

Kentley Insights

2024 Market Research Report Specialized Design Services

July 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

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.

Overall Industry Size

The overall 2023 revenue for the Specialized Design Services industry was \$40.8 billion. The industry is above average in industry size, ranking in the top 40% of service industries in terms of size.

Overall Industry Growth

Over the past 5 years, industry revenue have been growing at an annual rate of 5.3% per year. This growth rate is close to the 6.2% average for service industries and ranks it in the top 60% of all service industries.

Overall Industry Growth Forecast

Given the macroeconomic climate and industry dynamics, the forecasted industry revenue growth rate for the next 5 years is 3.6% per year for the Specialized Design Services industry.

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.

Product Line Concentration

In the Specialized Design Services industry, the top 3 product lines make up 67% of revenue, which ranks in the bottom 40% of service industries.

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.

Sales per Capita

For the Specialized Design Services industry, D.C. has the highest sales per capita at \$416. This is 342% higher than the average \$94 per capita across the U.S.

Sales per Location

For the industry, D.C. has the highest sales per location at \$2.2 million, which is 94% 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.

Operating Expenses

In 2023, the operating expenses as a percent of revenue for the Specialized Design Services industry was 60.4%, and over the past 3 years total operating expenses for the industry grew at 6.1% per year.

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.

Employee Productivity

For the Specialized Design Services industry, in 2023 the sales per employee grew 3.9% over 2022 to \$300,726, which ranks the industry in the top 60% of service industries.

Profitability

69.9% of Companies in the Specialized Design Services industry are profitable, with an average net income of 12.3% of revenue, which ranks the industry in the top 60% of service industries.

Payroll per Employee

In 2023, payroll per employee equaled \$72,103 for the industry, which ranks it in the top 40% of service industries. Payroll per employee has grown at an annual rate of 4.4% over the past 3 years.

Payroll by State

D.C. is the highest paying state in the Specialized Design Services industry, with a payroll per employee of \$91,861, which is 27.4% higher than the U.S. average.

Job Categorization

The jobs breakdown in the Specialized Design Services industry is as follows: 30.5% of the jobs are in management and finance, 48.8% of the jobs are in sales, service and marketing, while 20.5% of the jobs are in operations and technology.

Top Jobs

The top job in the Specialized Design Services industry is Designers at 37.7% of the industry employees. While the second ranked job is General and Operations Managers at 6.8% of the industry employees.

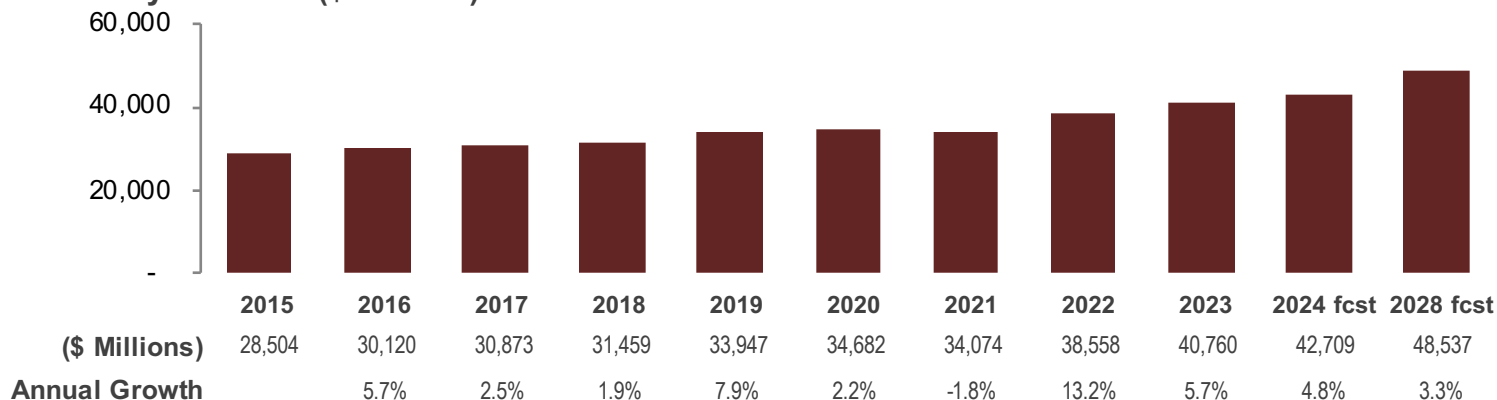
Section One

Revenue & Growth Analysis

Industry Growth Details

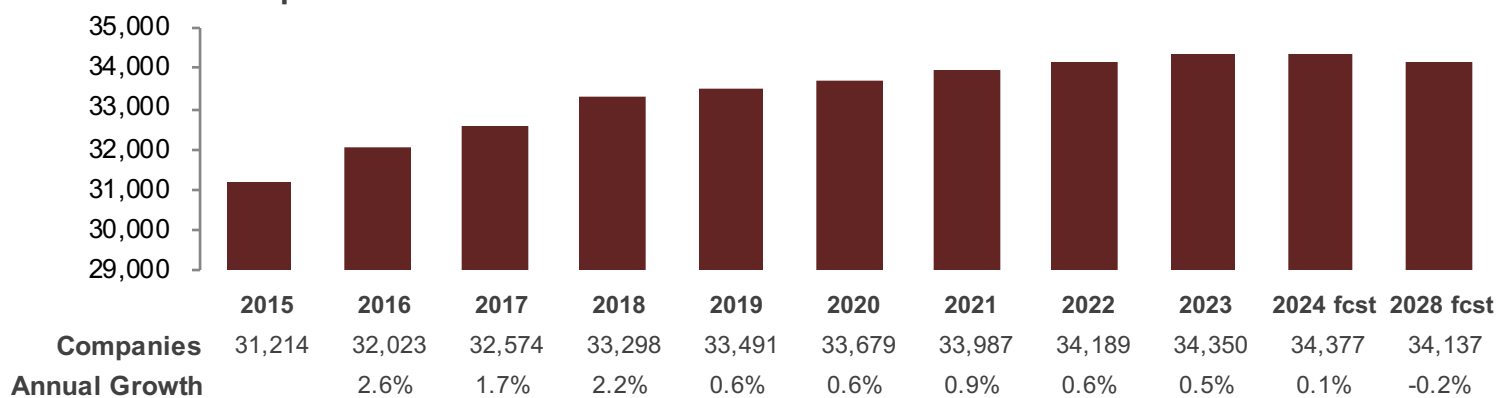
To get a macro level view of the Specialized Design Services industry, below are the historical details and industry growth forecasts for total industry revenue, number of companies, and number of locations.

Industry Revenue (\$ Millions)



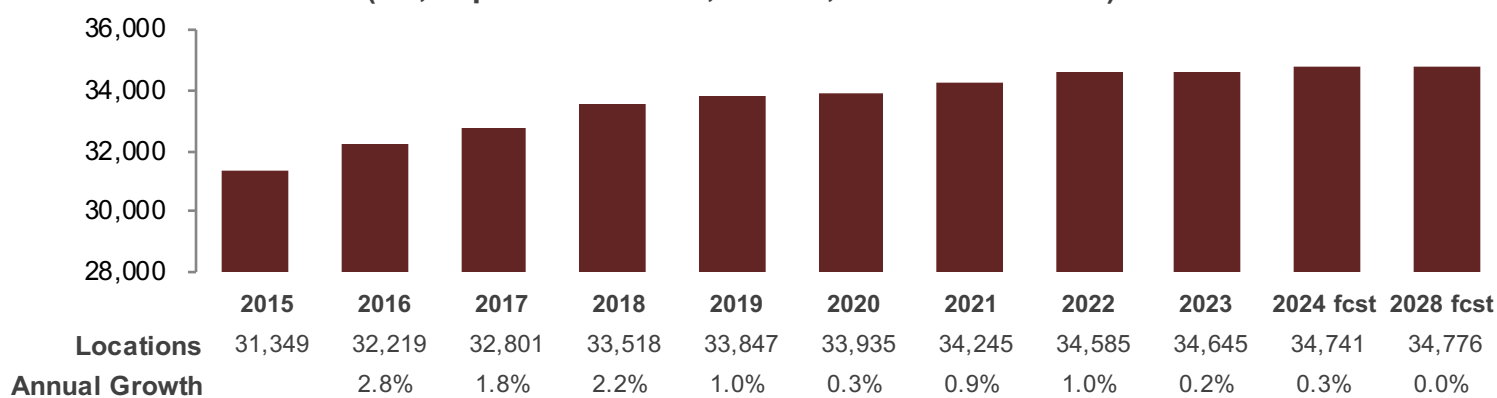
Compound Annual Growth Rate **5.5%** 3-Year **5.3%** 5-Year

Number of Companies



Compound Annual Growth Rate **0.7%** 3-Year **0.6%** 5-Year

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

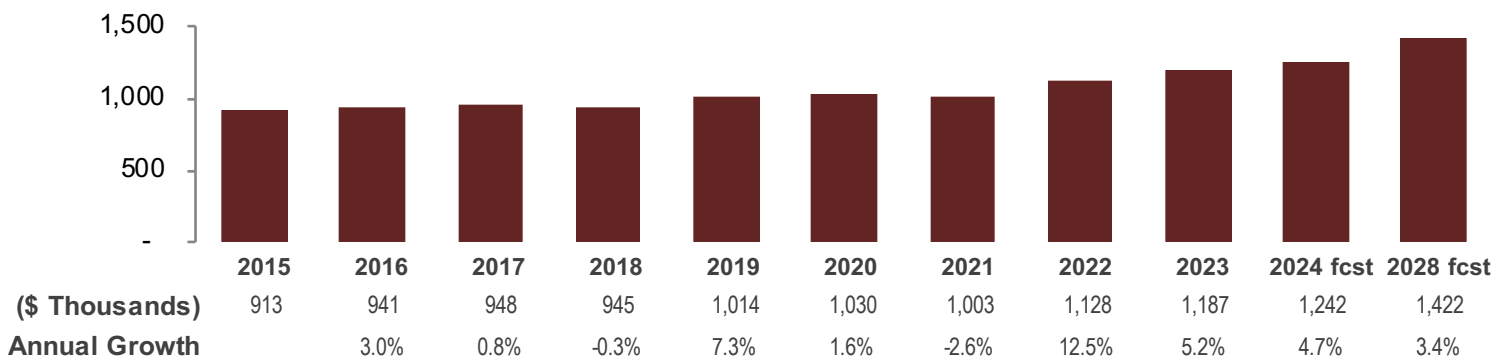


Compound Annual Growth Rate **0.7%** 3-Year **0.7%** 5-Year

Growth Benchmarks

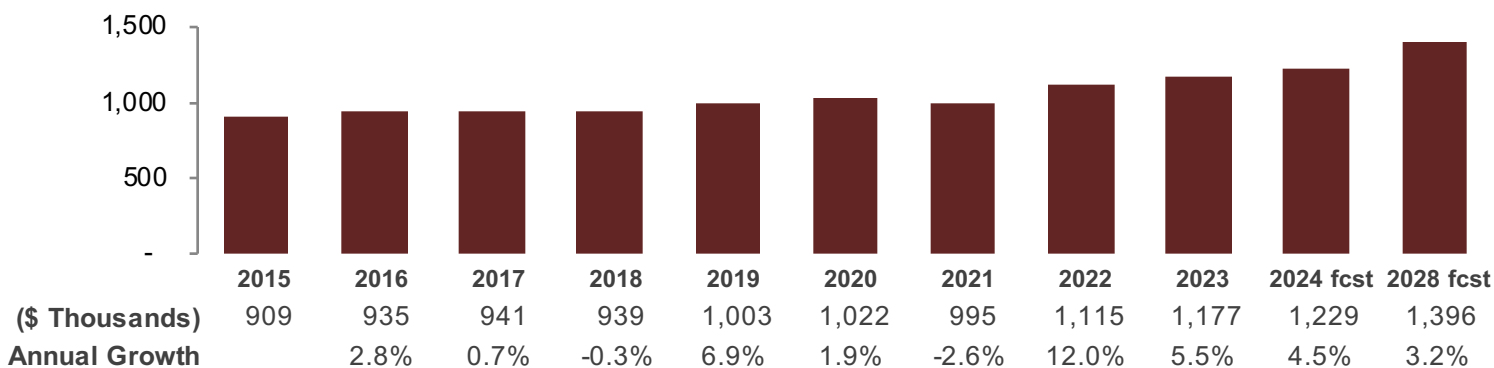
Below are the normalized growth benchmarks for the Specialized Design Services industry, including revenue per company, revenue per location, and locations per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and location growth.

Revenue per Company (\$ Thousands)



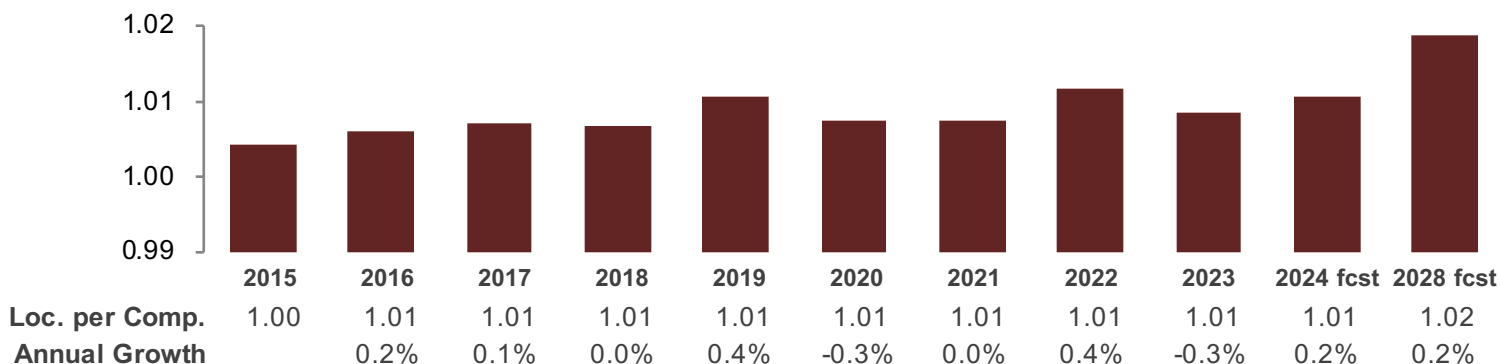
Compound Annual Growth Rate **4.8%** 3-Year **4.7%** 5-Year

Revenue per Location (\$ Thousands)



Compound Annual Growth Rate **4.8%** 3-Year **4.6%** 5-Year

Locations per Company

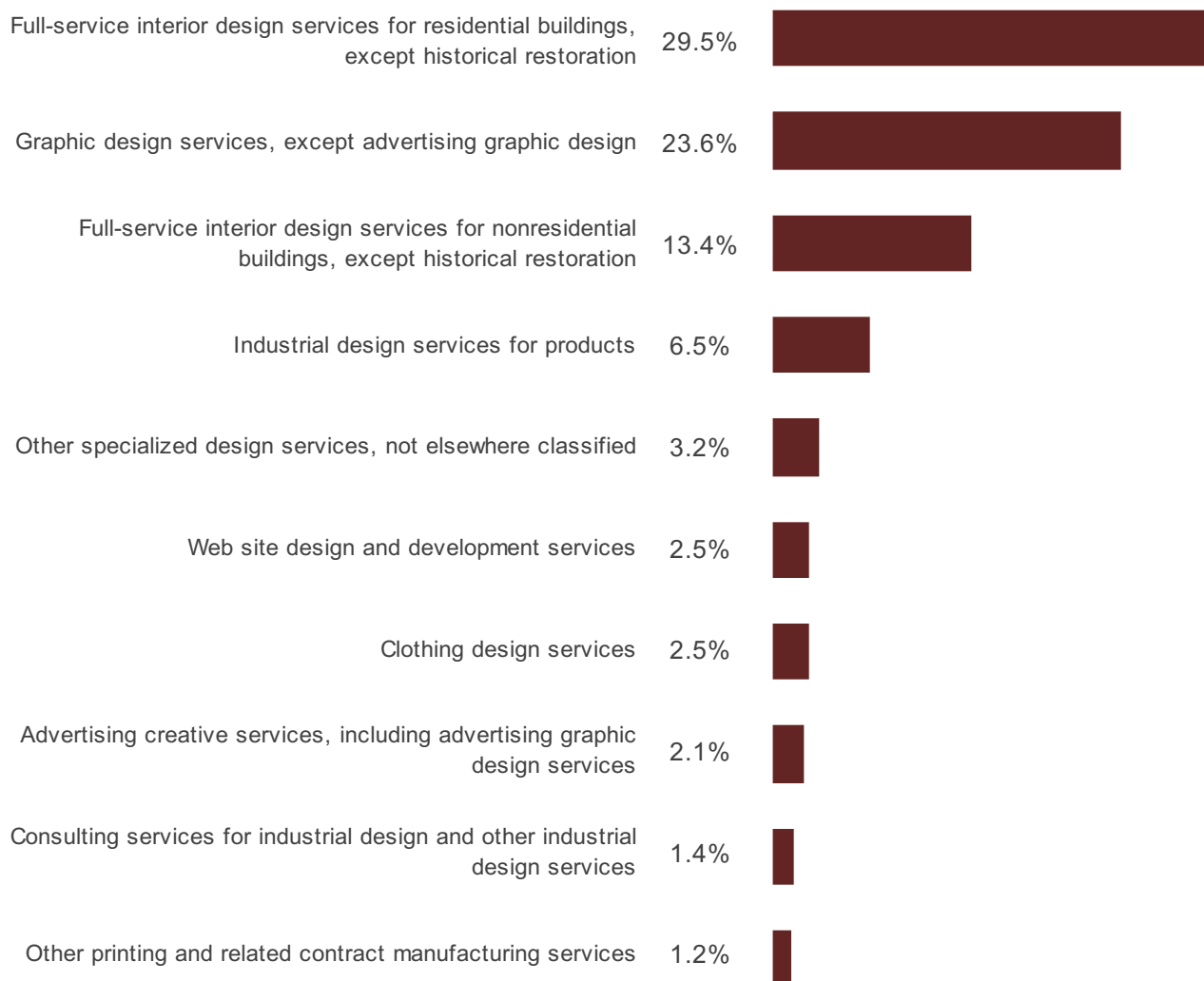


Compound Annual Growth Rate **0.0%** 3-Year **0.0%** 5-Year

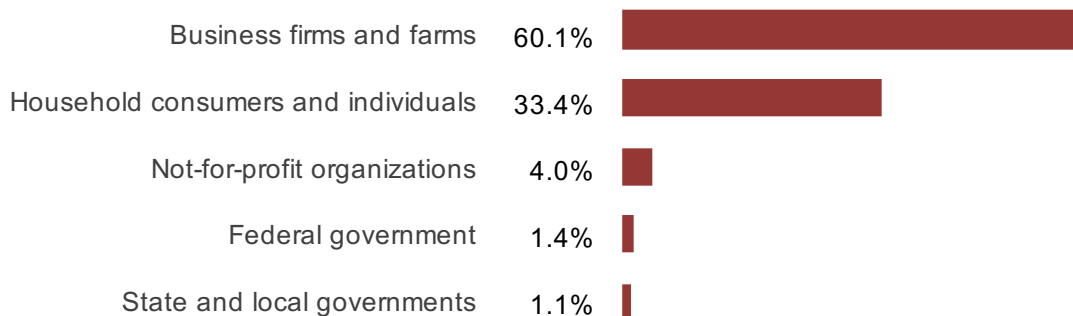
Breakdown of Top Product Lines

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 (%)



