Kingsport-Bristol-Bristol, TN-VA	4,542
Grand Junction, CO	2,733	Kingston, NY	15,328
Grand Rapids-Wyoming, MI	133,099	Knoxville, TN	26,010
Grants Pass, OR	834	Kokomo, IN	8,909
Great Falls, MT	1,823	La Crosse-Onalaska, WI-MN	18,208
Greeley, CO	4,492	Lafayette, LA	11,318
Green Bay, WI	20,208	Lafayette-West Lafayette, IN	5,612
Greensboro-High Point, NC	95,913	Lake Charles, LA	1,084
Greenville, NC	7,219	Lake Havasu City-Kingman, AZ	13,232

## 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	15,652	Muncie, IN	9,010
Lancaster, PA	45,108	Muskegon, MI	17,442
Lansing-East Lansing, MI	11,743	Myrtle-Conway-North Myrtle Beach, SC-NC	43,118
Laredo, TX	22,824	Napa, CA	37,946
Las Cruces, NM	16,594	Naples-Immokalee-Marco Island, FL	164,998
Las Vegas-Henderson-Paradise, NV	361,310	Nashville-Davidson--Murfrees.--Franklin, TN	246,518
Lawrence, KS	6,263	New Bern, NC	12,457
Lawton, OK	11,441	New Haven-Milford, CT	31,055
Lebanon, PA	7,125	New Orleans-Metairie, LA	88,727
Lewiston, ID-WA	6,382	New York-Newark-Jersey City, NY-NJ-PA	6,461,742
Lewiston-Auburn, ME	10,956	Niles-Benton Harbor, MI	7,069
Lexington-Fayette, KY	34,111	North Port-Sarasota-Bradenton, FL	98,413
Lima, OH	16,814	Norwich-New London, CT	40,235
Lincoln, NE	37,750	Ocala, FL	8,942
Little Rock-North Little Rock-Conway, AR	49,481	Ocean City, NJ	13,693
Logan, UT-ID	8,105	Odessa, TX	no data
Longview, TX	4,172	Ogden-Clearfield, UT	34,506
Longview, WA	832	Oklahoma City, OK	68,035
Los Angeles-Long Beach-Anaheim, CA	4,753,935	Olympia-Tumwater, WA	31,576
Louisville/Jefferson County, KY-IN	91,329	Omaha-Council Bluffs, NE-IA	75,084
Lubbock, TX	17,050	Orlando-Kissimmee-Sanford, FL	456,993
Lynchburg, VA	6,082	Oshkosh-Neenah, WI	10,742
Macon-Bibb County, GA	2,539	Owensboro, KY	1,900
Madera, CA	13,861	Oxnard-Thousand Oaks-Ventura, CA	56,571
Madison, WI	88,097	Palm Bay-Melbourne-Titusville, FL	12,593
Manchester-Nashua, NH	26,682	Panama City, FL	4,731
Manhattan, KS	15,586	Parkersburg-Vienna, WV	10,862
Mankato-North Mankato, MN	12,494	Pensacola-Ferry Pass-Brent, FL	13,455
Mansfield, OH	10,105	Peoria, IL	40,810
McAllen-Edinburg-Mission, TX	1,514	Philadelphia-Camden-Wilmin., PA-NJ-DE-M	835,455
Medford, OR	4,973	Phoenix-Mesa-Scottsdale, AZ	514,251
Memphis, TN-MS-AR	66,423	Pine Bluff, AR	7,378
Merced, CA	no data	Pittsburgh, PA	247,895
Miami-Fort Lauderdale-West Palm Beach, FL	1,644,025	Pittsfield, MA	15,117
Michigan City-La Porte, IN	8,697	Pocatello, ID	7,455
Midland, MI	4,345	Portland-South Portland, ME	53,195
Midland, TX	11,390	Portland-Vancouver-Hillsboro, OR-WA	563,943
Milwaukee-Waukesha-West Allis, WI	231,494	Port St. Lucie, FL	33,329
Minneapolis-St. Paul-Bloomington, MN-WI	512,626	Prescott, AZ	17,098
Missoula, MT	11,127	Providence-Warwick, RI-MA	144,405
Mobile, AL	7,438	Provo-Orem, UT	48,842
Modesto, CA	17,285	Pueblo, CO	14,081
Monroe, LA	14,761	Punta Gorda, FL	6,255
Monroe, MI	12,456	Racine, WI	17,265
Montgomery, AL	10,478	Raleigh, NC	158,725
Morgantown, WV	16,835	Rapid City, SD	2,464
Morristown, TN	no data	Reading, PA	21,486
Mount Vernon-Anacortes, WA	1,862	Redding, CA	3,118



## 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	20,885	Staunton-Waynesboro, VA	3,615
Richmond, VA	102,716	Stockton-Lodi, CA	69,753
Riverside-San Bernardino-Ontario, CA	188,413	Sumter, SC	10,700
Roanoke, VA	9,652	Syracuse, NY	25,224
Rochester, MN	30,795	Tallahassee, FL	8,405
Rochester, NY	55,236	Tampa-St. Petersburg-Clearwater, FL	215,705
Rockford, IL	22,265	Terre Haute, IN	16,316
Rocky Mount, NC	14,696	Texarkana, TX-AR	374
Rome, GA	8,794	The Villages, FL	10,245
Sacramento--Roseville--Arden-Arcade, CA	139,699	Toledo, OH	18,070
Saginaw, MI	8,375	Topeka, KS	26,592
St. Cloud, MN	3,041	Trenton, NJ	42,921
St. George, UT	24,776	Tucson, AZ	53,276
St. Joseph, MO-KS	13,378	Tulsa, OK	80,453
St. Louis, MO-IL	266,018	Tuscaloosa, AL	24,377
Salem, OR	21,555	Tyler, TX	8,617
Salinas, CA	18,106	Urban Honolulu, HI	57,912
Salisbury, MD-DE	14,651	Utica-Rome, NY	13,540
Salt Lake City, UT	219,949	Valdosta, GA	953
San Angelo, TX	1,993	Vallejo-Fairfield, CA	10,636
San Antonio-New Braunfels, TX	137,369	Victoria, TX	9,823
San Diego-Carlsbad, CA	637,671	Vineland-Bridgeton, NJ	14,464
San Francisco-Oakland-Hayward, CA	2,083,046	Virginia Beach-Norfolk-Newport, VA-NC	92,884
San Jose-Sunnyvale-Santa Clara, CA	357,557	Visalia-Porterville, CA	40,332
San Luis Obispo-Paso Robles-Arroyo Gr., CA	19,724	Waco, TX	30,967
Santa Cruz-Watsonville, CA	32,531	Walla Walla, WA	1,354
Santa Fe, NM	14,772	Warner Robins, GA	1,771
Santa Maria-Santa Barbara, CA	72,784	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,039,559
Santa Rosa, CA	42,043	Waterloo-Cedar Falls, IA	6,281
Savannah, GA	21,218	Watertown-Fort Drum, NY	987
Scranton--Wilkes-Barre--Hazleton, PA	18,093	Wausau, WI	987
Seattle-Tacoma-Bellevue, WA	931,742	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	30,790	Wenatchee, WA	2,004
Sebring, FL	5,802	Wheeling, WV-OH	19,851
Sheboygan, WI	1,860	Wichita, KS	41,162
Sherman-Denison, TX	11,381	Wichita Falls, TX	2,377
Shreveport-Bossier City, LA	6,659	Williamsport, PA	2,370
Sierra Vista-Douglas, AZ	365	Wilmington, NC	29,641
Sioux City, IA-NE-SD	19,349	Winchester, VA-WV	5,187
Sioux Falls, SD	9,600	Winston-Salem, NC	64,441
South Bend-Mishawaka, IN-MI	32,941	Worcester, MA-CT	39,219
Spartanburg, SC	12,761	Yakima, WA	811
Spokane-Spokane Valley, WA	20,407	York-Hanover, PA	13,005
Springfield, IL	1,669	Youngstown-Warren-Boardman, OH-PA	16,567
Springfield, MA	28,895	Yuba City, CA	1,001
Springfield, MO	31,598	Yuma, AZ	811
Springfield, OH	10,012		
State College, PA	9,690		

## Sales per Capita per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Abilene, TX	28	Brunswick, GA	143
Akron, OH	66	Buffalo-Cheektowaga-Niagara Falls, NY	28
Albany, GA	15	Burlington, NC	83
Albany, OR	83	Burlington-South Burlington, VT	93
Albany-Schenectady-Troy, NY	33	California-Lexington Park, MD	153
Albuquerque, NM	106	Canton-Massillon, OH	29
Alexandria, LA	90	Cape Coral-Fort Myers, FL	144
Allentown-Bethlehem-Easton, PA-NJ	52	Cape Girardeau, MO-IL	no data
Altoona, PA	17	Carbondale-Marion, IL	33
Amarillo, TX	12	Carson City, NV	22
Ames, IA	16	Casper, WY	36
Anchorage, AK	38	Cedar Rapids, IA	37
Ann Arbor, MI	95	Chambersburg-Waynesboro, PA	15
Anniston-Oxford-Jacksonville, AL	22	Champaign-Urbana, IL	22
Appleton, WI	22	Charleston, WV	11
Asheville, NC	108	Charleston-North Charleston, SC	128
Athens-Clarke County, GA	46	Charlotte-Concord-Gastonia, NC-SC	89
Atlanta-Sandy Springs-Roswell, GA	167	Charlottesville, VA	91
Atlantic City-Hammonton, NJ	105	Chattanooga, TN-GA	29
Auburn-Opelika, AL	63	Cheyenne, WY	14
Augusta-Richmond County, GA-SC	37	Chicago-Naperville-Elgin, IL-IN-WI	240
Austin-Round Rock, TX	210	Chico, CA	96
Bakersfield, CA	16	Cincinnati, OH-KY-IN	155
Baltimore-Columbia-Towson, MD	127	Clarksville, TN-KY	4
Bangor, ME	21	Cleveland, TN	14
Barnstable Town, MA	120	Cleveland-Elyria, OH	106
Baton Rouge, LA	72	Coeur d'Alene, ID	88
Battle Creek, MI	32	College Station-Bryan, TX	7
Bay City, MI	25	Colorado Springs, CO	123
Beaumont-Port Arthur, TX	27	Columbia, MO	87
Beckley, WV	78	Columbia, SC	66
Bellingham, WA	70	Columbus, GA-AL	5
Bend-Redmond, OR	127	Columbus, IN	173
Billings, MT	12	Columbus, OH	117
Binghamton, NY	98	Corpus Christi, TX	26
Birmingham-Hoover, AL	58	Corvallis, OR	109
Bismarck, ND	119	Crestview-Fort Walton Beach-Destin, FL	68
Blacksburg-Christiansburg-Radford, VA	26	Cumberland, MD-WV	13
Bloomington, IL	21	Dallas-Fort Worth-Arlington, TX	138
Bloomington, IN	24	Dalton, GA	21
Bloomsburg-Berwick, PA	6	Danville, IL	no data
Boise City, ID	85	Daphne-Fairhope-Foley, AL	129
Boston-Cambridge-Newton, MA-NH	185	Davenport-Moline-Rock Island, IA-IL	64
Boulder, CO	270	Dayton, OH	60
Bowling Green, KY	3	Decatur, AL	19
Bremerton-Silverdale, WA	58	Decatur, IL	14
Bridgeport-Stamford-Norwalk, CT	320	Deltona-Daytona Beach-Ormond, FL	95
Brownsville-Harlingen, TX	11	Denver-Aurora-Lakewood, CO	194

## Sales per Capita per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Des Moines-West Des Moines, IA	84	Greenville-Anderson-Mauldin, SC	96
Detroit-Warren-Dearborn, MI	150	Gulfport-Biloxi-Pascagoula, MS	18
Dothan, AL	97	Hagerstown-Martinsburg, MD-WV	84
Dover, DE	7	Hammond, LA	71
Dubuque, IA	84	Hanford-Corcoran, CA	9
Duluth, MN-WI	107	Harrisburg-Carlisle, PA	54
Durham-Chapel Hill, NC	52	Harrisonburg, VA	22
East Stroudsburg, PA	28	Hartford-West Hartford-East Hartford, CT	36
Eau Claire, WI	5	Hattiesburg, MS	22
El Centro, CA	105	Hickory-Lenoir-Morganton, NC	81
Elizabethtown-Fort Knox, KY	7	Hilton Head Island-Bluffton-Beaufort, SC	191
Elkhart-Goshen, IN	89	Hinesville, GA	106
Elmira, NY	99	Homosassa Springs, FL	26
El Paso, TX	9	Hot Springs, AR	35
Enid, OK	no data	Houma-Thibodaux, LA	4
Erie, PA	4	Houston-The Woodlands-Sugar Land, TX	90
Eugene, OR	50	Huntington-Ashland, WV-KY-OH	88
Evansville, IN-KY	31	Huntsville, AL	23
Fairbanks, AK	134	Idaho Falls, ID	121
Fargo, ND-MN	16	Indianapolis-Carmel-Anderson, IN	69
Farmington, NM	92	Iowa City, IA	40
Fayetteville, NC	91	Ithaca, NY	38
Fayetteville-Springdale-Rogers, AR-MO	74	Jackson, MI	16
Flagstaff, AZ	115	Jackson, MS	51
Flint, MI	78	Jackson, TN	102
Florence, SC	11	Jacksonville, FL	67
Florence-Muscle Shoals, AL	77	Jacksonville, NC	15
Fond du Lac, WI	20	Janesville-Beloit, WI	103
Fort Collins, CO	107	Jefferson City, MO	18
Fort Smith, AR-OK	22	Johnson City, TN	20
Fort Wayne, IN	74	Johnstown, PA	79
Fresno, CA	12	Jonesboro, AR	94
Gadsden, AL	62	Joplin, MO	25
Gainesville, FL	51	Kahului-Wailuku-Lahaina, HI	52
Gainesville, GA	127	Kalamazoo-Portage, MI	119
Gettysburg, PA	81	Kankakee, IL	32
Glens Falls, NY	51	Kansas City, MO-KS	130
Goldsboro, NC	94	Kennewick-Richland, WA	115
Grand Forks, ND-MN	11	Killeen-Temple, TX	91
Grand Island, NE	122	Kingsport-Bristol-Bristol, TN-VA	15
Grand Junction, CO	18	Kingston, NY	84
Grand Rapids-Wyoming, MI	122	Knoxville, TN	30
Grants Pass, OR	9	Kokomo, IN	107
Great Falls, MT	22	La Crosse-Onalaska, WI-MN	130
Greeley, CO	14	Lafayette, LA	24
Green Bay, WI	62	Lafayette-West Lafayette, IN	25
Greensboro-High Point, NC	123	Lake Charles, LA	5
Greenville, NC	42	Lake Havasu City-Kingman, AZ	62

## Sales per Capita per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Lakeland-Winter Haven, FL	21	Muncie, IN	81
Lancaster, PA	82	Muskegon, MI	99
Lansing-East Lansing, MI	22	Myrtle-Conway-North Myrtle, SC-NC	88
Laredo, TX	85	Napa, CA	276
Las Cruces, NM	75	Naples-Immokalee-Marco Island, FL	438
Las Vegas-Henderson-Paradise, NV	159	Nashville-Davidson--Murfr.--Franklin, TN	124
Lawrence, KS	53	New Bern, NC	102
Lawton, OK	90	New Haven-Milford, CT	36
Lebanon, PA	50	New Orleans-Metairie, LA	70
Lewiston, ID-WA	99	New York-Newark-Jersey City, NY-NJ-PA	322
Lewiston-Auburn, ME	99	Niles-Benton Harbor, MI	46
Lexington-Fayette, KY	66	North Port-Sarasota-Bradenton, FL	118
Lima, OH	165	Norwich-New London, CT	150
Lincoln, NE	111	Ocala, FL	24
Little Rock-North Little Rock-Conway, AR	66	Ocean City, NJ	144
Logan, UT-ID	55	Odessa, TX	no data
Longview, TX	15	Ogden-Clearfield, UT	50
Longview, WA	8	Oklahoma City, OK	48
Los Angeles-Long Beach-Anaheim, CA	361	Olympia-Tumwater, WA	107
Louisville/Jefferson County, KY-IN	71	Omaha-Council Bluffs, NE-IA	78
Lubbock, TX	53	Orlando-Kissimmee-Sanford, FL	171
Lynchburg, VA	23	Oshkosh-Neenah, WI	63
Macon-Bibb County, GA	11	Owensboro, KY	16
Madera, CA	88	Oxnard-Thousand Oaks-Ventura, CA	67
Madison, WI	129	Palm Bay-Melbourne-Titusville, FL	21
Manchester-Nashua, NH	63	Panama City, FL	27
Manhattan, KS	116	Parkersburg-Vienna, WV	122
Mankato-North Mankato, MN	121	Pensacola-Ferry Pass-Brent, FL	26
Mansfield, OH	81	Peoria, IL	102
McAllen-Edinburg-Mission, TX	2	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	134
Medford, OR	22	Phoenix-Mesa-Scottsdale, AZ	106
Memphis, TN-MS-AR	50	Pine Bluff, AR	85
Merced, CA	no data	Pittsburgh, PA	105
Miami-Fort Lauderdale-West Palm Beach, FL	268	Pittsfield, MA	117
Michigan City-La Porte, IN	78	Pocatello, ID	78
Midland, MI	52	Portland-South Portland, ME	96
Midland, TX	65	Portland-Vancouver-Hillsboro, OR-WA	224
Milwaukee-Waukesha-West Allis, WI	147	Port St. Lucie, FL	68
Minneapolis-St. Paul-Bloomington, MN-WI	139	Prescott, AZ	72
Missoula, MT	94	Providence-Warwick, RI-MA	86
Mobile, AL	17	Provo-Orem, UT	72
Modesto, CA	31	Pueblo, CO	84
Monroe, LA	71	Punta Gorda, FL	33
Monroe, MI	80	Racine, WI	87
Montgomery, AL	27	Raleigh, NC	112
Morgantown, WV	120	Rapid City, SD	18
Morristown, TN	no data	Reading, PA	50
Mount Vernon-Anacortes, WA	14	Redding, CA	17

## Sales per Capita per Metropolitan Area

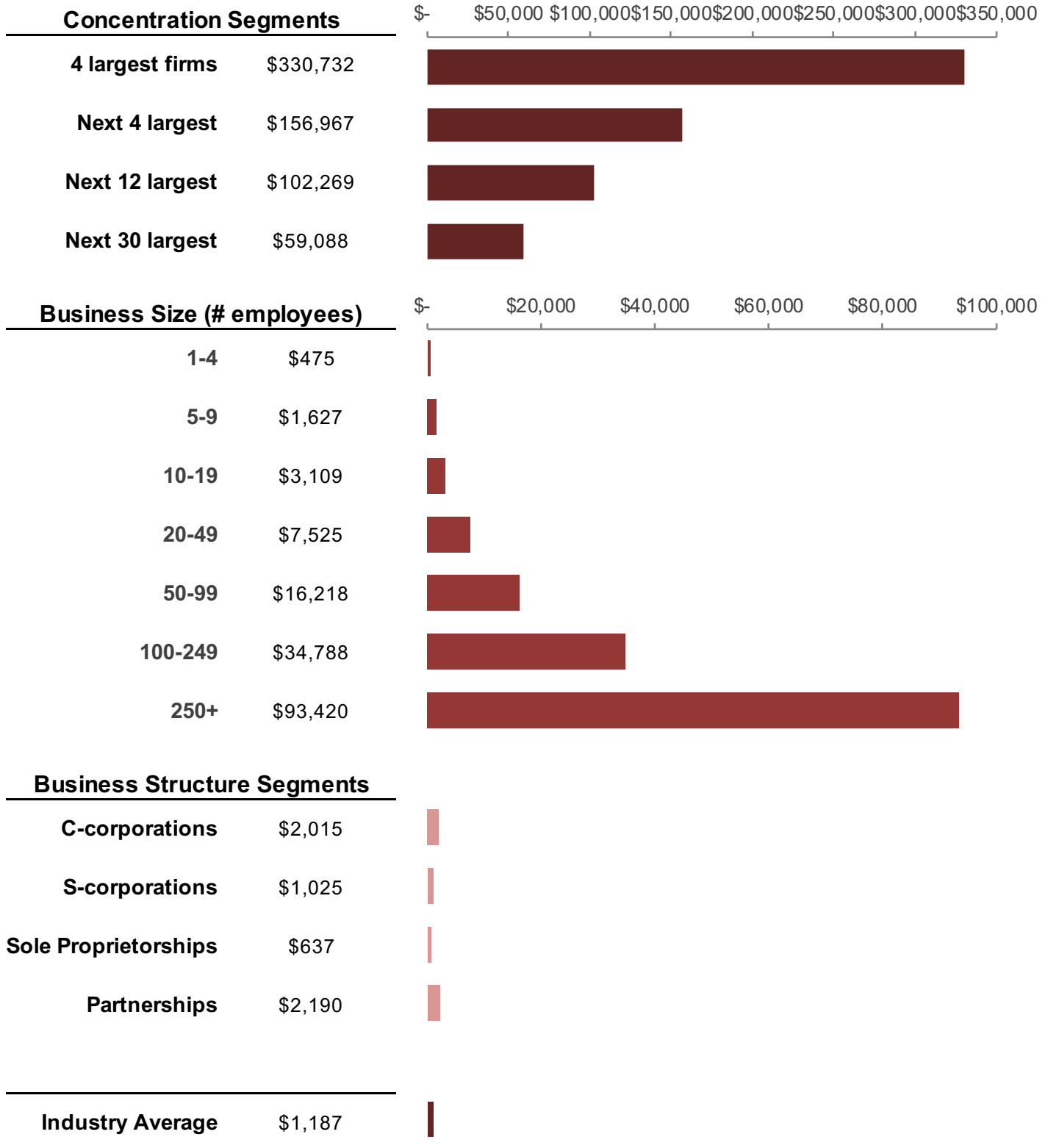
Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Reno, NV	42	Staunton-Waynesboro, VA	29
Richmond, VA	78	Stockton-Lodi, CA	89
Riverside-San Bernardino-Ontario, CA	41	Sumter, SC	78
Roanoke, VA	31	Syracuse, NY	38
Rochester, MN	136	Tallahassee, FL	22
Rochester, NY	51	Tampa-St. Petersburg-Clearwater, FL	68
Rockford, IL	66	Terre Haute, IN	88
Rocky Mount, NC	102	Texarkana, TX-AR	3
Rome, GA	89	The Villages, FL	78
Sacramento--Roseville--Arden-Arcade, CA	58	Toledo, OH	28
Saginaw, MI	44	Topeka, KS	114
St. Cloud, MN	15	Trenton, NJ	111
St. George, UT	136	Tucson, AZ	51
St. Joseph, MO-KS	110	Tulsa, OK	79
St. Louis, MO-IL	94	Tuscaloosa, AL	91
Salem, OR	50	Tyler, TX	37
Salinas, CA	41	Urban Honolulu, HI	57
Salisbury, MD-DE	35	Utica-Rome, NY	46
Salt Lake City, UT	175	Valdosta, GA	6
San Angelo, TX	16	Vallejo-Fairfield, CA	23
San Antonio-New Braunfels, TX	54	Victoria, TX	100
San Diego-Carlsbad, CA	193	Vineland-Bridgeton, NJ	94
San Francisco-Oakland-Hayward, CA	439	Virginia Beach-Norfolk-Newport, VA-NC	52
San Jose-Sunnyvale-Santa Clara, CA	179	Visalia-Porterville, CA	85
San Luis Obispo-Paso Robles-Arroyo Gr., CA	70	Waco, TX	111
Santa Cruz-Watsonville, CA	120	Walla Walla, WA	22
Santa Fe, NM	95	Warner Robins, GA	9
Santa Maria-Santa Barbara, CA	162	Washing.-Arling.-Alexan., DC-VA-MD-WV	163
Santa Rosa, CA	86	Waterloo-Cedar Falls, IA	37
Savannah, GA	52	Watertown-Fort Drum, NY	9
Scranton--Wilkes-Barre--Hazleton, PA	32	Wausau, WI	6
Seattle-Tacoma-Bellevue, WA	232	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	192	Wenatchee, WA	16
Sebring, FL	57	Wheeling, WV-OH	143
Sheboygan, WI	16	Wichita, KS	64
Sherman-Denison, TX	84	Wichita Falls, TX	16
Shreveport-Bossier City, LA	17	Williamsport, PA	21
Sierra Vista-Douglas, AZ	3	Wilmington, NC	103
Sioux City, IA-NE-SD	129	Winchester, VA-WV	36
Sioux Falls, SD	35	Winston-Salem, NC	95
South Bend-Mishawaka, IN-MI	102	Worcester, MA-CT	40
Spartanburg, SC	39	Yakima, WA	3
Spokane-Spokane Valley, WA	35	York-Hanover, PA	28
Springfield, IL	8	Youngstown-Warren-Boardman, OH-PA	31
Springfield, MA	41	Yuba City, CA	6
Springfield, MO	66	Yuma, AZ	4
Springfield, OH	74		
State College, PA	61		

# Sales per Company by Segments

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

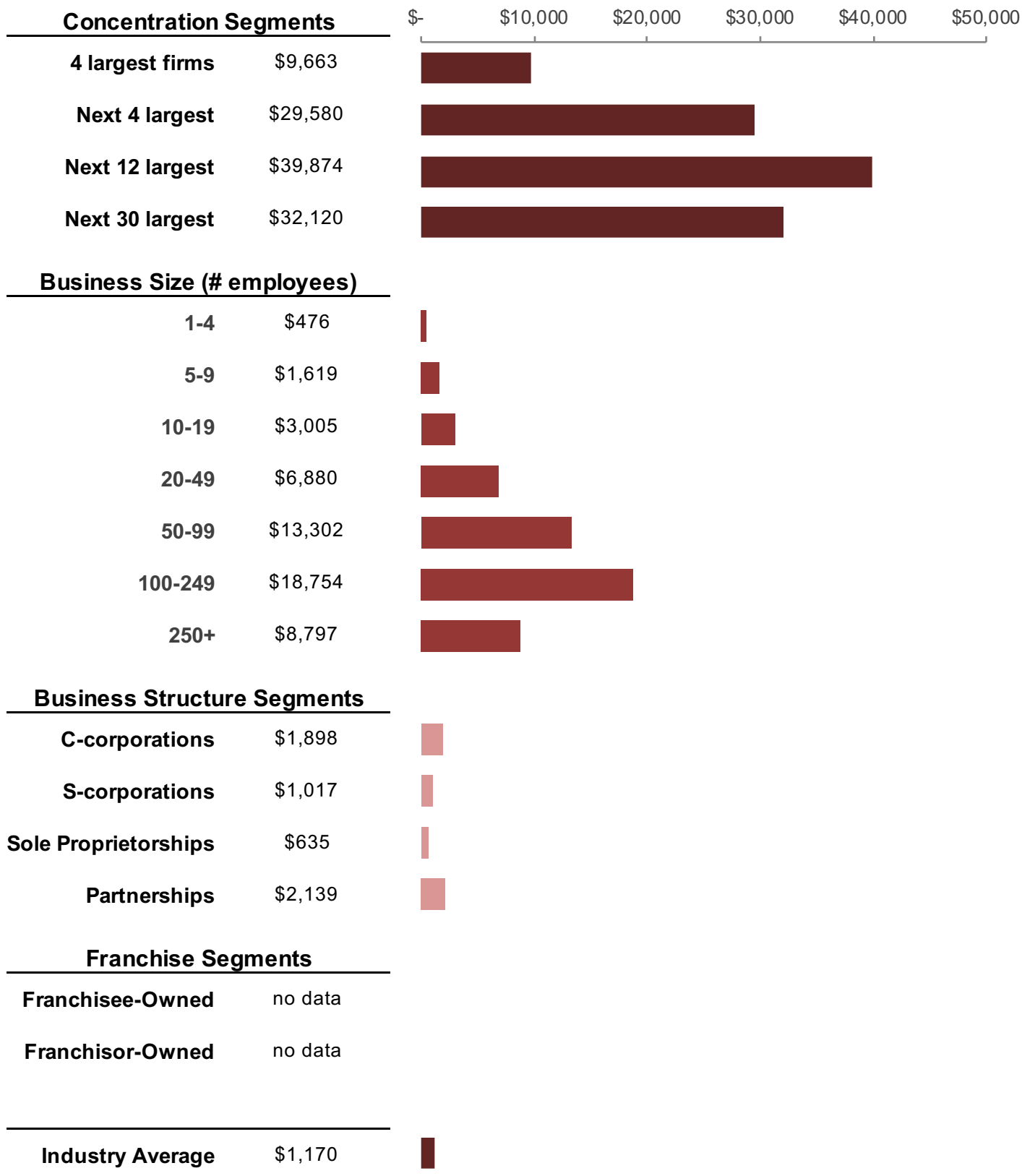
All figures in \$ thousands



## Sales per Location by Segments

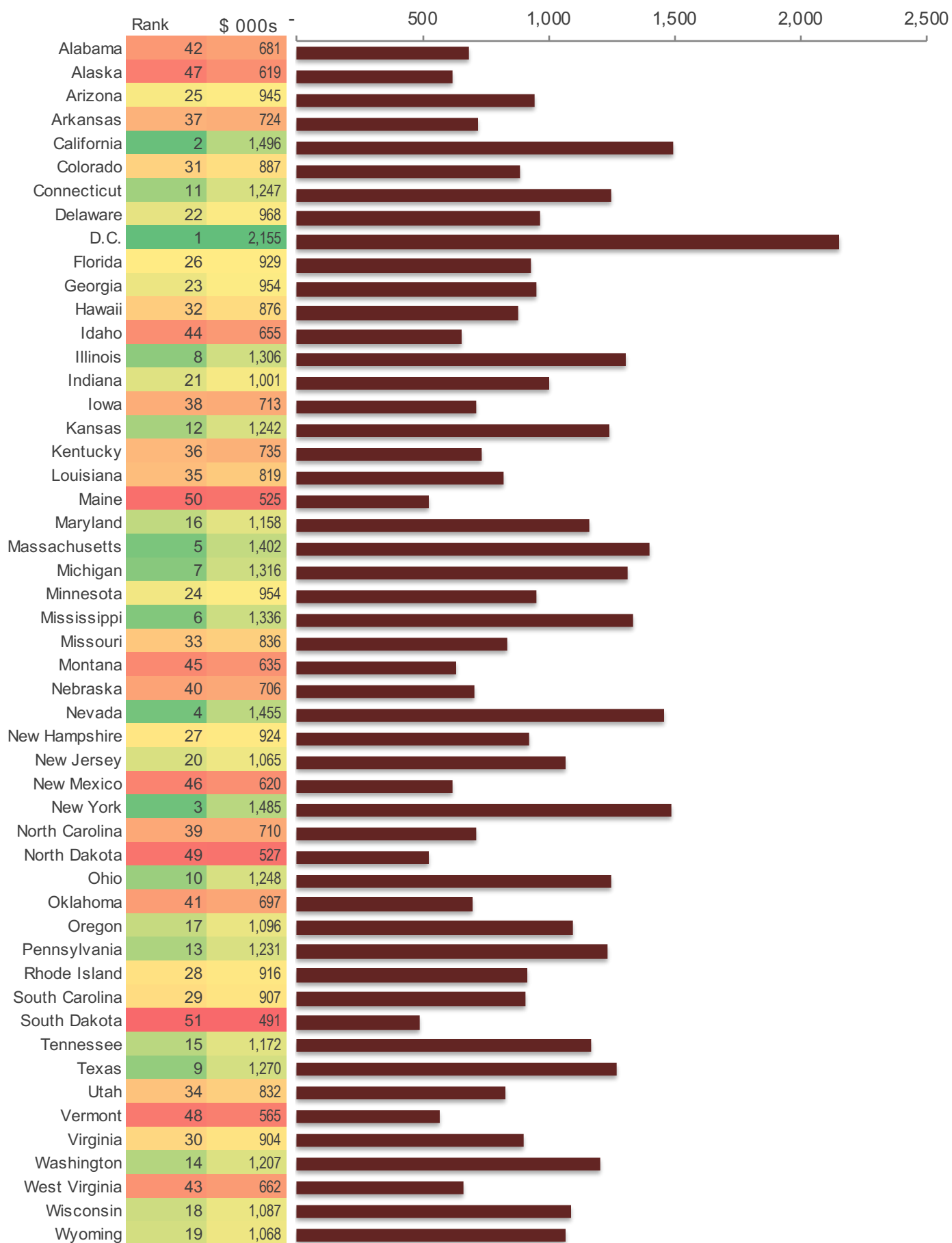
Below is the average sales per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



# Sales per Location by State

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





## Sales per Location per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Abilene, TX	775	Brunswick, GA	1,178
Akron, OH	757	Buffalo-Cheektowaga-Niagara Falls, NY	482
Albany, GA	347	Burlington, NC	2,238
Albany, OR	5,047	Burlington-South Burlington, VT	438
Albany-Schenectady-Troy, NY	518	California-Lexington Park, MD	16,389
Albuquerque, NM	1,996	Canton-Massillon, OH	573
Alexandria, LA	12,920	Cape Coral-Fort Myers, FL	919
Allentown-Bethlehem-Easton, PA-NJ	985	Cape Girardeau, MO-IL	no data
Altoona, PA	333	Carbondale-Marion, IL	836
Amarillo, TX	426	Carson City, NV	241
Ames, IA	269	Casper, WY	345
Anchorage, AK	615	Cedar Rapids, IA	530
Ann Arbor, MI	830	Chambersburg-Waynesboro, PA	308
Anniston-Oxford-Jacksonville, AL	615	Champaign-Urbana, IL	302
Appleton, WI	619	Charleston, WV	251
Asheville, NC	524	Charleston-North Charleston, SC	852
Athens-Clarke County, GA	488	Charlotte-Concord-Gastonia, NC-SC	709
Atlanta-Sandy Springs-Roswell, GA	996	Charlottesville, VA	432
Atlantic City-Hammonton, NJ	2,472	Chattanooga, TN-GA	555
Auburn-Opelika, AL	1,037	Cheyenne, WY	325
Augusta-Richmond County, GA-SC	1,075	Chicago-Naperville-Elgin, IL-IN-WI	1,361
Austin-Round Rock, TX	1,350	Chico, CA	2,109
Bakersfield, CA	1,225	Cincinnati, OH-KY-IN	1,684
Baltimore-Columbia-Towson, MD	1,100	Clarksville, TN-KY	218
Bangor, ME	375	Cleveland, TN	408
Barnstable Town, MA	808	Cleveland-Elyria, OH	951
Baton Rouge, LA	1,090	Coeur d'Alene, ID	2,055
Battle Creek, MI	4,000	College Station-Bryan, TX	259
Bay City, MI	819	Colorado Springs, CO	1,204
Beaumont-Port Arthur, TX	1,264	Columbia, MO	1,154
Beckley, WV	2,811	Columbia, SC	1,221
Bellingham, WA	833	Columbus, GA-AL	283
Bend-Redmond, OR	747	Columbus, IN	2,236
Billings, MT	207	Columbus, OH	1,414
Binghamton, NY	2,532	Corpus Christi, TX	508
Birmingham-Hoover, AL	676	Corvallis, OR	1,631
Bismarck, ND	2,497	Crestview-Fort Walton Beach-Destin, FL	495
Blacksburg-Christiansburg-Radford, VA	680	Cumberland, MD-WV	295
Bloomington, IL	488	Dallas-Fort Worth-Arlington, TX	1,472
Bloomington, IN	453	Dalton, GA	703
Bloomsburg-Berwick, PA	161	Danville, IL	no data
Boise City, ID	677	Daphne-Fairhope-Foley, AL	1,571
Boston-Cambridge-Newton, MA-NH	1,522	Davenport-Moline-Rock Island, IA-IL	772
Boulder, CO	664	Dayton, OH	1,541
Bowling Green, KY	157	Decatur, AL	466
Bremerton-Silverdale, WA	499	Decatur, IL	270
Bridgeport-Stamford-Norwalk, CT	1,593	Deltona-Daytona Beach-Ormond, FL	1,088
Brownsville-Harlingen, TX	490	Denver-Aurora-Lakewood, CO	931

## Sales per Location per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Des Moines-West Des Moines, IA	1,004	Greenville-Anderson-Mauldin, SC	1,061
Detroit-Warren-Dearborn, MI	1,724	Gulfport-Biloxi-Pascagoula, MS	860
Dothan, AL	6,908	Hagerstown-Martinsburg, MD-WV	3,327
Dover, DE	247	Hammond, LA	8,934
Dubuque, IA	981	Hanford-Corcoran, CA	663
Duluth, MN-WI	1,840	Harrisburg-Carlisle, PA	895
Durham-Chapel Hill, NC	654	Harrisonburg, VA	393
East Stroudsburg, PA	554	Hartford-West Hartford-East Hartford, CT	647
Eau Claire, WI	172	Hattiesburg, MS	910
El Centro, CA	2,956	Hickory-Lenoir-Morganton, NC	1,122
Elizabethtown-Fort Knox, KY	351	Hilton Head Island-Bluffton-Beaufort, SC	928
Elkhart-Goshen, IN	694	Hinesville, GA	8,121
Elmira, NY	3,907	Homosassa Springs, FL	634
El Paso, TX	347	Hot Springs, AR	652
Enid, OK	no data	Houma-Thibodaux, LA	181
Erie, PA	222	Houston-The Woodlands-Sugar Land, TX	1,272
Eugene, OR	485	Huntington-Ashland, WV-KY-OH	3,713
Evansville, IN-KY	582	Huntsville, AL	490
Fairbanks, AK	6,030	Idaho Falls, ID	3,017
Fargo, ND-MN	318	Indianapolis-Carmel-Anderson, IN	708
Farmington, NM	2,637	Iowa City, IA	837
Fayetteville, NC	6,369	Ithaca, NY	468
Fayetteville-Springdale-Rogers, AR-MO	871	Jackson, MI	486
Flagstaff, AZ	3,924	Jackson, MS	710
Flint, MI	2,294	Jackson, TN	17,272
Florence, SC	417	Jacksonville, FL	636
Florence-Muscle Shoals, AL	5,471	Jacksonville, NC	741
Fond du Lac, WI	321	Janesville-Beloit, WI	3,963
Fort Collins, CO	604	Jefferson City, MO	278
Fort Smith, AR-OK	740	Johnson City, TN	971
Fort Wayne, IN	886	Johnstown, PA	1,986
Fresno, CA	428	Jonesboro, AR	5,932
Gadsden, AL	3,030	Joplin, MO	841
Gainesville, FL	775	Kahului-Wailuku-Lahaina, HI	370
Gainesville, GA	2,209	Kalamazoo-Portage, MI	1,271
Gettysburg, PA	7,912	Kankakee, IL	469
Glens Falls, NY	763	Kansas City, MO-KS	1,214
Goldsboro, NC	10,390	Kennewick-Richland, WA	2,537
Grand Forks, ND-MN	546	Killeen-Temple, TX	8,171
Grand Island, NE	8,868	Kingsport-Bristol-Bristol, TN-VA	713
Grand Junction, CO	215	Kingston, NY	578
Grand Rapids-Wyoming, MI	943	Knoxville, TN	700
Grants Pass, OR	196	Kokomo, IN	4,197
Great Falls, MT	429	La Crosse-Onalaska, WI-MN	1,716
Greeley, CO	326	Lafayette, LA	381
Green Bay, WI	828	Lafayette-West Lafayette, IN	755
Greensboro-High Point, NC	741	Lake Charles, LA	146
Greenville, NC	1,701	Lake Havasu City-Kingman, AZ	3,117

## Sales per Location per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Lakeland-Winter Haven, FL	476	Muncie, IN	2,122
Lancaster, PA	1,012	Muskegon, MI	2,348
Lansing-East Lansing, MI	527	Myrtle-Conway-North Myrtle, SC-NC	883
Laredo, TX	10,753	Napa, CA	1,324
Las Cruces, NM	3,909	Naples-Immokalee-Marco Island, FL	1,152
Las Vegas-Henderson-Paradise, NV	1,773	Nashville-Davidson--Murfr.--Franklin, TN	1,358
Lawrence, KS	422	New Bern, NC	2,347
Lawton, OK	10,780	New Haven-Milford, CT	791
Lebanon, PA	1,119	New Orleans-Metairie, LA	812
Lewiston, ID-WA	6,014	New York-Newark-Jersey City, NY-NJ-PA	1,481
Lewiston-Auburn, ME	2,581	Niles-Benton Harbor, MI	1,110
Lexington-Fayette, KY	699	North Port-Sarasota-Bradenton, FL	682
Lima, OH	7,922	Norwich-New London, CT	2,369
Lincoln, NE	912	Ocala, FL	527
Little Rock-North Little Rock-Conway, AR	804	Ocean City, NJ	1,173
Logan, UT-ID	636	Odessa, TX	no data
Longview, TX	655	Ogden-Clearfield, UT	591
Longview, WA	261	Oklahoma City, OK	599
Los Angeles-Long Beach-Anaheim, CA	1,539	Olympia-Tumwater, WA	1,984
Louisville/Jefferson County, KY-IN	775	Omaha-Council Bluffs, NE-IA	715
Lubbock, TX	765	Orlando-Kissimmee-Sanford, FL	1,082
Lynchburg, VA	409	Oshkosh-Neenah, WI	1,687
Macon-Bibb County, GA	299	Owensboro, KY	447
Madera, CA	4,353	Oxnard-Thousand Oaks-Ventura, CA	683
Madison, WI	954	Palm Bay-Melbourne-Titusville, FL	321
Manchester-Nashua, NH	898	Panama City, FL	557
Manhattan, KS	2,448	Parkersburg-Vienna, WV	2,559
Mankato-North Mankato, MN	1,962	Pensacola-Ferry Pass-Brent, FL	396
Mansfield, OH	1,587	Peoria, IL	2,958
McAllen-Edinburg-Mission, TX	357	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,374
Medford, OR	312	Phoenix-Mesa-Scottsdale, AZ	1,009
Memphis, TN-MS-AR	1,159	Pine Bluff, AR	2,317
Merced, CA	no data	Pittsburgh, PA	1,374
Miami-Fort Lauderdale-West Palm Beach, FL	1,064	Pittsfield, MA	890
Michigan City-La Porte, IN	1,639	Pocatello, ID	1,756
Midland, MI	1,365	Portland-South Portland, ME	590
Midland, TX	826	Portland-Vancouver-Hillsboro, OR-WA	1,100
Milwaukee-Waukesha-West Allis, WI	1,525	Port St. Lucie, FL	730
Minneapolis-St. Paul-Bloomington, MN-WI	767	Prescott, AZ	1,239
Missoula, MT	699	Providence-Warwick, RI-MA	895
Mobile, AL	389	Provo-Orem, UT	561
Modesto, CA	1,018	Pueblo, CO	4,422
Monroe, LA	1,987	Punta Gorda, FL	368
Monroe, MI	1,677	Racine, WI	1,085
Montgomery, AL	658	Raleigh, NC	740
Morgantown, WV	5,287	Rapid City, SD	258
Morristown, TN	no data	Reading, PA	880
Mount Vernon-Anacortes, WA	439	Redding, CA	588

## Sales per Location per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$000s</b>	<b>Metropolitan Statistical Area</b>	<b>\$000s</b>
Reno, NV	402	Staunton-Waynesboro, VA	378
Richmond, VA	750	Stockton-Lodi, CA	7,303
Riverside-San Bernardino-Ontario, CA	818	Sumter, SC	5,041
Roanoke, VA	433	Syracuse, NY	660
Rochester, MN	4,836	Tallahassee, FL	360
Rochester, NY	813	Tampa-St. Petersburg-Clearwater, FL	620
Rockford, IL	999	Terre Haute, IN	5,125
Rocky Mount, NC	13,847	Texarkana, TX-AR	118
Rome, GA	2,071	The Villages, FL	3,218
Sacramento--Roseville--Arden-Arcade, CA	1,135	Toledo, OH	740
Saginaw, MI	1,973	Topeka, KS	2,784
St. Cloud, MN	318	Trenton, NJ	1,189
St. George, UT	1,061	Tucson, AZ	652
St. Joseph, MO-KS	12,606	Tulsa, OK	871
St. Louis, MO-IL	1,015	Tuscaloosa, AL	2,552
Salem, OR	1,016	Tyler, TX	625
Salinas, CA	948	Urban Honolulu, HI	853
Salisbury, MD-DE	727	Utica-Rome, NY	1,160
Salt Lake City, UT	929	Valdosta, GA	225
San Angelo, TX	469	Vallejo-Fairfield, CA	1,114
San Antonio-New Braunfels, TX	945	Victoria, TX	1,157
San Diego-Carlsbad, CA	1,303	Vineland-Bridgeton, NJ	6,814
San Francisco-Oakland-Hayward, CA	2,005	Virginia Beach-Norfolk-Newport, VA-NC	875
San Jose-Sunnyvale-Santa Clara, CA	1,668	Visalia-Porterville, CA	3,800
San Luis Obispo-Paso Robles-Arroyo Gr., CA	808	Waco, TX	2,432
Santa Cruz-Watsonville, CA	851	Walla Walla, WA	425
Santa Fe, NM	464	Warner Robins, GA	278
Santa Maria-Santa Barbara, CA	1,270	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,357
Santa Rosa, CA	660	Waterloo-Cedar Falls, IA	845
Savannah, GA	540	Watertown-Fort Drum, NY	186
Scranton--Wilkes-Barre--Hazleton, PA	812	Wausau, WI	233
Seattle-Tacoma-Bellevue, WA	1,485	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	967	Wenatchee, WA	189
Sebring, FL	2,733	Wheeling, WV-OH	3,741
Sheboygan, WI	438	Wichita, KS	776
Sherman-Denison, TX	10,724	Wichita Falls, TX	560
Shreveport-Bossier City, LA	570	Williamsport, PA	745
Sierra Vista-Douglas, AZ	344	Wilmington, NC	570
Sioux City, IA-NE-SD	3,646	Winchester, VA-WV	489
Sioux Falls, SD	503	Winston-Salem, NC	867
South Bend-Mishawaka, IN-MI	2,217	Worcester, MA-CT	770
Spartanburg, SC	752	Yakima, WA	153
Spokane-Spokane Valley, WA	469	York-Hanover, PA	557
Springfield, IL	197	Youngstown-Warren-Boardman, OH-PA	867
Springfield, MA	1,089	Yuba City, CA	471
Springfield, MO	726	Yuma, AZ	191
Springfield, OH	4,717		
State College, PA	571		

# Industry Segmentation by Business Size

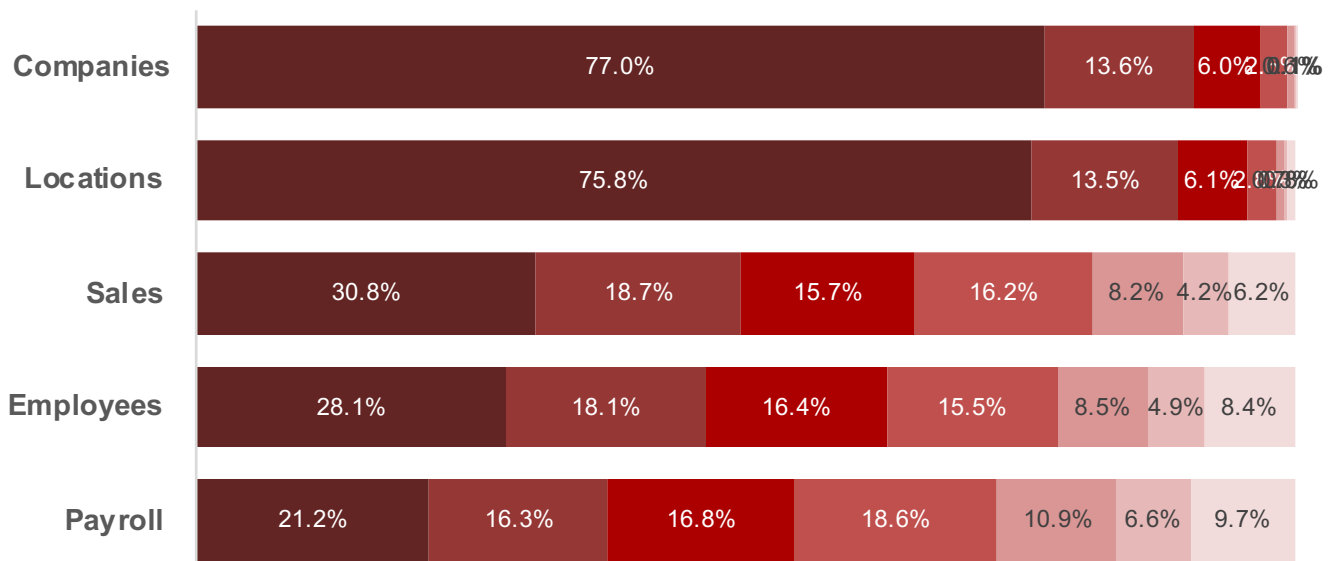
Below are industry segmentation statistics by business size, including companies, locations, sales, employees, and payroll. The business size segments are based on the number of employees per company. Both absolute and as a percent of the industry figures are included.

## Specialized Design Services Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
<b>Companies</b>	26,387	4,677	2,053	877	205	49	27
<b>Locations</b>	26,367	4,700	2,124	959	250	92	285
<b>Sales (\$ M)</b>	12,546	7,610	6,381	6,597	3,320	1,719	2,506
<b>Employees</b>	38,072	24,549	22,250	20,963	11,448	6,595	11,434
<b>Payroll (\$ M)</b>	2,062	1,588	1,634	1,809	1,062	643	943

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
<b>Companies</b>	77.0%	13.6%	6.0%	2.6%	0.6%	0.1%	0.1%
<b>Locations</b>	75.8%	13.5%	6.1%	2.8%	0.7%	0.3%	0.8%
<b>Sales</b>	30.8%	18.7%	15.7%	16.2%	8.2%	4.2%	6.2%
<b>Employees</b>	28.1%	18.1%	16.4%	15.5%	8.5%	4.9%	8.4%
<b>Payroll</b>	21.2%	16.3%	16.8%	18.6%	10.9%	6.6%	9.7%

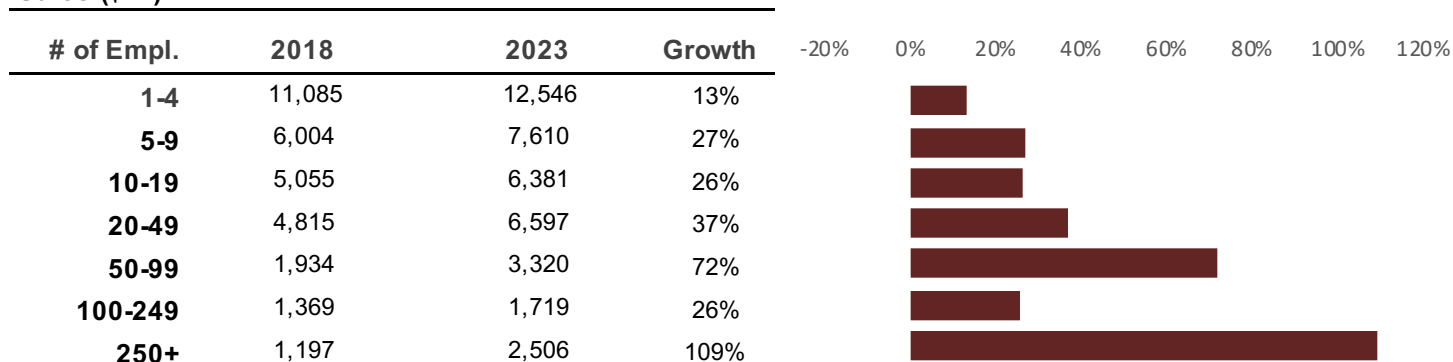
■ 1-4 ■ 5-9 ■ 10-19 ■ 20-49 ■ 50-99 ■ 100-249 ■ 250+



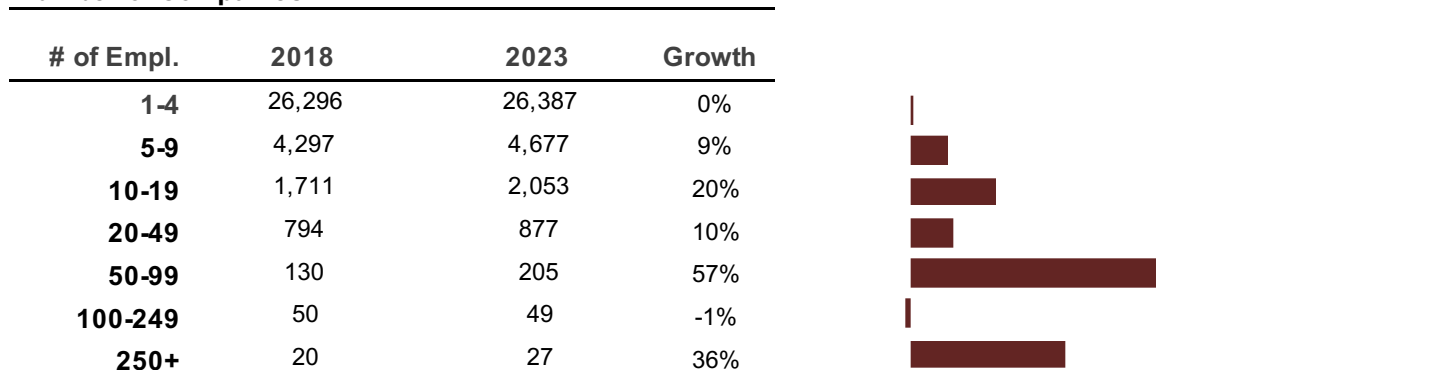
# Industry Consolidation Analysis

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.

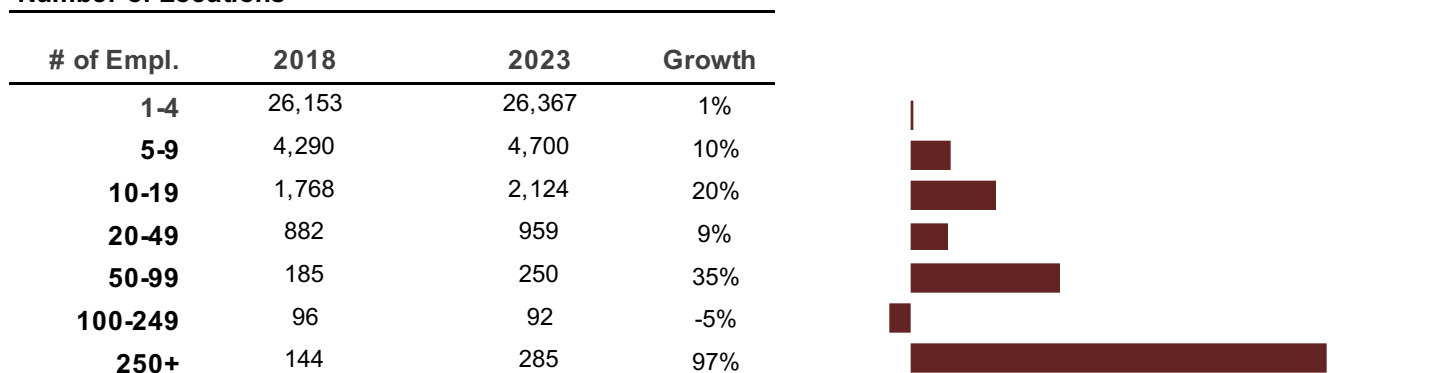
## Sales (\$ M)



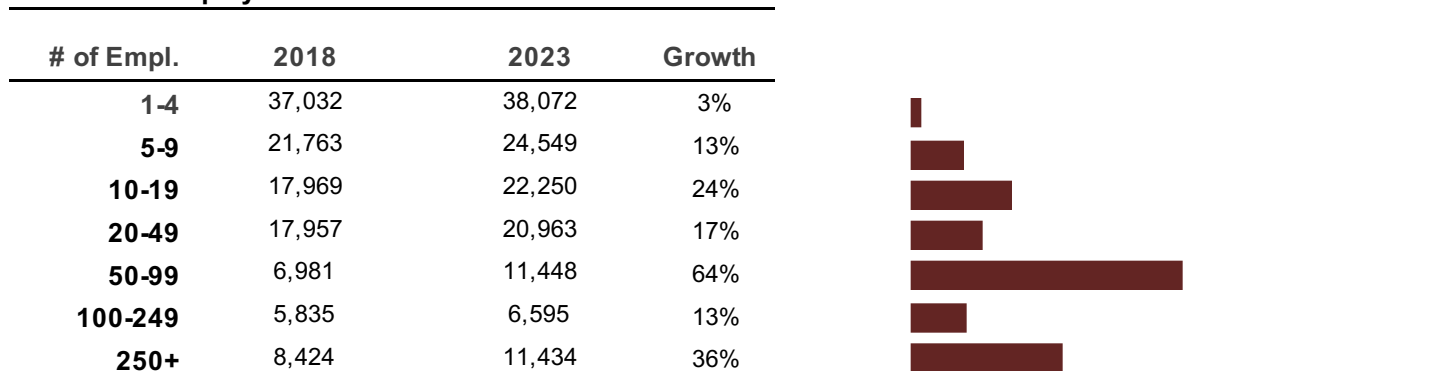
## Number of Companies



## Number of Locations



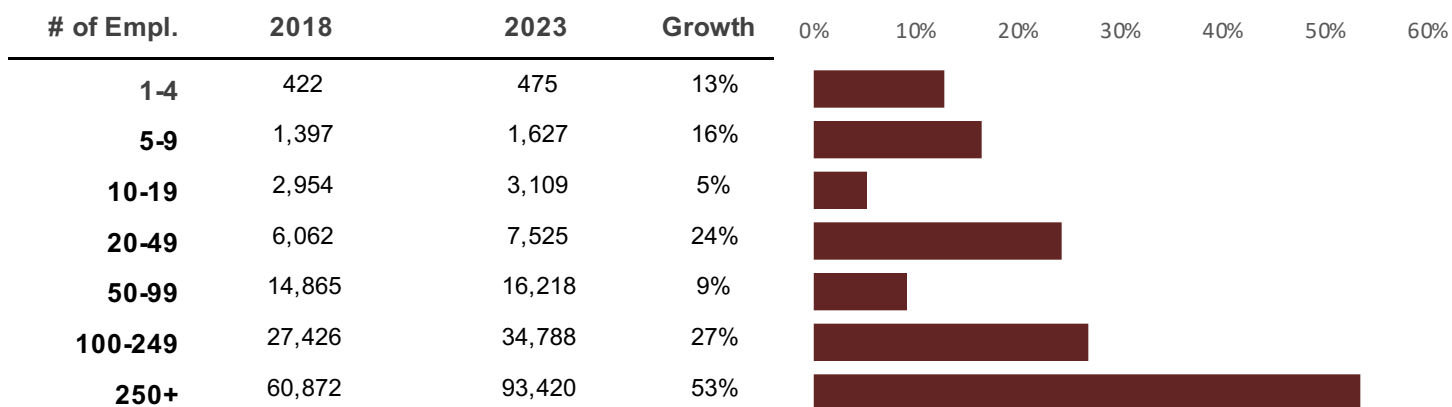
## Number of Employees



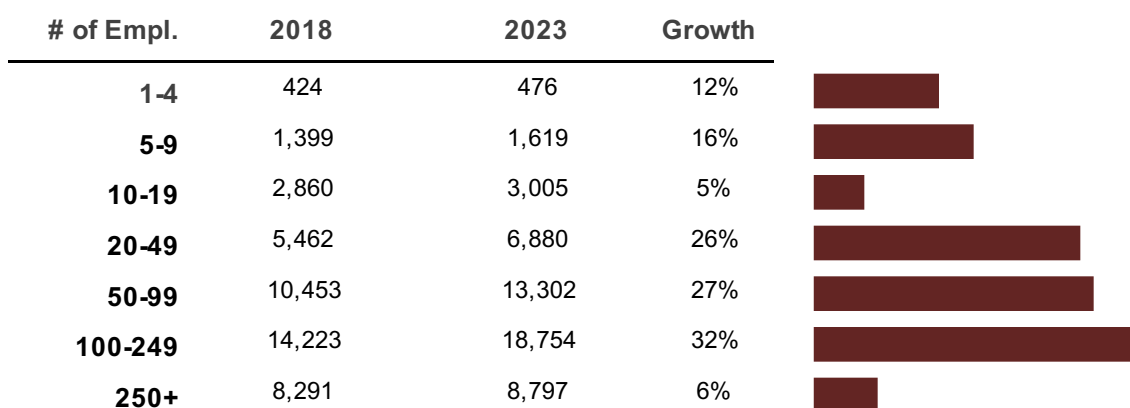
# Industry Consolidation Benchmarks

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

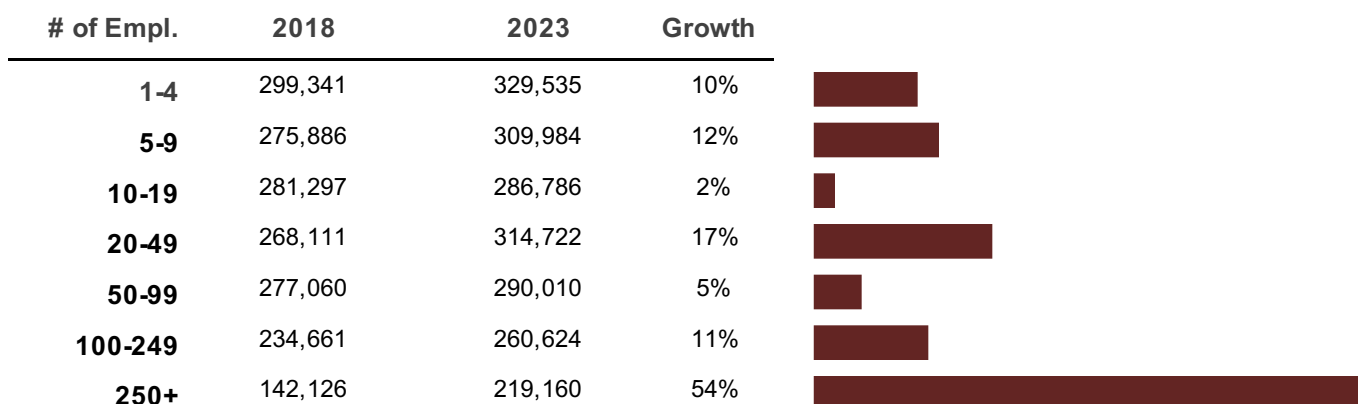
## Sales per Company (\$ thousands)