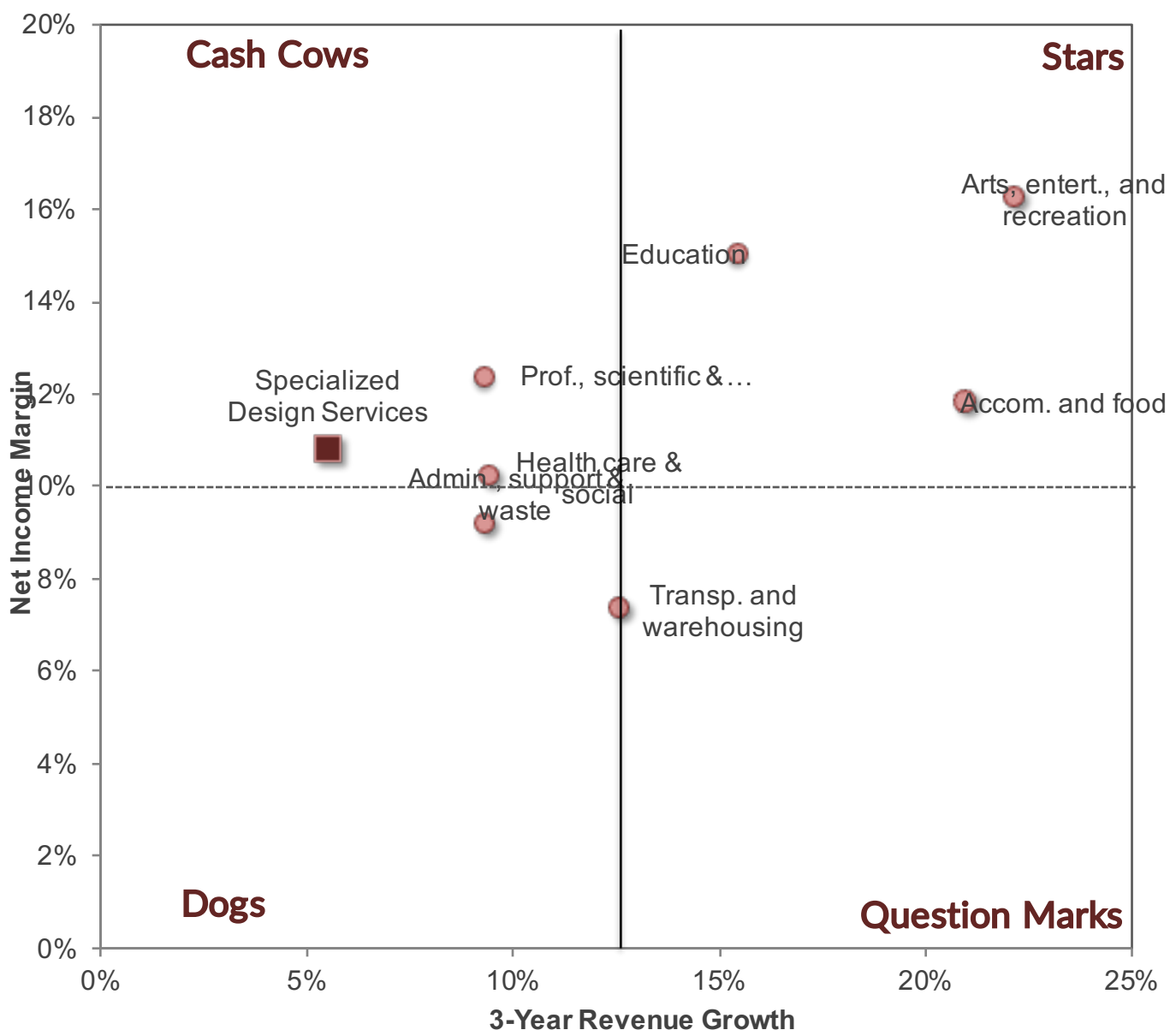
Breakdown of Sales by Customer Type (%)



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?

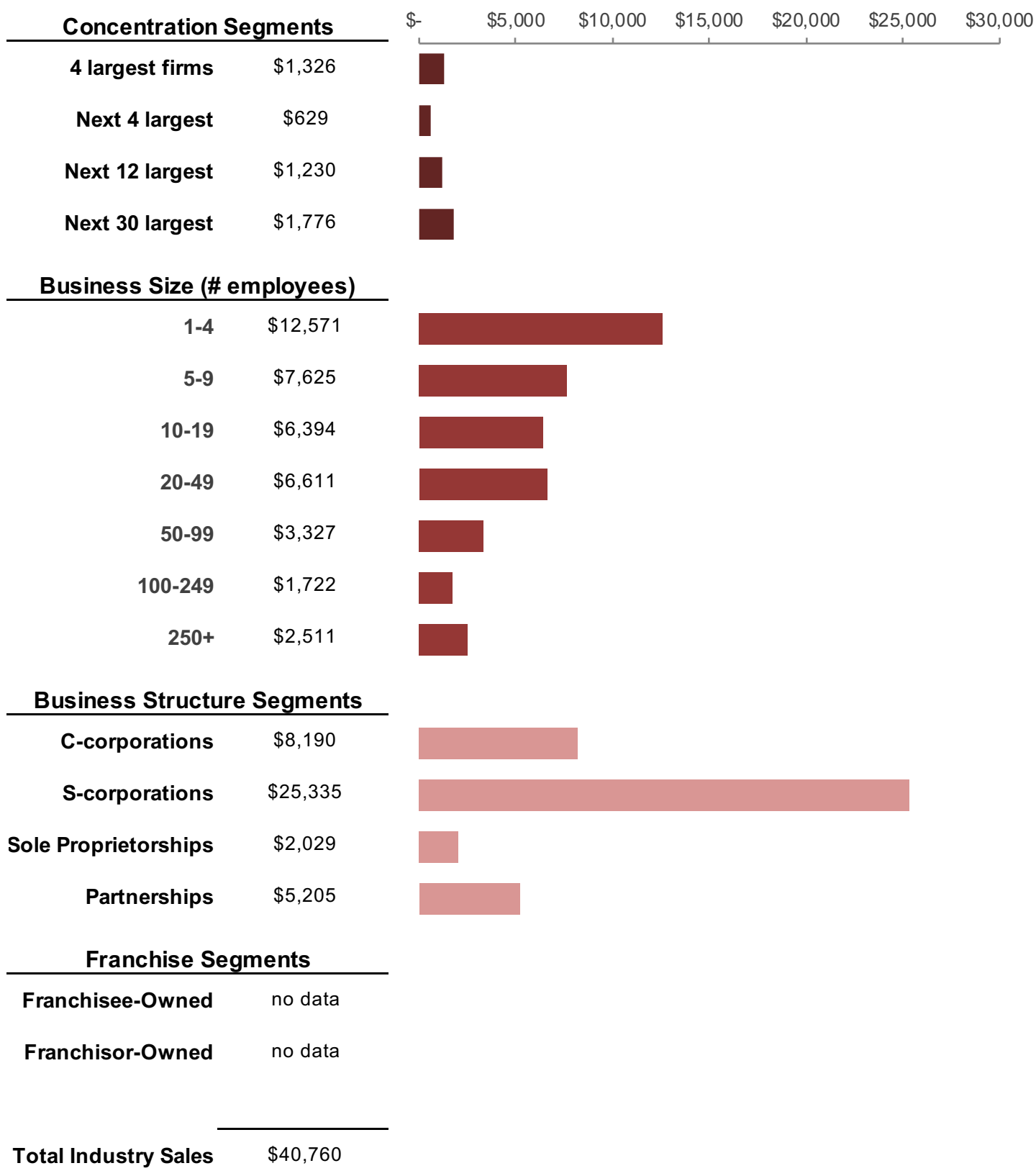
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. While, those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are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

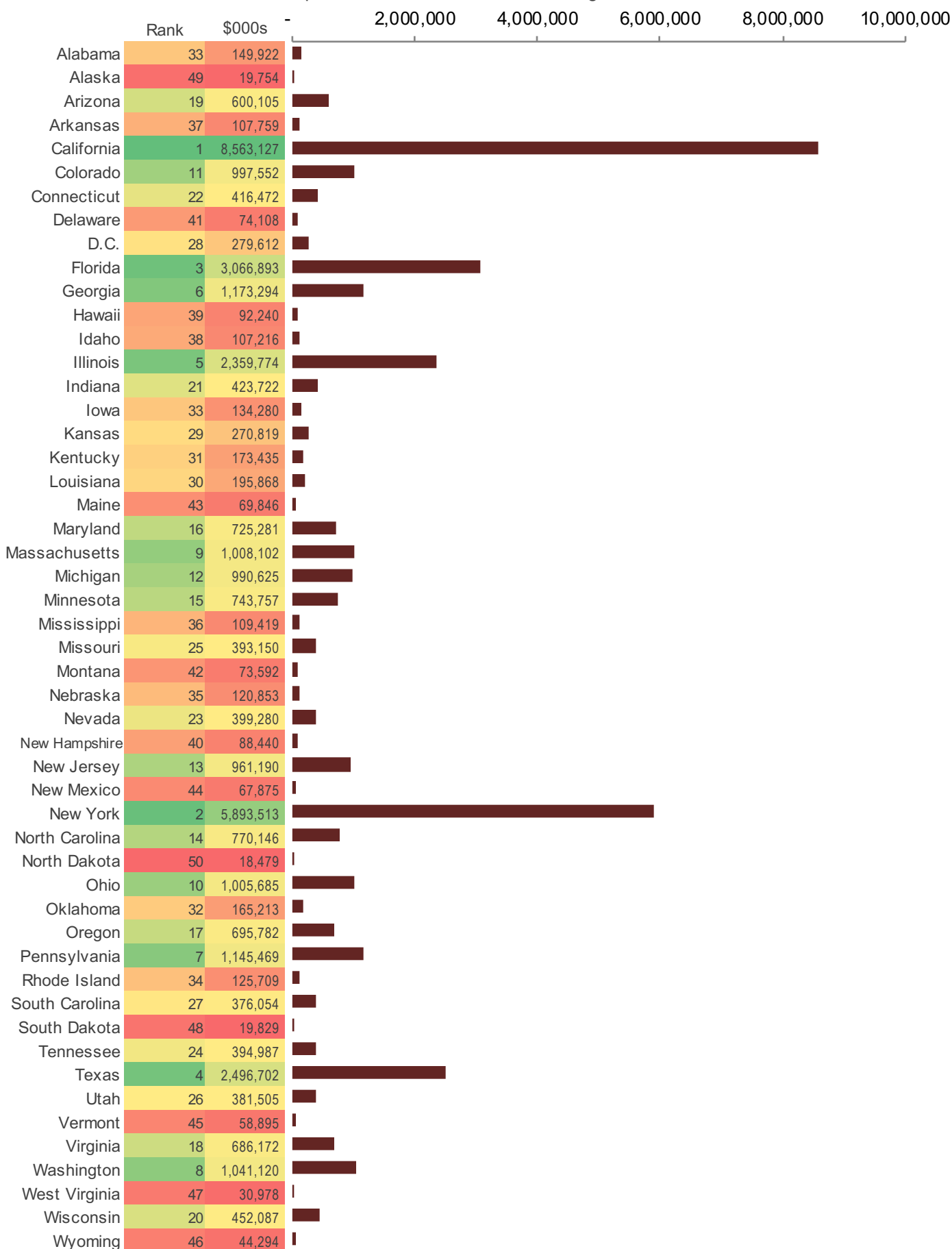
Below is total sales for various industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in \$ millions



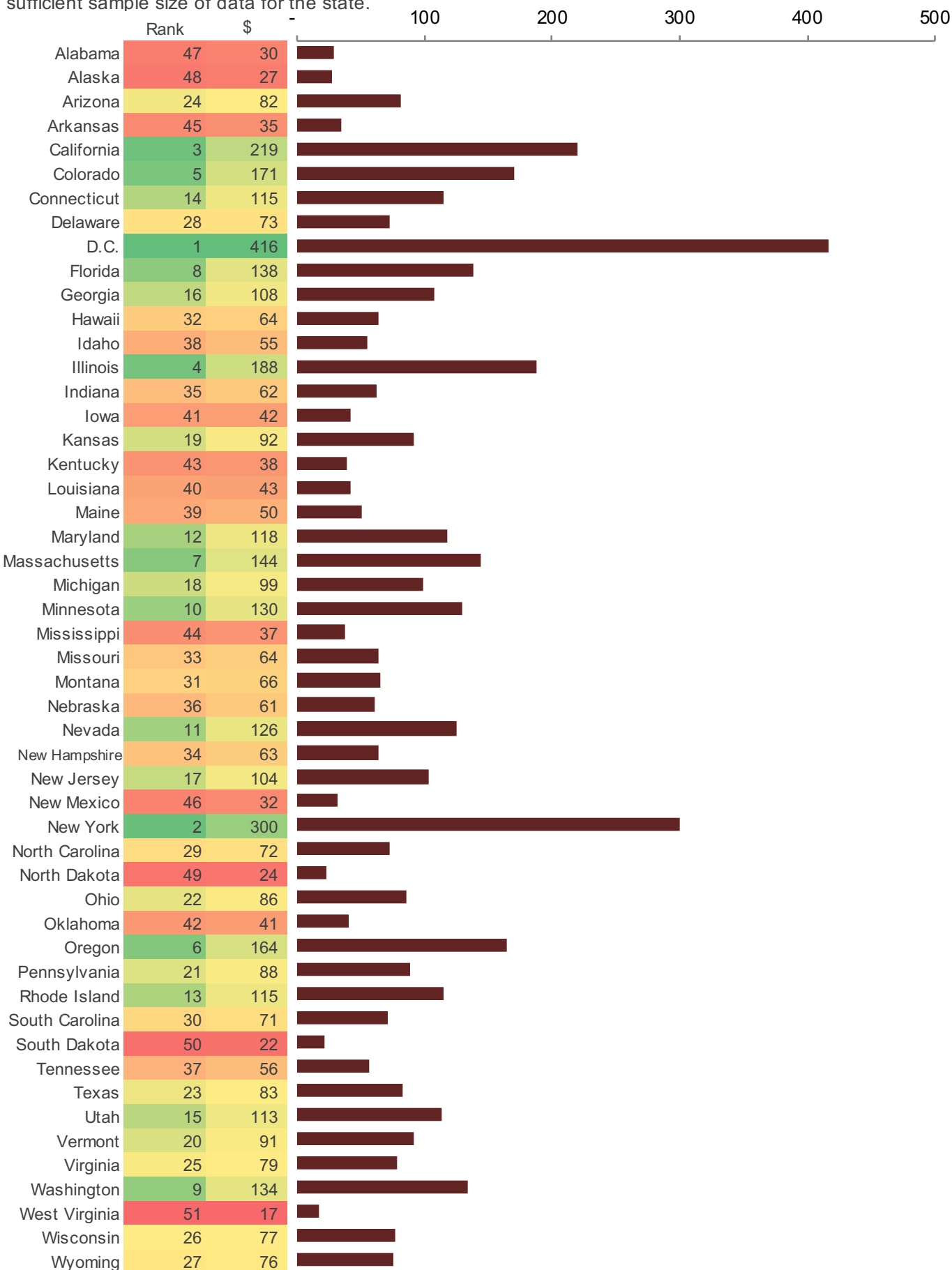
Sales per State

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	4,945	Brunswick, GA	16,284
Akron, OH	46,680	Buffalo-Cheektowaga-Niagara Falls, NY	32,278
Albany, GA	2,216	Burlington, NC	14,281
Albany, OR	10,735	Burlington-South Burlington, VT	20,953
Albany-Schenectady-Troy, NY	29,723	California-Lexington Park, MD	17,428
Albuquerque, NM	97,637	Canton-Massillon, OH	11,571
Alexandria, LA	13,739	Cape Coral-Fort Myers, FL	110,438
Allentown-Bethlehem-Easton, PA-NJ	45,059	Cape Girardeau, MO-IL	no data
Altoona, PA	2,123	Carbondale-Marion, IL	4,446
Amarillo, TX	3,173	Carson City, NV	1,279
Ames, IA	2,005	Casper, WY	2,932
Anchorage, AK	15,041	Cedar Rapids, IA	10,143
Ann Arbor, MI	35,324	Chambersburg-Waynesboro, PA	2,290
Anniston-Oxford-Jacksonville, AL	2,618	Champaign-Urbana, IL	4,813
Appleton, WI	5,268	Charleston, WV	2,939
Asheville, NC	50,733	Charleston-North Charleston, SC	103,269
Athens-Clarke County, GA	9,858	Charlotte-Concord-Gastonia, NC-SC	239,019
Atlanta-Sandy Springs-Roswell, GA	1,021,755	Charlottesville, VA	20,199
Atlantic City-Hammonton, NJ	28,919	Chattanooga, TN-GA	16,536
Auburn-Opelika, AL	11,023	Cheyenne, WY	1,384
Augusta-Richmond County, GA-SC	22,858	Chicago-Naperville-Elgin, IL-IN-WI	2,306,243
Austin-Round Rock, TX	483,792	Chico, CA	20,182
Bakersfield, CA	14,333	Cincinnati, OH-KY-IN	350,899
Baltimore-Columbia-Towson, MD	361,429	Clarksville, TN-KY	1,156
Bangor, ME	3,188	Cleveland, TN	1,735
Barnstable Town, MA	27,484	Cleveland-Elyria, OH	221,550
Baton Rouge, LA	62,602	Coeur d'Alene, ID	15,300
Battle Creek, MI	4,254	College Station-Bryan, TX	1,928
Bay City, MI	2,613	Colorado Springs, CO	93,429
Beaumont-Port Arthur, TX	10,749	Columbia, MO	18,409
Beckley, WV	8,968	Columbia, SC	54,555
Bellingham, WA	15,945	Columbus, GA-AL	1,502
Bend-Redmond, OR	25,410	Columbus, IN	14,268
Billings, MT	2,197	Columbus, OH	251,054
Binghamton, NY	24,238	Corpus Christi, TX	10,800
Birmingham-Hoover, AL	64,653	Corvallis, OR	10,408
Bismarck, ND	15,932	Crestview-Fort Walton Beach-Destin, FL	19,475
Blacksburg-Christiansburg-Radford, VA	4,336	Cumberland, MD-WV	1,255
Bloomington, IL	3,635	Dallas-Fort Worth-Arlington, TX	1,061,136
Bloomington, IN	3,854	Dalton, GA	2,991
Bloomsburg-Berwick, PA	513	Danville, IL	no data
Boise City, ID	65,561	Daphne-Fairhope-Foley, AL	30,080
Boston-Cambridge-Newton, MA-NH	915,906	Davenport-Moline-Rock Island, IA-IL	24,638
Boulder, CO	89,641	Dayton, OH	49,162
Bowling Green, KY	501	Decatur, AL	2,973
Bremerton-Silverdale, WA	15,925	Decatur, IL	1,435
Bridgeport-Stamford-Norwalk, CT	306,606	Deltona-Daytona Beach-Ormond, FL	63,608
Brownsville-Harlingen, TX	4,685	Denver-Aurora-Lakewood, CO	578,234

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	59,764	Greenville-Anderson-Mauldin, SC	89,121
Detroit-Warren-Dearborn, MI	658,201	Gulfport-Biloxi-Pascagoula, MS	7,317
Dothan, AL	14,692	Hagerstown-Martinsburg, MD-WV	24,764
Dover, DE	1,315	Hammond, LA	9,501
Dubuque, IA	8,343	Hanford-Corcoran, CA	1,410
Duluth, MN-WI	31,313	Harrisburg-Carlisle, PA	32,346
Durham-Chapel Hill, NC	34,057	Harrisonburg, VA	2,924
East Stroudsburg, PA	4,714	Hartford-West Hartford-East Hartford, CT	44,033
Eau Claire, WI	914	Hattiesburg, MS	3,869
El Centro, CA	18,861	Hickory-Lenoir-Morganton, NC	29,821
Elizabethtown-Fort Knox, KY	1,120	Hilton Head Island-Bluffton-Beaufort, SC	41,434
Elkhart-Goshen, IN	18,443	Hinesville, GA	8,636
Elmira, NY	8,310	Homosassa Springs, FL	4,048
El Paso, TX	7,745	Hot Springs, AR	3,465
Enid, OK	no data	Houma-Thibodaux, LA	768
Erie, PA	1,183	Houston-The Woodlands-Sugar Land, TX	642,376
Eugene, OR	19,085	Huntington-Ashland, WV-KY-OH	31,586
Evansville, IN-KY	9,902	Huntsville, AL	11,455
Fairbanks, AK	12,824	Idaho Falls, ID	19,252
Fargo, ND-MN	4,062	Indianapolis-Carmel-Anderson, IN	146,125
Farmington, NM	11,217	Iowa City, IA	7,119
Fayetteville, NC	47,409	Ithaca, NY	3,984
Fayetteville-Springdale-Rogers, AR-MO	40,732	Jackson, MI	2,583
Flagstaff, AZ	16,693	Jackson, MS	30,209
Flint, MI	31,720	Jackson, TN	18,367
Florence, SC	2,220	Jacksonville, FL	107,594
Florence-Muscle Shoals, AL	11,636	Jacksonville, NC	3,152
Fond du Lac, WI	2,049	Janesville-Beloit, WI	16,857
Fort Collins, CO	38,508	Jefferson City, MO	2,662
Fort Smith, AR-OK	5,506	Johnson City, TN	4,130
Fort Wayne, IN	31,101	Johnstown, PA	10,559
Fresno, CA	11,824	Jonesboro, AR	12,616
Gadsden, AL	6,445	Joplin, MO	4,470
Gainesville, FL	17,298	Kahului-Wailuku-Lahaina, HI	8,647
Gainesville, GA	25,834	Kalamazoo-Portage, MI	31,091
Gettysburg, PA	8,414	Kankakee, IL	3,491
Glens Falls, NY	6,490	Kansas City, MO-KS	285,208
Goldsboro, NC	11,049	Kennewick-Richland, WA	35,072
Grand Forks, ND-MN	1,162	Killeen-Temple, TX	43,445
Grand Island, NE	9,430	Kingsport-Bristol-Bristol, TN-VA	4,551
Grand Junction, CO	2,739	Kingston, NY	15,359
Grand Rapids-Wyoming, MI	133,364	Knoxville, TN	26,062
Grants Pass, OR	835	Kokomo, IN	8,927
Great Falls, MT	1,826	La Crosse-Onalaska, WI-MN	18,244
Greeley, CO	4,501	Lafayette, LA	11,340
Green Bay, WI	20,248	Lafayette-West Lafayette, IN	5,624
Greensboro-High Point, NC	96,104	Lake Charles, LA	1,086
Greenville, NC	7,234	Lake Havasu City-Kingman, AZ	13,259

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	15,683	Muncie, IN	9,028
Lancaster, PA	45,198	Muskegon, MI	17,477
Lansing-East Lansing, MI	11,766	Myrtle-Conway-North Myrtle Beach, SC-NC	43,204
Laredo, TX	22,870	Napa, CA	38,021
Las Cruces, NM	16,627	Naples-Immokalee-Marco Island, FL	165,326
Las Vegas-Henderson-Paradise, NV	362,030	Nashville-Davidson--Murfree.--Franklin, TN	247,009
Lawrence, KS	6,275	New Bern, NC	12,482
Lawton, OK	11,464	New Haven-Milford, CT	31,117
Lebanon, PA	7,139	New Orleans-Metairie, LA	88,903
Lewiston, ID-WA	6,395	New York-Newark-Jersey City, NY-NJ-PA	6,474,614
Lewiston-Auburn, ME	10,977	Niles-Benton Harbor, MI	7,083
Lexington-Fayette, KY	34,179	North Port-Sarasota-Bradenton, FL	98,609
Lima, OH	16,848	Norwich-New London, CT	40,315
Lincoln, NE	37,825	Ocala, FL	8,960
Little Rock-North Little Rock-Conway, AR	49,580	Ocean City, NJ	13,721
Logan, UT-ID	8,122	Odessa, TX	no data
Longview, TX	4,180	Ogden-Clearfield, UT	34,575
Longview, WA	834	Oklahoma City, OK	68,170
Los Angeles-Long Beach-Anaheim, CA	4,763,405	Olympia-Tumwater, WA	31,639
Louisville/Jefferson County, KY-IN	91,511	Omaha-Council Bluffs, NE-IA	75,234
Lubbock, TX	17,084	Orlando-Kissimmee-Sanford, FL	457,904
Lynchburg, VA	6,094	Oshkosh-Neenah, WI	10,763
Macon-Bibb County, GA	2,544	Owensboro, KY	1,903
Madera, CA	13,888	Oxnard-Thousand Oaks-Ventura, CA	56,684
Madison, WI	88,273	Palm Bay-Melbourne-Titusville, FL	12,618
Manchester-Nashua, NH	26,735	Panama City, FL	4,741
Manhattan, KS	15,617	Parkersburg-Vienna, WV	10,883
Mankato-North Mankato, MN	12,519	Pensacola-Ferry Pass-Brent, FL	13,481
Mansfield, OH	10,125	Peoria, IL	40,891
McAllen-Edinburg-Mission, TX	1,517	Philadelphia-Camden-Wilmin., PA-NJ-DE-M	837,119
Medford, OR	4,983	Phoenix-Mesa-Scottsdale, AZ	515,276
Memphis, TN-MS-AR	66,555	Pine Bluff, AR	7,393
Merced, CA	no data	Pittsburgh, PA	248,388
Miami-Fort Lauderdale-West Palm Beach, FL	1,647,299	Pittsfield, MA	15,147
Michigan City-La Porte, IN	8,715	Pocatello, ID	7,470
Midland, MI	4,354	Portland-South Portland, ME	53,301
Midland, TX	11,412	Portland-Vancouver-Hillsboro, OR-WA	565,067
Milwaukee-Waukesha-West Allis, WI	231,955	Port St. Lucie, FL	33,396
Minneapolis-St. Paul-Bloomington, MN-WI	513,647	Prescott, AZ	17,132
Missoula, MT	11,149	Providence-Warwick, RI-MA	144,693
Mobile, AL	7,453	Provo-Orem, UT	48,939
Modesto, CA	17,319	Pueblo, CO	14,109
Monroe, LA	14,790	Punta Gorda, FL	6,267
Monroe, MI	12,480	Racine, WI	17,300
Montgomery, AL	10,498	Raleigh, NC	159,041
Morgantown, WV	16,868	Rapid City, SD	2,469
Morristown, TN	no data	Reading, PA	21,529
Mount Vernon-Anacortes, WA	1,866	Redding, CA	3,124

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	20,926	Staunton-Waynesboro, VA	3,622
Richmond, VA	102,920	Stockton-Lodi, CA	69,891
Riverside-San Bernardino-Ontario, CA	188,789	Sumter, SC	10,721
Roanoke, VA	9,671	Syracuse, NY	25,274
Rochester, MN	30,856	Tallahassee, FL	8,421
Rochester, NY	55,346	Tampa-St. Petersburg-Clearwater, FL	216,135
Rockford, IL	22,309	Terre Haute, IN	16,349
Rocky Mount, NC	14,726	Texarkana, TX-AR	375
Rome, GA	8,811	The Villages, FL	10,265
Sacramento--Roseville--Arden-Arcade, CA	139,977	Toledo, OH	18,106
Saginaw, MI	8,392	Topeka, KS	26,645
St. Cloud, MN	3,047	Trenton, NJ	43,006
St. George, UT	24,825	Tucson, AZ	53,382
St. Joseph, MO-KS	13,405	Tulsa, OK	80,613
St. Louis, MO-IL	266,548	Tuscaloosa, AL	24,425
Salem, OR	21,598	Tyler, TX	8,634
Salinas, CA	18,142	Urban Honolulu, HI	58,027
Salisbury, MD-DE	14,680	Utica-Rome, NY	13,567
Salt Lake City, UT	220,387	Valdosta, GA	955
San Angelo, TX	1,997	Vallejo-Fairfield, CA	10,657
San Antonio-New Braunfels, TX	137,643	Victoria, TX	9,843
San Diego-Carlsbad, CA	638,941	Vineland-Bridgeton, NJ	14,493
San Francisco-Oakland-Hayward, CA	2,087,196	Virginia Beach-Norfolk-Newport, VA-NC	93,069
San Jose-Sunnyvale-Santa Clara, CA	358,269	Visalia-Porterville, CA	40,412
San Luis Obispo-Paso Robles-Arroyo Gr., CA	19,763	Waco, TX	31,028
Santa Cruz-Watsonville, CA	32,596	Walla Walla, WA	1,356
Santa Fe, NM	14,801	Warner Robins, GA	1,774
Santa Maria-Santa Barbara, CA	72,929	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,041,630
Santa Rosa, CA	42,126	Waterloo-Cedar Falls, IA	6,293
Savannah, GA	21,261	Watertown-Fort Drum, NY	989
Scranton--Wilkes-Barre--Hazleton, PA	18,129	Wausau, WI	989
Seattle-Tacoma-Bellevue, WA	933,598	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	30,852	Wenatchee, WA	2,008
Sebring, FL	5,813	Wheeling, WV-OH	19,890
Sheboygan, WI	1,864	Wichita, KS	41,244
Sherman-Denison, TX	11,404	Wichita Falls, TX	2,382
Shreveport-Bossier City, LA	6,672	Williamsport, PA	2,375
Sierra Vista-Douglas, AZ	366	Wilmington, NC	29,700
Sioux City, IA-NE-SD	19,388	Winchester, VA-WV	5,198
Sioux Falls, SD	9,619	Winston-Salem, NC	64,570
South Bend-Mishawaka, IN-MI	33,007	Worcester, MA-CT	39,298
Spartanburg, SC	12,787	Yakima, WA	812
Spokane-Spokane Valley, WA	20,448	York-Hanover, PA	13,031
Springfield, IL	1,672	Youngstown-Warren-Boardman, OH-PA	16,600
Springfield, MA	28,953	Yuba City, CA	1,003
Springfield, MO	31,661	Yuma, AZ	812
Springfield, OH	10,032		
State College, PA	9,709		

Sales per Capita per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Abilene, TX	28	Brunswick, GA	143
Akron, OH	67	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	91	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	37
Anchorage, AK	38	Cedar Rapids, IA	37
Ann Arbor, MI	95	Chambersburg-Waynesboro, PA	15
Anniston-Oxford-Jacksonville, AL	23	Champaign-Urbana, IL	22
Appleton, WI	22	Charleston, WV	11
Asheville, NC	108	Charleston-North Charleston, SC	129
Athens-Clarke County, GA	46	Charlotte-Concord-Gastonia, NC-SC	90
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	89
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	174
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	186	Davenport-Moline-Rock Island, IA-IL	64
Boulder, CO	271	Dayton, OH	60
Bowling Green, KY	3	Decatur, AL	19
Bremerton-Silverdale, WA	58	Decatur, IL	14
Bridgeport-Stamford-Norwalk, CT	321	Deltona-Daytona Beach-Ormond, FL	95
Brownsville-Harlingen, TX	11	Denver-Aurora-Lakewood, CO	195

Sales per Capita per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Des Moines-West Des Moines, IA	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	108	Harrisburg-Carlisle, PA	55
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	82
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	32	Huntsville, AL	23
Fairbanks, AK	135	Idaho Falls, ID	122
Fargo, ND-MN	16	Indianapolis-Carmel-Anderson, IN	69
Farmington, NM	92	Iowa City, IA	41
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	23	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	53
Gainesville, GA	127	Kalamazoo-Portage, MI	119
Gettysburg, PA	81	Kankakee, IL	33
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	123	Kingsport-Bristol-Bristol, TN-VA	15
Grand Junction, CO	18	Kingston, NY	85
Grand Rapids-Wyoming, MI	123	Knoxville, TN	30
Grants Pass, OR	9	Kokomo, IN	107
Great Falls, MT	22	La Crosse-Onalaska, WI-MN	131
Greeley, CO	14	Lafayette, LA	24
Green Bay, WI	62	Lafayette-West Lafayette, IN	25
Greensboro-High Point, NC	124	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.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Lakeland-Winter Haven, FL	22	Muncie, IN	81
Lancaster, PA	82	Muskegon, MI	99
Lansing-East Lansing, MI	22	Myrtle-Conway-North Myrtle, SC-NC	88
Laredo, TX	86	Napa, CA	276
Las Cruces, NM	76	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	362	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	89	Oxnard-Thousand Oaks-Ventura, CA	67
Madison, WI	130	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	269	Pittsfield, MA	118
Michigan City-La Porte, IN	78	Pocatello, ID	79
Midland, MI	52	Portland-South Portland, ME	97
Midland, TX	65	Portland-Vancouver-Hillsboro, OR-WA	225
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	73
Modesto, CA	31	Pueblo, CO	84
Monroe, LA	72	Punta Gorda, FL	33
Monroe, MI	81	Racine, WI	88
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

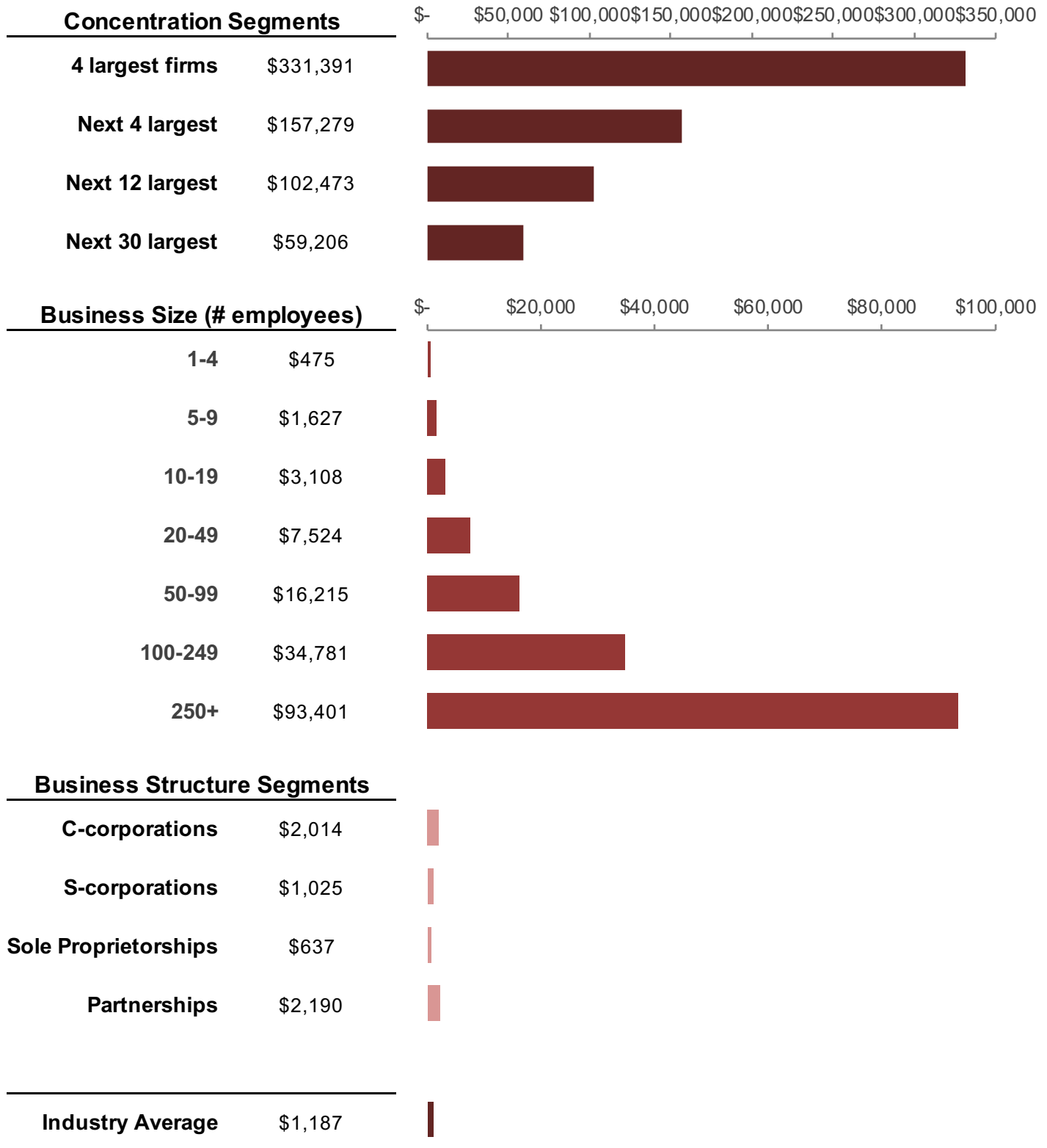
Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Reno, NV	43	Staunton-Waynesboro, VA	29
Richmond, VA	78	Stockton-Lodi, CA	90
Riverside-San Bernardino-Ontario, CA	41	Sumter, SC	79
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	111	Tulsa, OK	79
St. Louis, MO-IL	95	Tuscaloosa, AL	91
Salem, OR	50	Tyler, TX	37
Salinas, CA	41	Urban Honolulu, HI	57
Salisbury, MD-DE	35	Utica-Rome, NY	47
Salt Lake City, UT	175	Valdosta, GA	6
San Angelo, TX	16	Vallejo-Fairfield, CA	24
San Antonio-New Braunfels, TX	54	Victoria, TX	100
San Diego-Carlsbad, CA	194	Vineland-Bridgeton, NJ	94
San Francisco-Oakland-Hayward, CA	440	Virginia Beach-Norfolk-Newport, VA-NC	52
San Jose-Sunnyvale-Santa Clara, CA	180	Visalia-Porterville, CA	85
San Luis Obispo-Paso Robles-Arroyo Gr., CA	70	Waco, TX	112
Santa Cruz-Watsonville, CA	121	Walla Walla, WA	22
Santa Fe, NM	96	Warner Robins, GA	9
Santa Maria-Santa Barbara, CA	163	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	104
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	29
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.