## 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.

## Specialized Design Services Segmentation by Top 50 Companies Concentration

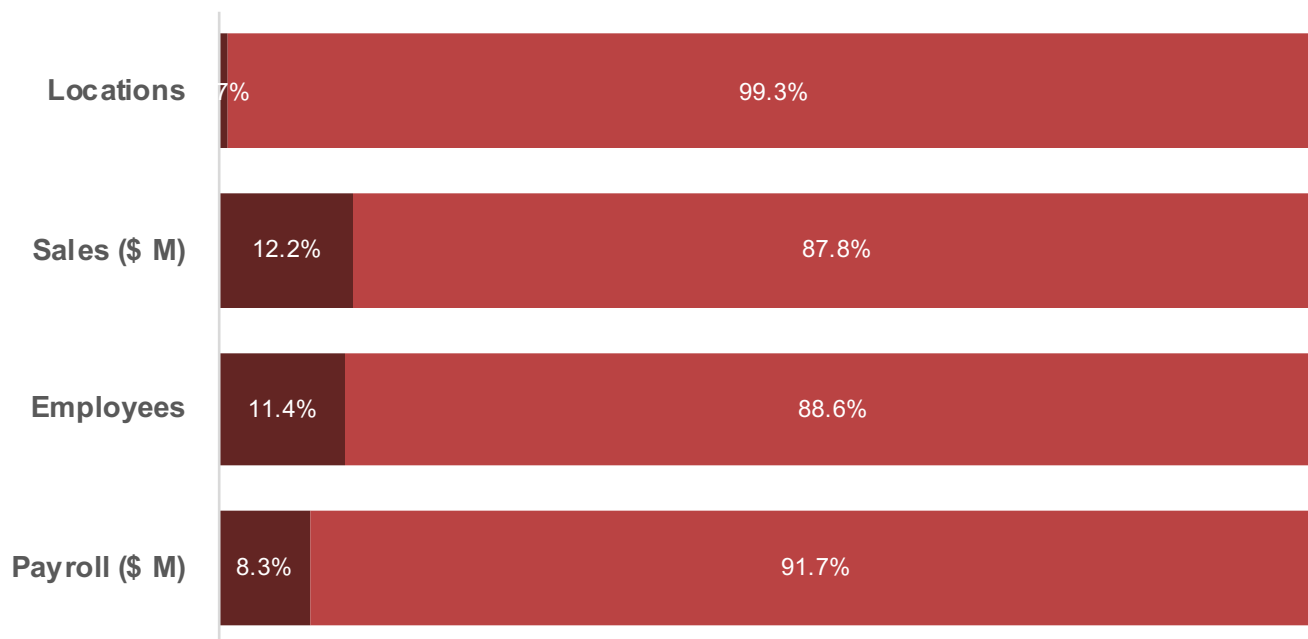
### Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
<b>Companies</b>	4	4	12	30	50	34,224
<b>Locations</b>	137	21	31	55	244	34,532
<b>Sales (\$ M)</b>	1,323	628	1,227	1,773	4,951	35,728
<b>Employees</b>	4,322	2,084	3,881	5,176	15,463	119,847
<b>Payroll (\$ M)</b>	276	112	176	246	811	8,929

### Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
<b>Locations</b>	0.4%	0.1%	0.1%	0.2%	0.7%	99.3%
<b>Sales (\$ M)</b>	3.3%	1.5%	3.0%	4.4%	12.2%	87.8%
<b>Employees</b>	3.2%	1.5%	2.9%	3.8%	11.4%	88.6%
<b>Payroll (\$ M)</b>	2.8%	1.2%	1.8%	2.5%	8.3%	91.7%

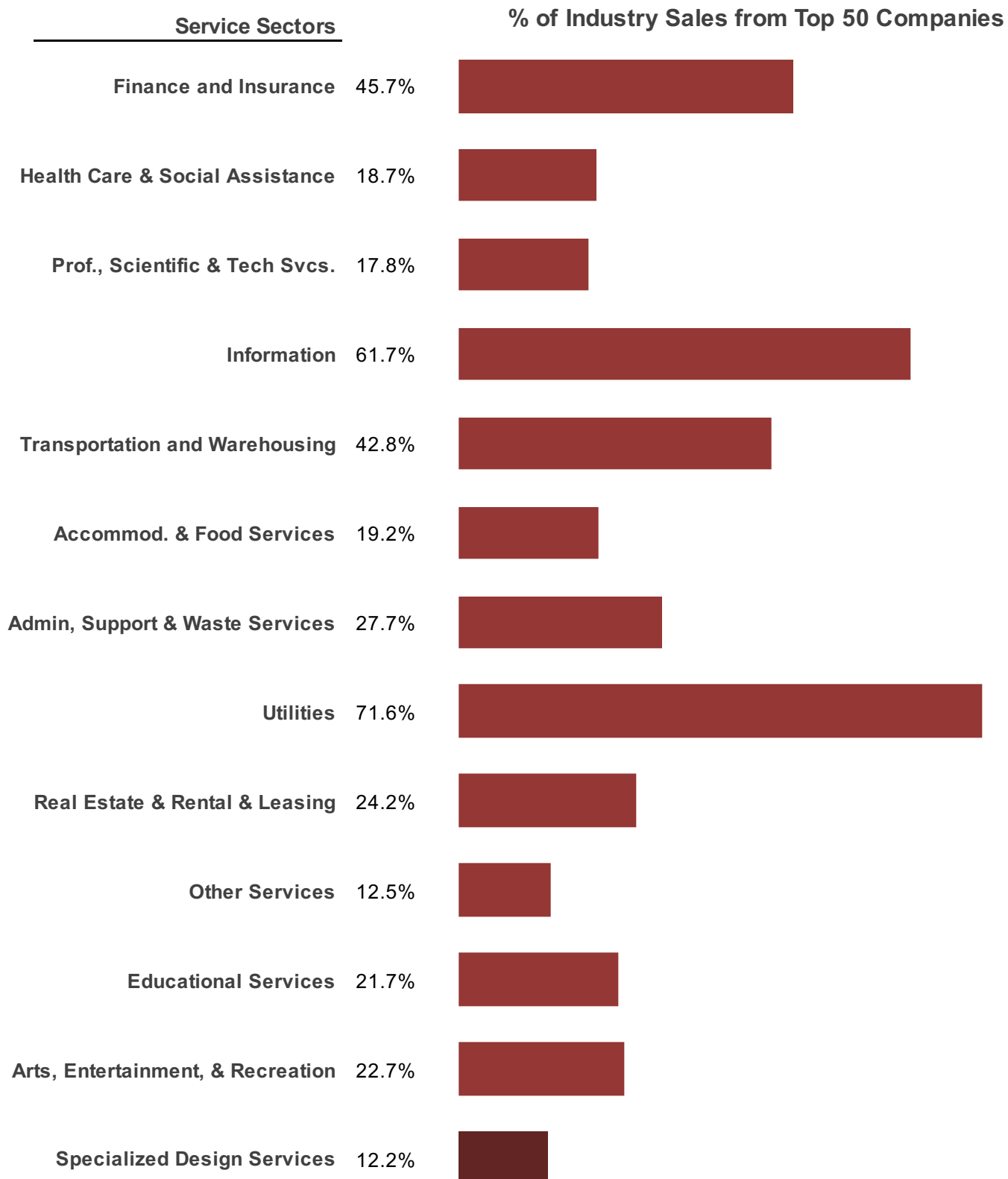
■ Top 50 ■ Rest of Industry





## Sector Concentration Benchmarks

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



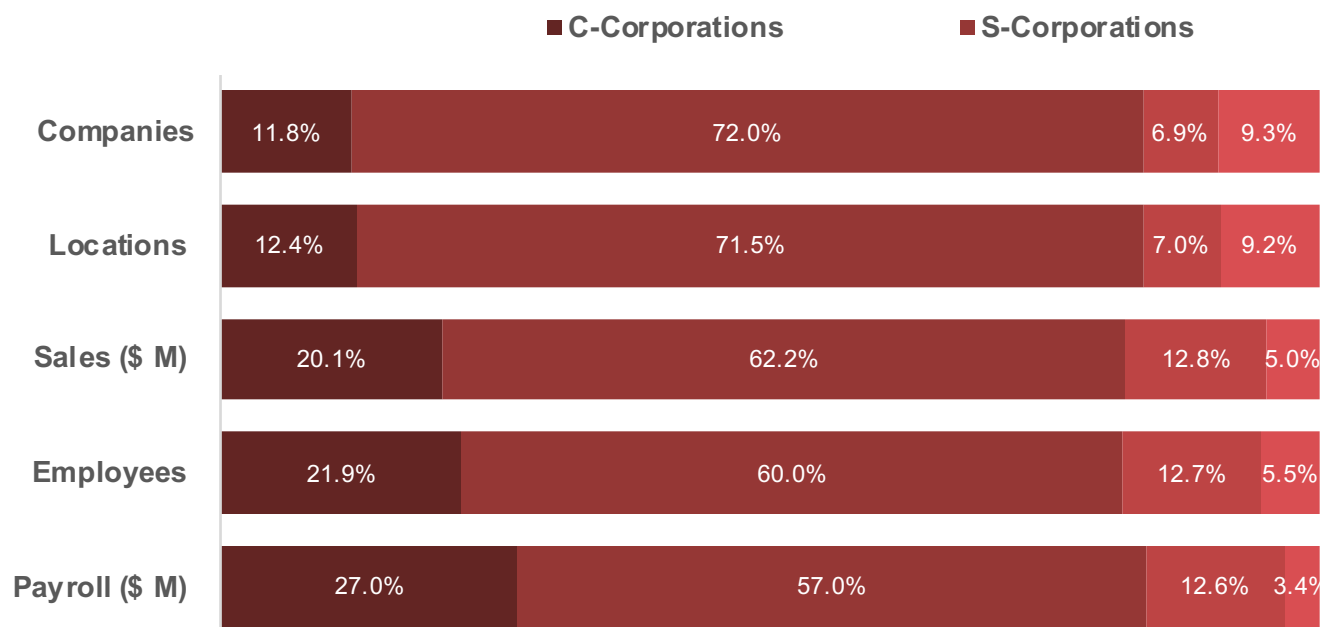
## Industry Segmentation by Business Structure

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.

### Specialized Design Services Segmentation by Business Structure

	Business Structure			
	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
<b>Companies</b>	4,057	24,665	2,372	3,180
<b>Locations</b>	4,306	24,850	2,428	3,191
<b>Sales (\$ M)</b>	8,174	25,285	5,194	2,025
<b>Employees</b>	29,634	81,153	17,127	7,397
<b>Payroll (\$ M)</b>	2,631	5,553	1,226	330

	Business Structure			
	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
<b>Companies</b>	11.8%	72.0%	6.9%	9.3%
<b>Locations</b>	12.4%	71.5%	7.0%	9.2%
<b>Sales (\$ M)</b>	20.1%	62.2%	12.8%	5.0%
<b>Employees</b>	21.9%	60.0%	12.7%	5.5%
<b>Payroll (\$ M)</b>	27.0%	57.0%	12.6%	3.4%

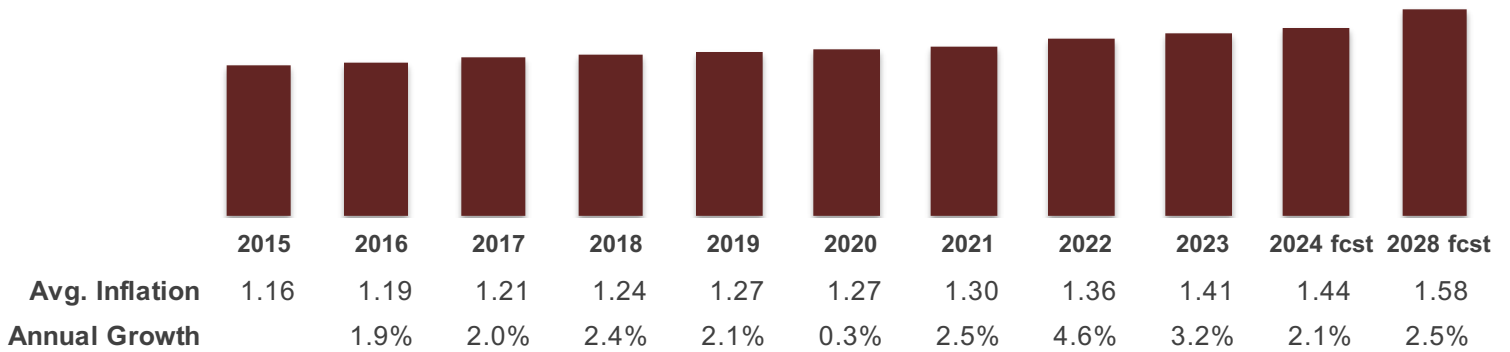


# Pricing & Inflation

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.

## Specialized Design Services Industry Inflation

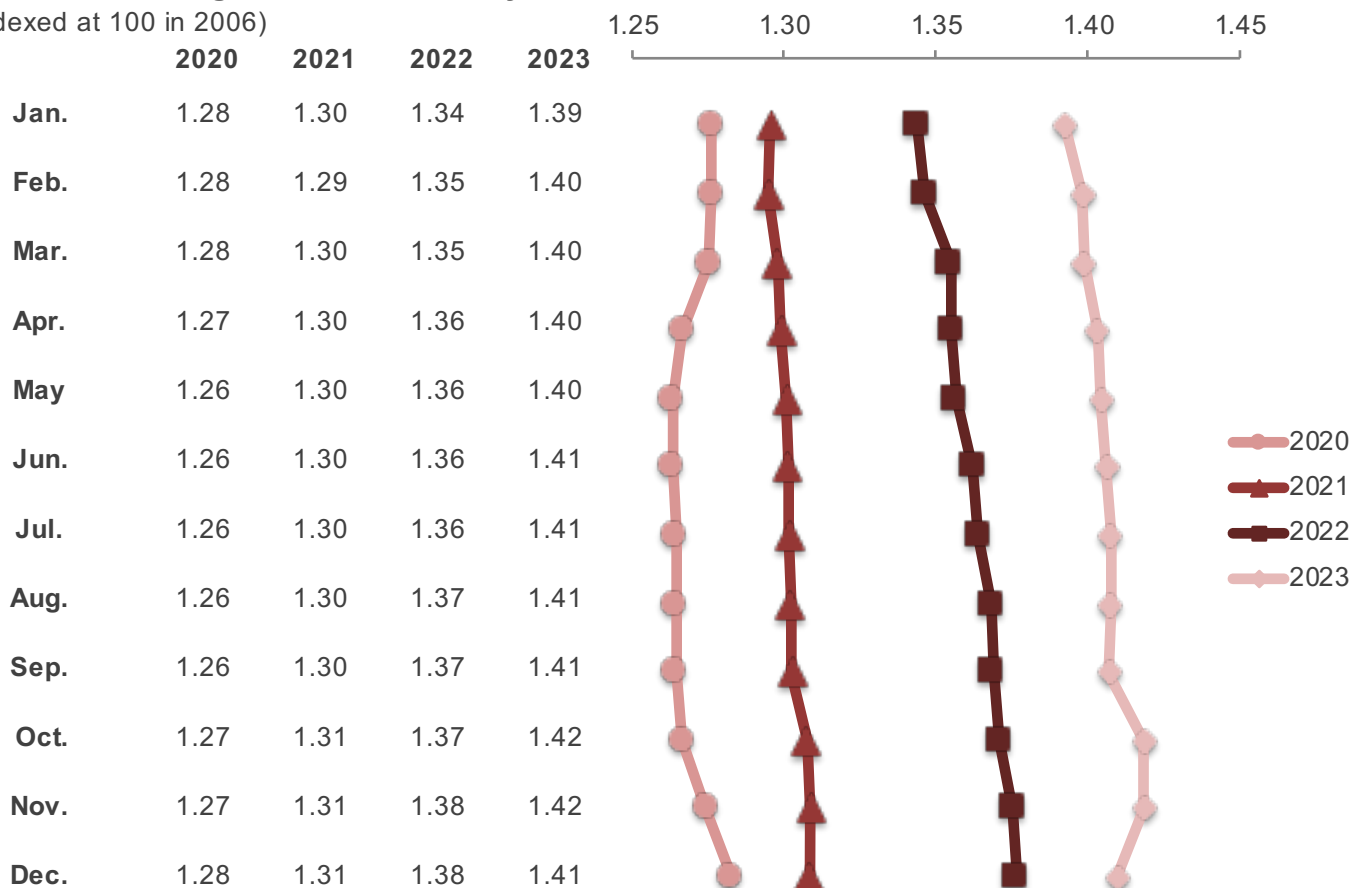
(Indexed at 100 in 2006)



Compound Annual Growth Rate **3.5%** 3-Year **2.6%** 5-Year

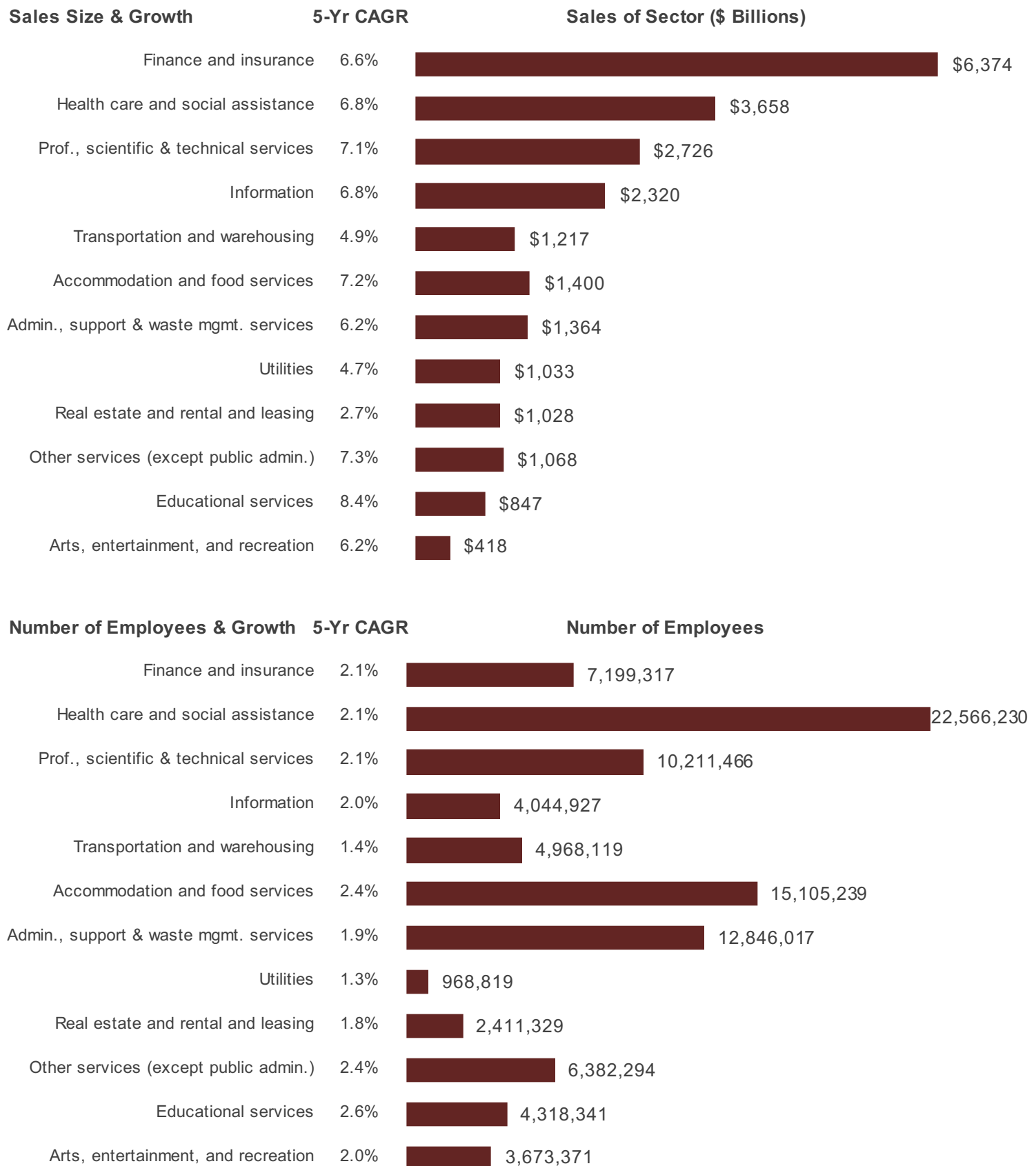
## Specialized Design Services Industry Inflation

(Indexed at 100 in 2006)



## Services Sector Growth

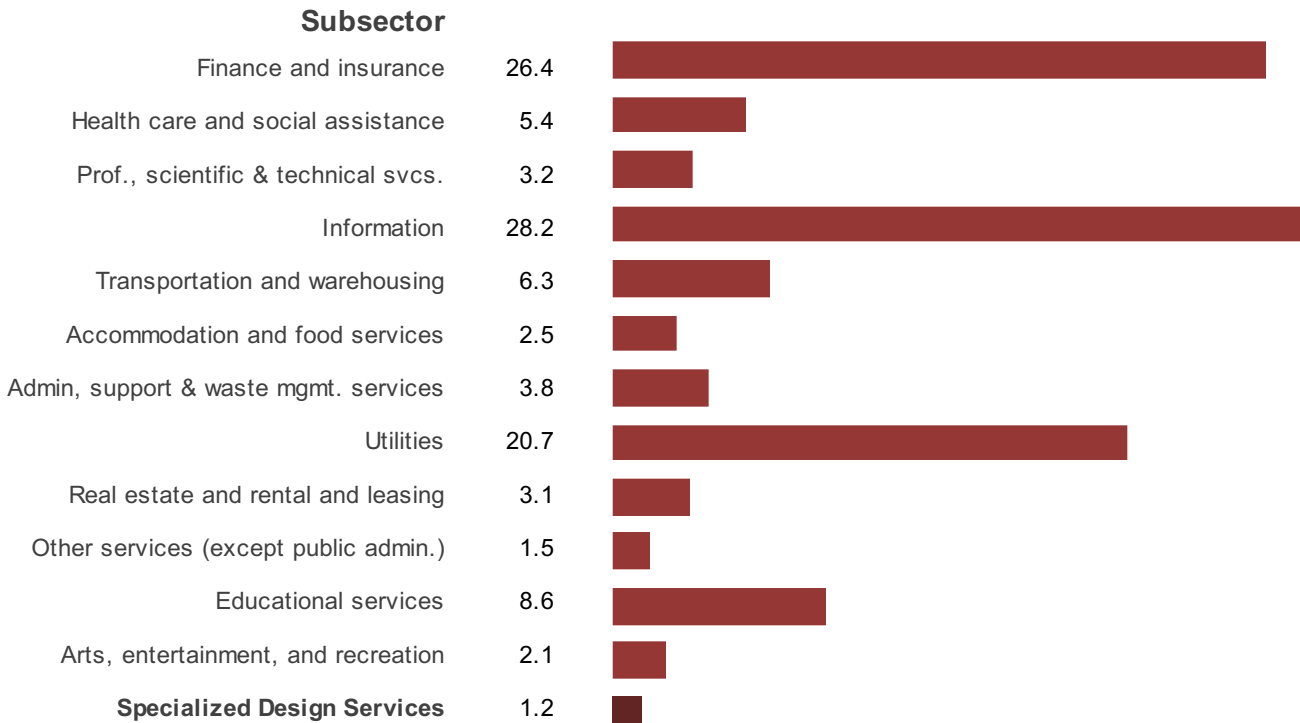
Below is the size and growth of all of the major service subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



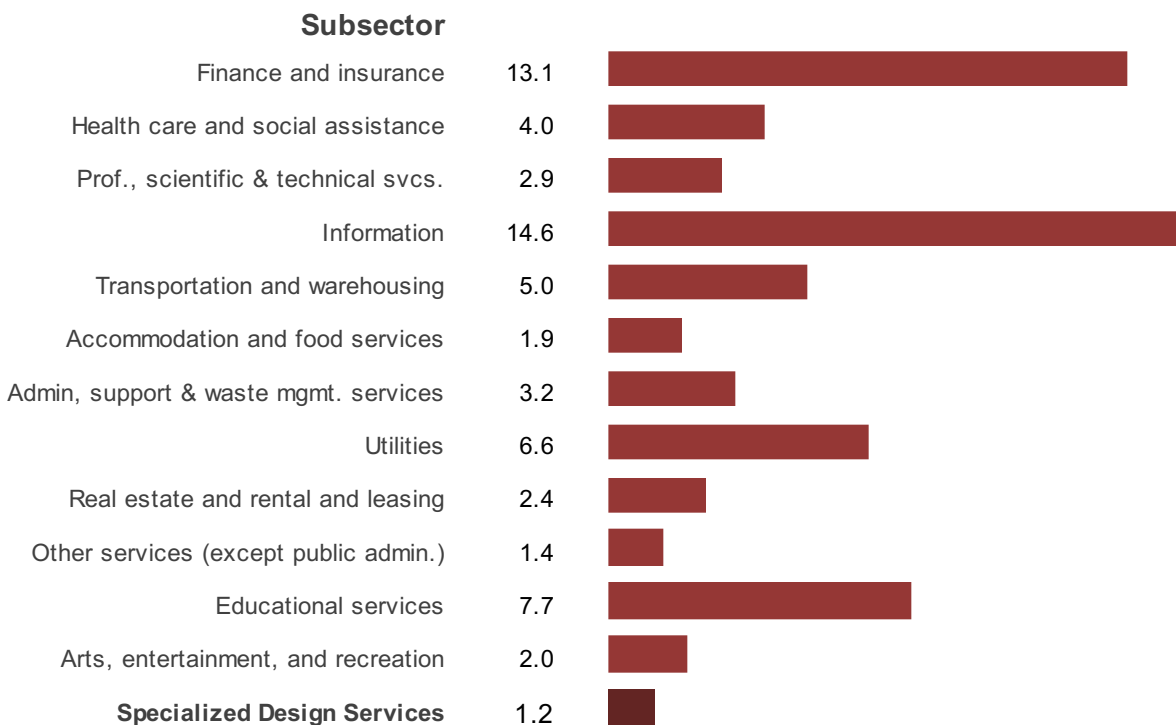
## Subsector Analysis (1/2)