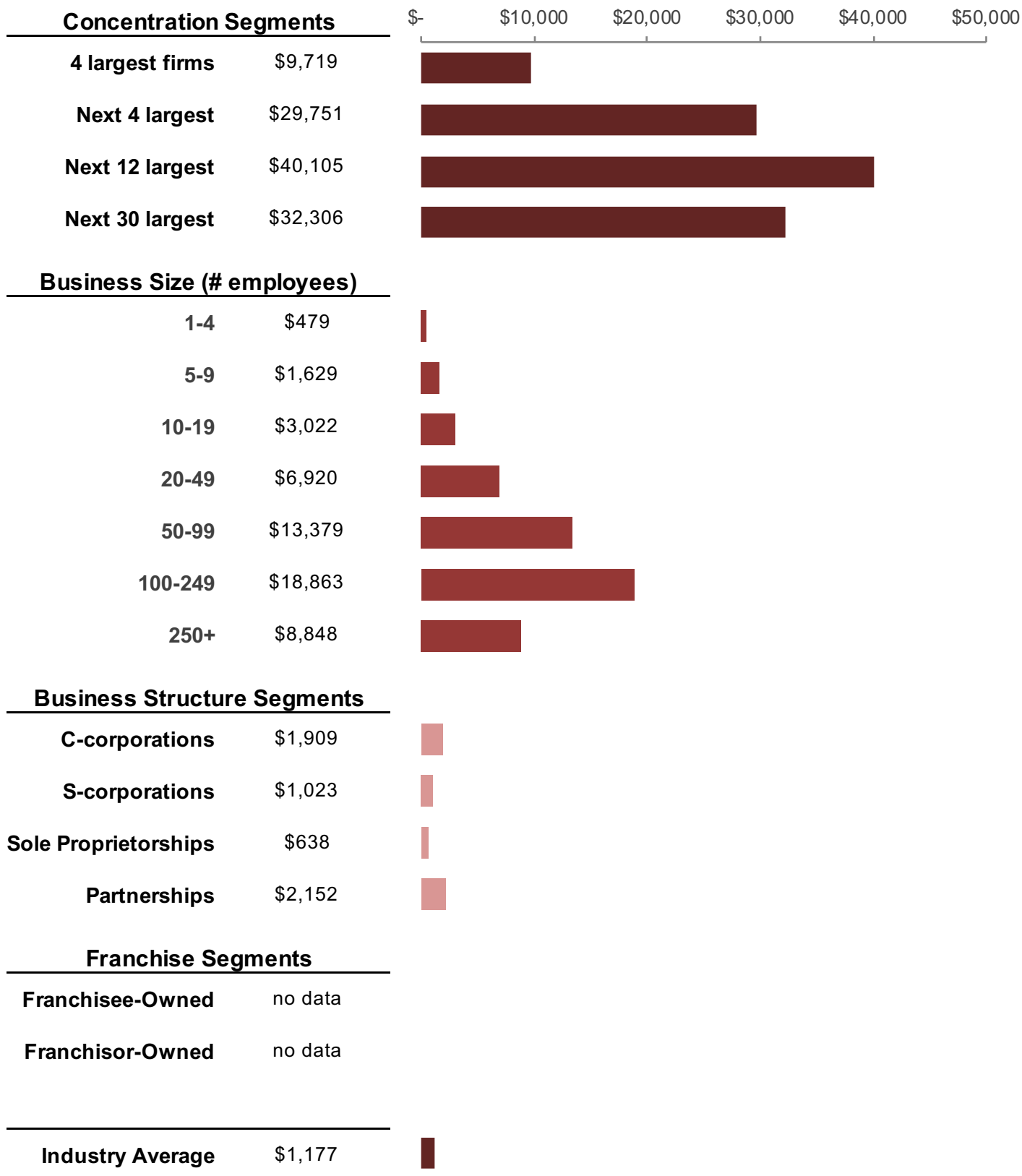
All figures in \$ thousands



Sales per Location by Segments

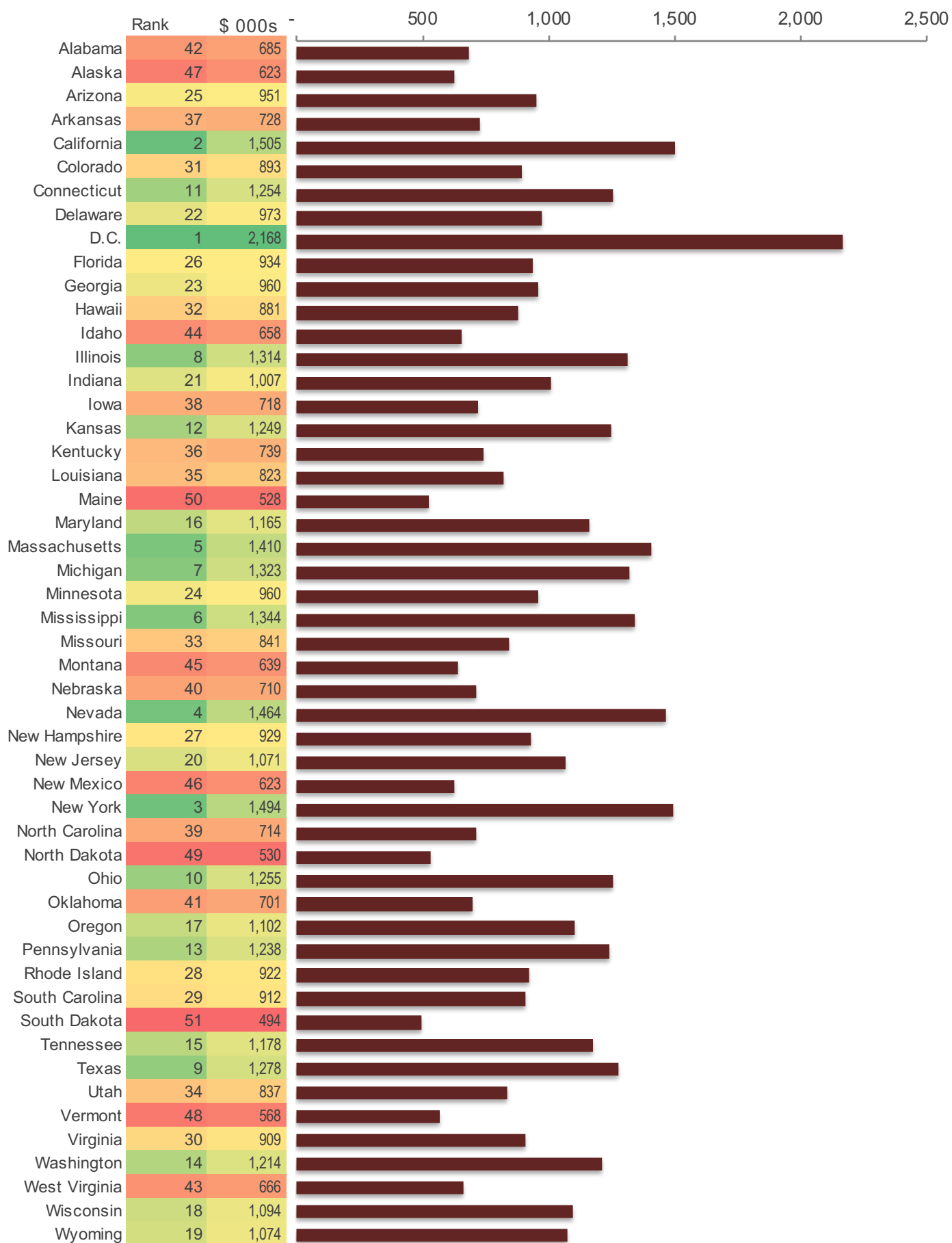
Below is the average sales per location for the industry segments of concentration, business size by employees, business structure and franchises.

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.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Abilene, TX	780	Brunswick, GA	1,185
Akron, OH	761	Buffalo-Cheektowaga-Niagara Falls, NY	485
Albany, GA	349	Burlington, NC	2,251
Albany, OR	5,077	Burlington-South Burlington, VT	440
Albany-Schenectady-Troy, NY	521	California-Lexington Park, MD	16,484
Albuquerque, NM	2,008	Canton-Massillon, OH	576
Alexandria, LA	12,994	Cape Coral-Fort Myers, FL	924
Allentown-Bethlehem-Easton, PA-NJ	991	Cape Girardeau, MO-IL	no data
Altoona, PA	335	Carbondale-Marion, IL	841
Amarillo, TX	429	Carson City, NV	242
Ames, IA	271	Casper, WY	347
Anchorage, AK	619	Cedar Rapids, IA	533
Ann Arbor, MI	835	Chambersburg-Waynesboro, PA	309
Anniston-Oxford-Jacksonville, AL	619	Champaign-Urbana, IL	303
Appleton, WI	623	Charleston, WV	253
Asheville, NC	527	Charleston-North Charleston, SC	857
Athens-Clarke County, GA	491	Charlotte-Concord-Gastonia, NC-SC	713
Atlanta-Sandy Springs-Roswell, GA	1,001	Charlottesville, VA	434
Atlantic City-Hammonton, NJ	2,486	Chattanooga, TN-GA	559
Auburn-Opelika, AL	1,043	Cheyenne, WY	327
Augusta-Richmond County, GA-SC	1,081	Chicago-Naperville-Elgin, IL-IN-WI	1,368
Austin-Round Rock, TX	1,358	Chico, CA	2,121
Bakersfield, CA	1,232	Cincinnati, OH-KY-IN	1,693
Baltimore-Columbia-Towson, MD	1,106	Clarksville, TN-KY	219
Bangor, ME	377	Cleveland, TN	410
Barnstable Town, MA	812	Cleveland-Elyria, OH	957
Baton Rouge, LA	1,096	Coeur d'Alene, ID	2,067
Battle Creek, MI	4,024	College Station-Bryan, TX	261
Bay City, MI	824	Colorado Springs, CO	1,210
Beaumont-Port Arthur, TX	1,271	Columbia, MO	1,161
Beckley, WV	2,827	Columbia, SC	1,229
Bellingham, WA	838	Columbus, GA-AL	284
Bend-Redmond, OR	751	Columbus, IN	2,249
Billings, MT	208	Columbus, OH	1,422
Binghamton, NY	2,547	Corpus Christi, TX	511
Birmingham-Hoover, AL	679	Corvallis, OR	1,641
Bismarck, ND	2,511	Crestview-Fort Walton Beach-Destin, FL	498
Blacksburg-Christiansburg-Radford, VA	683	Cumberland, MD-WV	297
Bloomington, IL	491	Dallas-Fort Worth-Arlington, TX	1,480
Bloomington, IN	456	Dalton, GA	707
Bloomsburg-Berwick, PA	162	Danville, IL	no data
Boise City, ID	681	Daphne-Fairhope-Foley, AL	1,581
Boston-Cambridge-Newton, MA-NH	1,531	Davenport-Moline-Rock Island, IA-IL	777
Boulder, CO	668	Dayton, OH	1,550
Bowling Green, KY	158	Decatur, AL	469
Bremerton-Silverdale, WA	502	Decatur, IL	271
Bridgeport-Stamford-Norwalk, CT	1,602	Deltona-Daytona Beach-Ormond, FL	1,094
Brownsville-Harlingen, TX	492	Denver-Aurora-Lakewood, CO	936

Sales per Location per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Des Moines-West Des Moines, IA	1,009	Greenville-Anderson-Mauldin, SC	1,067
Detroit-Warren-Dearborn, MI	1,734	Gulfport-Biloxi-Pascagoula, MS	865
Dothan, AL	6,948	Hagerstown-Martinsburg, MD-WV	3,346
Dover, DE	249	Hammond, LA	8,986
Dubuque, IA	986	Hanford-Corcoran, CA	667
Duluth, MN-WI	1,851	Harrisburg-Carlisle, PA	900
Durham-Chapel Hill, NC	657	Harrisonburg, VA	395
East Stroudsburg, PA	557	Hartford-West Hartford-East Hartford, CT	651
Eau Claire, WI	173	Hattiesburg, MS	915
El Centro, CA	2,973	Hickory-Lenoir-Morganton, NC	1,128
Elizabethtown-Fort Knox, KY	353	Hilton Head Island-Bluffton-Beaufort, SC	933
Elkhart-Goshen, IN	698	Hinesville, GA	8,168
Elmira, NY	3,930	Homosassa Springs, FL	638
El Paso, TX	349	Hot Springs, AR	655
Enid, OK	no data	Houma-Thibodaux, LA	182
Erie, PA	224	Houston-The Woodlands-Sugar Land, TX	1,279
Eugene, OR	488	Huntington-Ashland, WV-KY-OH	3,734
Evansville, IN-KY	585	Huntsville, AL	492
Fairbanks, AK	6,065	Idaho Falls, ID	3,035
Fargo, ND-MN	320	Indianapolis-Carmel-Anderson, IN	712
Farmington, NM	2,652	Iowa City, IA	842
Fayetteville, NC	6,406	Ithaca, NY	471
Fayetteville-Springdale-Rogers, AR-MO	876	Jackson, MI	489
Flagstaff, AZ	3,947	Jackson, MS	714
Flint, MI	2,308	Jackson, TN	17,372
Florence, SC	420	Jacksonville, FL	640
Florence-Muscle Shoals, AL	5,503	Jacksonville, NC	745
Fond du Lac, WI	323	Janesville-Beloit, WI	3,986
Fort Collins, CO	607	Jefferson City, MO	280
Fort Smith, AR-OK	744	Johnson City, TN	976
Fort Wayne, IN	891	Johnstown, PA	1,997
Fresno, CA	430	Jonesboro, AR	5,966
Gadsden, AL	3,048	Joplin, MO	846
Gainesville, FL	779	Kahului-Wailuku-Lahaina, HI	372
Gainesville, GA	2,221	Kalamazoo-Portage, MI	1,279
Gettysburg, PA	7,958	Kankakee, IL	472
Glens Falls, NY	767	Kansas City, MO-KS	1,221
Goldsboro, NC	10,450	Kennewick-Richland, WA	2,552
Grand Forks, ND-MN	549	Killeen-Temple, TX	8,218
Grand Island, NE	8,919	Kingsport-Bristol-Bristol, TN-VA	717
Grand Junction, CO	216	Kingston, NY	581
Grand Rapids-Wyoming, MI	948	Knoxville, TN	704
Grants Pass, OR	198	Kokomo, IN	4,221
Great Falls, MT	432	La Crosse-Onalaska, WI-MN	1,726
Greeley, CO	327	Lafayette, LA	383
Green Bay, WI	833	Lafayette-West Lafayette, IN	760
Greensboro-High Point, NC	745	Lake Charles, LA	147
Greenville, NC	1,710	Lake Havasu City-Kingman, AZ	3,135

Sales per Location per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Lakeland-Winter Haven, FL	478	Muncie, IN	2,135
Lancaster, PA	1,018	Muskegon, MI	2,361
Lansing-East Lansing, MI	530	Myrtle-Conway-North Myrtle, SC-NC	888
Laredo, TX	10,815	Napa, CA	1,332
Las Cruces, NM	3,931	Naples-Immokalee-Marco Island, FL	1,158
Las Vegas-Henderson-Paradise, NV	1,783	Nashville-Davidson--Murfr.--Franklin, TN	1,366
Lawrence, KS	424	New Bern, NC	2,361
Lawton, OK	10,842	New Haven-Milford, CT	795
Lebanon, PA	1,125	New Orleans-Metairie, LA	816
Lewiston, ID-WA	6,049	New York-Newark-Jersey City, NY-NJ-PA	1,489
Lewiston-Auburn, ME	2,596	Niles-Benton Harbor, MI	1,117
Lexington-Fayette, KY	703	North Port-Sarasota-Bradenton, FL	686
Lima, OH	7,967	Norwich-New London, CT	2,383
Lincoln, NE	917	Ocala, FL	530
Little Rock-North Little Rock-Conway, AR	808	Ocean City, NJ	1,180
Logan, UT-ID	640	Odessa, TX	no data
Longview, TX	659	Ogden-Clearfield, UT	595
Longview, WA	263	Oklahoma City, OK	603
Los Angeles-Long Beach-Anaheim, CA	1,548	Olympia-Tumwater, WA	1,995
Louisville/Jefferson County, KY-IN	780	Omaha-Council Bluffs, NE-IA	719
Lubbock, TX	769	Orlando-Kissimmee-Sanford, FL	1,088
Lynchburg, VA	412	Oshkosh-Neenah, WI	1,697
Macon-Bibb County, GA	301	Owensboro, KY	450
Madera, CA	4,379	Oxnard-Thousand Oaks-Ventura, CA	687
Madison, WI	960	Palm Bay-Melbourne-Titusville, FL	323
Manchester-Nashua, NH	903	Panama City, FL	560
Manhattan, KS	2,462	Parkersburg-Vienna, WV	2,573
Mankato-North Mankato, MN	1,973	Pensacola-Ferry Pass-Brent, FL	398
Mansfield, OH	1,596	Peoria, IL	2,975
McAllen-Edinburg-Mission, TX	359	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,382
Medford, OR	314	Phoenix-Mesa-Scottsdale, AZ	1,015
Memphis, TN-MS-AR	1,166	Pine Bluff, AR	2,331
Merced, CA	no data	Pittsburgh, PA	1,382
Miami-Fort Lauderdale-West Palm Beach, FL	1,070	Pittsfield, MA	895
Michigan City-La Porte, IN	1,648	Pocatello, ID	1,766
Midland, MI	1,373	Portland-South Portland, ME	593
Midland, TX	830	Portland-Vancouver-Hillsboro, OR-WA	1,107
Milwaukee-Waukesha-West Allis, WI	1,534	Port St. Lucie, FL	735
Minneapolis-St. Paul-Bloomington, MN-WI	771	Prescott, AZ	1,246
Missoula, MT	703	Providence-Warwick, RI-MA	900
Mobile, AL	392	Provo-Orem, UT	564
Modesto, CA	1,024	Pueblo, CO	4,448
Monroe, LA	1,998	Punta Gorda, FL	370
Monroe, MI	1,686	Racine, WI	1,091
Montgomery, AL	662	Raleigh, NC	745
Morgantown, WV	5,318	Rapid City, SD	259
Morristown, TN	no data	Reading, PA	885
Mount Vernon-Anacortes, WA	441	Redding, CA	591

Sales per Location per Metropolitan Area

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

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	404	Staunton-Waynesboro, VA	381
Richmond, VA	755	Stockton-Lodi, CA	7,345
Riverside-San Bernardino-Ontario, CA	823	Sumter, SC	5,070
Roanoke, VA	436	Syracuse, NY	664
Rochester, MN	4,864	Tallahassee, FL	362
Rochester, NY	818	Tampa-St. Petersburg-Clearwater, FL	623
Rockford, IL	1,005	Terre Haute, IN	5,154
Rocky Mount, NC	13,928	Texarkana, TX-AR	118
Rome, GA	2,083	The Villages, FL	3,236
Sacramento--Roseville--Arden-Arcade, CA	1,141	Toledo, OH	745
Saginaw, MI	1,984	Topeka, KS	2,800
St. Cloud, MN	320	Trenton, NJ	1,196
St. George, UT	1,067	Tucson, AZ	656
St. Joseph, MO-KS	12,678	Tulsa, OK	876
St. Louis, MO-IL	1,021	Tuscaloosa, AL	2,567
Salem, OR	1,021	Tyler, TX	628
Salinas, CA	953	Urban Honolulu, HI	858
Salisbury, MD-DE	731	Utica-Rome, NY	1,166
Salt Lake City, UT	935	Valdosta, GA	226
San Angelo, TX	472	Vallejo-Fairfield, CA	1,120
San Antonio-New Braunfels, TX	950	Victoria, TX	1,164
San Diego-Carlsbad, CA	1,311	Vineland-Bridgeton, NJ	6,854
San Francisco-Oakland-Hayward, CA	2,016	Virginia Beach-Norfolk-Newport, VA-NC	880
San Jose-Sunnyvale-Santa Clara, CA	1,677	Visalia-Porterville, CA	3,822
San Luis Obispo-Paso Robles-Arroyo Gr., CA	813	Waco, TX	2,446
Santa Cruz-Watsonville, CA	856	Walla Walla, WA	428
Santa Fe, NM	467	Warner Robins, GA	280
Santa Maria-Santa Barbara, CA	1,277	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,365
Santa Rosa, CA	664	Waterloo-Cedar Falls, IA	850
Savannah, GA	543	Watertown-Fort Drum, NY	187
Scranton--Wilkes-Barre--Hazleton, PA	816	Wausau, WI	234
Seattle-Tacoma-Bellevue, WA	1,494	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	973	Wenatchee, WA	190
Sebring, FL	2,749	Wheeling, WV-OH	3,762
Sheboygan, WI	441	Wichita, KS	780
Sherman-Denison, TX	10,786	Wichita Falls, TX	563
Shreveport-Bossier City, LA	574	Williamsport, PA	749
Sierra Vista-Douglas, AZ	346	Wilmington, NC	573
Sioux City, IA-NE-SD	3,667	Winchester, VA-WV	492
Sioux Falls, SD	505	Winston-Salem, NC	872
South Bend-Mishawaka, IN-MI	2,230	Worcester, MA-CT	774
Spartanburg, SC	756	Yakima, WA	154
Spokane-Spokane Valley, WA	472	York-Hanover, PA	560
Springfield, IL	198	Youngstown-Warren-Boardman, OH-PA	872
Springfield, MA	1,095	Yuba City, CA	474
Springfield, MO	730	Yuma, AZ	192
Springfield, OH	4,744		
State College, PA	574		

Industry Segmentation by Business Size

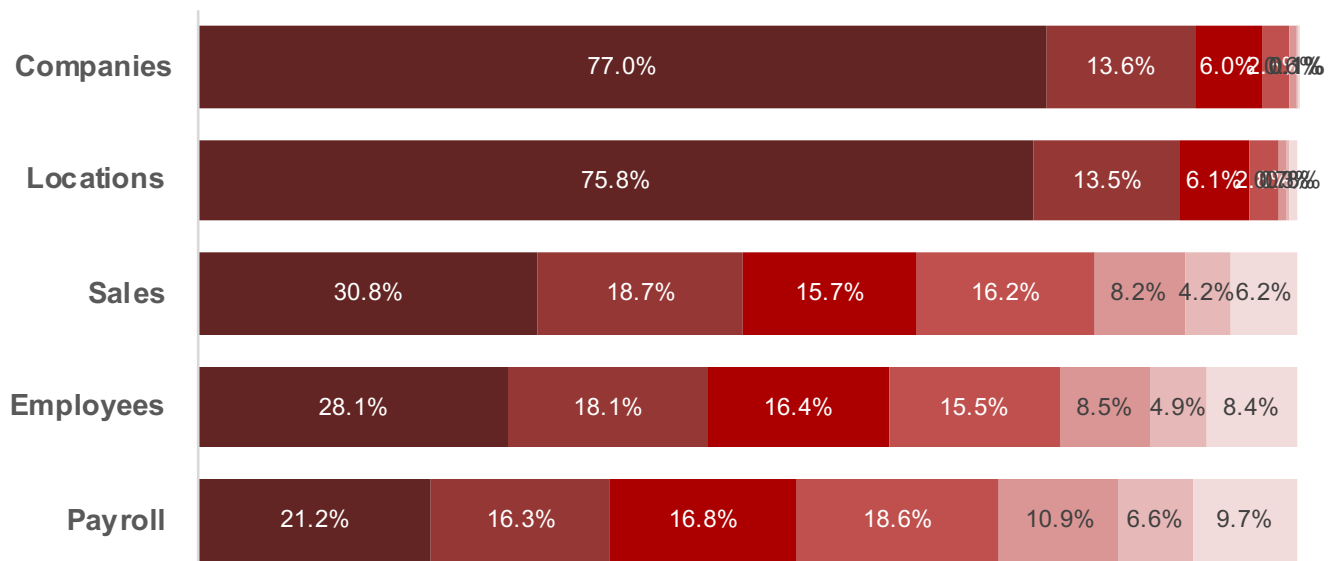
Below are industry segmentation statistics by business size, including companies, locations, sales, employees, and payroll. The business size segments are based on the number of employees per company. Both absolute and as a percent of the industry figures are included.

Specialized Design Services Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	26,445	4,687	2,057	879	205	50	27
Locations	26,268	4,682	2,116	955	249	91	284
Sales (\$ M)	12,571	7,625	6,394	6,611	3,327	1,722	2,511
Employees	38,136	24,591	22,287	20,998	11,467	6,607	11,453
Payroll (\$ M)	2,069	1,593	1,639	1,815	1,066	645	946

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

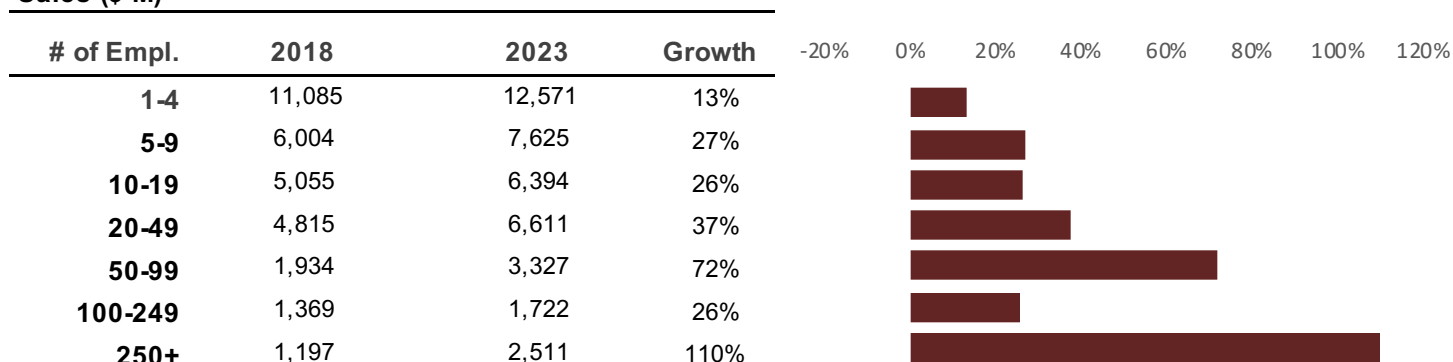
■ 1-4 ■ 5-9 ■ 10-19 ■ 20-49 ■ 50-99 ■ 100-249 ■ 250+



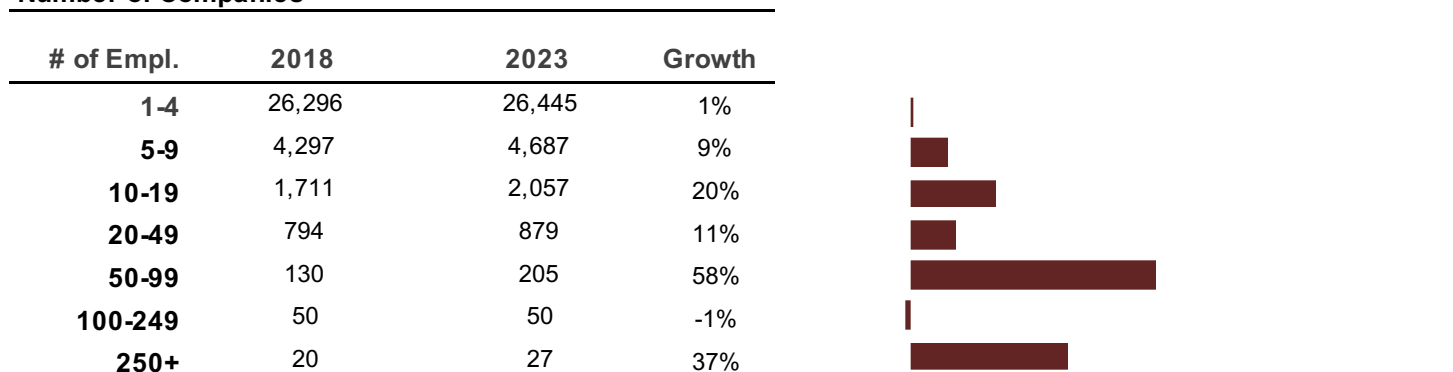
Industry Consolidation Analysis

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.

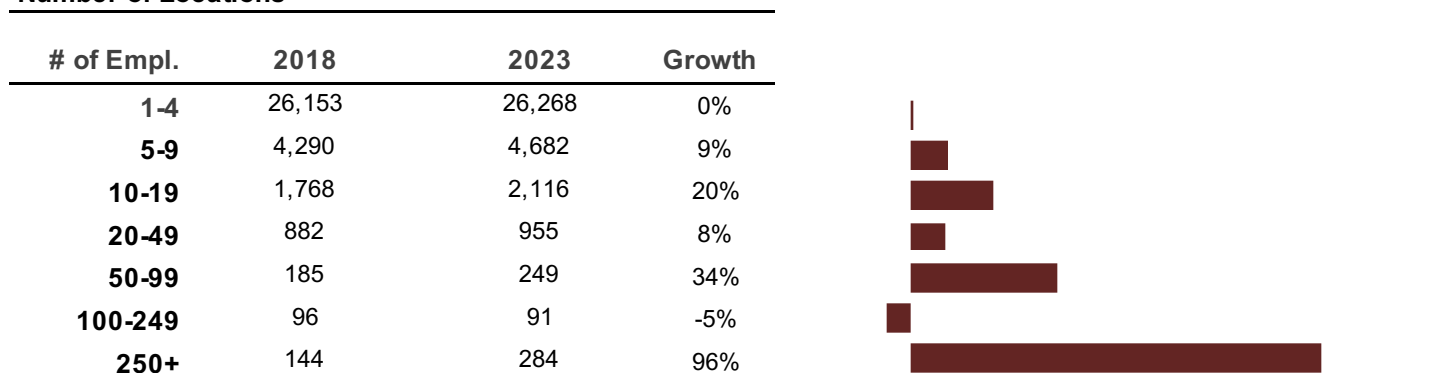
Sales (\$ M)



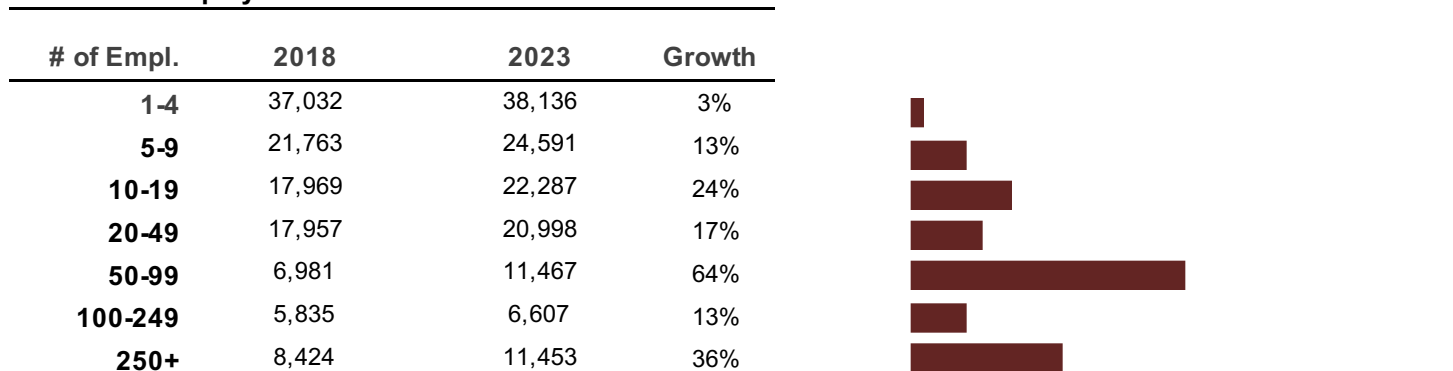
Number of Companies



Number of Locations



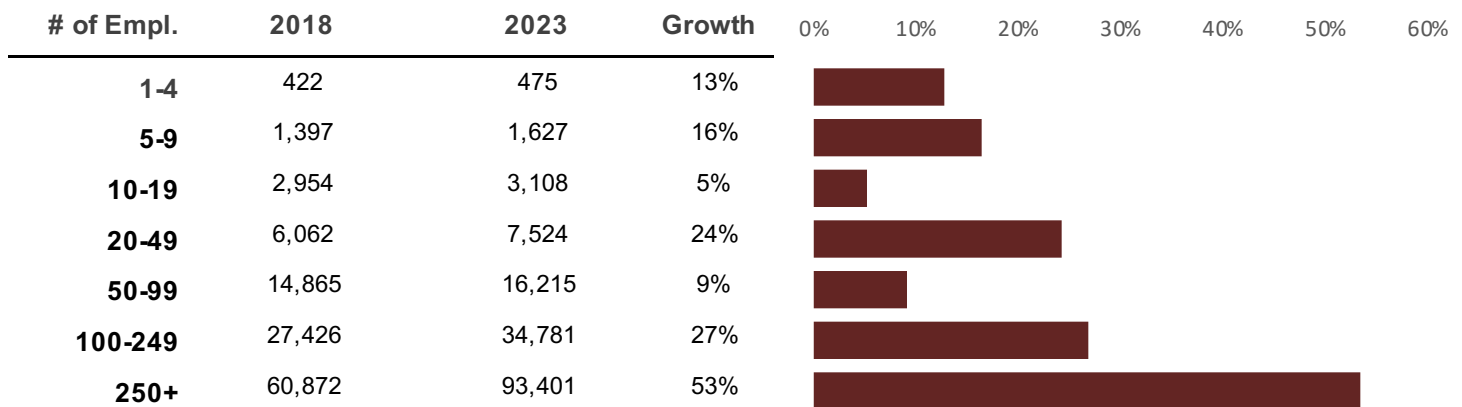
Number of Employees



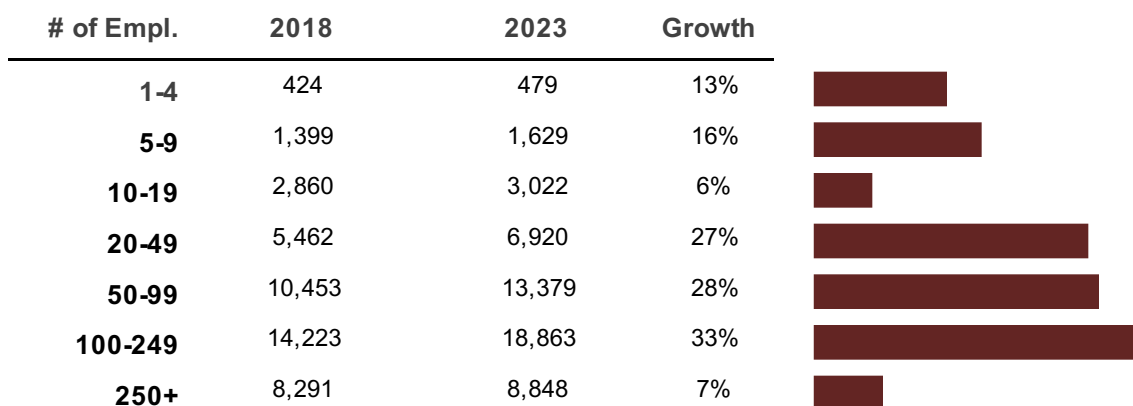
Industry Consolidation Benchmarks

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

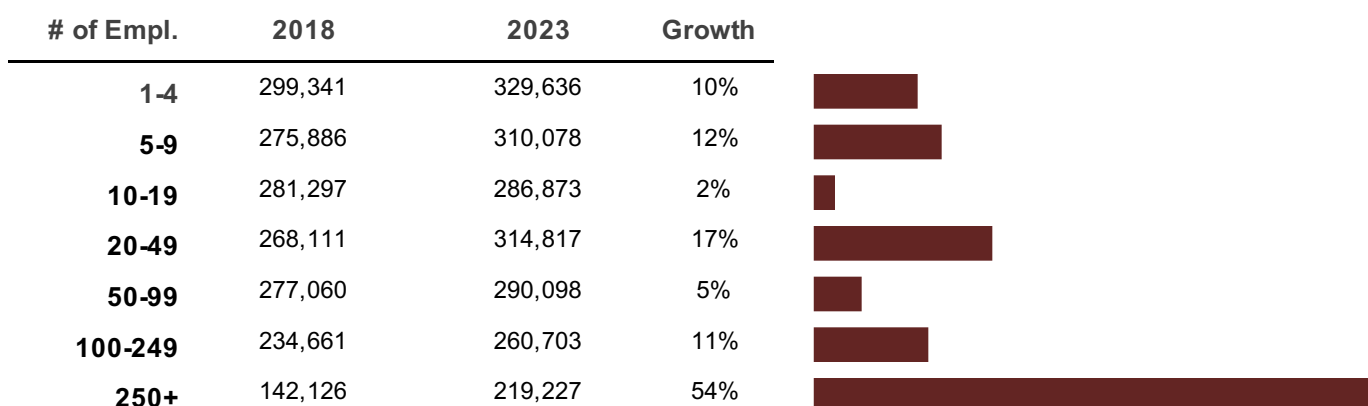
Sales per Company (\$ thousands)