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

### Revenue per Company (\$ M)



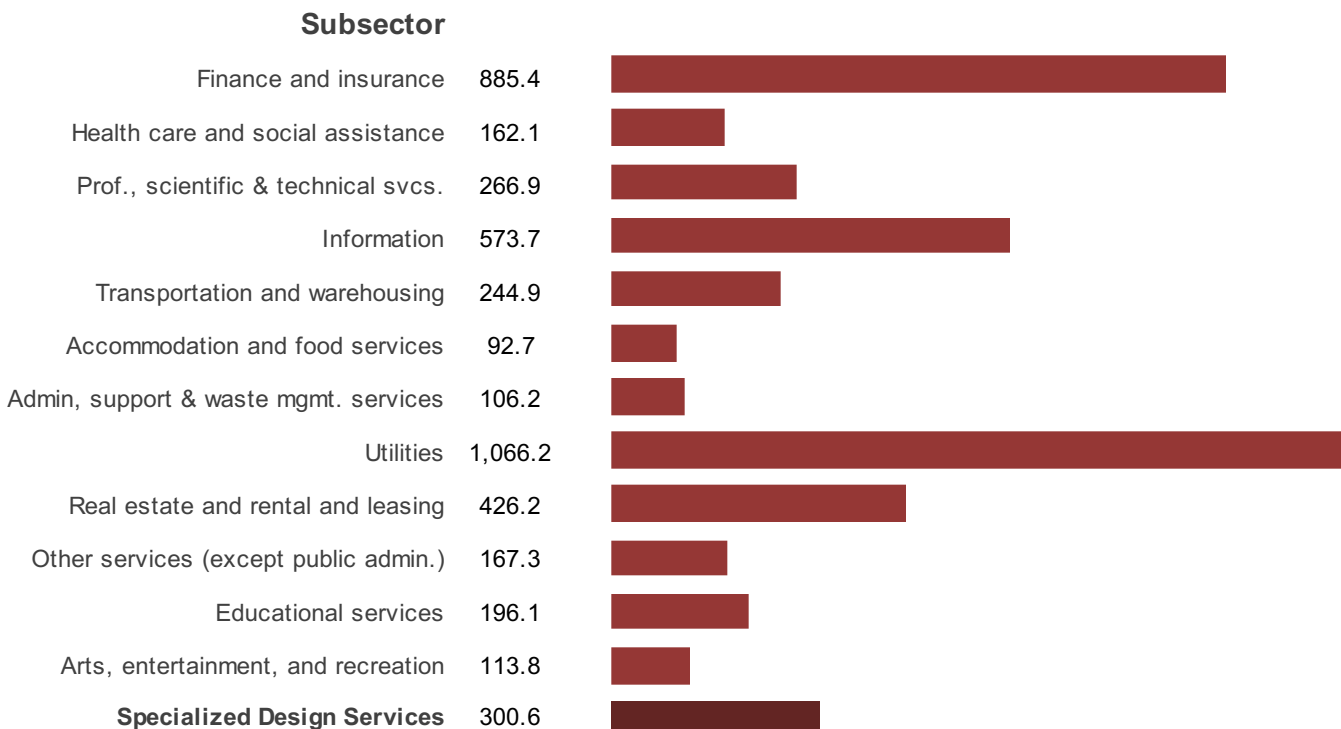
### Revenue per Location (\$ M)



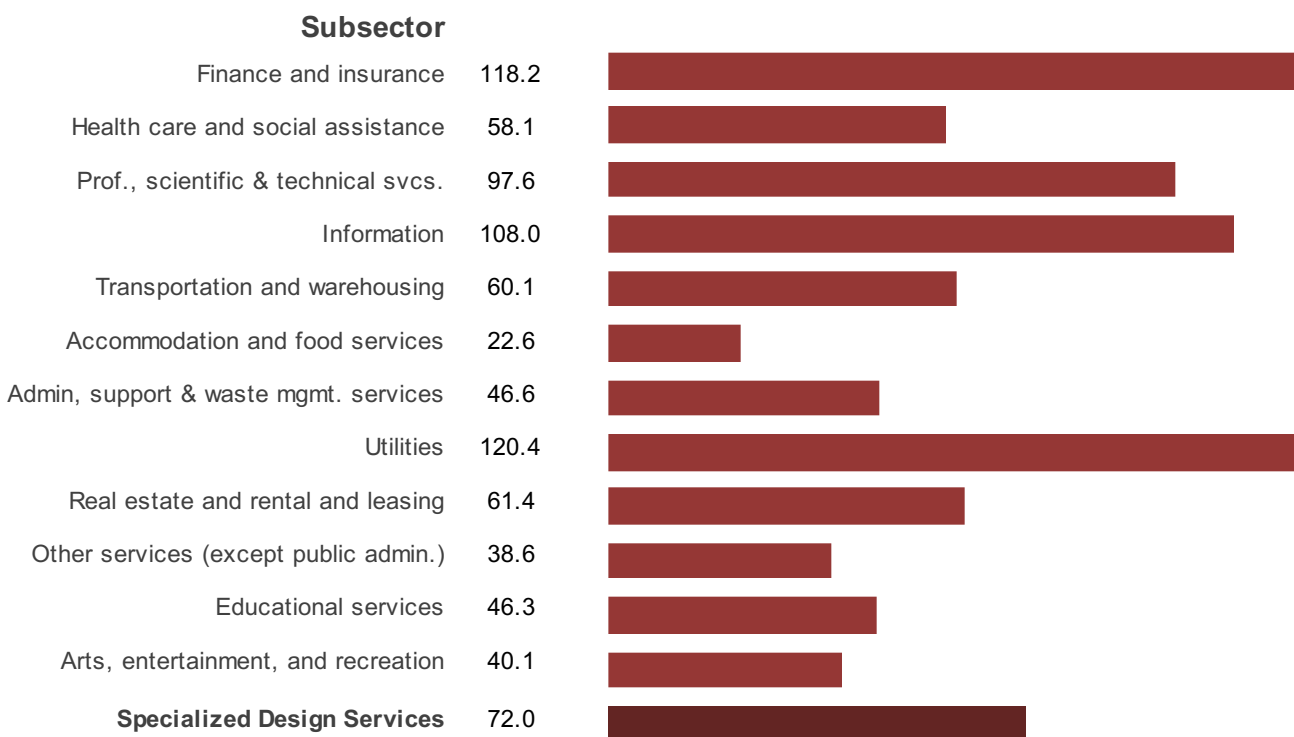
## Subsector Analysis (2/2)

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

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



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



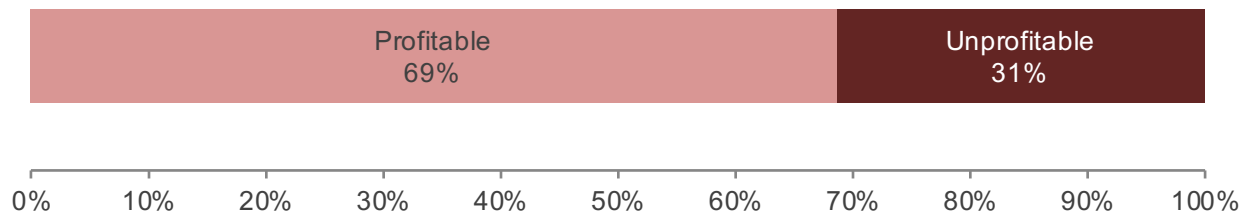
## **Section Two**

# **Cost & Financial Analysis**

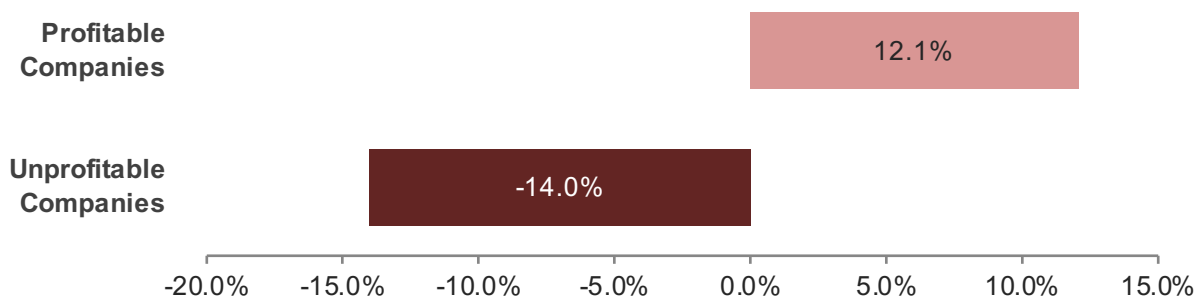
# Profitability & Financial Ratio Analysis

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.

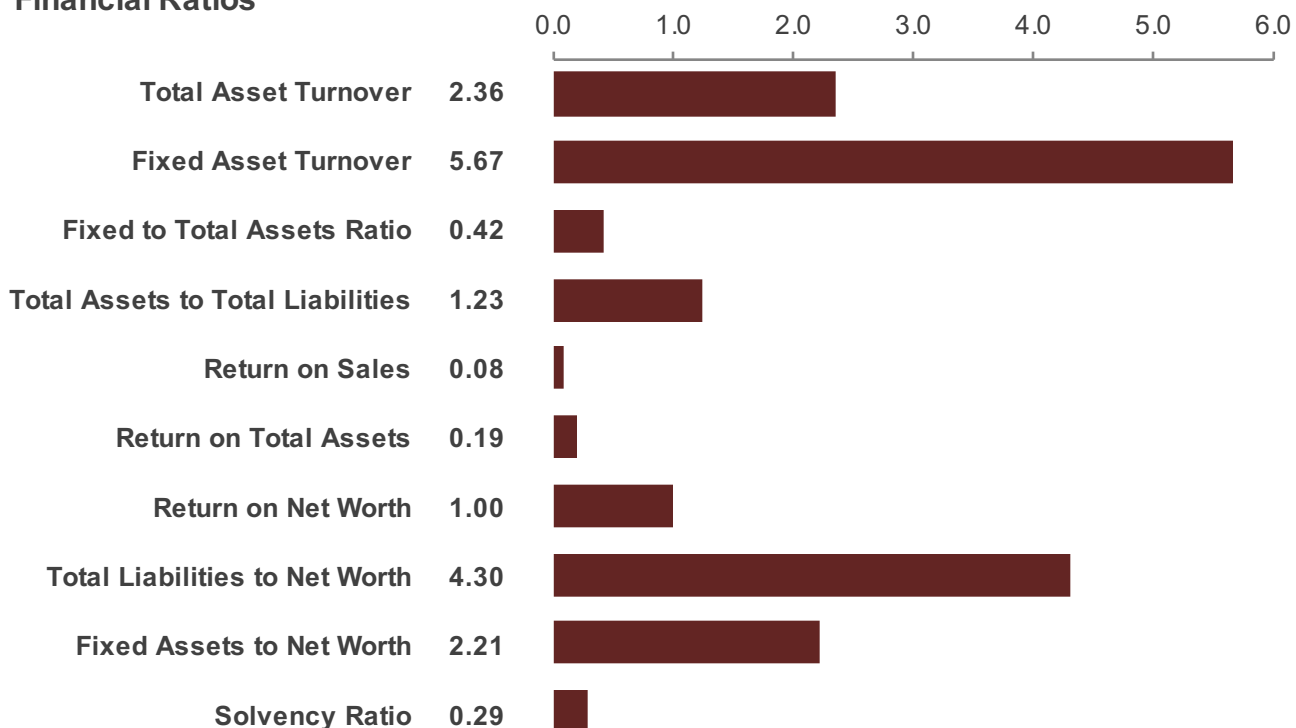
## Percent of Companies that are Profitable



## Average Net Income as a Percent of Revenue



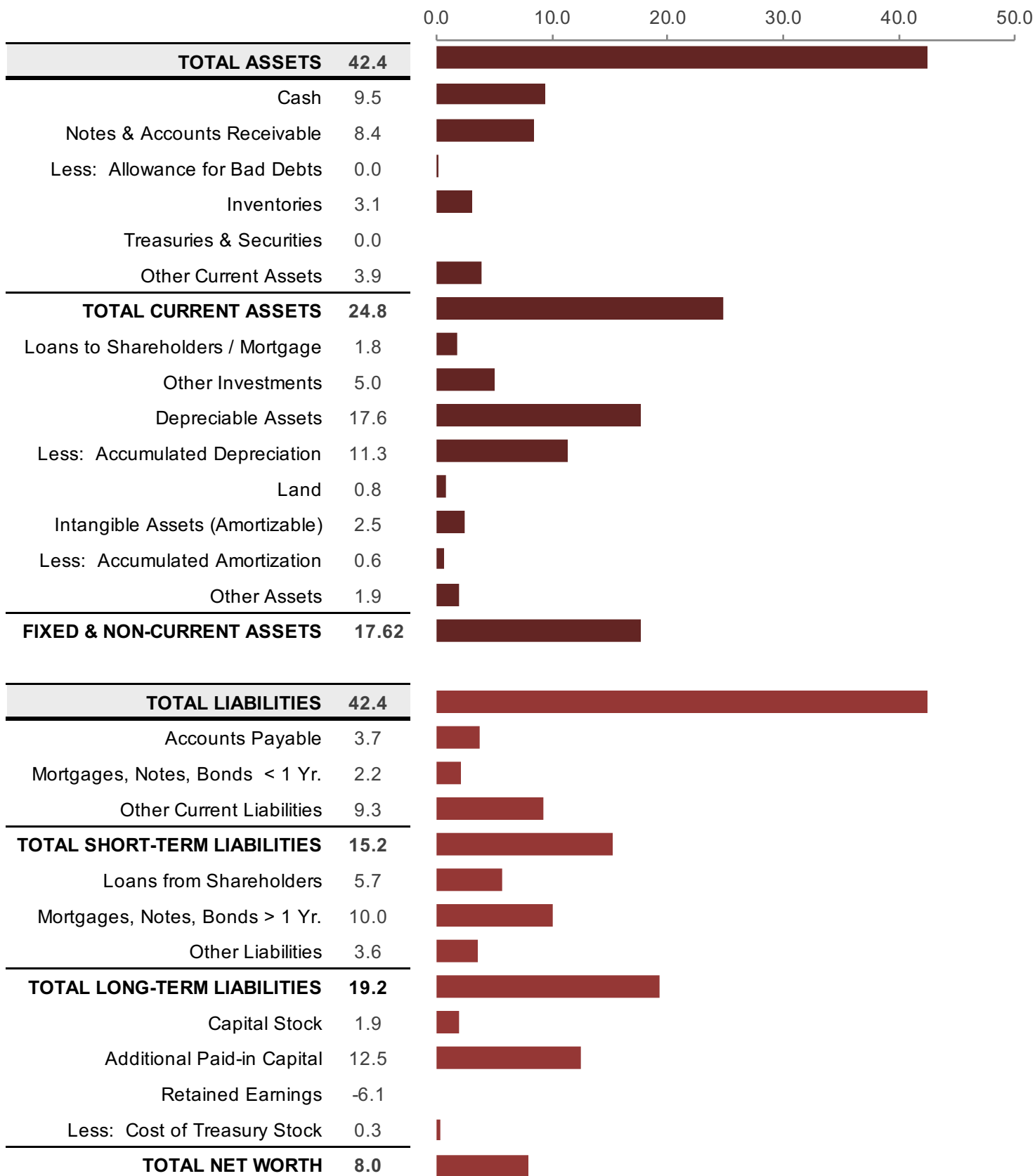
## Financial Ratios





# Balance Sheet Benchmarks - Assets, Liabilities & Equity

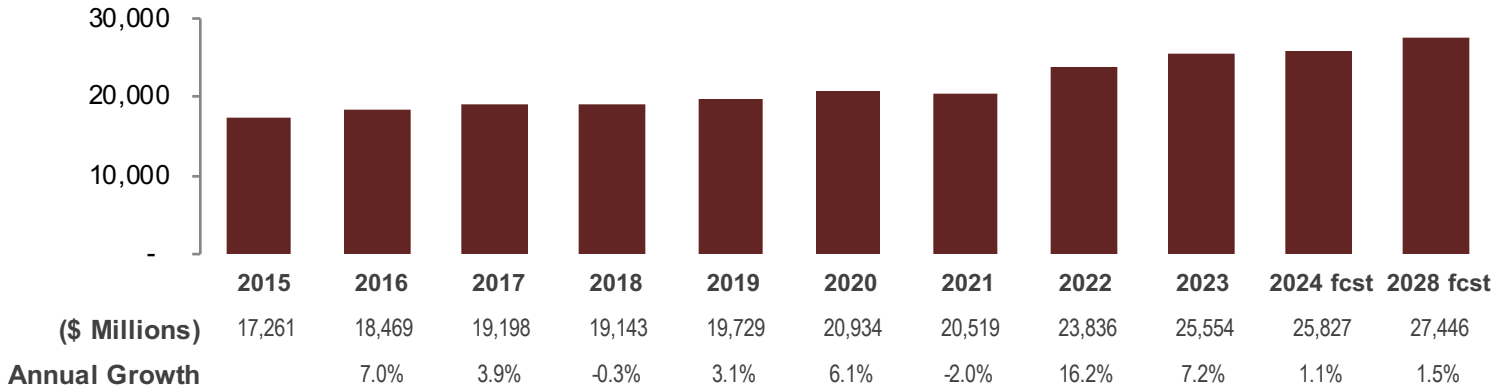
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



# Operating Expenses

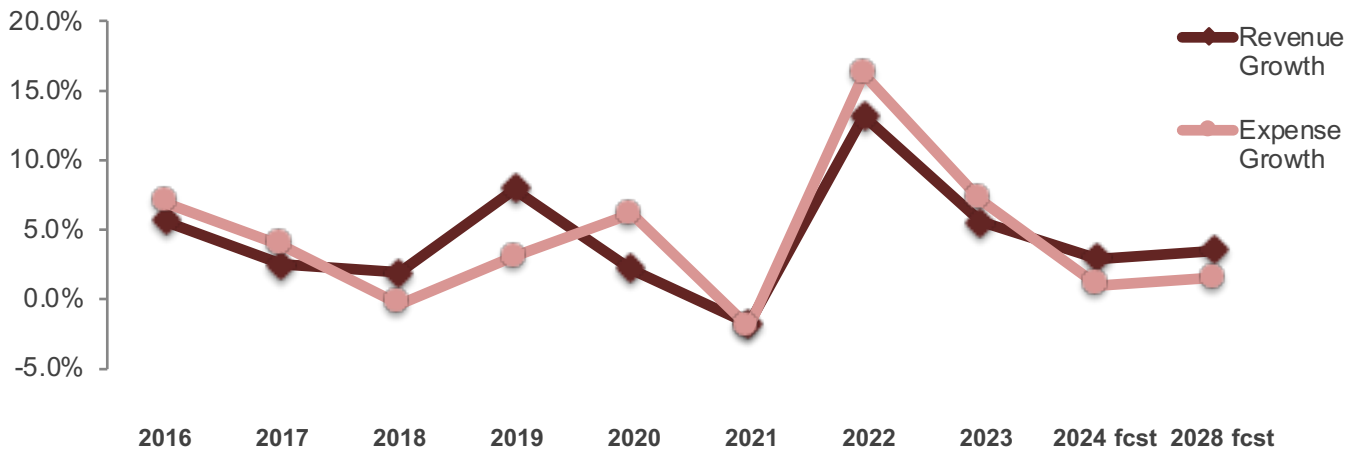
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Specialized Design Services industry. The data sets include historical and forecasts.

## Industry Operating Expenses

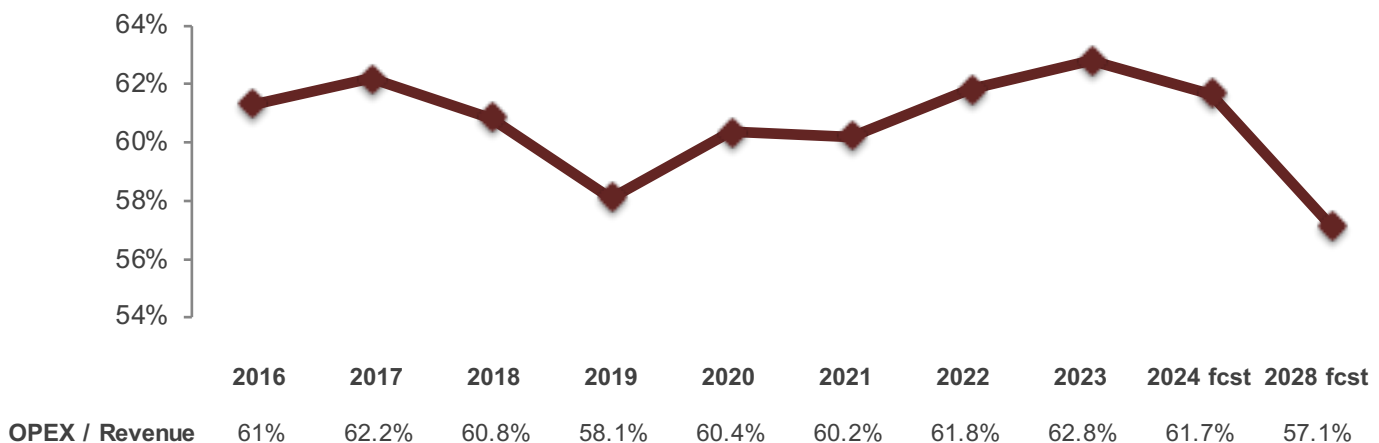


Compound Annual Growth Rate **6.9%** 3-Year **5.9%** 5-Year

## Industry Revenue vs. Operating Expense Growth



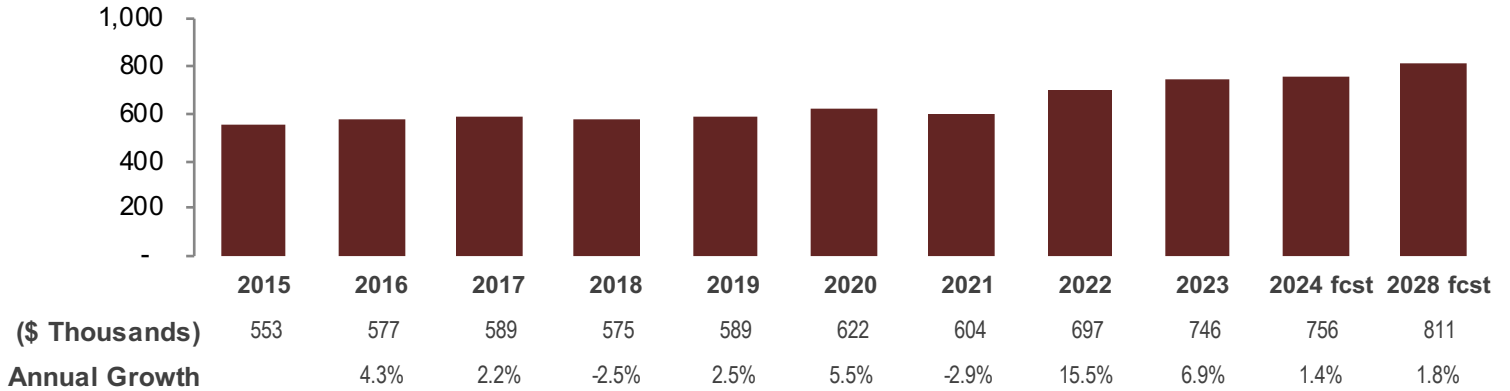
## Operating Expense as a Percent of Revenue



# Operating Expenses per Company & Location

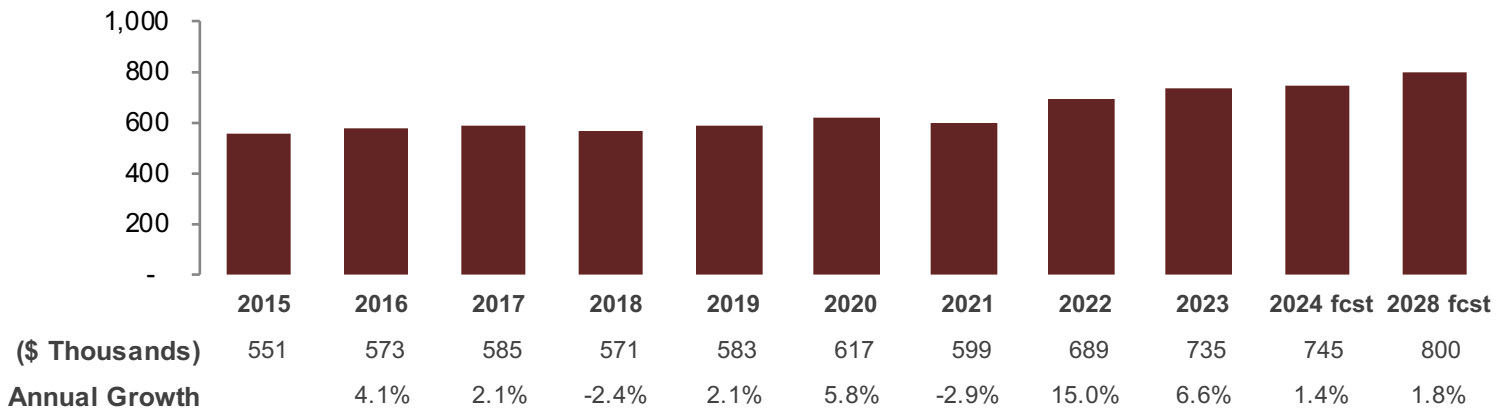
Given the dynamics of company and location growth and consolidation in the industry, it is important to normalize operating expense growth by company and location, which are below. This serves as a better benchmark for operating expense comparisons.

## Industry Operating Expenses per Company



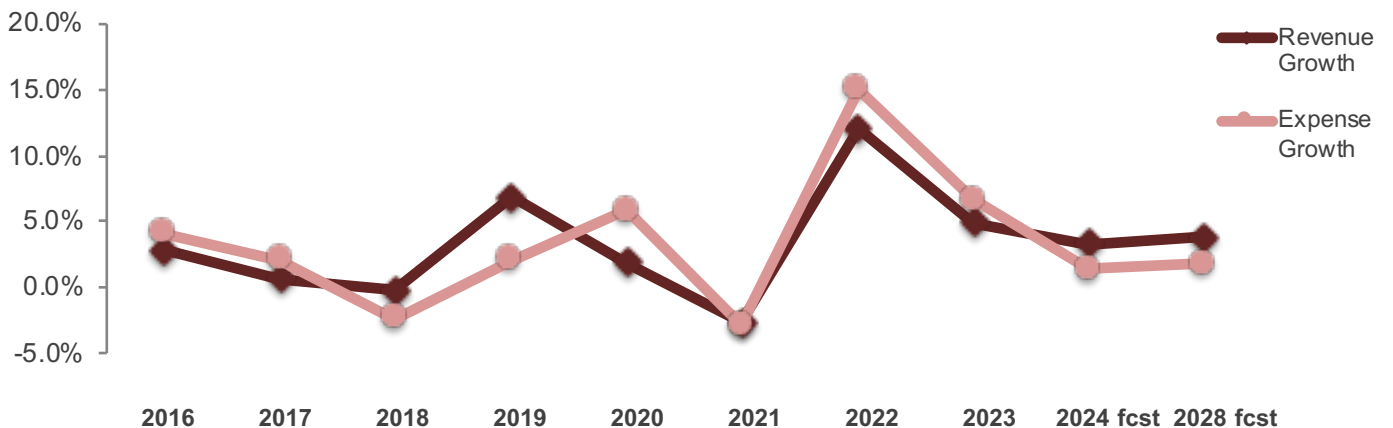
Compound Annual Growth Rate **6.3%** 3-Year **5.3%** 5-Year

## Industry Operating Expenses per Location



Compound Annual Growth Rate **6.0%** 3-Year **5.2%** 5-Year

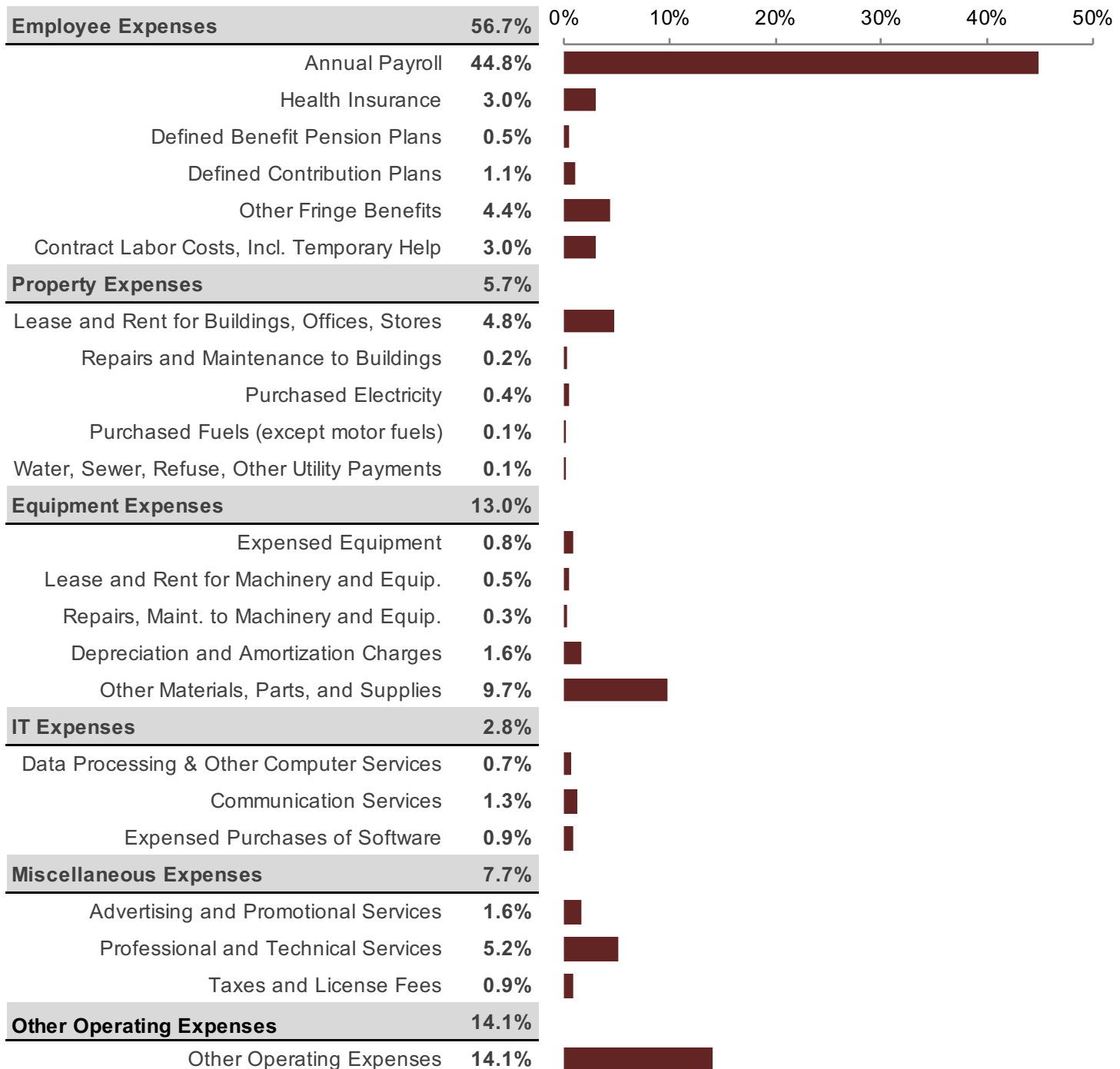
## Revenue Growth per Location vs. Operating Expense Growth per Location



## Operating Expense Detail

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

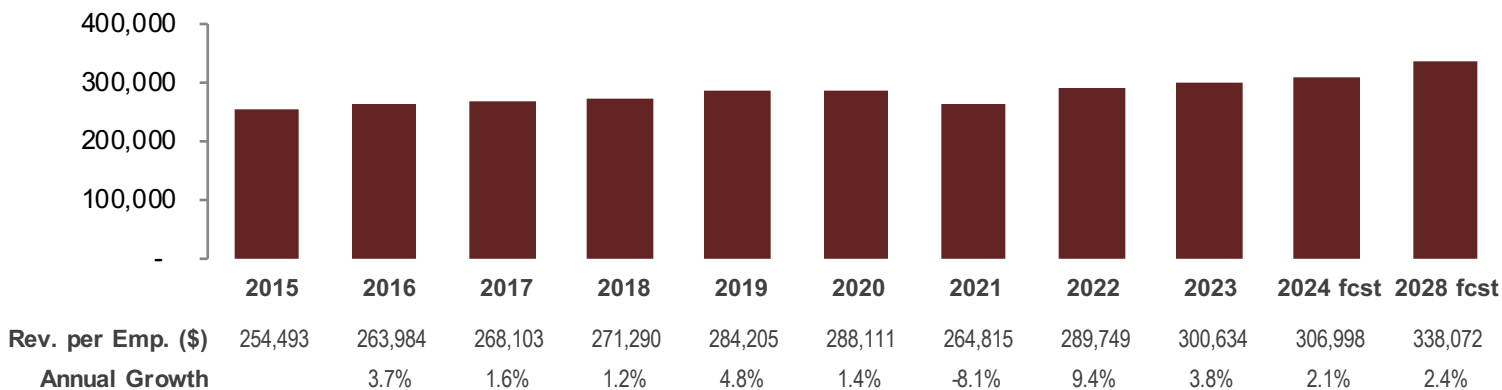
### Operating Expense Breakdown



# Employee Productivity & Industry Employment

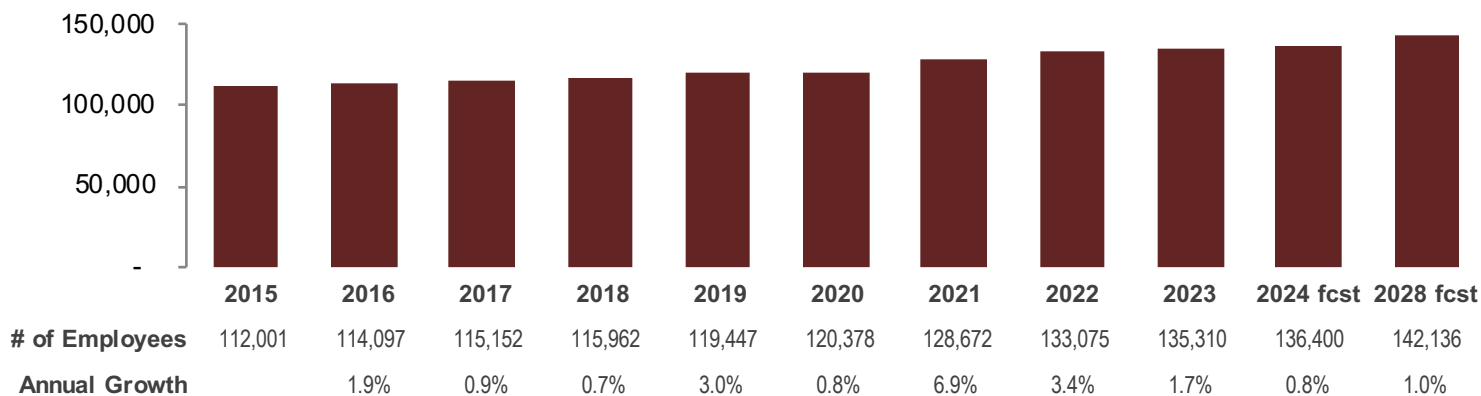
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historicals and forecasts.

## Productivity - Revenue (output) per Employee



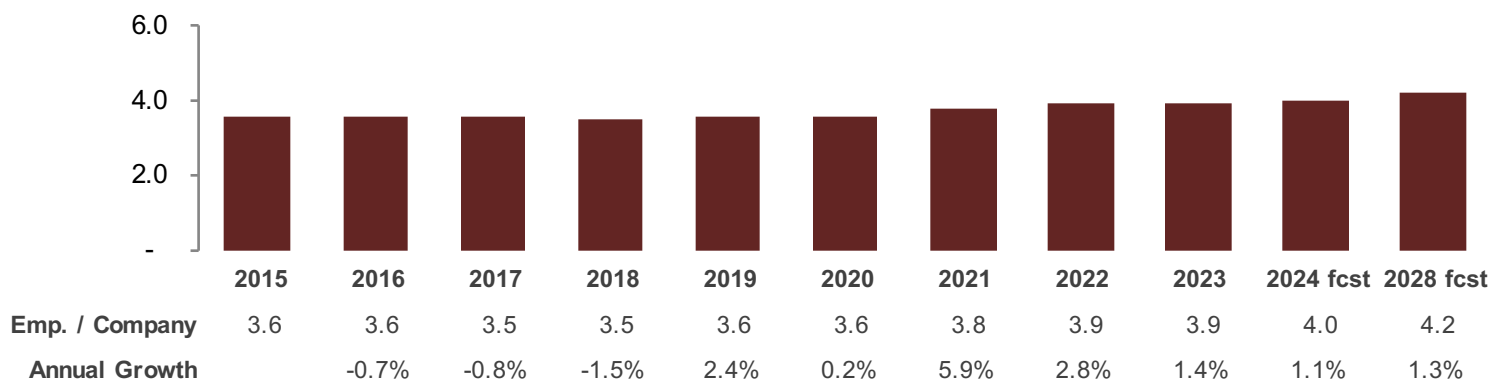
Compound Annual Growth Rate **1.4%** 3-Year **2.1%** 5-Year

## Total Industry Employees



Compound Annual Growth Rate **4.0%** 3-Year **3.1%** 5-Year

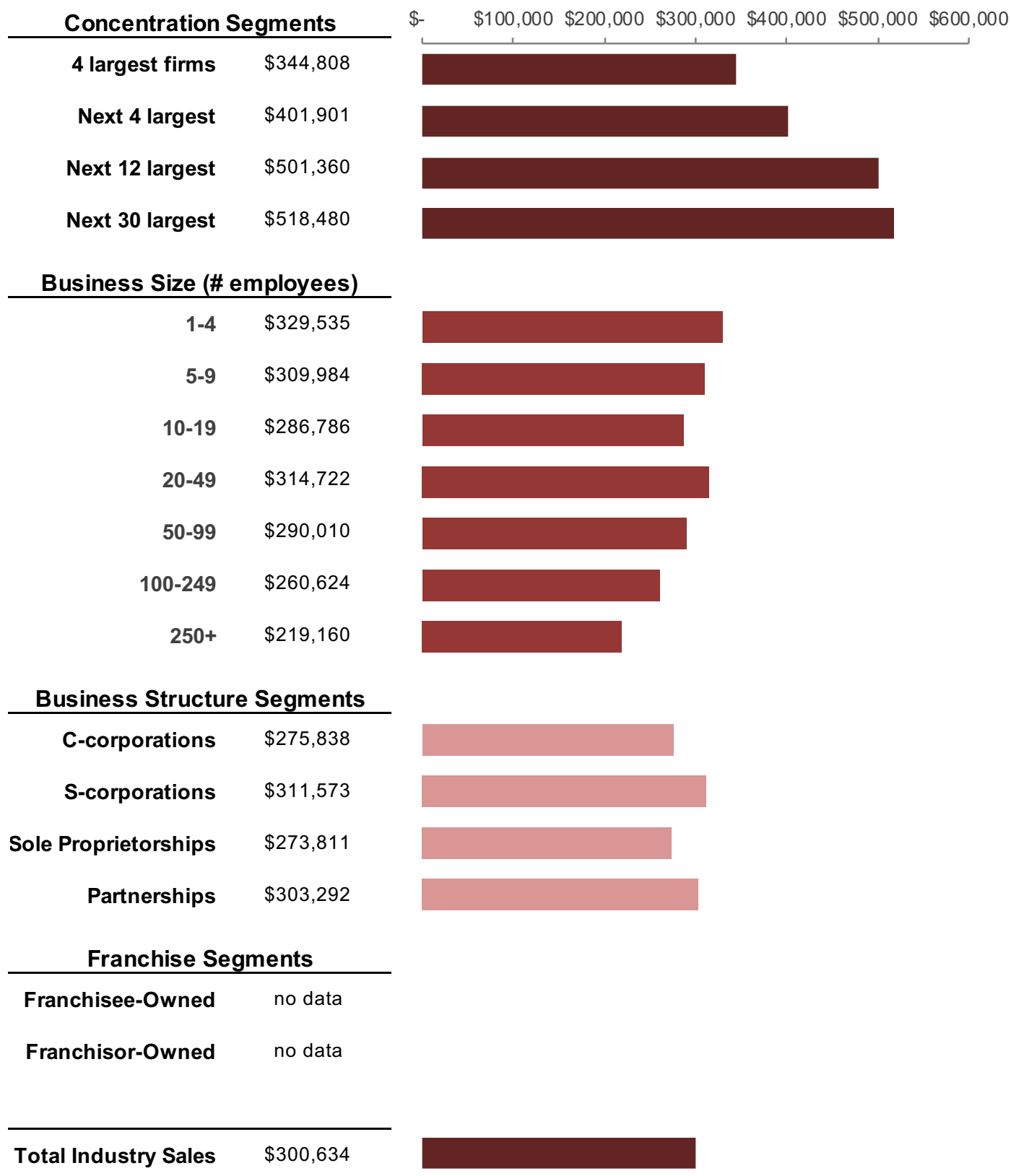
## Employees per Company



Compound Annual Growth Rate **3.4%** 3-Year **2.5%** 5-Year

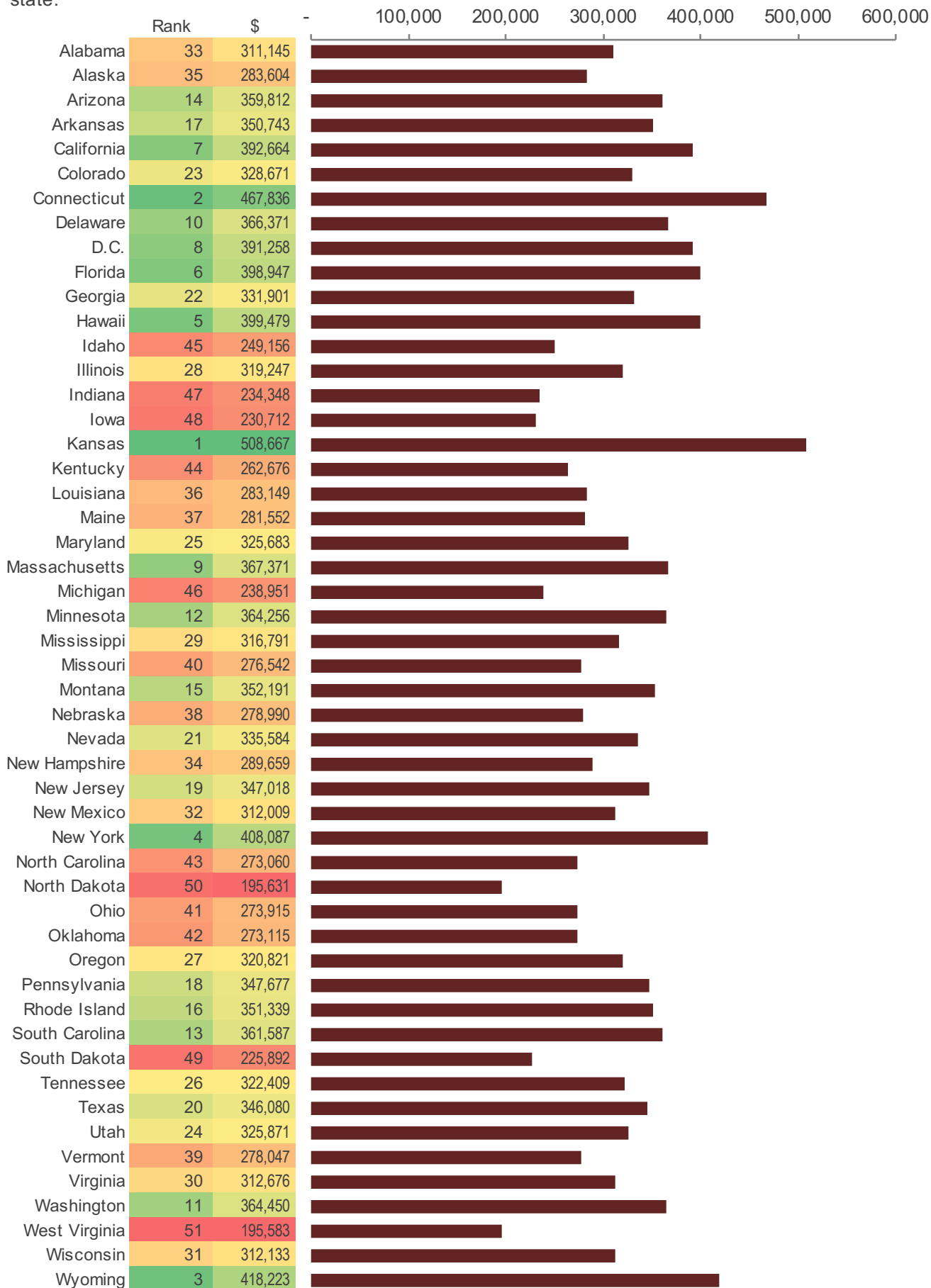
## Employee Productivity by Segments

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



# Productivity by State - Revenue (output) per Employee

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



## Sales per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	101	Brunswick, GA	609
Akron, OH	212	Buffalo-Cheektowaga-Niagara Falls, NY	200
Albany, GA	284	Burlington, NC	298
Albany, OR	292	Burlington-South Burlington, VT	219
Albany-Schenectady-Troy, NY	193	California-Lexington Park, MD	295
Albuquerque, NM	300	Canton-Massillon, OH	212
Alexandria, LA	294	Cape Coral-Fort Myers, FL	305
Allentown-Bethlehem-Easton, PA-NJ	201	Cape Girardeau, MO-IL	no data
Altoona, PA	212	Carbondale-Marion, IL	125
Amarillo, TX	237	Carson City, NV	192
Ames, IA	300	Casper, WY	139
Anchorage, AK	246	Cedar Rapids, IA	179
Ann Arbor, MI	75	Chambersburg-Waynesboro, PA	89
Anniston-Oxford-Jacksonville, AL	214	Champaign-Urbana, IL	135
Appleton, WI	364	Charleston, WV	139
Asheville, NC	232	Charleston-North Charleston, SC	339
Athens-Clarke County, GA	174	Charlotte-Concord-Gastonia, NC-SC	275
Atlanta-Sandy Springs-Roswell, GA	300	Charlottesville, VA	170
Atlantic City-Hammonton, NJ	299	Chattanooga, TN-GA	195
Auburn-Opelika, AL	367	Cheyenne, WY	414
Augusta-Richmond County, GA-SC	201	Chicago-Naperville-Elgin, IL-IN-WI	282
Austin-Round Rock, TX	320	Chico, CA	297
Bakersfield, CA	299	Cincinnati, OH-KY-IN	230
Baltimore-Columbia-Towson, MD	256	Clarksville, TN-KY	94
Bangor, ME	143	Cleveland, TN	104
Barnstable Town, MA	301	Cleveland-Elyria, OH	264
Baton Rouge, LA	260	Coeur d'Alene, ID	299
Battle Creek, MI	294	College Station-Bryan, TX	102
Bay City, MI	261	Colorado Springs, CO	238
Beaumont-Port Arthur, TX	311	Columbia, MO	285
Beckley, WV	298	Columbia, SC	325
Bellingham, WA	270	Columbus, GA-AL	225
Bend-Redmond, OR	300	Columbus, IN	298
Billings, MT	164	Columbus, OH	243
Binghamton, NY	298	Corpus Christi, TX	190
Birmingham-Hoover, AL	302	Corvallis, OR	292
Bismarck, ND	298	Crestview-Fort Walton Beach-Destin, FL	302
Blacksburg-Christiansburg-Radford, VA	150	Cumberland, MD-WV	125
Bloomington, IL	272	Dallas-Fort Worth-Arlington, TX	311
Bloomington, IN	138	Dalton, GA	299
Bloomsburg-Berwick, PA	230	Danville, IL	no data
Boise City, ID	229	Daphne-Fairhope-Foley, AL	530
Boston-Cambridge-Newton, MA-NH	311	Davenport-Moline-Rock Island, IA-IL	228
Boulder, CO	184	Dayton, OH	186
Bowling Green, KY	225	Decatur, AL	157
Bremerton-Silverdale, WA	146	Decatur, IL	99
Bridgeport-Stamford-Norwalk, CT	477	Deltona-Daytona Beach-Ormond, FL	484
Brownsville-Harlingen, TX	156	Denver-Aurora-Lakewood, CO	276



## 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	212	Greenville-Anderson-Mauldin, SC	350
Detroit-Warren-Dearborn, MI	269	Gulfport-Biloxi-Pascagoula, MS	156
Dothan, AL	300	Hagerstown-Martinsburg, MD-WV	301
Dover, DE	236	Hammond, LA	294
Dubuque, IA	192	Hanford-Corcoran, CA	253
Duluth, MN-WI	299	Harrisburg-Carlisle, PA	277
Durham-Chapel Hill, NC	237	Harrisonburg, VA	175
East Stroudsburg, PA	282	Hartford-West Hartford-East Hartford, CT	300
Eau Claire, WI	137	Hattiesburg, MS	204
El Centro, CA	297	Hickory-Lenoir-Morganton, NC	231
Elizabethtown-Fort Knox, KY	77	Hilton Head Island-Bluffton-Beaufort, SC	270
Elkhart-Goshen, IN	186	Hinesville, GA	298
Elmira, NY	299	Homosassa Springs, FL	242
El Paso, TX	170	Hot Springs, AR	222
Enid, OK	no data	Houma-Thibodaux, LA	230
Erie, PA	133	Houston-The Woodlands-Sugar Land, TX	311
Eugene, OR	177	Huntington-Ashland, WV-KY-OH	299
Evansville, IN-KY	168	Huntsville, AL	245
Fairbanks, AK	295	Idaho Falls, ID	298
Fargo, ND-MN	166	Indianapolis-Carmel-Anderson, IN	174
Farmington, NM	296	Iowa City, IA	278
Fayetteville, NC	300	Ithaca, NY	224
Fayetteville-Springdale-Rogers, AR-MO	330	Jackson, MI	232
Flagstaff, AZ	300	Jackson, MS	269
Flint, MI	138	Jackson, TN	300
Florence, SC	142	Jacksonville, FL	268
Florence-Muscle Shoals, AL	299	Jacksonville, NC	315
Fond du Lac, WI	102	Janesville-Beloit, WI	297
Fort Collins, CO	272	Jefferson City, MO	171
Fort Smith, AR-OK	275	Johnson City, TN	161
Fort Wayne, IN	264	Johnstown, PA	296
Fresno, CA	295	Jonesboro, AR	298
Gadsden, AL	289	Joplin, MO	96
Gainesville, FL	148	Kahului-Wailuku-Lahaina, HI	222
Gainesville, GA	297	Kalamazoo-Portage, MI	300
Gettysburg, PA	291	Kankakee, IL	285
Glens Falls, NY	171	Kansas City, MO-KS	425
Goldsboro, NC	292	Kennewick-Richland, WA	300
Grand Forks, ND-MN	261	Killeen-Temple, TX	300
Grand Island, NE	292	Kingsport-Bristol-Bristol, TN-VA	77
Grand Junction, CO	164	Kingston, NY	300
Grand Rapids-Wyoming, MI	262	Knoxville, TN	168
Grants Pass, OR	188	Kokomo, IN	297
Great Falls, MT	164	La Crosse-Onalaska, WI-MN	298
Greeley, CO	193	Lafayette, LA	182
Green Bay, WI	260	Lafayette-West Lafayette, IN	230
Greensboro-High Point, NC	160	Lake Charles, LA	98
Greenville, NC	191	Lake Havasu City-Kingman, AZ	298

## 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	183	Muncie, IN	300
Lancaster, PA	218	Muskegon, MI	215
Lansing-East Lansing, MI	149	Myrtle-Conway-North Myrtle, SC-NC	321
Laredo, TX	298	Napa, CA	289
Las Cruces, NM	299	Naples-Immokalee-Marco Island, FL	482
Las Vegas-Henderson-Paradise, NV	296	Nashville-Davidson--Murfr.--Franklin, TN	338
Lawrence, KS	297	New Bern, NC	295
Lawton, OK	294	New Haven-Milford, CT	301
Lebanon, PA	305	New Orleans-Metairie, LA	258
Lewiston, ID-WA	287	New York-Newark-Jersey City, NY-NJ-PA	350
Lewiston-Auburn, ME	299	Niles-Benton Harbor, MI	303
Lexington-Fayette, KY	250	North Port-Sarasota-Bradenton, FL	346
Lima, OH	297	Norwich-New London, CT	299
Lincoln, NE	259	Ocala, FL	192
Little Rock-North Little Rock-Conway, AR	335	Ocean City, NJ	411
Logan, UT-ID	228	Odessa, TX	no data
Longview, TX	129	Ogden-Clearfield, UT	193
Longview, WA	187	Oklahoma City, OK	225
Los Angeles-Long Beach-Anaheim, CA	353	Olympia-Tumwater, WA	299
Louisville/Jefferson County, KY-IN	227	Omaha-Council Bluffs, NE-IA	238
Lubbock, TX	236	Orlando-Kissimmee-Sanford, FL	376
Lynchburg, VA	228	Oshkosh-Neenah, WI	322
Macon-Bibb County, GA	143	Owensboro, KY	171
Madera, CA	297	Oxnard-Thousand Oaks-Ventura, CA	309
Madison, WI	216	Palm Bay-Melbourne-Titusville, FL	44
Manchester-Nashua, NH	213	Panama City, FL	355
Manhattan, KS	298	Parkersburg-Vienna, WV	296
Mankato-North Mankato, MN	296	Pensacola-Ferry Pass-Brent, FL	168
Mansfield, OH	293	Peoria, IL	184
McAllen-Edinburg-Mission, TX	151	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	343
Medford, OR	179	Phoenix-Mesa-Scottsdale, AZ	328
Memphis, TN-MS-AR	270	Pine Bluff, AR	289
Merced, CA	no data	Pittsburgh, PA	279
Miami-Fort Lauderdale-West Palm Beach, FL	379	Pittsfield, MA	439
Michigan City-La Porte, IN	290	Pocatello, ID	292
Midland, MI	279	Portland-South Portland, ME	263
Midland, TX	331	Portland-Vancouver-Hillsboro, OR-WA	269
Milwaukee-Waukesha-West Allis, WI	339	Port St. Lucie, FL	303
Minneapolis-St. Paul-Bloomington, MN-WI	249	Prescott, AZ	296
Missoula, MT	278	Providence-Warwick, RI-MA	303
Mobile, AL	134	Provo-Orem, UT	212
Modesto, CA	179	Pueblo, CO	295
Monroe, LA	208	Punta Gorda, FL	235
Monroe, MI	295	Racine, WI	197
Montgomery, AL	210	Raleigh, NC	228
Morgantown, WV	297	Rapid City, SD	158
Morristown, TN	no data	Reading, PA	254
Mount Vernon-Anacortes, WA	140	Redding, CA	281

## Sales per Employee per Metropolitan Area

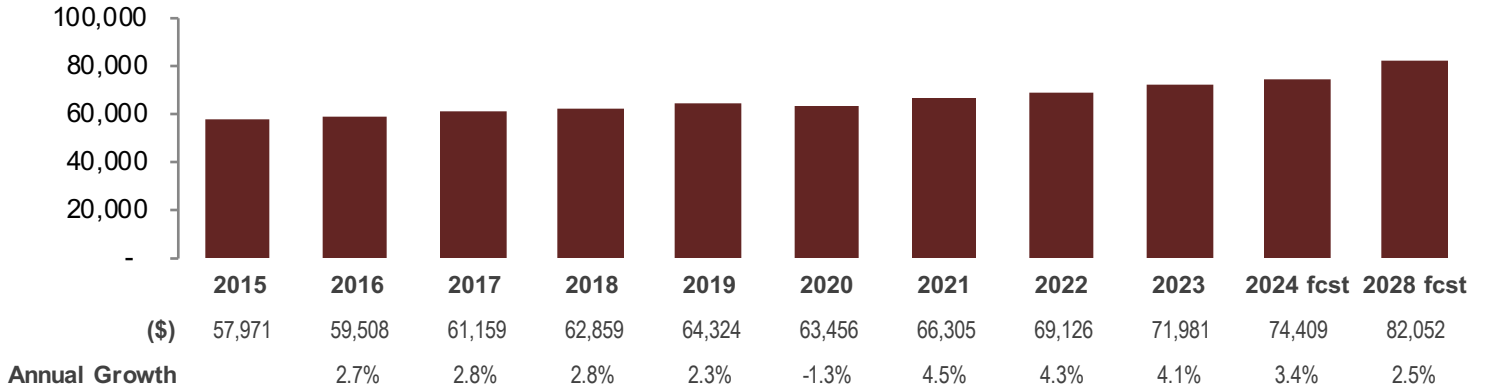
Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	196	Staunton-Waynesboro, VA	181
Richmond, VA	235	Stockton-Lodi, CA	300
Riverside-San Bernardino-Ontario, CA	263	Sumter, SC	292
Roanoke, VA	263	Syracuse, NY	212
Rochester, MN	298	Tallahassee, FL	172
Rochester, NY	238	Tampa-St. Petersburg-Clearwater, FL	271
Rockford, IL	267	Terre Haute, IN	300
Rocky Mount, NC	301	Texarkana, TX-AR	337
Rome, GA	293	The Villages, FL	297
Sacramento--Roseville--Arden-Arcade, CA	447	Toledo, OH	206
Saginaw, MI	175	Topeka, KS	299
St. Cloud, MN	274	Trenton, NJ	297
St. George, UT	398	Tucson, AZ	261
St. Joseph, MO-KS	294	Tulsa, OK	260
St. Louis, MO-IL	257	Tuscaloosa, AL	301
Salem, OR	298	Tyler, TX	369
Salinas, CA	296	Urban Honolulu, HI	314
Salisbury, MD-DE	254	Utica-Rome, NY	259
Salt Lake City, UT	287	Valdosta, GA	172
San Angelo, TX	256	Vallejo-Fairfield, CA	299
San Antonio-New Braunfels, TX	212	Victoria, TX	no data
San Diego-Carlsbad, CA	326	Vineland-Bridgeton, NJ	296
San Francisco-Oakland-Hayward, CA	337	Virginia Beach-Norfolk-Newport, VA-NC	301
San Jose-Sunnyvale-Santa Clara, CA	313	Visalia-Porterville, CA	300
San Luis Obispo-Paso Robles-Arroyo Gr., CA	296	Waco, TX	296
Santa Cruz-Watsonville, CA	264	Walla Walla, WA	609
Santa Fe, NM	295	Warner Robins, GA	177
Santa Maria-Santa Barbara, CA	446	Washing.-Arling.-Alexan., DC-VA-MD-WV	313
Santa Rosa, CA	284	Waterloo-Cedar Falls, IA	298
Savannah, GA	230	Watertown-Fort Drum, NY	99
Scranton--Wilkes-Barre--Hazleton, PA	160	Wausau, WI	222
Seattle-Tacoma-Bellevue, WA	337	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	486	Wenatchee, WA	95
Sebring, FL	290	Wheeling, WV-OH	298
Sheboygan, WI	140	Wichita, KS	213
Sherman-Denison, TX	293	Wichita Falls, TX	267
Shreveport-Bossier City, LA	261	Williamsport, PA	267
Sierra Vista-Douglas, AZ	164	Wilmington, NC	238
Sioux City, IA-NE-SD	300	Winchester, VA-WV	311
Sioux Falls, SD	192	Winston-Salem, NC	269
South Bend-Mishawaka, IN-MI	299	Worcester, MA-CT	231
Spartanburg, SC	425	Yakima, WA	243
Spokane-Spokane Valley, WA	184	York-Hanover, PA	300
Springfield, IL	137	Youngstown-Warren-Boardman, OH-PA	191
Springfield, MA	260	Yuba City, CA	180
Springfield, MO	215	Yuma, AZ	243
Springfield, OH	300		
State College, PA	236		

# Industry Payroll

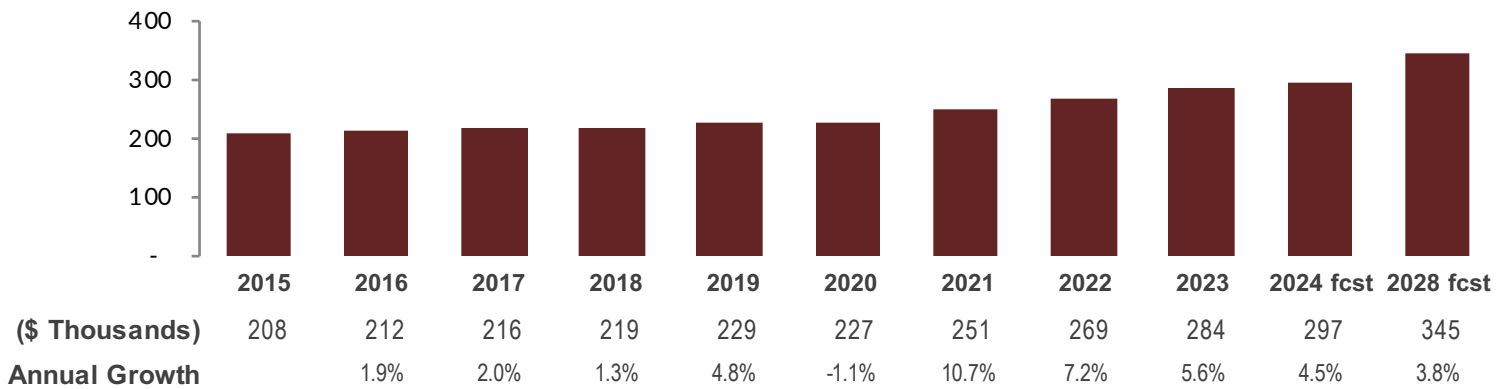
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company, and location. In particular, payroll per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