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

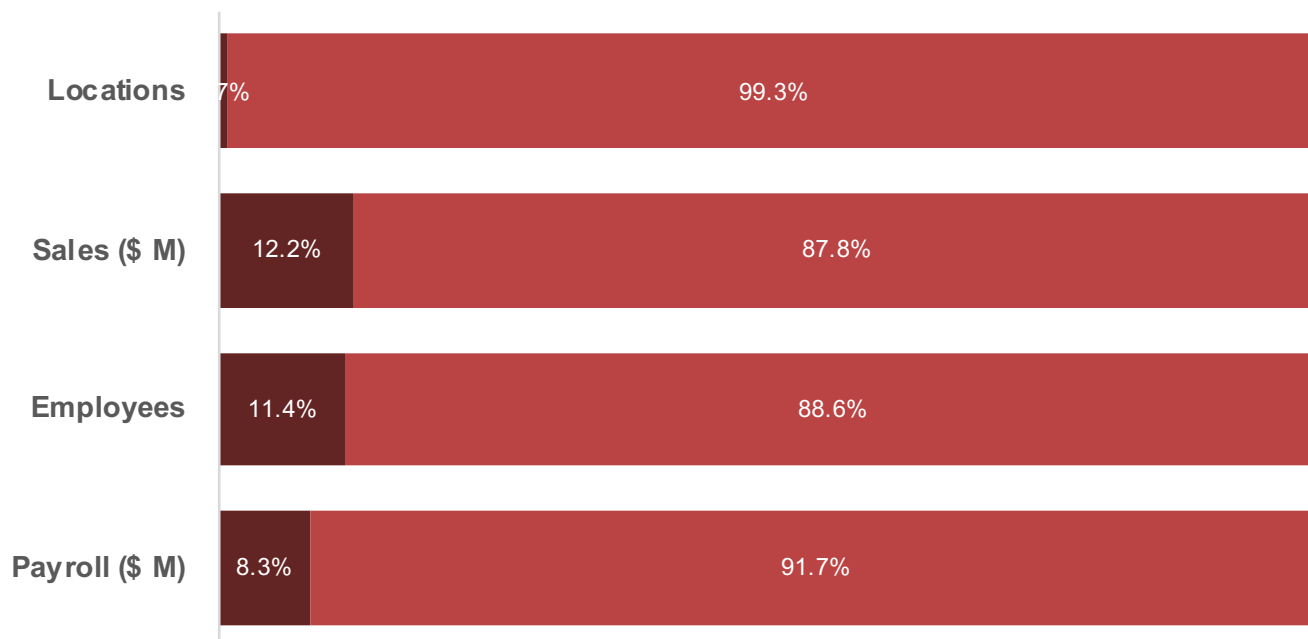
Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	34,300
Locations	136	21	31	55	243	34,401
Sales (\$ M)	1,326	629	1,230	1,776	4,961	35,799
Employees	4,329	2,088	3,887	5,185	15,489	120,050
Payroll (\$ M)	277	113	177	247	814	8,959

Largest Companies Ranked by Revenue

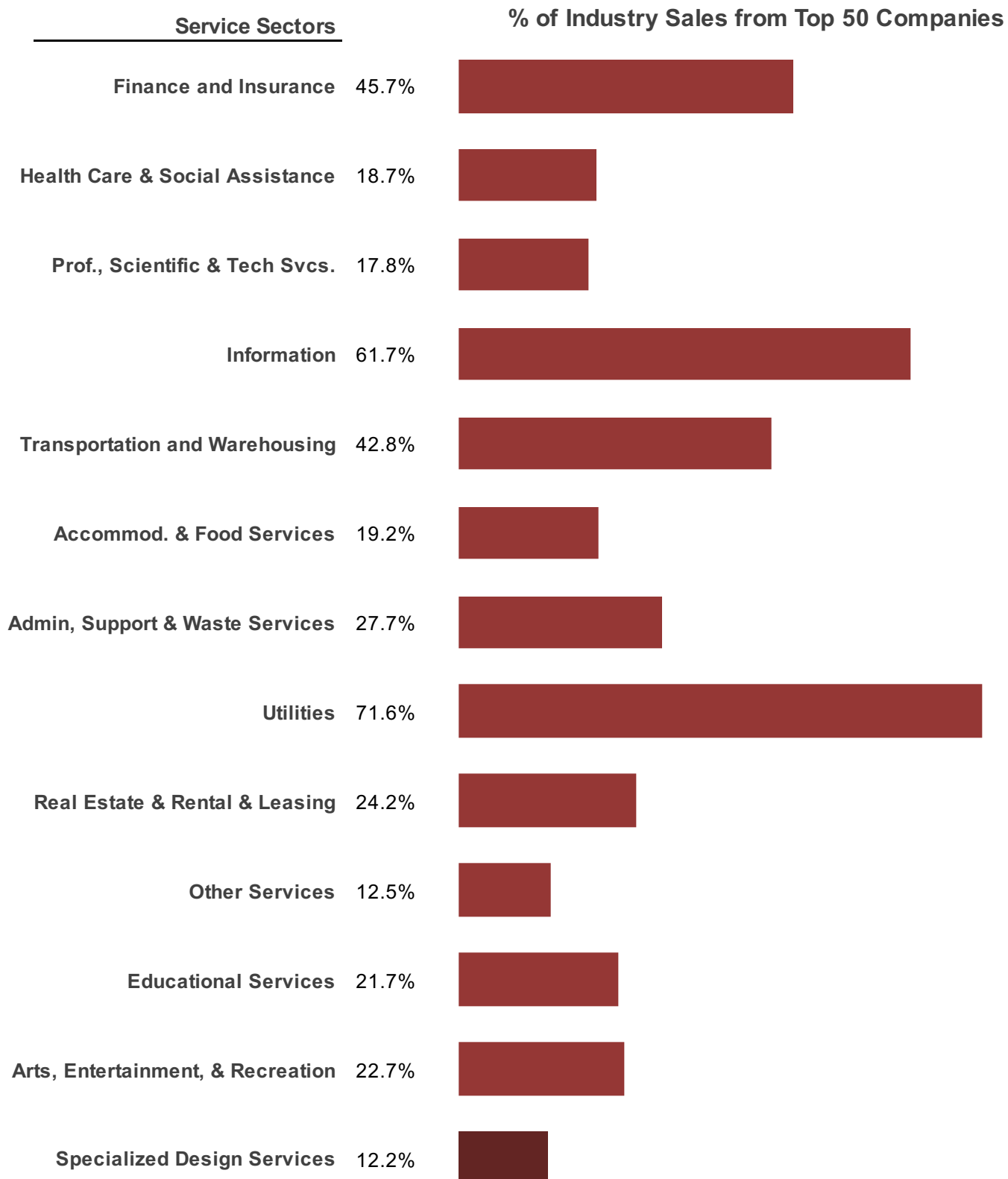
	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Locations	0.4%	0.1%	0.1%	0.2%	0.7%	99.3%
Sales (\$ M)	3.3%	1.5%	3.0%	4.4%	12.2%	87.8%
Employees	3.2%	1.5%	2.9%	3.8%	11.4%	88.6%
Payroll (\$ M)	2.8%	1.2%	1.8%	2.5%	8.3%	91.7%

■ 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.



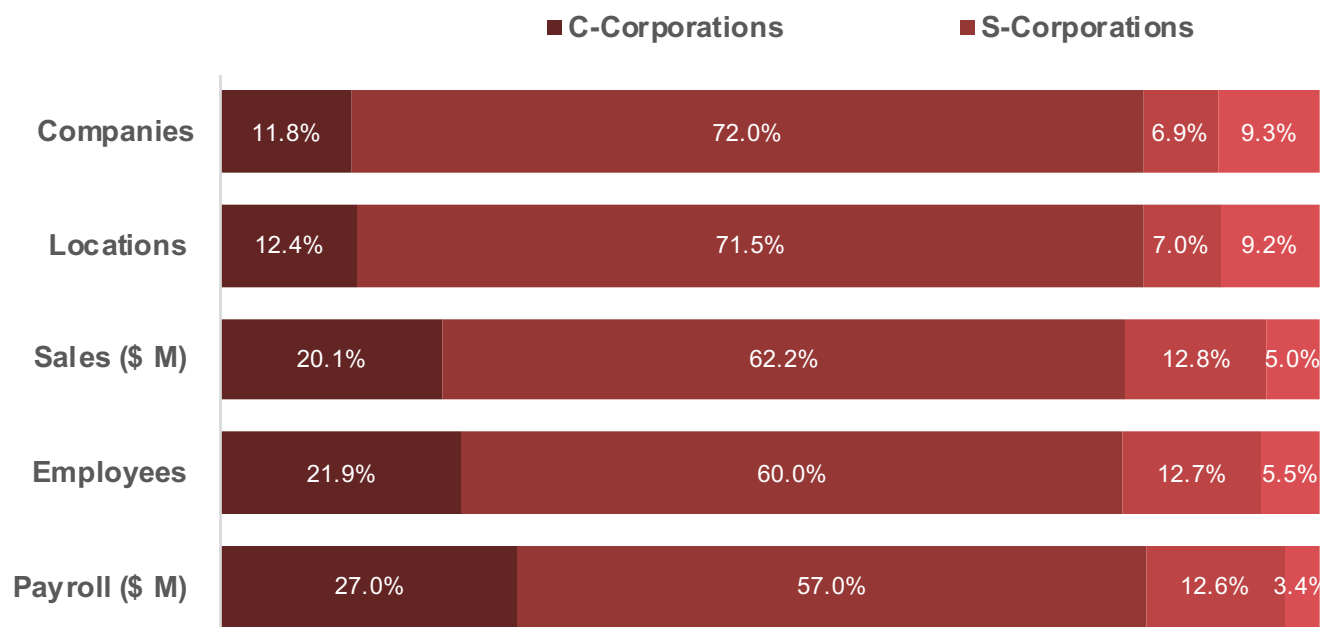
Industry Segmentation by Business Structure

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
Companies	4,066	24,720	2,377	3,187
Locations	4,289	24,757	2,419	3,179
Sales (\$ M)	8,190	25,335	5,205	2,029
Employees	29,684	81,290	17,156	7,409
Payroll (\$ M)	2,640	5,572	1,230	331

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

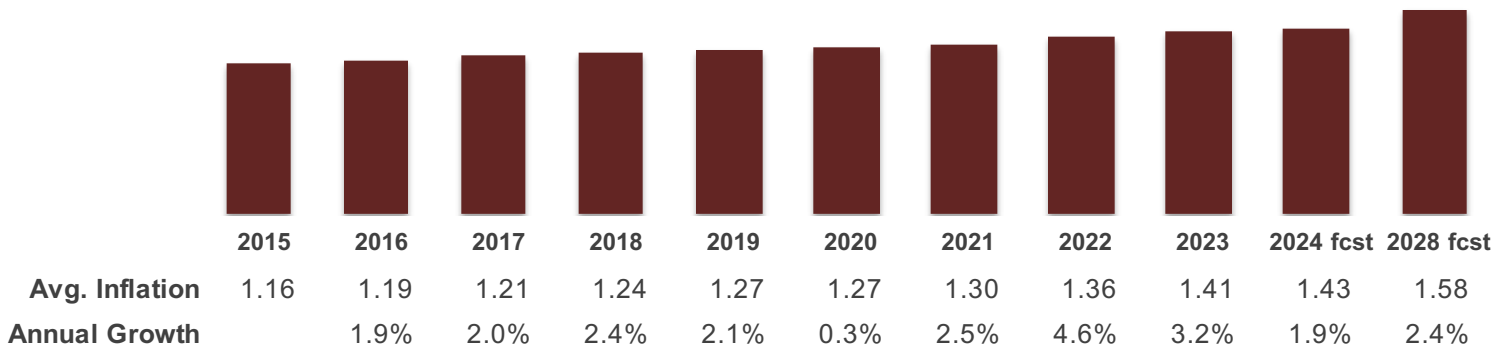


Pricing & Inflation

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

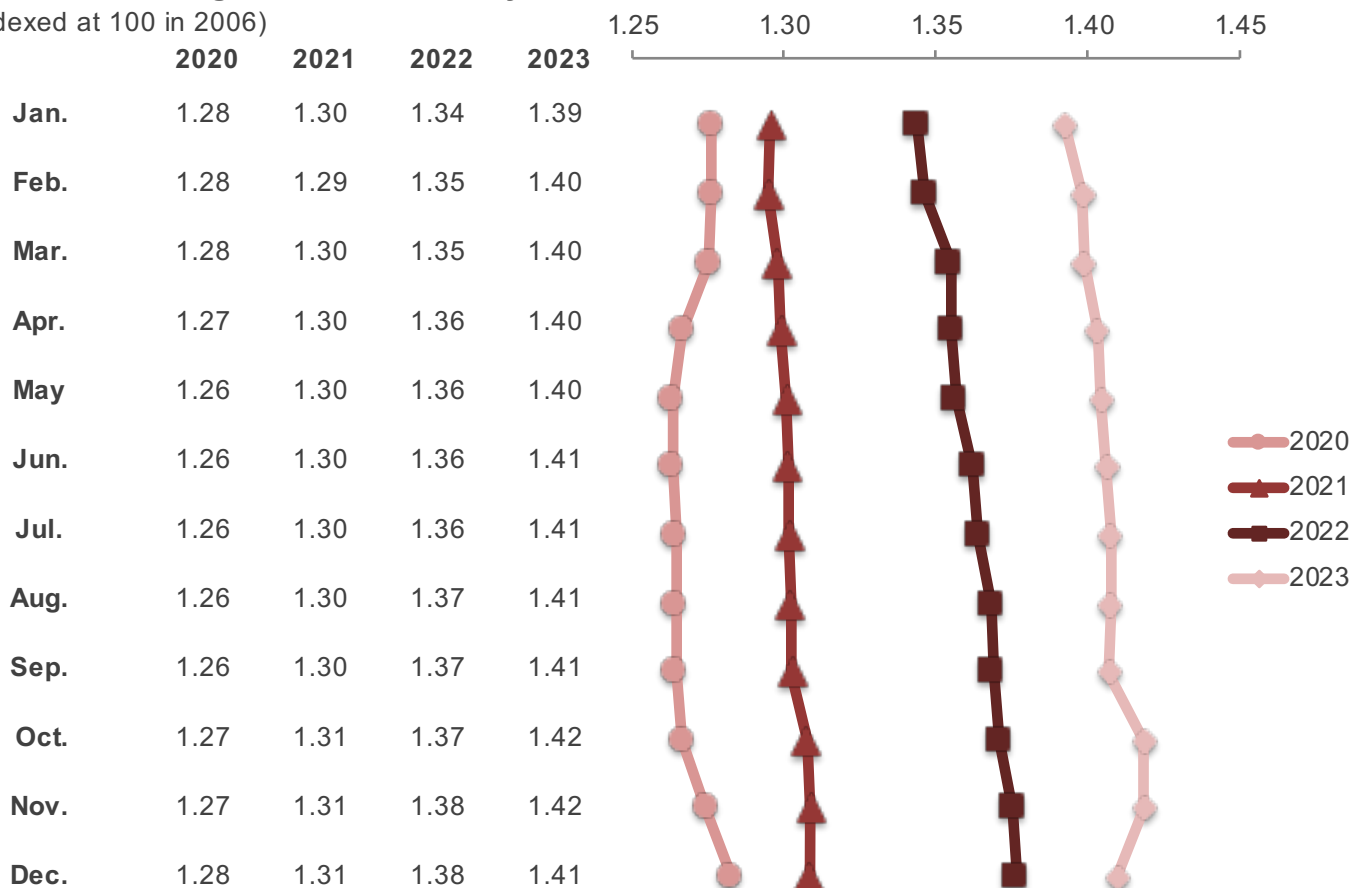
(Indexed at 100 in 2006)



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

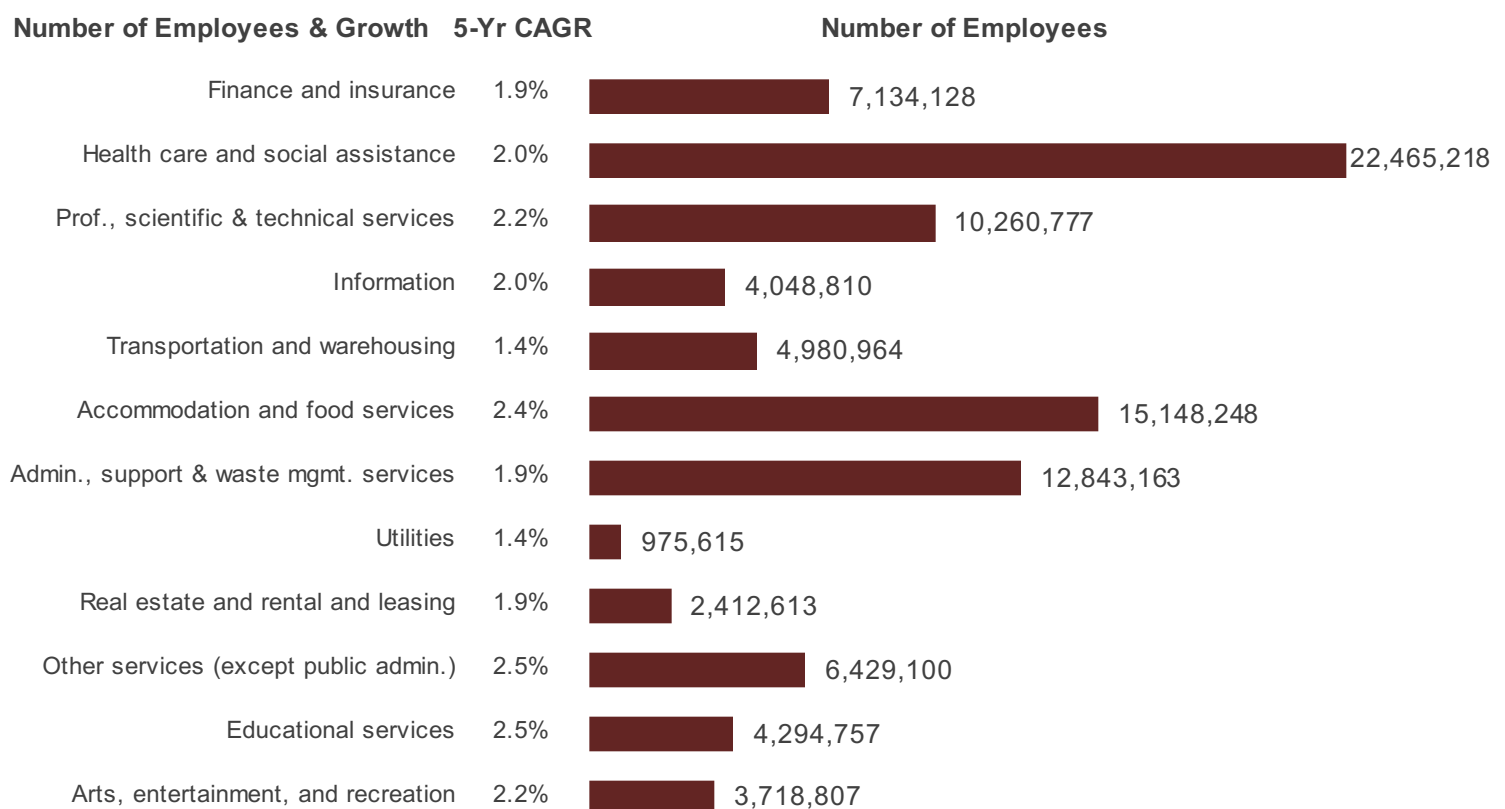
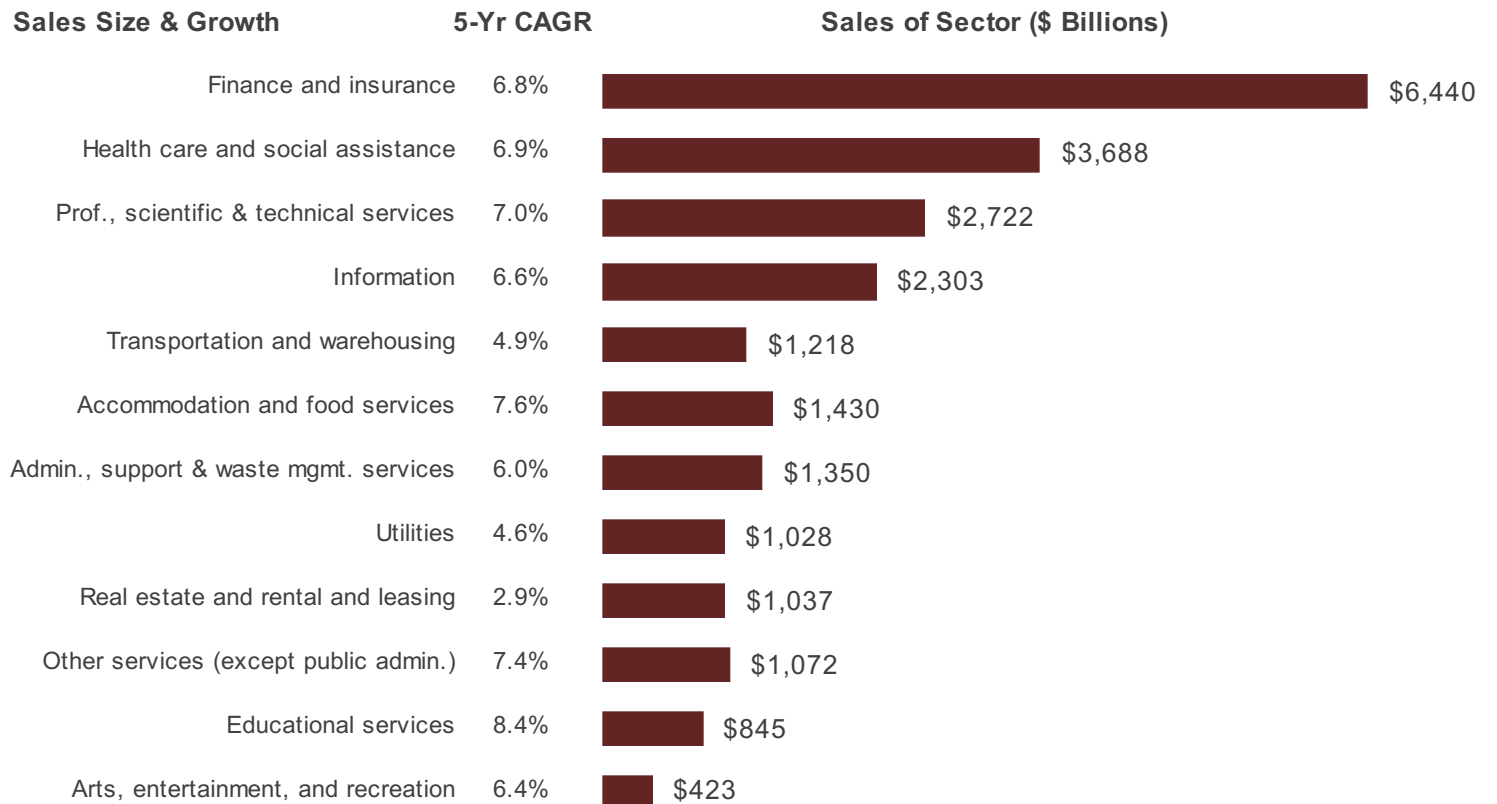
Specialized Design Services Industry Inflation

(Indexed at 100 in 2006)



Services Sector Growth

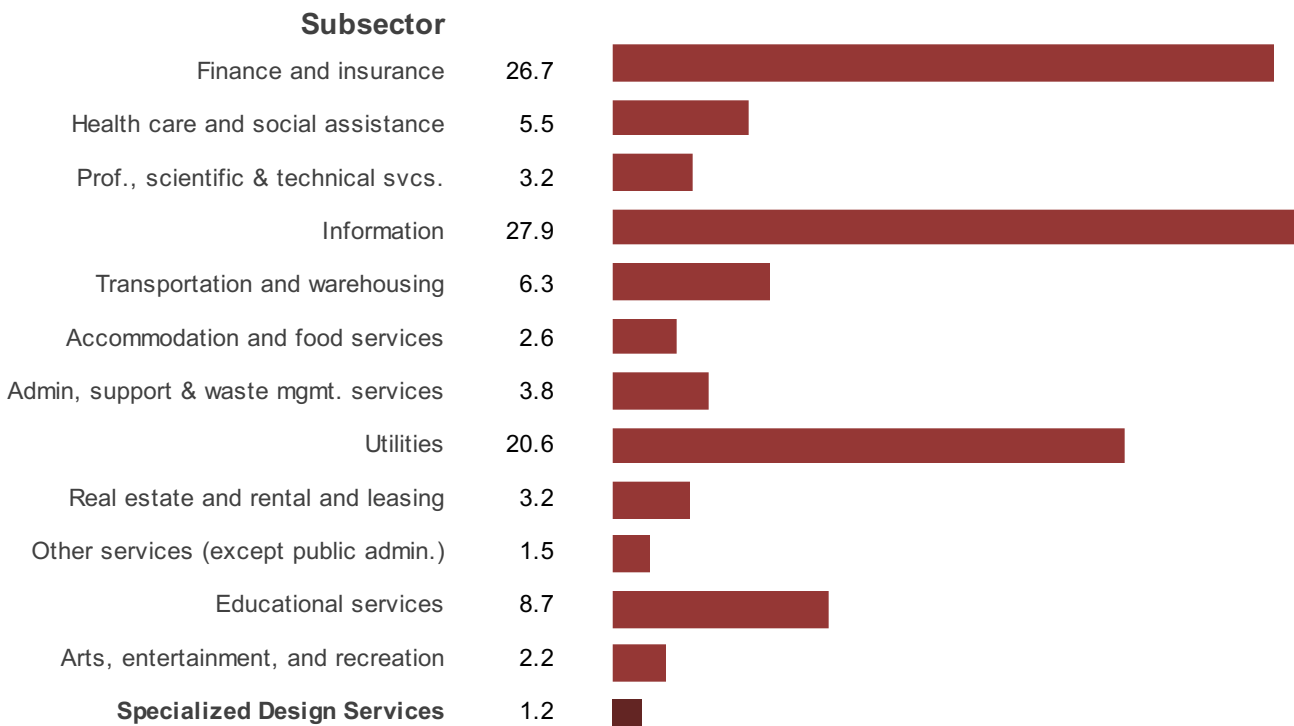
Below is the size and growth of all of the major service subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



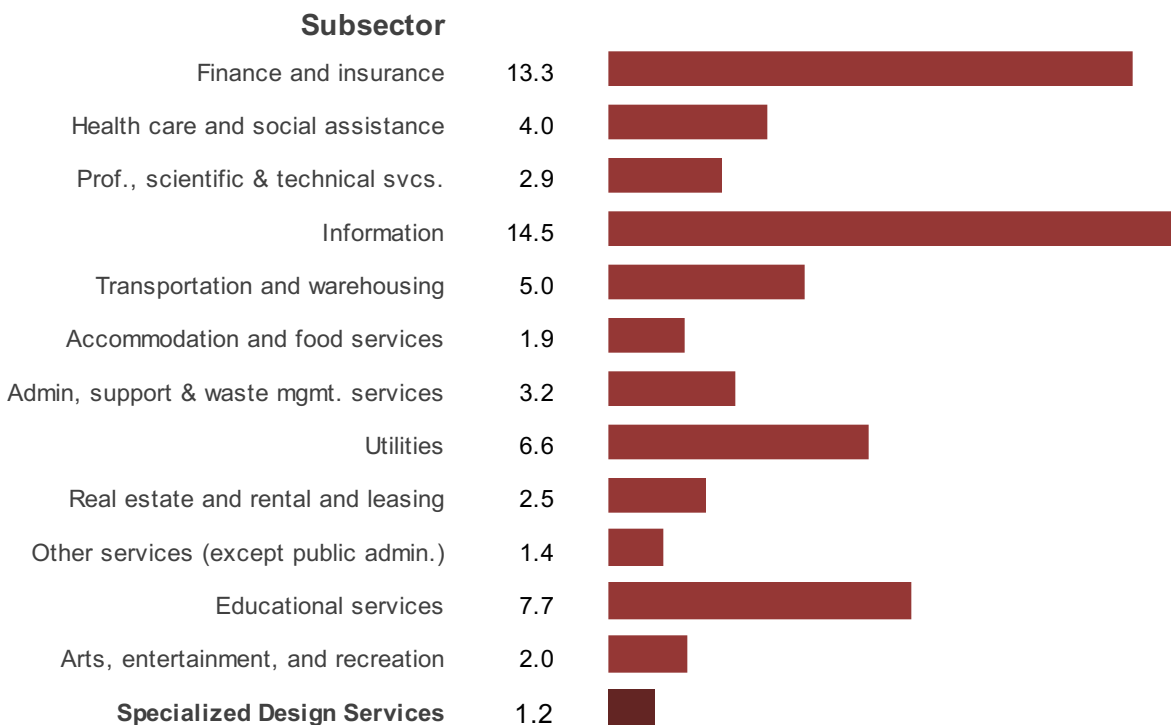
Subsector Analysis (1/2)

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)



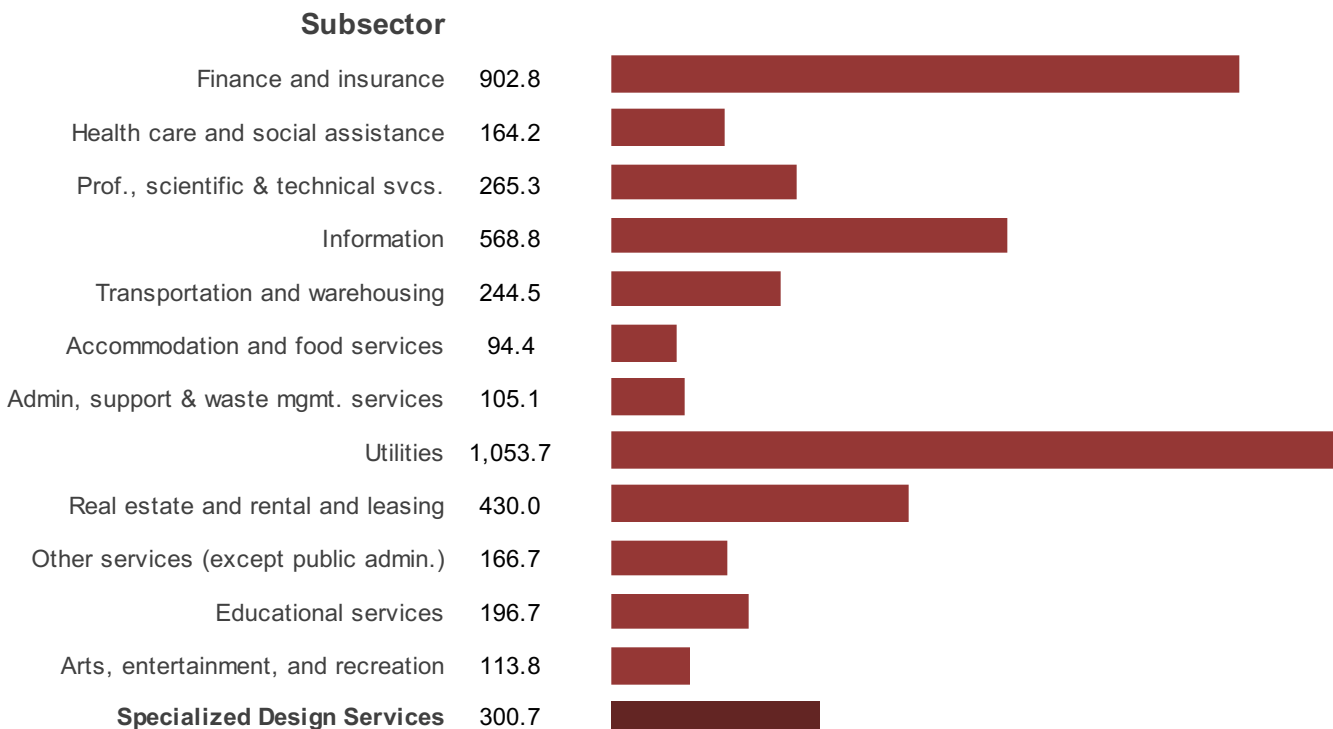
Revenue per Location (\$ M)



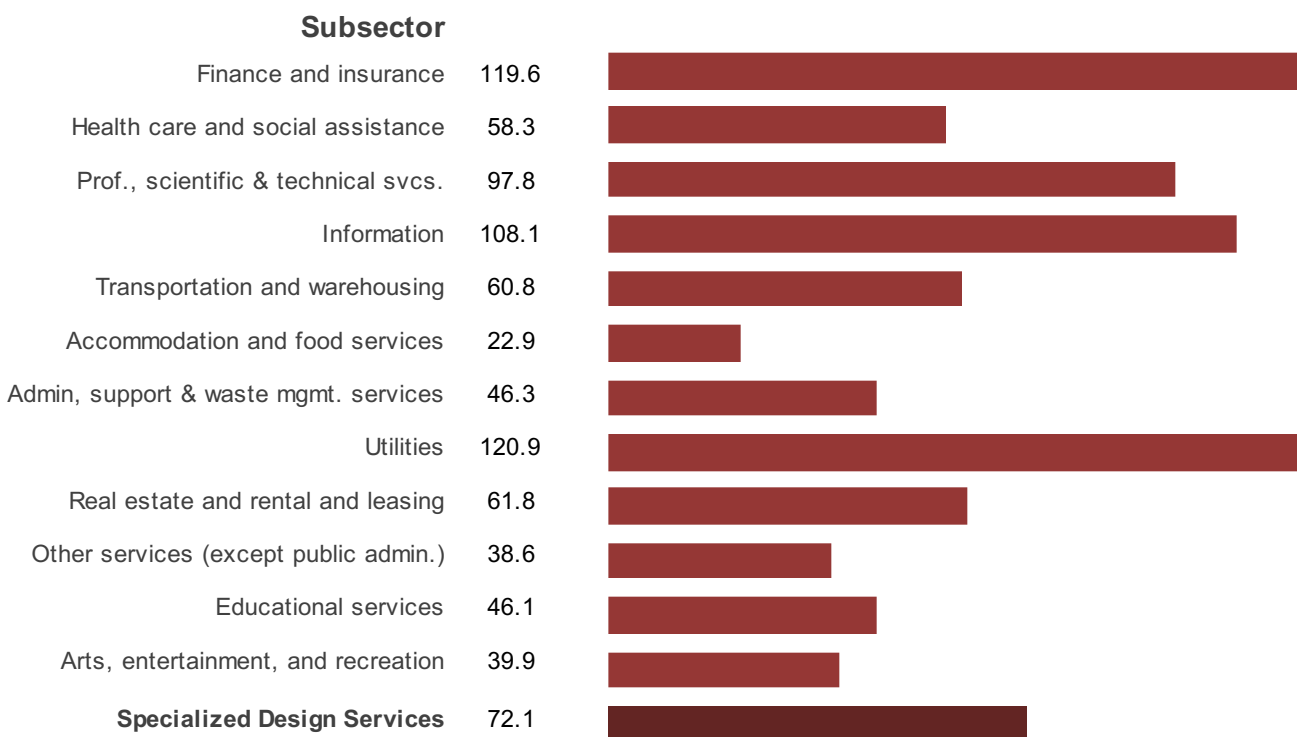
Subsector Analysis (2/2)

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)



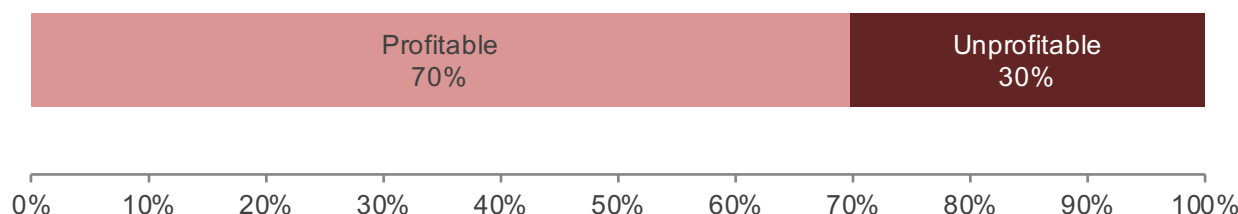
Section Two

Cost & Financial Analysis

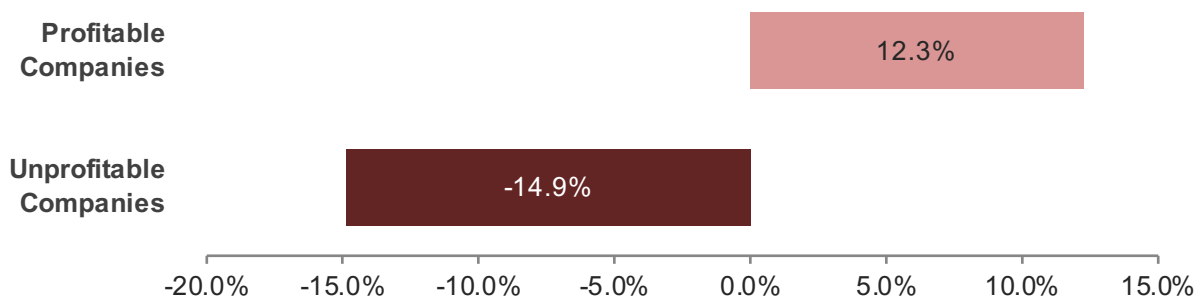
Profitability & Financial Ratio Analysis

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.