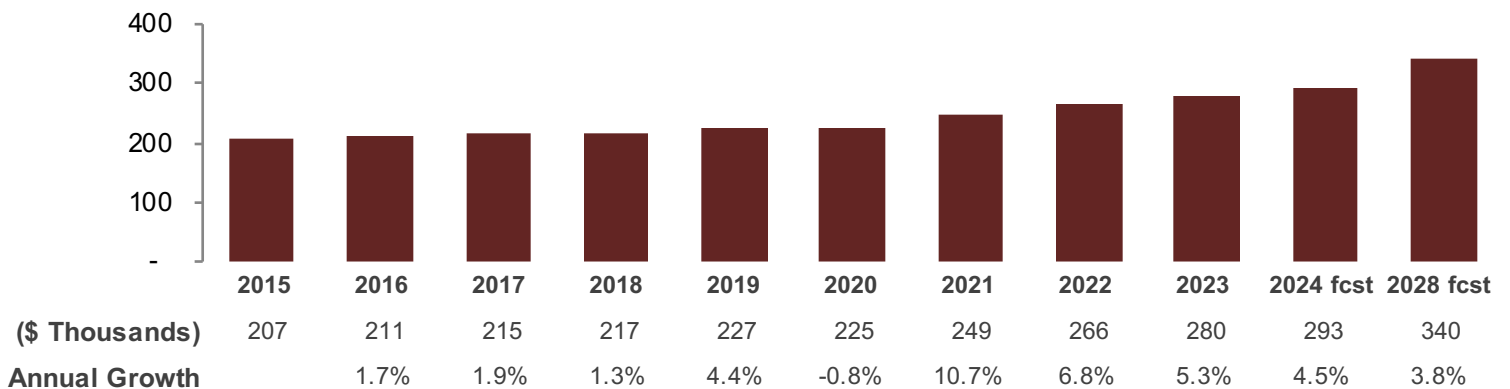
Compound Annual Growth Rate **4.3%** 3-Year **2.7%** 5-Year

## Payroll per Company



Compound Annual Growth Rate **7.8%** 3-Year **5.4%** 5-Year

## Payroll per Location

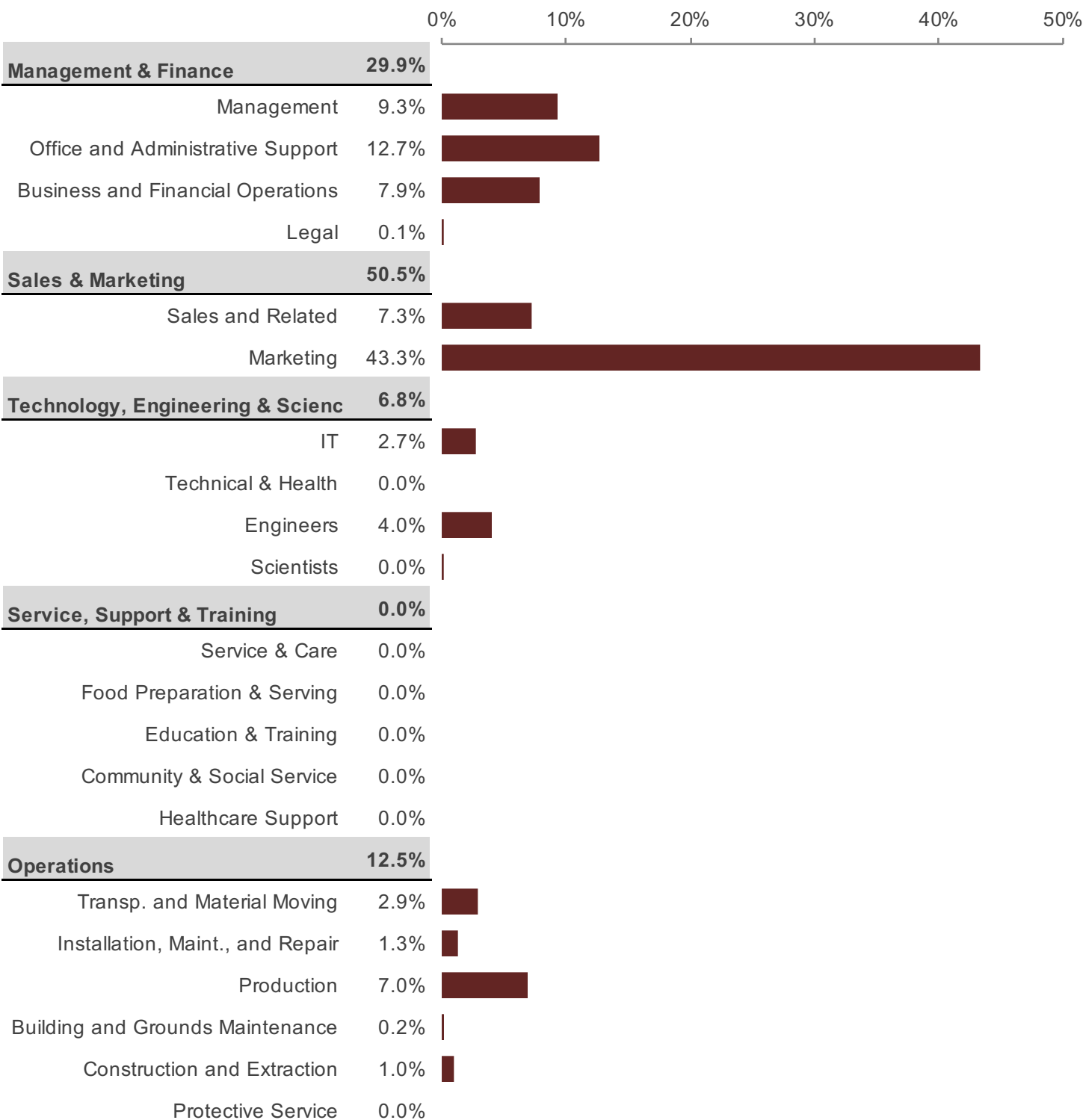


Compound Annual Growth Rate **7.6%** 3-Year **5.2%** 5-Year

# 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.

### Specialized Design Services

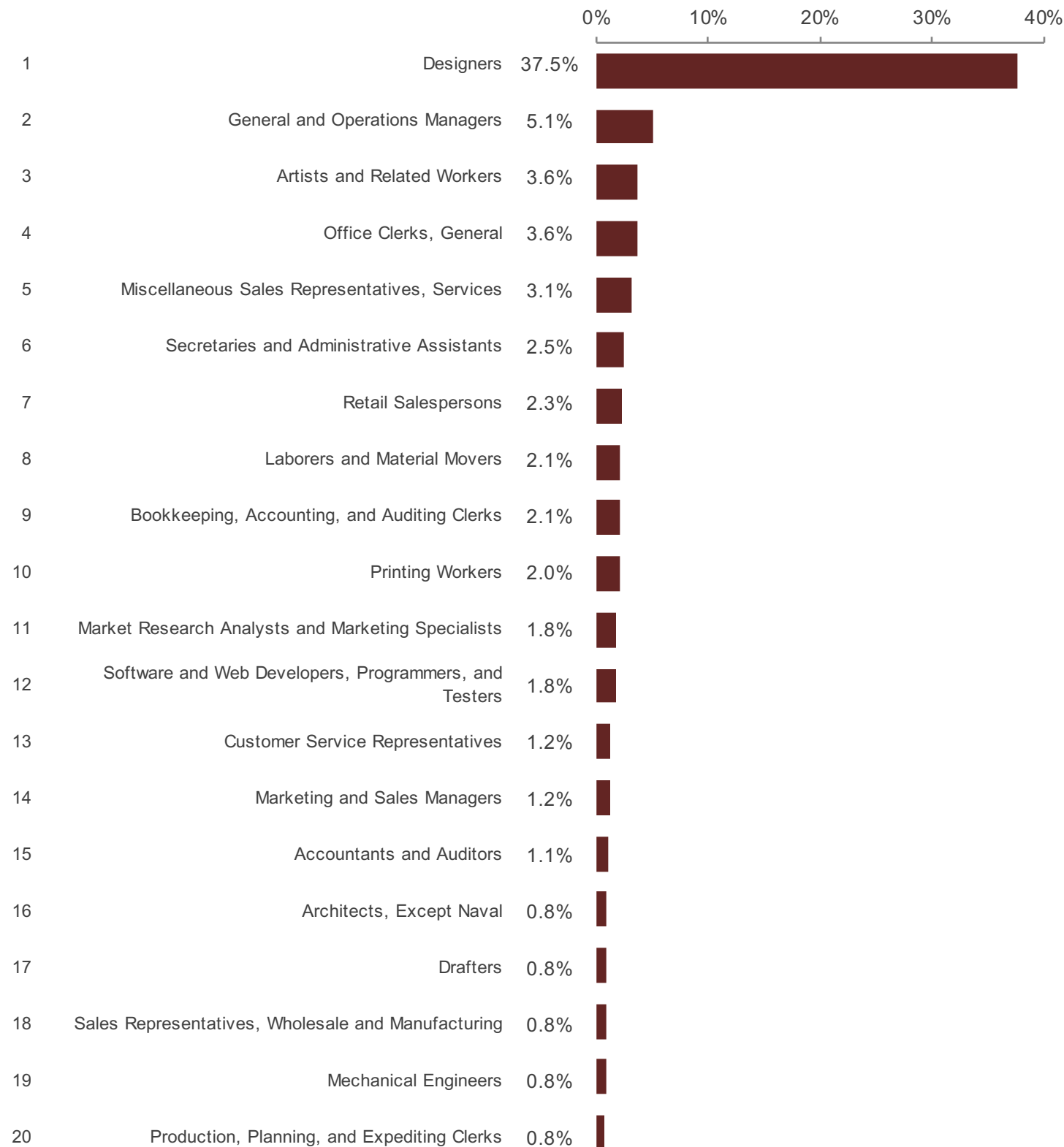
#### Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
<b>Management &amp; Finance</b>					
Management	\$28.48	\$41.31	\$69.90	\$87.91	#
Office and Administrative Support	\$12.62	\$15.42	\$22.54	\$27.91	\$35.27
Business and Financial Operations	\$19.39	\$25.46	\$37.58	\$45.71	\$61.38
Legal	\$41.42	\$60.04	\$112.75	#	#
<b>Sales &amp; Marketing</b>					
Sales and Related	\$11.87	\$14.81	\$30.20	\$38.53	\$57.58
Arts, Design, Entertainment, Media	\$15.80	\$21.02	\$33.16	\$39.49	\$54.08
<b>Technology, Engineering &amp; Science</b>					
Computers	\$20.39	\$27.87	\$42.61	\$54.27	\$70.76
Technical & Healthcare	#	#	#	#	#
Engineering & Architecture	\$22.01	\$29.77	\$43.63	\$54.04	\$71.34
Life, Physical & Social Science	\$21.11	\$33.35	\$47.30	\$61.87	\$71.69
<b>Service, Support &amp; Training</b>					
Personal Service & Care	#	#	#	#	#
Food Preparation & Serving	#	#	#	#	#
Education, Training & Library	#	#	#	#	#
Community & Social Service	#	#	#	#	#
Healthcare Support	#	#	#	#	#
<b>Operations</b>					
Transportation and Material Moving	\$11.90	\$14.20	\$19.33	\$23.42	\$28.91
Installation, Maint., and Repair	\$14.39	\$17.74	\$24.84	\$30.55	\$39.86
Production	\$11.88	\$14.63	\$21.63	\$26.44	\$34.17
Building and Grounds Maintenance	\$10.62	\$12.89	\$16.54	\$19.18	\$24.16
Construction and Extraction	\$11.68	\$16.41	\$24.30	\$30.43	\$40.50
Protective Service	#	#	#	#	#

# 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.

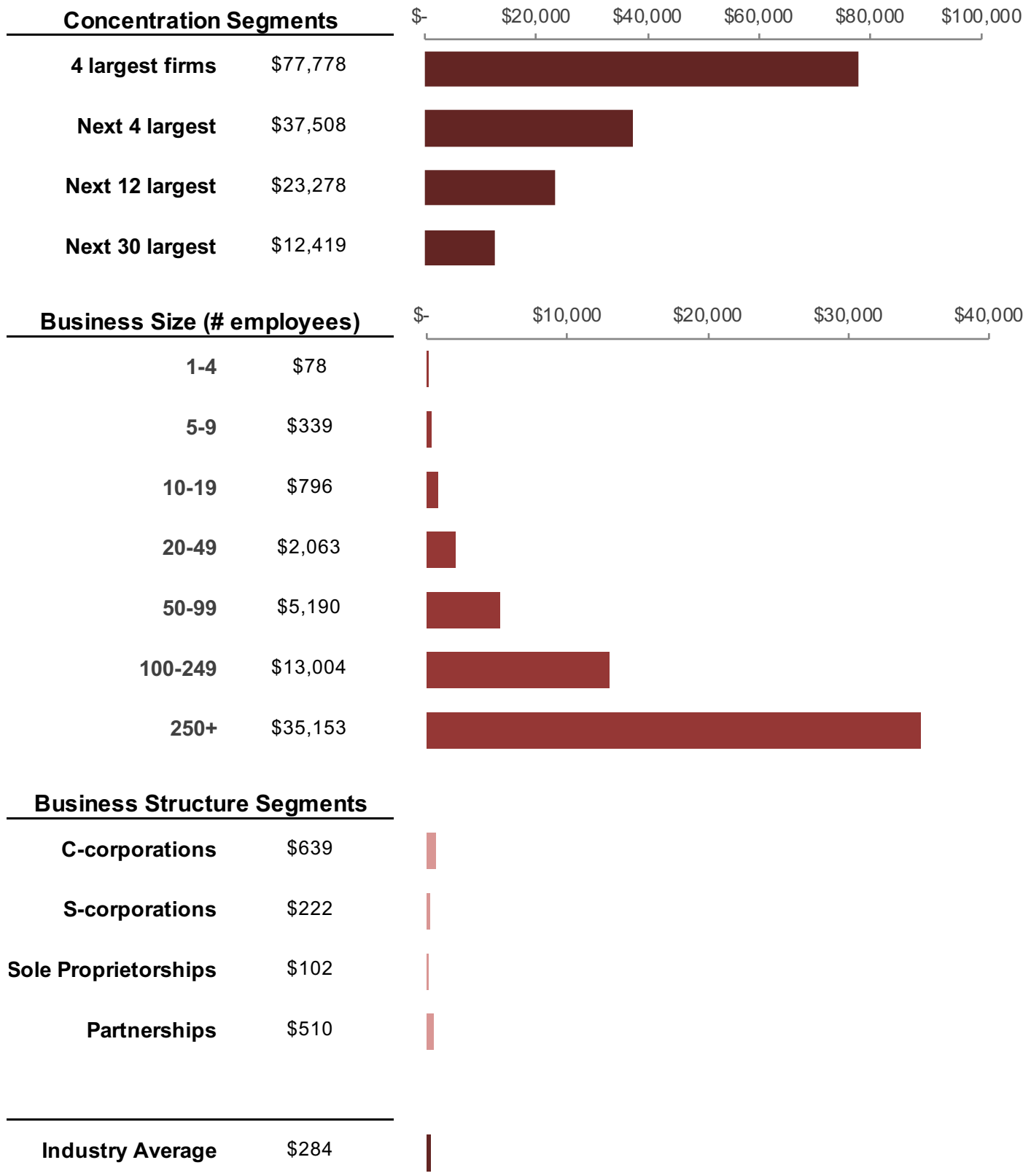
Top Detailed Jobs - Pay Bands		Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
1	Designers	\$15.52	\$20.61	\$31.29	\$38.03	\$50.75
2	General and Operations Managers	\$26.06	\$37.31	\$67.62	\$85.15	#
3	Artists and Related Workers	\$20.31	\$28.72	\$47.69	\$60.17	\$81.81
4	Office Clerks, General	\$10.77	\$13.55	\$19.27	\$23.94	\$31.00
5	Miscellaneous Sales Representatives, Services	\$16.88	\$23.55	\$38.37	\$47.42	\$66.83
6	Secretaries and Administrative Assistants	\$13.55	\$17.41	\$24.37	\$30.55	\$36.99
7	Retail Salespersons	\$10.80	\$12.05	\$16.43	\$18.26	\$24.02
8	Laborers and Material Movers	\$11.56	\$13.57	\$17.76	\$20.52	\$25.85
9	Bookkeeping, Accounting, and Auditing Clerks	\$12.60	\$16.78	\$22.98	\$27.55	\$34.19
10	Printing Workers	\$12.96	\$15.20	\$20.86	\$25.50	\$32.05
11	Market Research Analysts and Marketing Specialists	\$17.92	\$23.36	\$35.43	\$44.25	\$59.44
12	Software and Web Developers, Programmers, and Testers	\$21.56	\$28.73	\$42.65	\$53.64	\$68.34
13	Customer Service Representatives	\$13.36	\$15.21	\$21.84	\$25.53	\$32.91
14	Marketing and Sales Managers	\$35.10	\$52.30	\$78.36	\$97.78	#
15	Accountants and Auditors	\$21.51	\$27.89	\$39.29	\$46.92	\$58.77
16	Architects, Except Naval	\$26.23	\$34.19	\$45.73	\$54.76	\$70.48
17	Drafters	\$16.59	\$20.76	\$28.55	\$33.43	\$41.20
18	Sales Representatives, Wholesale and Manufacturing	\$15.63	\$20.85	\$40.41	\$53.17	\$77.00
19	Mechanical Engineers	\$29.29	\$37.41	\$50.36	\$61.97	\$78.93
20	Production, Planning, and Expediting Clerks	\$16.14	\$21.09	\$27.27	\$32.50	\$39.67



# Payroll per Company by Segments

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

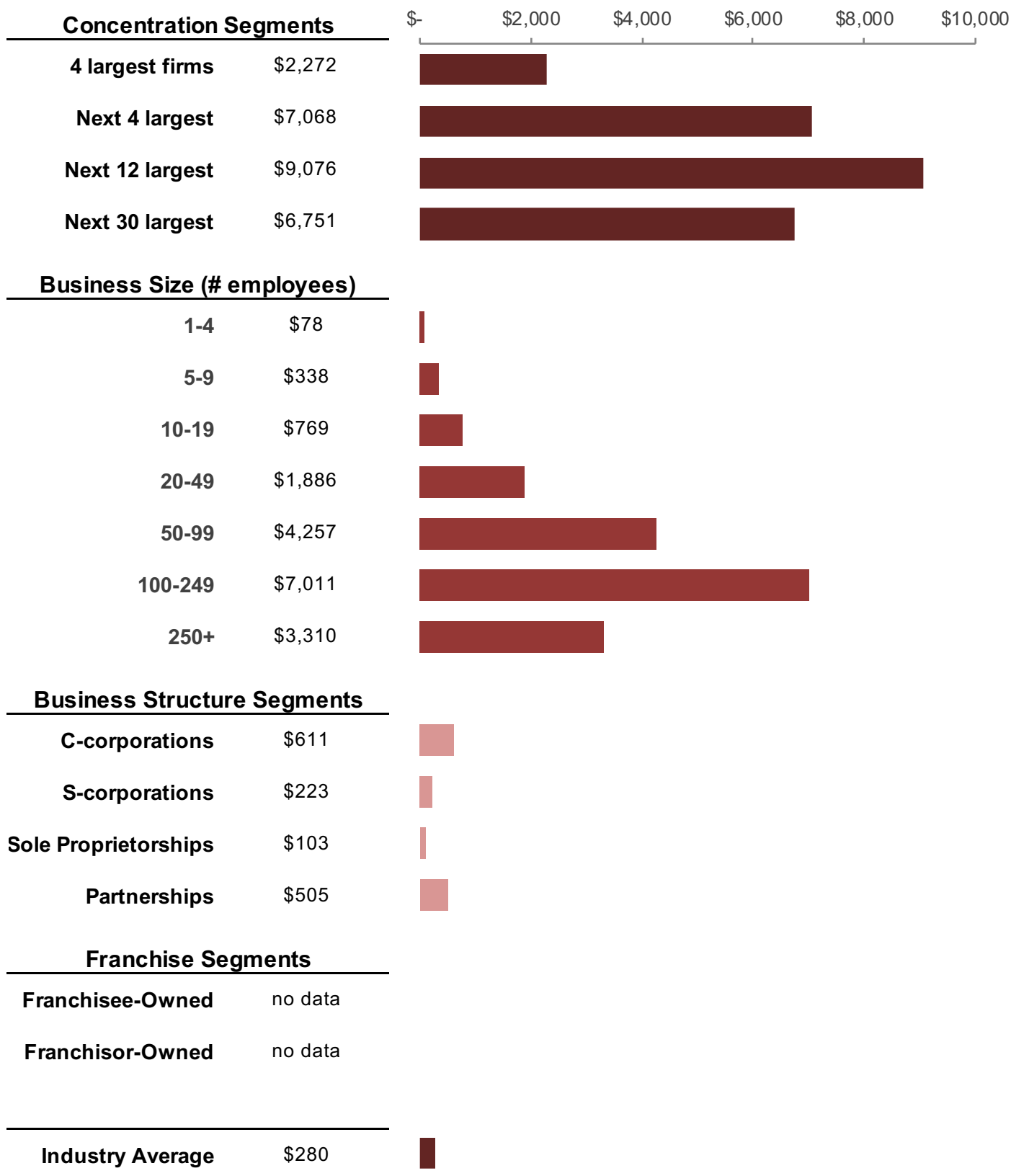
\$ thousands



# Payroll per Location by Segments

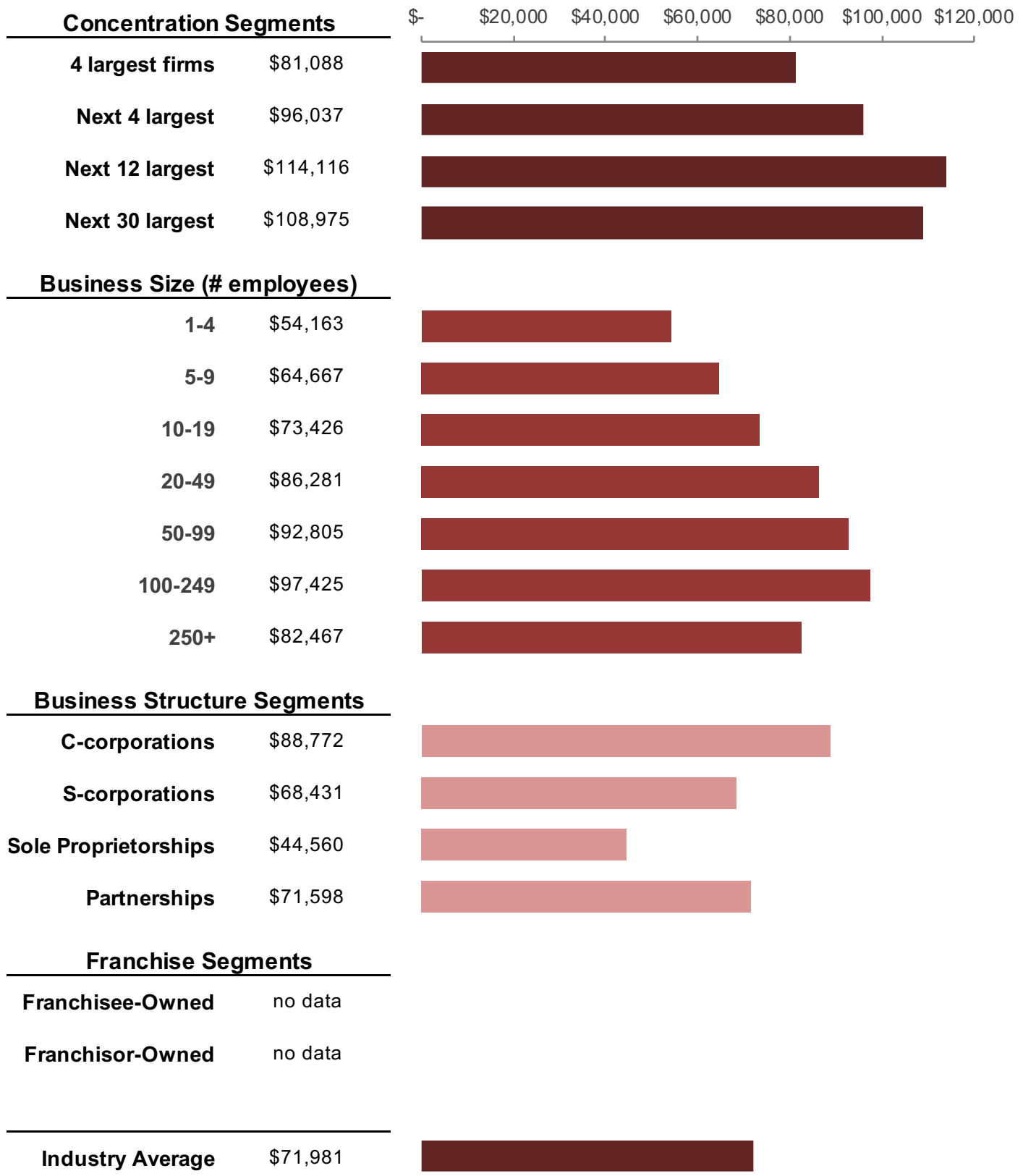
Below are payroll per location statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

\$ thousands



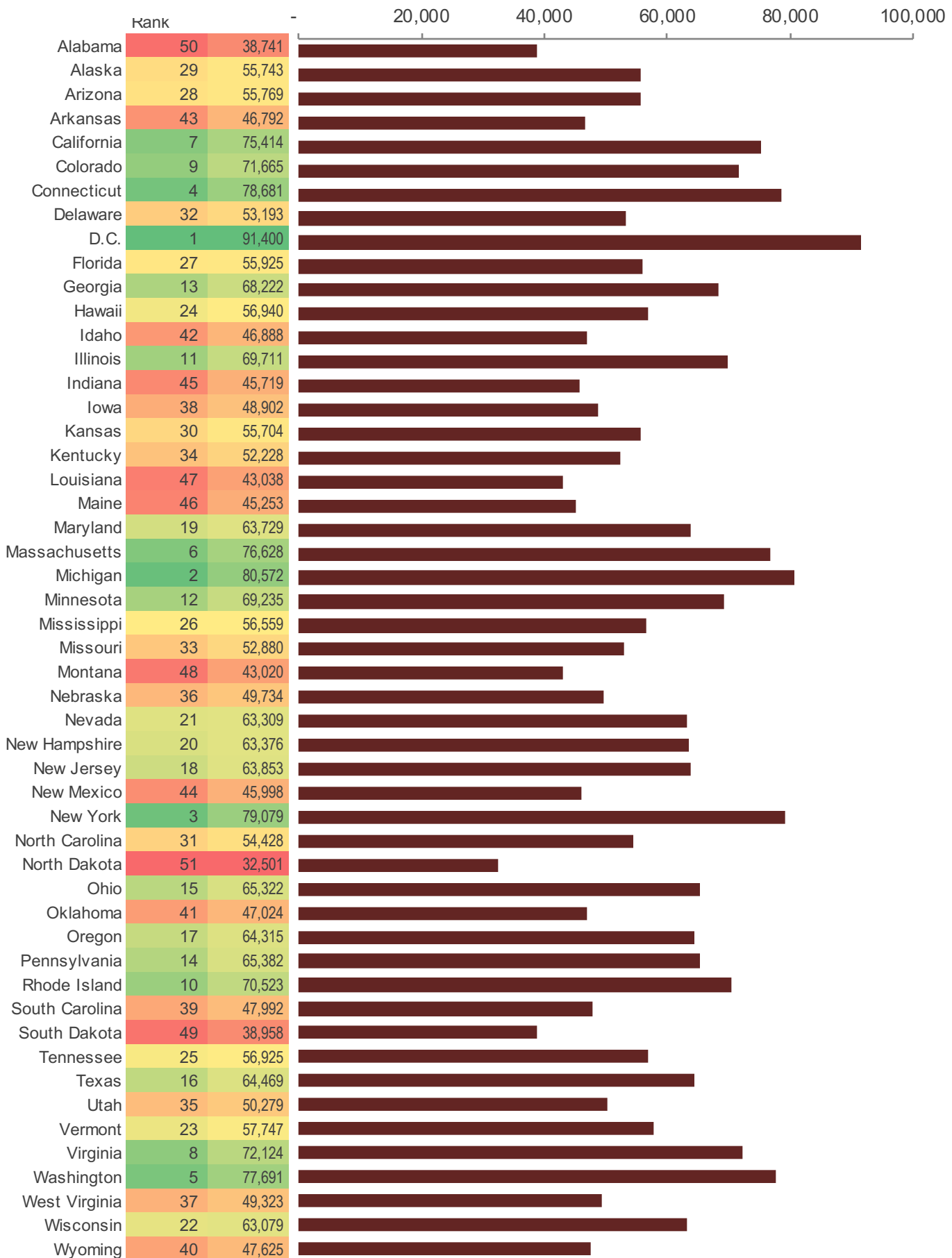
## Payroll per Employee by Segments

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



# Payroll per Employee by State

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



## Payroll per Employee per Metropolitan Area

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

<b>Metropolitan Statistical Area</b>	<b>\$</b>	<b>Metropolitan Statistical Area</b>	<b>\$</b>
Abilene, TX	29,201	Brunswick, GA	46,506
Akron, OH	50,214	Buffalo-Cheektowaga-Niagara Falls, NY	47,882
Albany, GA	49,911	Burlington, NC	54,140
Albany, OR	49,180	Burlington-South Burlington, VT	70,525
Albany-Schenectady-Troy, NY	44,530	California-Lexington Park, MD	72,912
Albuquerque, NM	59,613	Canton-Massillon, OH	39,034
Alexandria, LA	49,877	Cape Coral-Fort Myers, FL	52,322
Allentown-Bethlehem-Easton, PA-NJ	48,992	Cape Girardeau, MO-IL	no data
Altoona, PA	39,318	Carbondale-Marion, IL	36,742
Amarillo, TX	30,305	Carson City, NV	43,563
Ames, IA	91,531	Casper, WY	30,707
Anchorage, AK	64,501	Cedar Rapids, IA	44,019
Ann Arbor, MI	87,190	Chambersburg-Waynesboro, PA	39,484
Anniston-Oxford-Jacksonville, AL	32,746	Champaign-Urbana, IL	36,623
Appleton, WI	81,856	Charleston, WV	49,398
Asheville, NC	48,818	Charleston-North Charleston, SC	46,215
Athens-Clarke County, GA	40,338	Charlotte-Concord-Gastonia, NC-SC	55,955
Atlanta-Sandy Springs-Roswell, GA	73,919	Charlottesville, VA	56,577
Atlantic City-Hammonton, NJ	62,907	Chattanooga, TN-GA	55,022
Auburn-Opelika, AL	50,029	Cheyenne, WY	48,619
Augusta-Richmond County, GA-SC	58,057	Chicago-Naperville-Elgin, IL-IN-WI	75,685
Austin-Round Rock, TX	74,797	Chico, CA	62,188
Bakersfield, CA	62,653	Cincinnati, OH-KY-IN	72,411
Baltimore-Columbia-Towson, MD	71,133	Clarksville, TN-KY	27,557
Bangor, ME	33,357	Cleveland, TN	33,399
Barnstable Town, MA	47,702	Cleveland-Elyria, OH	71,615
Baton Rouge, LA	44,486	Coeur d'Alene, ID	52,932
Battle Creek, MI	63,619	College Station-Bryan, TX	35,290
Bay City, MI	45,801	Colorado Springs, CO	103,495
Beaumont-Port Arthur, TX	55,997	Columbia, MO	38,225
Beckley, WV	51,928	Columbia, SC	57,713
Bellingham, WA	79,546	Columbus, GA-AL	47,774
Bend-Redmond, OR	66,294	Columbus, IN	77,499
Billings, MT	53,164	Columbus, OH	71,501
Binghamton, NY	59,979	Corpus Christi, TX	35,663
Birmingham-Hoover, AL	45,211	Corvallis, OR	66,308
Bismarck, ND	65,598	Crestview-Fort Walton Beach-Destin, FL	41,986
Blacksburg-Christiansburg-Radford, VA	36,001	Cumberland, MD-WV	28,044
Bloomington, IL	51,156	Dallas-Fort Worth-Arlington, TX	72,050
Bloomington, IN	39,927	Dalton, GA	55,750
Bloomsburg-Berwick, PA	55,173	Danville, IL	no data
Boise City, ID	53,635	Daphne-Fairhope-Foley, AL	52,996
Boston-Cambridge-Newton, MA-NH	82,846	Davenport-Moline-Rock Island, IA-IL	46,758
Boulder, CO	117,576	Dayton, OH	73,820
Bowling Green, KY	44,790	Decatur, AL	32,305
Bremerton-Silverdale, WA	56,169	Decatur, IL	43,221
Bridgeport-Stamford-Norwalk, CT	91,641	Deltona-Daytona Beach-Ormond, FL	47,563
Brownsville-Harlingen, TX	39,976	Denver-Aurora-Lakewood, CO	64,337

## 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	64,254	Greenville-Anderson-Mauldin, SC	55,031
Detroit-Warren-Dearborn, MI	82,377	Gulfport-Biloxi-Pascagoula, MS	45,328
Dothan, AL	61,541	Hagerstown-Martinsburg, MD-WV	52,610
Dover, DE	56,568	Hammond, LA	49,672
Dubuque, IA	52,164	Hanford-Corcoran, CA	51,624
Duluth, MN-WI	60,033	Harrisburg-Carlisle, PA	86,609
Durham-Chapel Hill, NC	66,215	Harrisonburg, VA	43,468
East Stroudsburg, PA	54,478	Hartford-West Hartford-East Hartford, CT	70,736
Eau Claire, WI	20,716	Hattiesburg, MS	39,841
El Centro, CA	56,573	Hickory-Lenoir-Morganton, NC	46,797
Elizabethtown-Fort Knox, KY	23,415	Hilton Head Island-Bluffton-Beaufort, SC	59,621
Elkhart-Goshen, IN	48,617	Hinesville, GA	59,004
Elmira, NY	59,762	Homosassa Springs, FL	33,484
El Paso, TX	34,307	Hot Springs, AR	21,207
Enid, OK	no data	Houma-Thibodaux, LA	63,924
Erie, PA	19,532	Houston-The Woodlands-Sugar Land, TX	74,149
Eugene, OR	41,933	Huntington-Ashland, WV-KY-OH	50,338
Evansville, IN-KY	54,650	Huntsville, AL	56,314
Fairbanks, AK	79,133	Idaho Falls, ID	67,100
Fargo, ND-MN	33,447	Indianapolis-Carmel-Anderson, IN	59,909
Farmington, NM	55,977	Iowa City, IA	44,612
Fayetteville, NC	51,553	Ithaca, NY	57,551
Fayetteville-Springdale-Rogers, AR-MO	65,199	Jackson, MI	19,913
Flagstaff, AZ	68,280	Jackson, MS	43,475
Flint, MI	59,409	Jackson, TN	57,886
Florence, SC	32,524	Jacksonville, FL	44,106
Florence-Muscle Shoals, AL	53,695	Jacksonville, NC	33,822
Fond du Lac, WI	22,965	Janesville-Beloit, WI	59,426
Fort Collins, CO	59,981	Jefferson City, MO	32,977
Fort Smith, AR-OK	36,855	Johnson City, TN	39,208
Fort Wayne, IN	54,598	Johnstown, PA	52,865
Fresno, CA	55,729	Jonesboro, AR	59,047
Gadsden, AL	49,899	Joplin, MO	66,406
Gainesville, FL	33,701	Kahului-Wailuku-Lahaina, HI	62,040
Gainesville, GA	66,456	Kalamazoo-Portage, MI	66,936
Gettysburg, PA	52,754	Kankakee, IL	37,358
Glens Falls, NY	33,312	Kansas City, MO-KS	65,106
Goldsboro, NC	60,594	Kennewick-Richland, WA	66,016
Grand Forks, ND-MN	62,465	Killeen-Temple, TX	54,263
Grand Island, NE	61,612	Kingsport-Bristol-Bristol, TN-VA	18,618
Grand Junction, CO	24,352	Kingston, NY	62,757
Grand Rapids-Wyoming, MI	70,534	Knoxville, TN	53,081
Grants Pass, OR	74,198	Kokomo, IN	61,504
Great Falls, MT	23,591	La Crosse-Onalaska, WI-MN	70,410
Greeley, CO	37,808	Lafayette, LA	32,071
Green Bay, WI	57,619	Lafayette-West Lafayette, IN	29,575
Greensboro-High Point, NC	74,306	Lake Charles, LA	21,942
Greenville, NC	28,538	Lake Havasu City-Kingman, AZ	50,399

## 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	37,095	Muncie, IN	53,717
Lancaster, PA	51,156	Muskegon, MI	43,818
Lansing-East Lansing, MI	48,768	Myrtle-Conway-North Myrtle, SC-NC	44,905
Laredo, TX	49,967	Napa, CA	66,512
Las Cruces, NM	51,420	Naples-Immokalee-Marco Island, FL	59,554
Las Vegas-Henderson-Paradise, NV	69,704	Nashville-Davidson--Murfr.--Franklin, TN	72,222
Lawrence, KS	59,808	New Bern, NC	55,380
Lawton, OK	52,054	New Haven-Milford, CT	71,165
Lebanon, PA	56,773	New Orleans-Metairie, LA	51,948
Lewiston, ID-WA	58,452	New York-Newark-Jersey City, NY-NJ-PA	83,125
Lewiston-Auburn, ME	62,668	Niles-Benton Harbor, MI	74,832
Lexington-Fayette, KY	46,083	North Port-Sarasota-Bradenton, FL	61,554
Lima, OH	76,443	Norwich-New London, CT	72,871
Lincoln, NE	47,025	Ocala, FL	36,057
Little Rock-North Little Rock-Conway, AR	46,375	Ocean City, NJ	74,155
Logan, UT-ID	46,809	Odessa, TX	no data
Longview, TX	38,094	Ogden-Clearfield, UT	51,789
Longview, WA	52,953	Oklahoma City, OK	45,063
Los Angeles-Long Beach-Anaheim, CA	74,915	Olympia-Tumwater, WA	61,024
Louisville/Jefferson County, KY-IN	60,996	Omaha-Council Bluffs, NE-IA	57,723
Lubbock, TX	38,831	Orlando-Kissimmee-Sanford, FL	62,306
Lynchburg, VA	25,684	Oshkosh-Neenah, WI	77,157
Macon-Bibb County, GA	21,879	Owensboro, KY	37,162
Madera, CA	49,993	Oxnard-Thousand Oaks-Ventura, CA	72,618
Madison, WI	64,968	Palm Bay-Melbourne-Titusville, FL	68,968
Manchester-Nashua, NH	59,230	Panama City, FL	48,831
Manhattan, KS	65,458	Parkersburg-Vienna, WV	49,719
Mankato-North Mankato, MN	65,184	Pensacola-Ferry Pass-Brent, FL	45,625
Mansfield, OH	51,909	Peoria, IL	56,783
McAllen-Edinburg-Mission, TX	42,278	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	73,871
Medford, OR	38,862	Phoenix-Mesa-Scottsdale, AZ	60,088
Memphis, TN-MS-AR	58,613	Pine Bluff, AR	51,292
Merced, CA	no data	Pittsburgh, PA	73,276
Miami-Fort Lauderdale-West Palm Beach, FL	62,683	Pittsfield, MA	61,126
Michigan City-La Porte, IN	51,991	Pocatello, ID	49,942
Midland, MI	72,234	Portland-South Portland, ME	48,399
Midland, TX	54,334	Portland-Vancouver-Hillsboro, OR-WA	71,316
Milwaukee-Waukesha-West Allis, WI	72,778	Port St. Lucie, FL	42,406
Minneapolis-St. Paul-Bloomington, MN-WI	81,605	Prescott, AZ	53,211
Missoula, MT	41,080	Providence-Warwick, RI-MA	74,985
Mobile, AL	27,751	Provo-Orem, UT	45,642
Modesto, CA	41,571	Pueblo, CO	49,464
Monroe, LA	49,188	Punta Gorda, FL	38,843
Monroe, MI	52,338	Racine, WI	84,256
Montgomery, AL	42,963	Raleigh, NC	58,637
Morgantown, WV	63,234	Rapid City, SD	26,363
Morristown, TN	no data	Reading, PA	58,978
Mount Vernon-Anacortes, WA	34,139	Redding, CA	47,563

## Payroll per Employee per Metropolitan Area

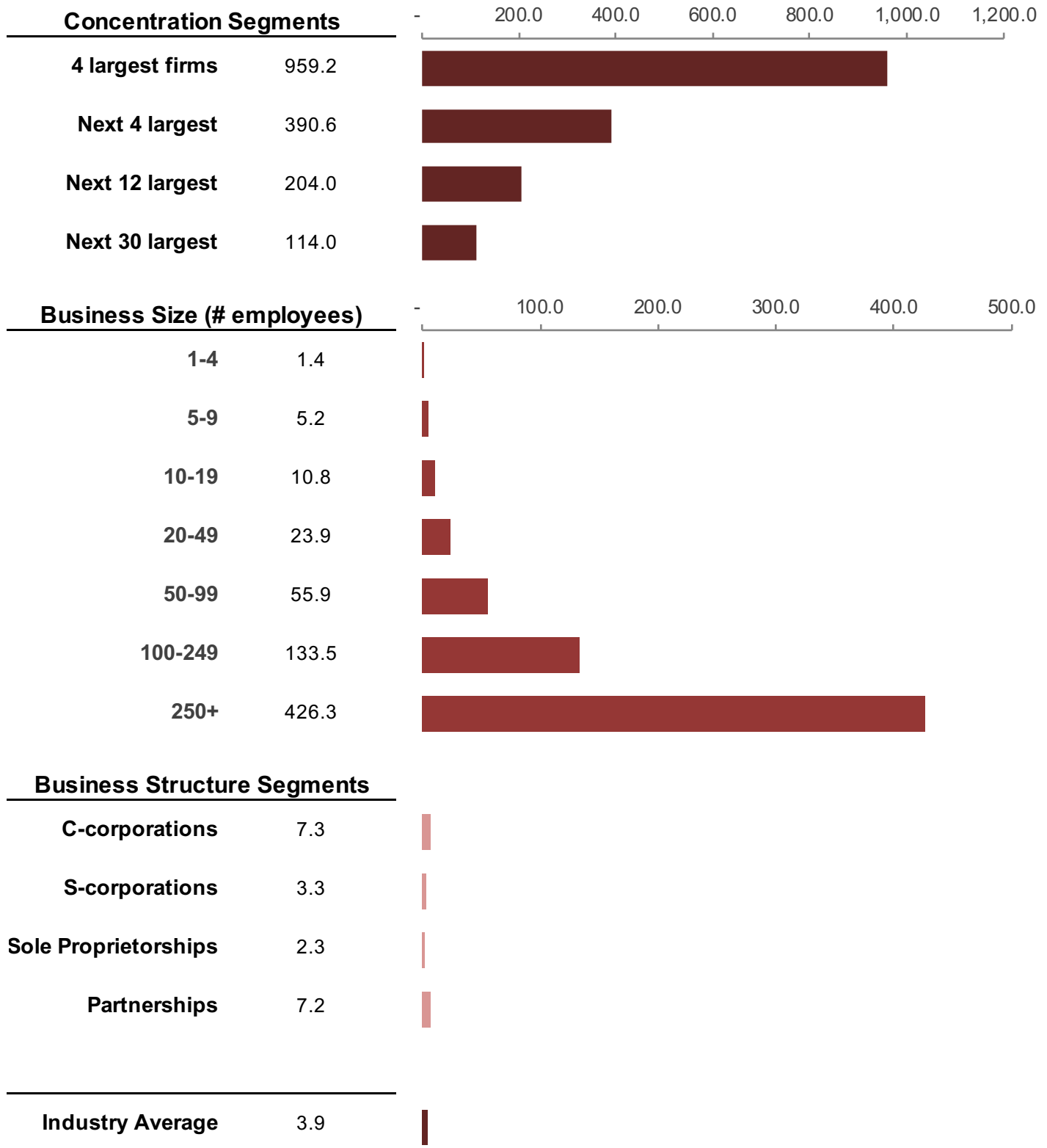
Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Reno, NV	46,271	Staunton-Waynesboro, VA	49,535
Richmond, VA	66,173	Stockton-Lodi, CA	52,212
Riverside-San Bernardino-Ontario, CA	52,155	Sumter, SC	50,517
Roanoke, VA	39,011	Syracuse, NY	53,069
Rochester, MN	72,066	Tallahassee, FL	39,462
Rochester, NY	59,745	Tampa-St. Petersburg-Clearwater, FL	60,609
Rockford, IL	63,451	Terre Haute, IN	52,811
Rocky Mount, NC	62,473	Texarkana, TX-AR	21,308
Rome, GA	49,128	The Villages, FL	50,277
Sacramento--Roseville--Arden-Arcade, CA	57,069	Toledo, OH	61,153
Saginaw, MI	56,810	Topeka, KS	67,116
St. Cloud, MN	62,772	Trenton, NJ	75,973
St. George, UT	43,825	Tucson, AZ	42,379
St. Joseph, MO-KS	66,375	Tulsa, OK	59,798
St. Louis, MO-IL	57,724	Tuscaloosa, AL	53,176
Salem, OR	61,598	Tyler, TX	56,652
Salinas, CA	73,632	Urban Honolulu, HI	61,652
Salisbury, MD-DE	39,529	Utica-Rome, NY	70,055
Salt Lake City, UT	55,970	Valdosta, GA	19,279
San Angelo, TX	29,896	Vallejo-Fairfield, CA	70,191
San Antonio-New Braunfels, TX	44,103	Victoria, TX	no data
San Diego-Carlsbad, CA	79,483	Vineland-Bridgeton, NJ	57,662
San Francisco-Oakland-Hayward, CA	97,841	Virginia Beach-Norfolk-Newport, VA-NC	58,060
San Jose-Sunnyvale-Santa Clara, CA	95,050	Visalia-Porterville, CA	51,284
San Luis Obispo-Paso Robles-Arroyo Gr., CA	74,380	Waco, TX	49,829
Santa Cruz-Watsonville, CA	64,902	Walla Walla, WA	110,345
Santa Fe, NM	62,105	Warner Robins, GA	24,944
Santa Maria-Santa Barbara, CA	77,662	Washing.-Arling.-Alexan., DC-VA-MD-WV	84,483
Santa Rosa, CA	70,064	Waterloo-Cedar Falls, IA	78,002
Savannah, GA	42,772	Watertown-Fort Drum, NY	18,039
Scranton--Wilkes-Barre--Hazleton, PA	44,019	Wausau, WI	46,294
Seattle-Tacoma-Bellevue, WA	88,928	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	60,413	Wenatchee, WA	29,238
Sebring, FL	49,382	Wheeling, WV-OH	70,080
Sheboygan, WI	42,383	Wichita, KS	44,909
Sherman-Denison, TX	51,781	Wichita Falls, TX	27,111
Shreveport-Bossier City, LA	43,481	Williamsport, PA	58,807
Sierra Vista-Douglas, AZ	39,318	Wilmington, NC	49,182
Sioux City, IA-NE-SD	73,540	Winchester, VA-WV	62,402
Sioux Falls, SD	46,393	Winston-Salem, NC	57,515
South Bend-Mishawaka, IN-MI	58,866	Worcester, MA-CT	35,911
Spartanburg, SC	76,194	Yakima, WA	49,245
Spokane-Spokane Valley, WA	44,861	York-Hanover, PA	56,838
Springfield, IL	33,835	Youngstown-Warren-Boardman, OH-PA	65,888
Springfield, MA	70,469	Yuba City, CA	43,123
Springfield, MO	54,308	Yuma, AZ	41,178
Springfield, OH	54,154		
State College, PA	63,622		



# Employees per Company by Segments

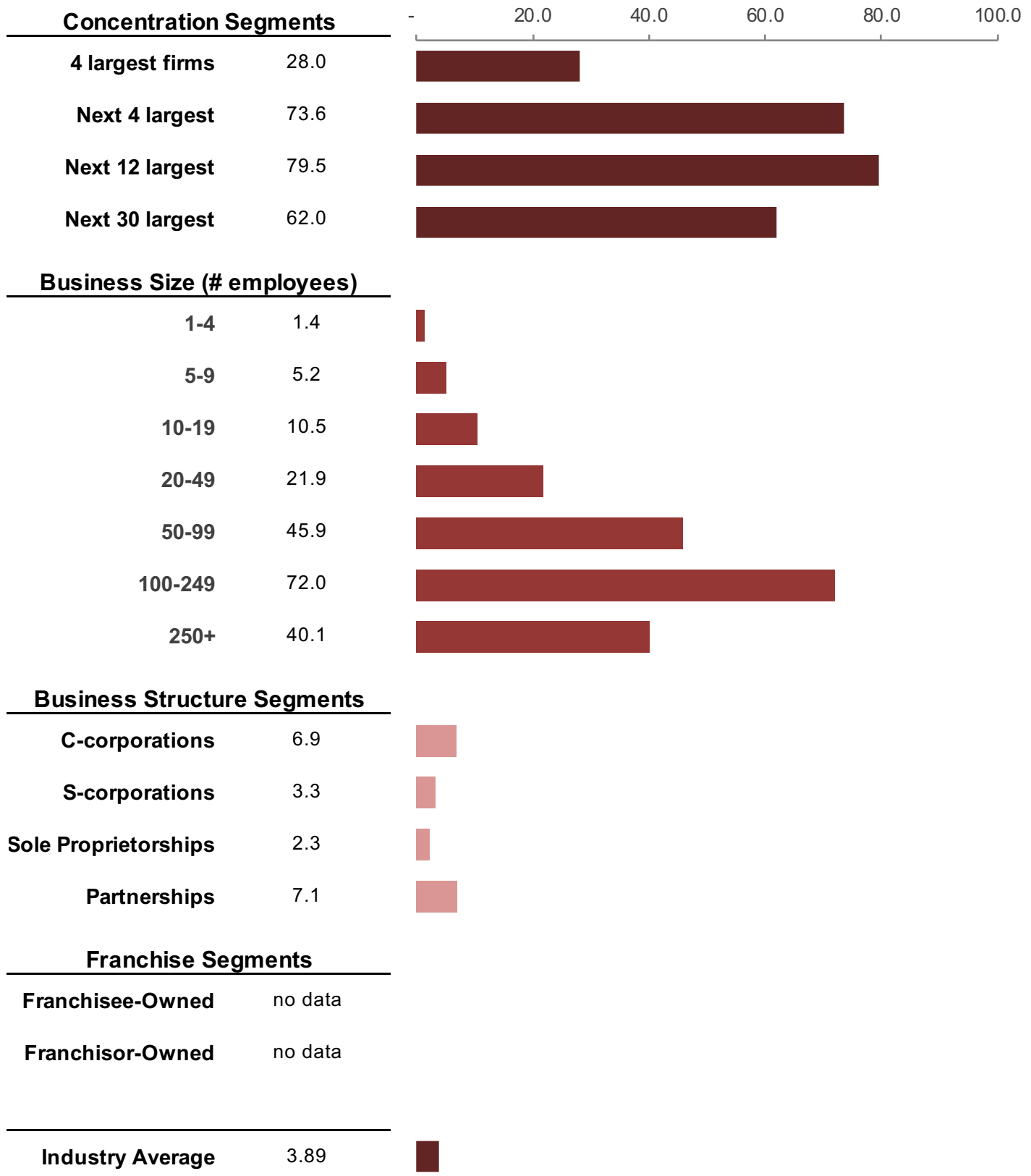
Below is the average full-time and part-time employees per company for industry segmentations including concentration, business size by employees, and business structure.



# Employees per Location by Segments

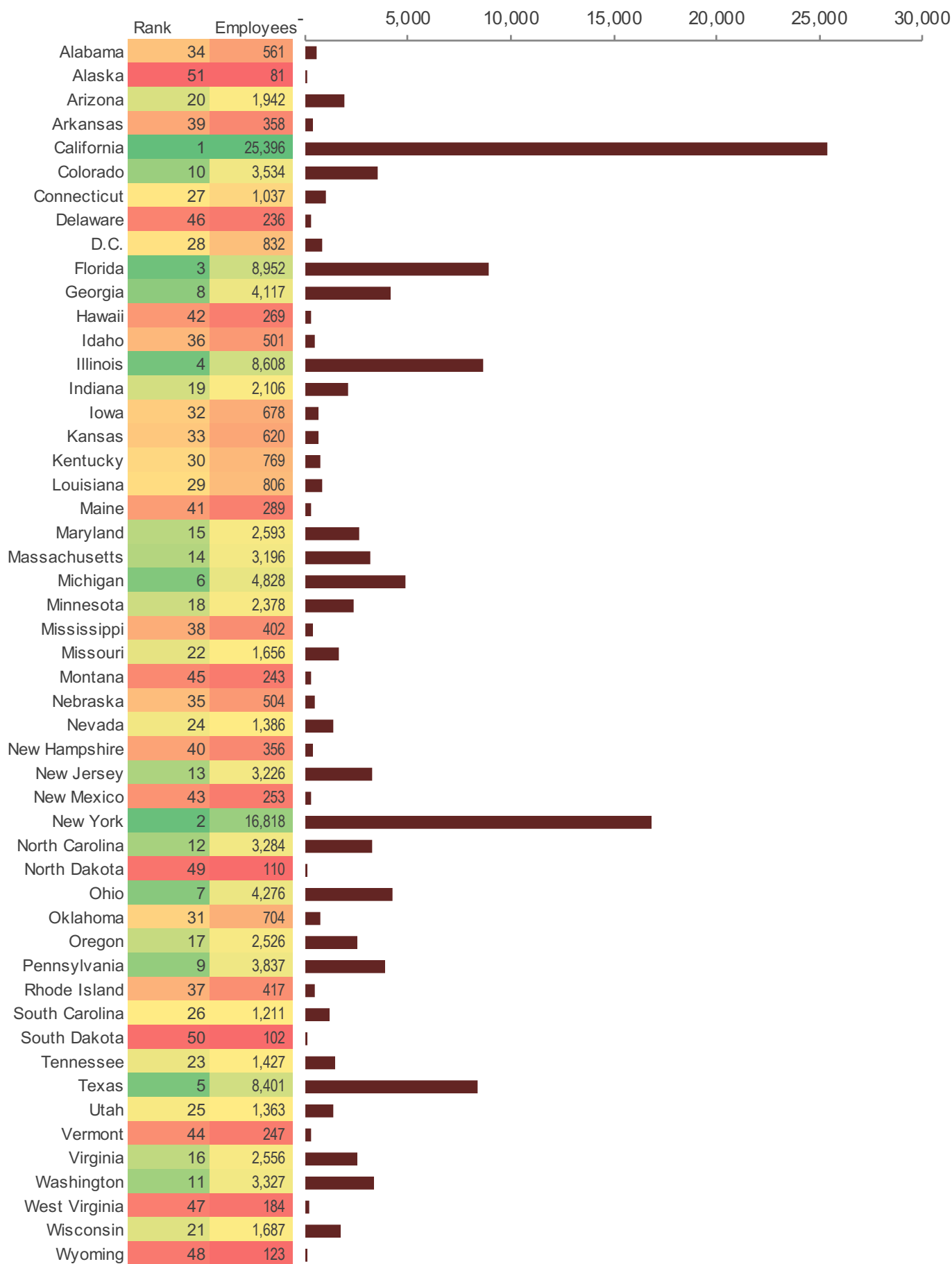
Below is the average number of full-time and part-time employees per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



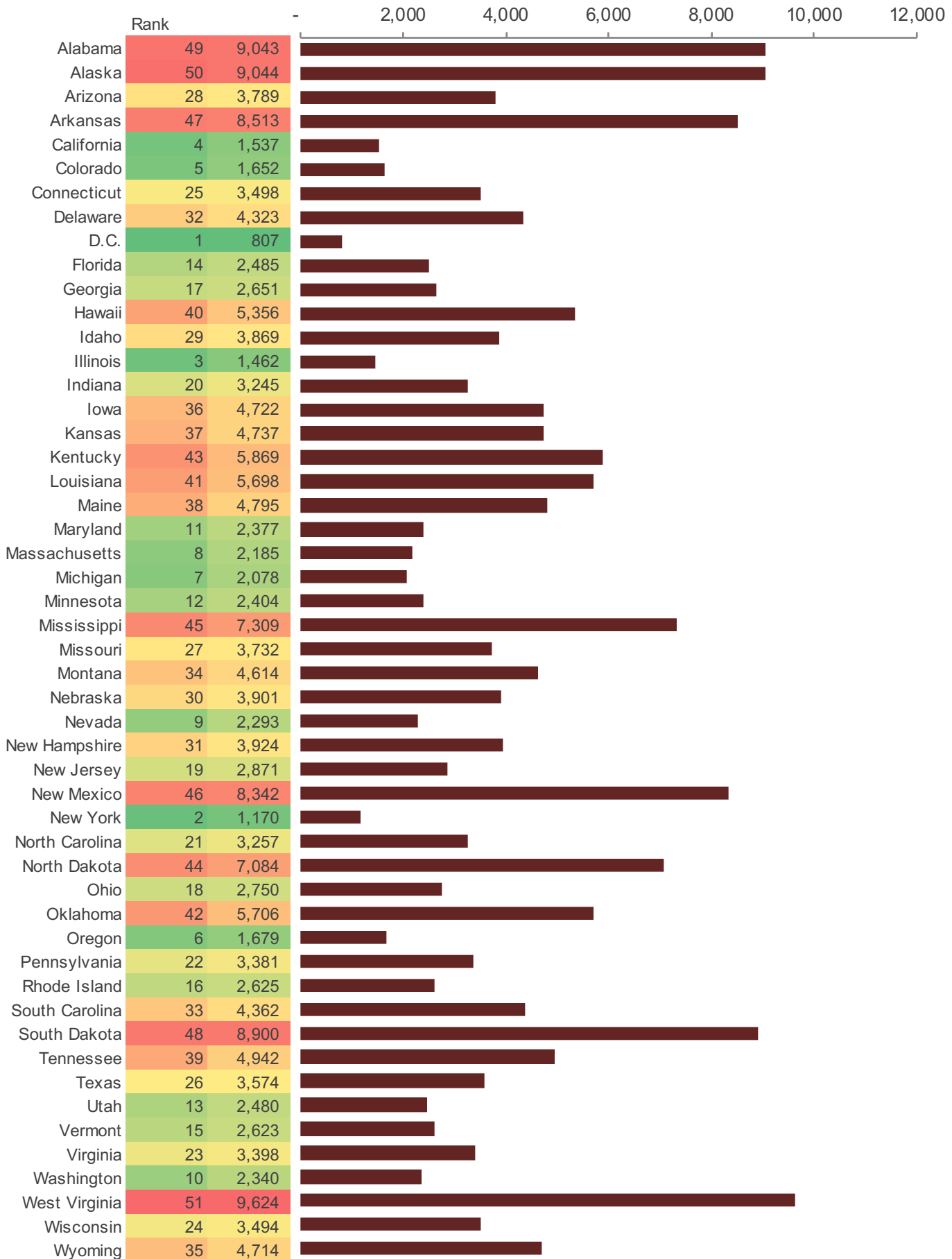
# Total Employees by State

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	49	Brunswick, GA	27
Akron, OH	220	Buffalo-Cheektowaga-Niagara Falls, NY	161
Albany, GA	8	Burlington, NC	48
Albany, OR	37	Burlington-South Burlington, VT	96
Albany-Schenectady-Troy, NY	153	California-Lexington Park, MD	59
Albuquerque, NM	324	Canton-Massillon, OH	54
Alexandria, LA	47	Cape Coral-Fort Myers, FL	361
Allentown-Bethlehem-Easton, PA-NJ	223	Cape Girardeau, MO-IL	no data
Altoona, PA	10	Carbondale-Marion, IL	36
Amarillo, TX	13	Carson City, NV	7
Ames, IA	7	Casper, WY	21
Anchorage, AK	61	Cedar Rapids, IA	57
Ann Arbor, MI	468	Chambersburg-Waynesboro, PA	26
Anniston-Oxford-Jacksonville, AL	12	Champaign-Urbana, IL	36
Appleton, WI	14	Charleston, WV	21
Asheville, NC	218	Charleston-North Charleston, SC	304
Athens-Clarke County, GA	57	Charlotte-Concord-Gastonia, NC-SC	867
Atlanta-Sandy Springs-Roswell, GA	3,404	Charlottesville, VA	119
Atlantic City-Hammonton, NJ	97	Chattanooga, TN-GA	84
Auburn-Opelika, AL	30	Cheyenne, WY	3
Augusta-Richmond County, GA-SC	113	Chicago-Naperville-Elgin, IL-IN-WI	8,168
Austin-Round Rock, TX	1,508	Chico, CA	68
Bakersfield, CA	48	Cincinnati, OH-KY-IN	1,526
Baltimore-Columbia-Towson, MD	1,411	Clarksville, TN-KY	12
Bangor, ME	22	Cleveland, TN	17
Barnstable Town, MA	91	Cleveland-Elyria, OH	837
Baton Rouge, LA	240	Coeur d'Alene, ID	51
Battle Creek, MI	14	College Station-Bryan, TX	19
Bay City, MI	10	Colorado Springs, CO	391
Beaumont-Port Arthur, TX	34	Columbia, MO	64
Beckley, WV	30	Columbia, SC	168
Bellingham, WA	59	Columbus, GA-AL	7
Bend-Redmond, OR	84	Columbus, IN	48
Billings, MT	13	Columbus, OH	1,031
Binghamton, NY	81	Corpus Christi, TX	57
Birmingham-Hoover, AL	213	Corvallis, OR	36
Bismarck, ND	53	Crestview-Fort Walton Beach-Destin, FL	64
Blacksburg-Christiansburg-Radford, VA	29	Cumberland, MD-WV	10
Bloomington, IL	13	Dallas-Fort Worth-Arlington, TX	3,400
Bloomington, IN	28	Dalton, GA	10
Bloomsburg-Berwick, PA	2	Danville, IL	no data
Boise City, ID	286	Daphne-Fairhope-Foley, AL	57
Boston-Cambridge-Newton, MA-NH	2,943	Davenport-Moline-Rock Island, IA-IL	108
Boulder, CO	487	Dayton, OH	263
Bowling Green, KY	2	Decatur, AL	19
Bremerton-Silverdale, WA	109	Decatur, IL	14
Bridgeport-Stamford-Norwalk, CT	641	Deltona-Daytona Beach-Ormond, FL	131
Brownsville-Harlingen, TX	30	Denver-Aurora-Lakewood, CO	2,092

## 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	281	Greenville-Anderson-Mauldin, SC	254
Detroit-Warren-Dearborn, MI	2,441	Gulfport-Biloxi-Pascagoula, MS	47
Dothan, AL	49	Hagerstown-Martinsburg, MD-WV	82
Dover, DE	6	Hammond, LA	32
Dubuque, IA	43	Hanford-Corcoran, CA	6
Duluth, MN-WI	104	Harrisburg-Carlisle, PA	117
Durham-Chapel Hill, NC	143	Harrisonburg, VA	17
East Stroudsburg, PA	17	Hartford-West Hartford-East Hartford, CT	147
Eau Claire, WI	7	Hattiesburg, MS	19
El Centro, CA	63	Hickory-Lenoir-Morganton, NC	129
Elizabethtown-Fort Knox, KY	14	Hilton Head Island-Bluffton-Beaufort, SC	153
Elkhart-Goshen, IN	99	Hinesville, GA	29
Elmira, NY	28	Homosassa Springs, FL	17
El Paso, TX	46	Hot Springs, AR	16
Enid, OK	no data	Houma-Thibodaux, LA	3
Erie, PA	9	Houston-The Woodlands-Sugar Land, TX	2,064
Eugene, OR	108	Huntington-Ashland, WV-KY-OH	106
Evansville, IN-KY	59	Huntsville, AL	47
Fairbanks, AK	43	Idaho Falls, ID	64
Fargo, ND-MN	24	Indianapolis-Carmel-Anderson, IN	840
Farmington, NM	38	Iowa City, IA	26
Fayetteville, NC	158	Ithaca, NY	18
Fayetteville-Springdale-Rogers, AR-MO	123	Jackson, MI	11
Flagstaff, AZ	56	Jackson, MS	112
Flint, MI	229	Jackson, TN	61
Florence, SC	16	Jacksonville, FL	400
Florence-Muscle Shoals, AL	39	Jacksonville, NC	10
Fond du Lac, WI	20	Janesville-Beloit, WI	57
Fort Collins, CO	141	Jefferson City, MO	16
Fort Smith, AR-OK	20	Johnson City, TN	26
Fort Wayne, IN	118	Johnstown, PA	36
Fresno, CA	40	Jonesboro, AR	42
Gadsden, AL	22	Joplin, MO	47
Gainesville, FL	117	Kahului-Wailuku-Lahaina, HI	39
Gainesville, GA	87	Kalamazoo-Portage, MI	103
Gettysburg, PA	29	Kankakee, IL	12
Glens Falls, NY	38	Kansas City, MO-KS	670
Goldsboro, NC	38	Kennewick-Richland, WA	117
Grand Forks, ND-MN	4	Killeen-Temple, TX	144
Grand Island, NE	32	Kingsport-Bristol-Bristol, TN-VA	59
Grand Junction, CO	17	Kingston, NY	51
Grand Rapids-Wyoming, MI	509	Knoxville, TN	154
Grants Pass, OR	4	Kokomo, IN	30
Great Falls, MT	11	La Crosse-Onalaska, WI-MN	61
Greeley, CO	23	Lafayette, LA	62
Green Bay, WI	78	Lafayette-West Lafayette, IN	24
Greensboro-High Point, NC	600	Lake Charles, LA	11
Greenville, NC	38	Lake Havasu City-Kingman, AZ	44

## 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	86	Muncie, IN	30
Lancaster, PA	207	Muskegon, MI	81
Lansing-East Lansing, MI	79	Myrtle-Conway-North Myrtle, SC-NC	134
Laredo, TX	77	Napa, CA	131
Las Cruces, NM	56	Naples-Immokalee-Marco Island, FL	342
Las Vegas-Henderson-Paradise, NV	1,220	Nashville-Davidson--Murfr.--Franklin, TN	730
Lawrence, KS	21	New Bern, NC	42
Lawton, OK	39	New Haven-Milford, CT	103
Lebanon, PA	23	New Orleans-Metairie, LA	343
Lewiston, ID-WA	22	New York-Newark-Jersey City, NY-NJ-PA	18,476
Lewiston-Auburn, ME	37	Niles-Benton Harbor, MI	23
Lexington-Fayette, KY	137	North Port-Sarasota-Bradenton, FL	284
Lima, OH	57	Norwich-New London, CT	134
Lincoln, NE	146	Ocala, FL	47
Little Rock-North Little Rock-Conway, AR	148	Ocean City, NJ	33
Logan, UT-ID	36	Odessa, TX	no data
Longview, TX	32	Ogden-Clearfield, UT	179
Longview, WA	4	Oklahoma City, OK	302
Los Angeles-Long Beach-Anaheim, CA	13,449	Olympia-Tumwater, WA	106
Louisville/Jefferson County, KY-IN	402	Omaha-Council Bluffs, NE-IA	316
Lubbock, TX	72	Orlando-Kissimmee-Sanford, FL	1,217
Lynchburg, VA	27	Oshkosh-Neenah, WI	33
Macon-Bibb County, GA	18	Owensboro, KY	11
Madera, CA	47	Oxnard-Thousand Oaks-Ventura, CA	183
Madison, WI	408	Palm Bay-Melbourne-Titusville, FL	289
Manchester-Nashua, NH	126	Panama City, FL	13
Manhattan, KS	52	Parkersburg-Vienna, WV	37
Mankato-North Mankato, MN	42	Pensacola-Ferry Pass-Brent, FL	80
Mansfield, OH	34	Peoria, IL	222
McAllen-Edinburg-Mission, TX	10	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	2,439
Medford, OR	28	Phoenix-Mesa-Scottsdale, AZ	1,567
Memphis, TN-MS-AR	246	Pine Bluff, AR	26
Merced, CA	no data	Pittsburgh, PA	889
Miami-Fort Lauderdale-West Palm Beach, FL	4,336	Pittsfield, MA	34
Michigan City-La Porte, IN	30	Pocatello, ID	26
Midland, MI	16	Portland-South Portland, ME	202
Midland, TX	34	Portland-Vancouver-Hillsboro, OR-WA	2,094
Milwaukee-Waukesha-West Allis, WI	683	Port St. Lucie, FL	110
Minneapolis-St. Paul-Bloomington, MN-WI	2,061	Prescott, AZ	58
Missoula, MT	40	Providence-Warwick, RI-MA	477
Mobile, AL	56	Provo-Orem, UT	230
Modesto, CA	97	Pueblo, CO	48
Monroe, LA	71	Punta Gorda, FL	27
Monroe, MI	42	Racine, WI	88
Montgomery, AL	50	Raleigh, NC	696
Morgantown, WV	57	Rapid City, SD	16
Morristown, TN	no data	Reading, PA	84
Mount Vernon-Anacortes, WA	13	Redding, CA	11

## Employees per Metropolitan Area

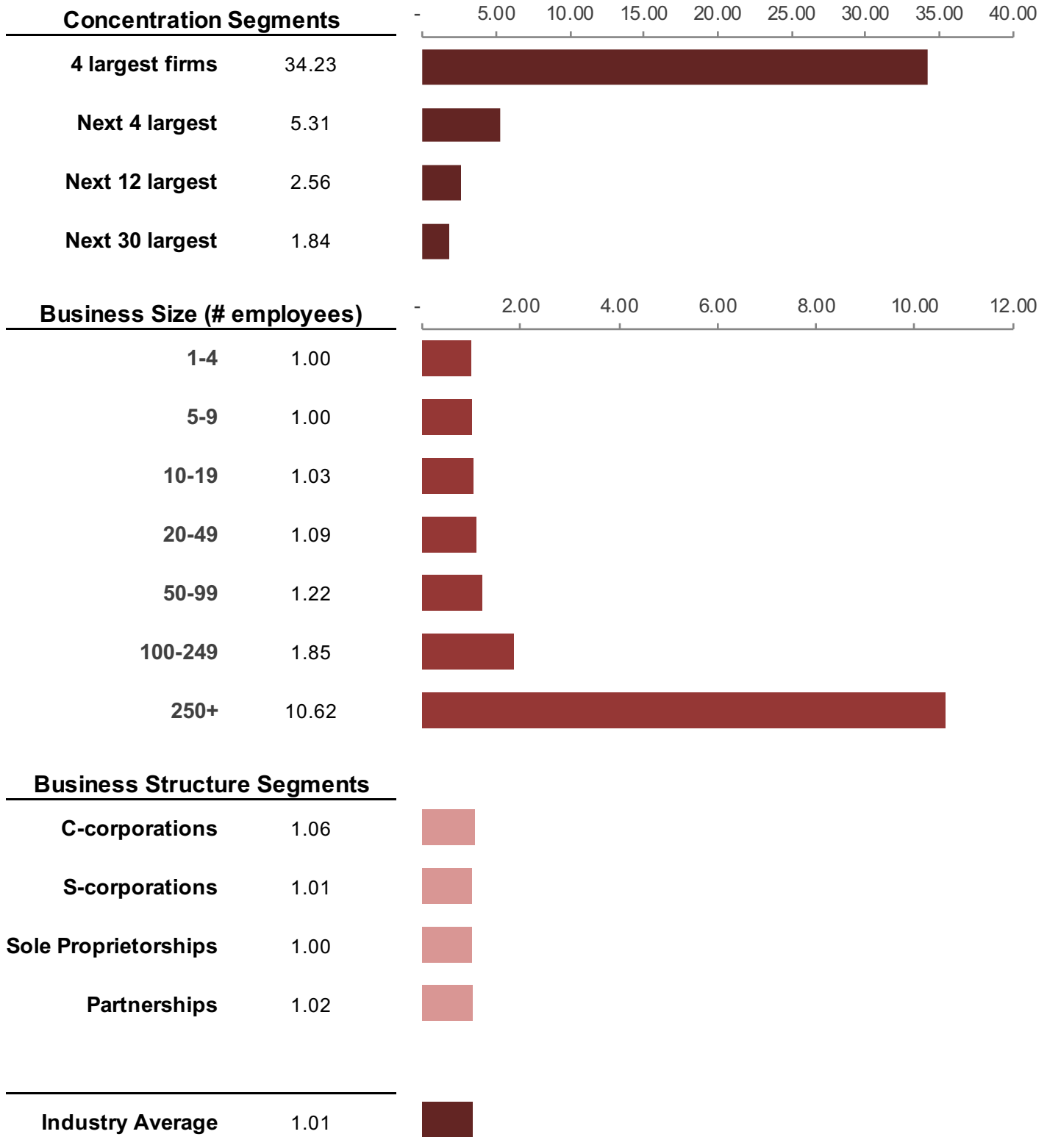
The number of full-time and part-time employees for each MSA. When it states "no data", there wasn't a sufficient sample size of data for the state.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Reno, NV	107	Staunton-Waynesboro, VA	20
Richmond, VA	437	Stockton-Lodi, CA	232
Riverside-San Bernardino-Ontario, CA	716	Sumter, SC	37
Roanoke, VA	37	Syracuse, NY	119
Rochester, MN	103	Tallahassee, FL	49
Rochester, NY	232	Tampa-St. Petersburg-Clearwater, FL	797
Rockford, IL	83	Terre Haute, IN	54
Rocky Mount, NC	49	Texarkana, TX-AR	1
Rome, GA	30	The Villages, FL	34
Sacramento--Roseville--Arden-Arcade, CA	312	Toledo, OH	88
Saginaw, MI	48	Topeka, KS	89
St. Cloud, MN	11	Trenton, NJ	144
St. George, UT	62	Tucson, AZ	204
St. Joseph, MO-KS	46	Tulsa, OK	310
St. Louis, MO-IL	1,034	Tuscaloosa, AL	81
Salem, OR	72	Tyler, TX	23
Salinas, CA	61	Urban Honolulu, HI	184
Salisbury, MD-DE	58	Utica-Rome, NY	52
Salt Lake City, UT	767	Valdosta, GA	6
San Angelo, TX	8	Vallejo-Fairfield, CA	36
San Antonio-New Braunfels, TX	649	Victoria, TX	no data
San Diego-Carlsbad, CA	1,959	Vineland-Bridgeton, NJ	49
San Francisco-Oakland-Hayward, CA	6,177	Virginia Beach-Norfolk-Newport, VA-NC	309
San Jose-Sunnyvale-Santa Clara, CA	1,142	Visalia-Porterville, CA	134
San Luis Obispo-Paso Robles-Arroyo Gr., CA	67	Waco, TX	104
Santa Cruz-Watsonville, CA	123	Walla Walla, WA	2
Santa Fe, NM	50	Warner Robins, GA	10
Santa Maria-Santa Barbara, CA	163	Washing.-Arling.-Alexan., DC-VA-MD-WV	3,322
Santa Rosa, CA	148	Waterloo-Cedar Falls, IA	21
Savannah, GA	92	Watertown-Fort Drum, NY	10
Scranton--Wilkes-Barre--Hazleton, PA	113	Wausau, WI	4
Seattle-Tacoma-Bellevue, WA	2,762	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	63	Wenatchee, WA	21
Sebring, FL	20	Wheeling, WV-OH	67
Sheboygan, WI	13	Wichita, KS	193
Sherman-Denison, TX	39	Wichita Falls, TX	9
Shreveport-Bossier City, LA	26	Williamsport, PA	9
Sierra Vista-Douglas, AZ	2	Wilmington, NC	124
Sioux City, IA-NE-SD	64	Winchester, VA-WV	17
Sioux Falls, SD	50	Winston-Salem, NC	240
South Bend-Mishawaka, IN-MI	110	Worcester, MA-CT	170
Spartanburg, SC	30	Yakima, WA	3
Spokane-Spokane Valley, WA	111	York-Hanover, PA	43
Springfield, IL	12	Youngstown-Warren-Boardman, OH-PA	87
Springfield, MA	111	Yuba City, CA	6
Springfield, MO	147	Yuma, AZ	3
Springfield, OH	33		
State College, PA	41		



# 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.

<b>Metropolitan Statistical Area</b>	<b>#</b>	<b>Metropolitan Statistical Area</b>	<b>#</b>
Abilene, TX	6	Brunswick, GA	14
Akron, OH	62	Buffalo-Cheektowaga-Niagara Falls, NY	67
Albany, GA	6	Burlington, NC	6
Albany, OR	2	Burlington-South Burlington, VT	48
Albany-Schenectady-Troy, NY	57	California-Lexington Park, MD	1
Albuquerque, NM	49	Canton-Massillon, OH	20
Alexandria, LA	1	Cape Coral-Fort Myers, FL	120
Allentown-Bethlehem-Easton, PA-NJ	46	Cape Girardeau, MO-IL	no data
Altoona, PA	6	Carbondale-Marion, IL	5
Amarillo, TX	7	Carson City, NV	5
Ames, IA	7	Casper, WY	8
Anchorage, AK	24	Cedar Rapids, IA	19
Ann Arbor, MI	42	Chambersburg-Waynesboro, PA	7
Anniston-Oxford-Jacksonville, AL	4	Champaign-Urbana, IL	16
Appleton, WI	8	Charleston, WV	12
Asheville, NC	97	Charleston-North Charleston, SC	121
Athens-Clarke County, GA	20	Charlotte-Concord-Gastonia, NC-SC	336
Atlanta-Sandy Springs-Roswell, GA	1,024	Charlottesville, VA	47
Atlantic City-Hammonton, NJ	12	Chattanooga, TN-GA	30
Auburn-Opelika, AL	11	Cheyenne, WY	4
Augusta-Richmond County, GA-SC	21	Chicago-Naperville-Elgin, IL-IN-WI	1,692
Austin-Round Rock, TX	358	Chico, CA	10
Bakersfield, CA	12	Cincinnati, OH-KY-IN	208
Baltimore-Columbia-Towson, MD	328	Clarksville, TN-KY	5
Bangor, ME	8	Cleveland, TN	4
Barnstable Town, MA	34	Cleveland-Elyria, OH	232
Baton Rouge, LA	57	Coeur d'Alene, ID	7
Battle Creek, MI	1	College Station-Bryan, TX	7
Bay City, MI	3	Colorado Springs, CO	77
Beaumont-Port Arthur, TX	8	Columbia, MO	16
Beckley, WV	3	Columbia, SC	45
Bellingham, WA	19	Columbus, GA-AL	5
Bend-Redmond, OR	34	Columbus, IN	6
Billings, MT	11	Columbus, OH	177
Binghamton, NY	10	Corpus Christi, TX	21
Birmingham-Hoover, AL	96	Corvallis, OR	6
Bismarck, ND	6	Crestview-Fort Walton Beach-Destin, FL	39
Blacksburg-Christiansburg-Radford, VA	6	Cumberland, MD-WV	4
Bloomington, IL	7	Dallas-Fort Worth-Arlington, TX	720
Bloomington, IN	8	Dalton, GA	4
Bloomsburg-Berwick, PA	3	Danville, IL	no data
Boise City, ID	97	Daphne-Fairhope-Foley, AL	19
Boston-Cambridge-Newton, MA-NH	601	Davenport-Moline-Rock Island, IA-IL	32
Boulder, CO	135	Dayton, OH	32
Bowling Green, KY	3	Decatur, AL	6
Bremerton-Silverdale, WA	32	Decatur, IL	5
Bridgeport-Stamford-Norwalk, CT	192	Deltona-Daytona Beach-Ormond, FL	58
Brownsville-Harlingen, TX	10	Denver-Aurora-Lakewood, CO	620

## Locations per Metropolitan Area

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<b>Metropolitan Statistical Area</b>	<b>#</b>	<b>Metropolitan Statistical Area</b>	<b>#</b>
Des Moines-West Des Moines, IA	59	Greenville-Anderson-Mauldin, SC	84
Detroit-Warren-Dearborn, MI	381	Gulfport-Biloxi-Pascagoula, MS	8
Dothan, AL	2	Hagerstown-Martinsburg, MD-WV	7
Dover, DE	5	Hammond, LA	1
Dubuque, IA	8	Hanford-Corcoran, CA	2
Duluth, MN-WI	17	Harrisburg-Carlisle, PA	36
Durham-Chapel Hill, NC	52	Harrisonburg, VA	7
East Stroudsburg, PA	8	Hartford-West Hartford-East Hartford, CT	68
Eau Claire, WI	5	Hattiesburg, MS	4
El Centro, CA	6	Hickory-Lenoir-Morganton, NC	27
Elizabethtown-Fort Knox, KY	3	Hilton Head Island-Bluffton-Beaufort, SC	45
Elkhart-Goshen, IN	27	Hinesville, GA	1
Elmira, NY	2	Homosassa Springs, FL	6
El Paso, TX	22	Hot Springs, AR	5
Enid, OK	no data	Houma-Thibodaux, LA	4
Erie, PA	5	Houston-The Woodlands-Sugar Land, TX	504
Eugene, OR	39	Huntington-Ashland, WV-KY-OH	8
Evansville, IN-KY	17	Huntsville, AL	23
Fairbanks, AK	2	Idaho Falls, ID	6
Fargo, ND-MN	13	Indianapolis-Carmel-Anderson, IN	206
Farmington, NM	4	Iowa City, IA	8
Fayetteville, NC	7	Ithaca, NY	8
Fayetteville-Springdale-Rogers, AR-MO	47	Jackson, MI	5
Flagstaff, AZ	4	Jackson, MS	42
Flint, MI	14	Jackson, TN	1
Florence, SC	5	Jacksonville, FL	169
Florence-Muscle Shoals, AL	2	Jacksonville, NC	4
Fond du Lac, WI	6	Janesville-Beloit, WI	4
Fort Collins, CO	64	Jefferson City, MO	10
Fort Smith, AR-OK	7	Johnson City, TN	4
Fort Wayne, IN	35	Johnstown, PA	5
Fresno, CA	28	Jonesboro, AR	2
Gadsden, AL	2	Joplin, MO	5
Gainesville, FL	22	Kahului-Wailuku-Lahaina, HI	23
Gainesville, GA	12	Kalamazoo-Portage, MI	24
Gettysburg, PA	1	Kankakee, IL	7
Glens Falls, NY	8	Kansas City, MO-KS	235
Goldsboro, NC	1	Kennewick-Richland, WA	14
Grand Forks, ND-MN	2	Killeen-Temple, TX	5
Grand Island, NE	1	Kingsport-Bristol-Bristol, TN-VA	6
Grand Junction, CO	13	Kingston, NY	27
Grand Rapids-Wyoming, MI	141	Knoxville, TN	37
Grants Pass, OR	4	Kokomo, IN	2
Great Falls, MT	4	La Crosse-Onalaska, WI-MN	11
Greeley, CO	14	Lafayette, LA	30
Green Bay, WI	24	Lafayette-West Lafayette, IN	7
Greensboro-High Point, NC	129	Lake Charles, LA	7
Greenville, NC	4	Lake Havasu City-Kingman, AZ	4

## Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Lakeland-Winter Haven, FL	33	Muncie, IN	4
Lancaster, PA	45	Muskegon, MI	7
Lansing-East Lansing, MI	22	Myrtle-Conway-North Myrtle, SC-NC	49
Laredo, TX	2	Napa, CA	29
Las Cruces, NM	4	Naples-Immokalee-Marco Island, FL	143
Las Vegas-Henderson-Paradise, NV	204	Nashville-Davidson--Murfr.--Franklin, TN	181
Lawrence, KS	15	New Bern, NC	5
Lawton, OK	1	New Haven-Milford, CT	39
Lebanon, PA	6	New Orleans-Metairie, LA	109
Lewiston, ID-WA	1	New York-Newark-Jersey City, NY-NJ-PA	4,364
Lewiston-Auburn, ME	4	Niles-Benton Harbor, MI	6
Lexington-Fayette, KY	49	North Port-Sarasota-Bradenton, FL	144
Lima, OH	2	Norwich-New London, CT	17
Lincoln, NE	41	Ocala, FL	17
Little Rock-North Little Rock-Conway, AR	62	Ocean City, NJ	12
Logan, UT-ID	13	Odessa, TX	no data
Longview, TX	6	Ogden-Clearfield, UT	58
Longview, WA	3	Oklahoma City, OK	114
Los Angeles-Long Beach-Anaheim, CA	3,089	Olympia-Tumwater, WA	16
Louisville/Jefferson County, KY-IN	118	Omaha-Council Bluffs, NE-IA	105
Lubbock, TX	22	Orlando-Kissimmee-Sanford, FL	422
Lynchburg, VA	15	Oshkosh-Neenah, WI	6
Macon-Bibb County, GA	8	Owensboro, KY	4
Madera, CA	3	Oxnard-Thousand Oaks-Ventura, CA	83
Madison, WI	92	Palm Bay-Melbourne-Titusville, FL	39
Manchester-Nashua, NH	30	Panama City, FL	8
Manhattan, KS	6	Parkersburg-Vienna, WV	4
Mankato-North Mankato, MN	6	Pensacola-Ferry Pass-Brent, FL	34
Mansfield, OH	6	Peoria, IL	14
McAllen-Edinburg-Mission, TX	4	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	608
Medford, OR	16	Phoenix-Mesa-Scottsdale, AZ	509
Memphis, TN-MS-AR	57	Pine Bluff, AR	3
Merced, CA	no data	Pittsburgh, PA	180
Miami-Fort Lauderdale-West Palm Beach, FL	1,545	Pittsfield, MA	17
Michigan City-La Porte, IN	5	Pocatello, ID	4
Midland, MI	3	Portland-South Portland, ME	90
Midland, TX	14	Portland-Vancouver-Hillsboro, OR-WA	513
Milwaukee-Waukesha-West Allis, WI	152	Port St. Lucie, FL	46
Minneapolis-St. Paul-Bloomington, MN-WI	669	Prescott, AZ	14
Missoula, MT	16	Providence-Warwick, RI-MA	161
Mobile, AL	19	Provo-Orem, UT	87
Modesto, CA	17	Pueblo, CO	3
Monroe, LA	7	Punta Gorda, FL	17
Monroe, MI	7	Racine, WI	16
Montgomery, AL	16	Raleigh, NC	214
Morgantown, WV	3	Rapid City, SD	10
Morristown, TN	no data	Reading, PA	24
Mount Vernon-Anacortes, WA	4	Redding, CA	5

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<b>Metropolitan Statistical Area</b>	<b>#</b>	<b>Metropolitan Statistical Area</b>	<b>#</b>
Reno, NV	52	Staunton-Waynesboro, VA	10
Richmond, VA	137	Stockton-Lodi, CA	10
Riverside-San Bernardino-Ontario, CA	230	Sumter, SC	2
Roanoke, VA	22	Syracuse, NY	38
Rochester, MN	6	Tallahassee, FL	23
Rochester, NY	68	Tampa-St. Petersburg-Clearwater, FL	348
Rockford, IL	22	Terre Haute, IN	3
Rocky Mount, NC	1	Texarkana, TX-AR	3
Rome, GA	4	The Villages, FL	3
Sacramento--Roseville--Arden-Arcade, CA	123	Toledo, OH	24
Saginaw, MI	4	Topeka, KS	10
St. Cloud, MN	10	Trenton, NJ	36
St. George, UT	23	Tucson, AZ	82
St. Joseph, MO-KS	1	Tulsa, OK	92
St. Louis, MO-IL	262	Tuscaloosa, AL	10
Salem, OR	21	Tyler, TX	14
Salinas, CA	19	Urban Honolulu, HI	68
Salisbury, MD-DE	20	Utica-Rome, NY	12
Salt Lake City, UT	237	Valdosta, GA	4
San Angelo, TX	4	Vallejo-Fairfield, CA	10
San Antonio-New Braunfels, TX	145	Victoria, TX	8
San Diego-Carlsbad, CA	489	Vineland-Bridgeton, NJ	2
San Francisco-Oakland-Hayward, CA	1,039	Virginia Beach-Norfolk-Newport, VA-NC	106
San Jose-Sunnyvale-Santa Clara, CA	214	Visalia-Porterville, CA	11
San Luis Obispo-Paso Robles-Arroyo Gr., CA	24	Waco, TX	13
Santa Cruz-Watsonville, CA	38	Walla Walla, WA	3
Santa Fe, NM	32	Warner Robins, GA	6
Santa Maria-Santa Barbara, CA	57	Washing.-Arling.-Alexan., DC-VA-MD-WV	766
Santa Rosa, CA	64	Waterloo-Cedar Falls, IA	7
Savannah, GA	39	Watertown-Fort Drum, NY	5
Scranton--Wilkes-Barre--Hazleton, PA	22	Wausau, WI	4
Seattle-Tacoma-Bellevue, WA	627	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	32	Wenatchee, WA	11
Sebring, FL	2	Wheeling, WV-OH	5
Sheboygan, WI	4	Wichita, KS	53
Sherman-Denison, TX	1	Wichita Falls, TX	4
Shreveport-Bossier City, LA	12	Williamsport, PA	3
Sierra Vista-Douglas, AZ	1	Wilmington, NC	52
Sioux City, IA-NE-SD	5	Winchester, VA-WV	11
Sioux Falls, SD	19	Winston-Salem, NC	74
South Bend-Mishawaka, IN-MI	15	Worcester, MA-CT	51
Spartanburg, SC	17	Yakima, WA	5
Spokane-Spokane Valley, WA	44	York-Hanover, PA	23
Springfield, IL	8	Youngstown-Warren-Boardman, OH-PA	19
Springfield, MA	27	Yuba City, CA	2
Springfield, MO	44	Yuma, AZ	4
Springfield, OH	2		
State College, PA	17		

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