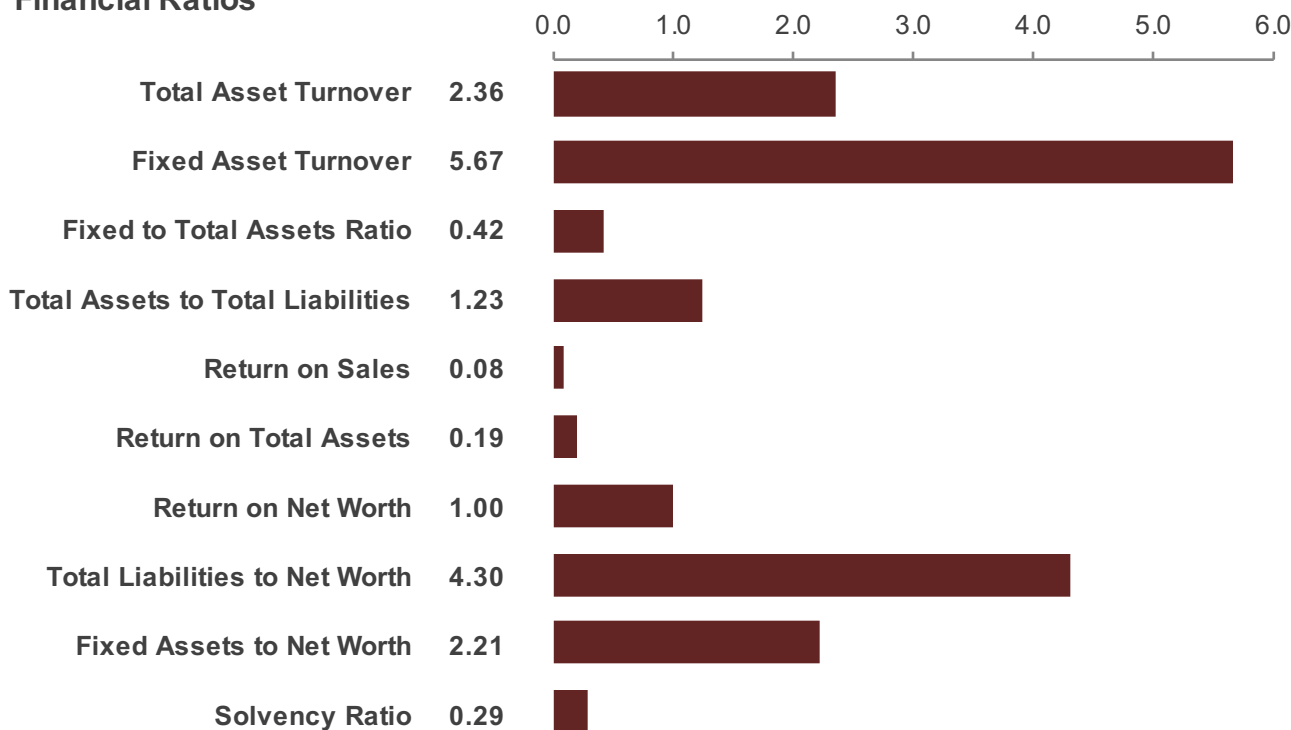
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenue

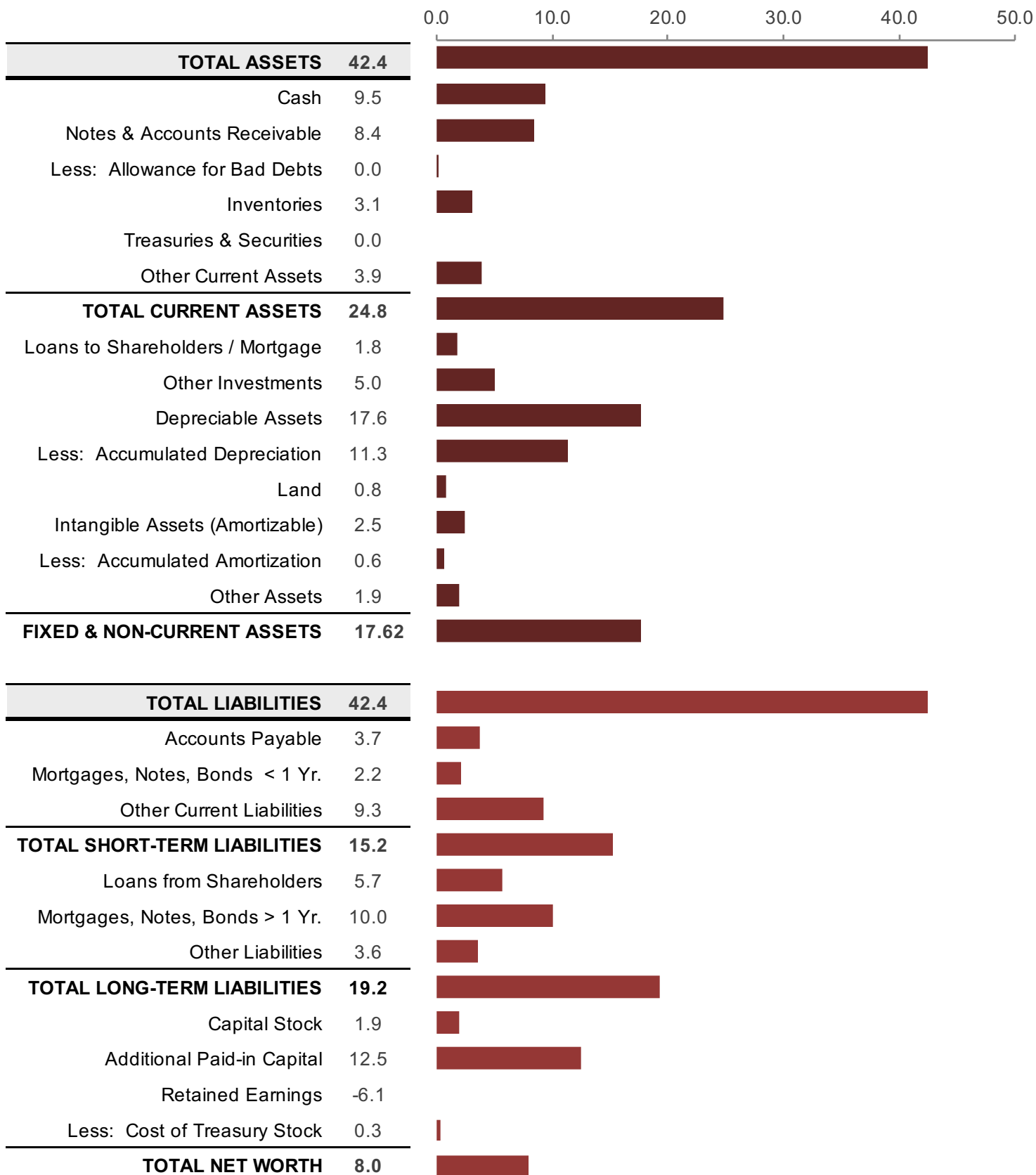


Financial Ratios



Balance Sheet Benchmarks - Assets, Liabilities & Equity

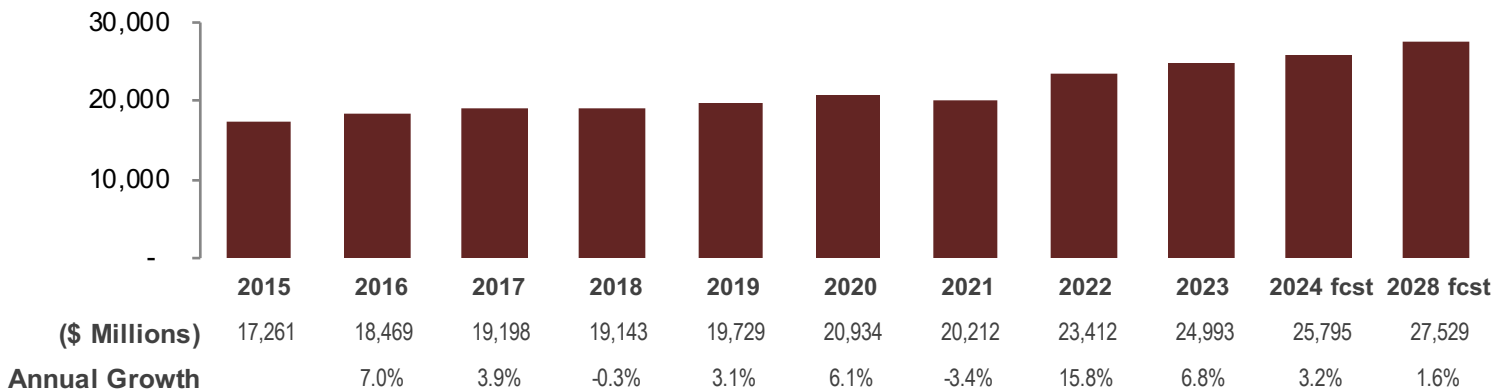
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



Operating Expenses

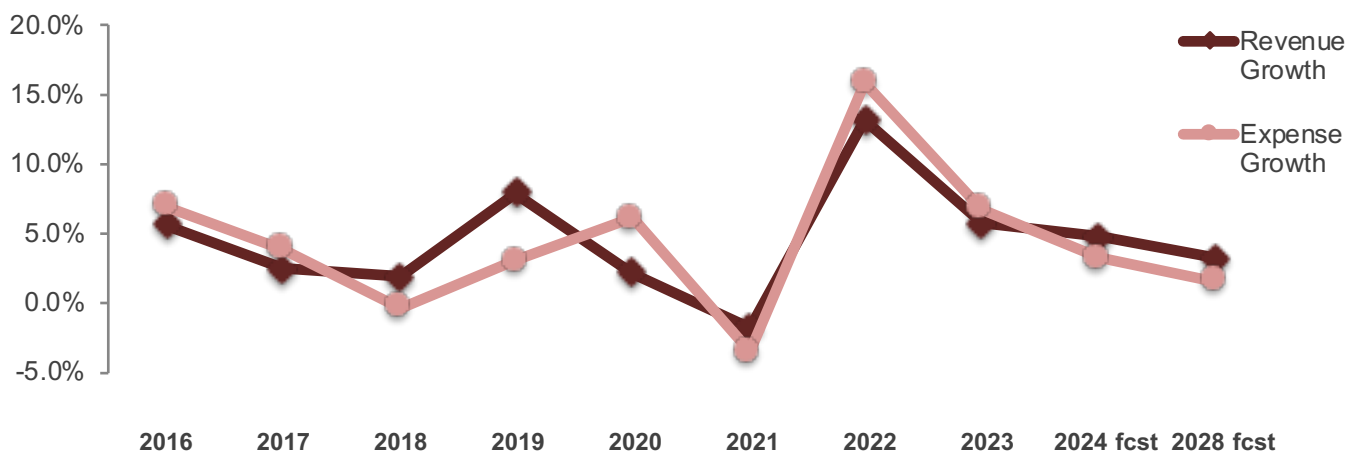
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Specialized Design Services industry. The data sets include historical and forecasts.

Industry Operating Expenses

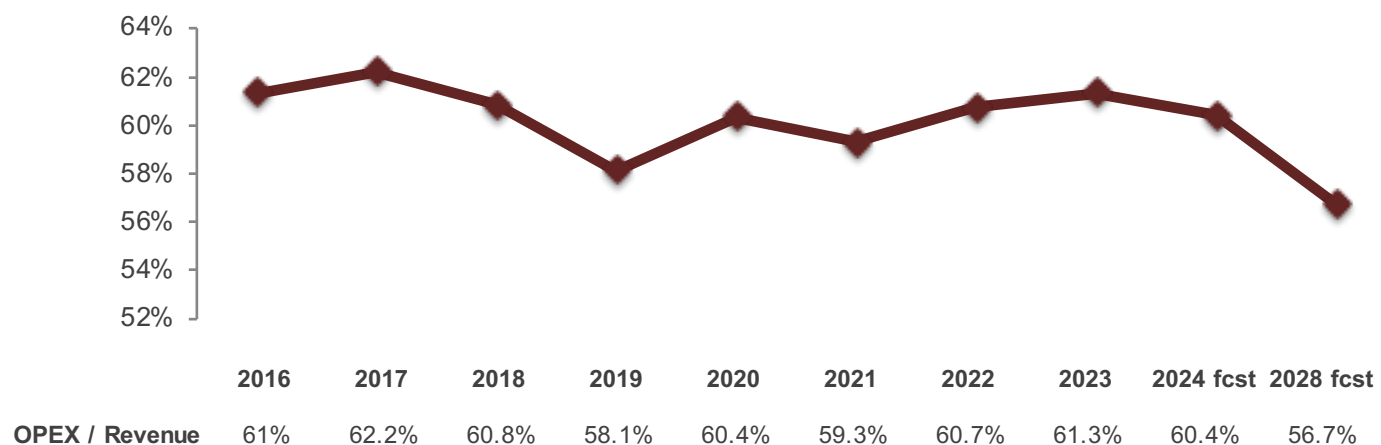


Compound Annual Growth Rate **6.1%** 3-Year **5.5%** 5-Year

Industry Revenue vs. Operating Expense Growth



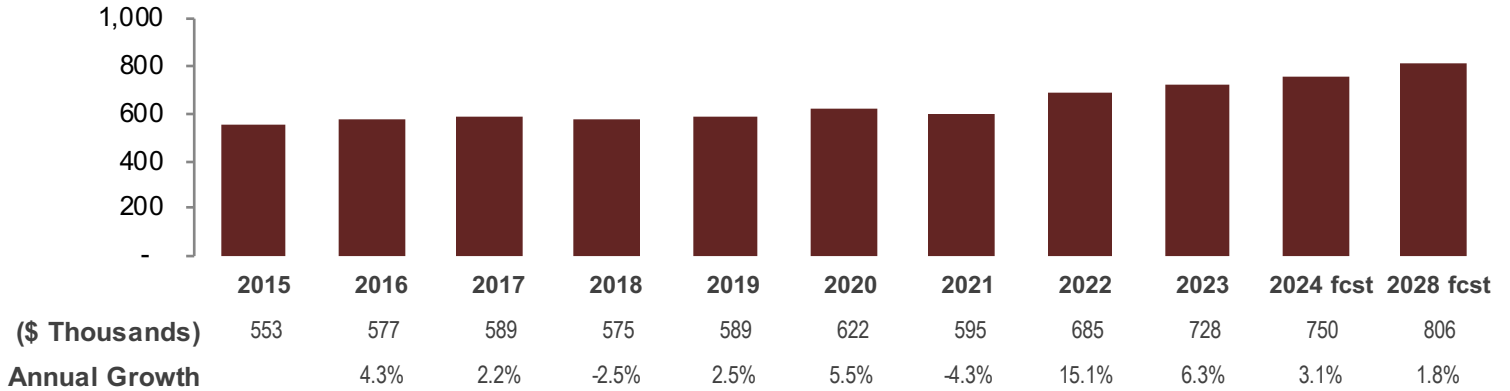
Operating Expense as a Percent of Revenue



Operating Expenses per Company & Location

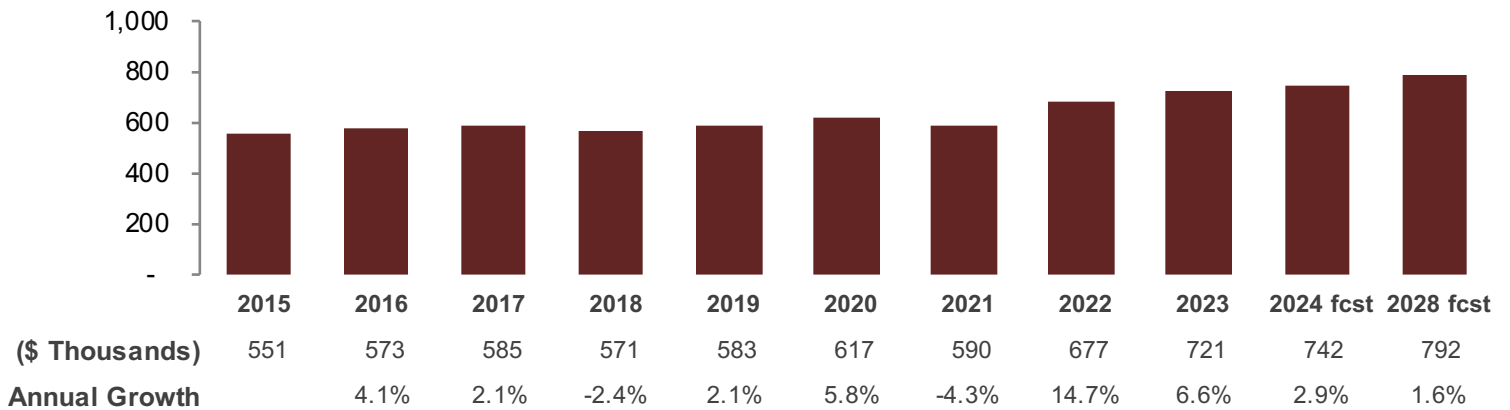
Given the dynamics of company and location growth and consolidation in the industry, it is important to normalize operating expense growth by company and location, which are below. This serves as a better benchmark for operating expense comparisons.

Industry Operating Expenses per Company



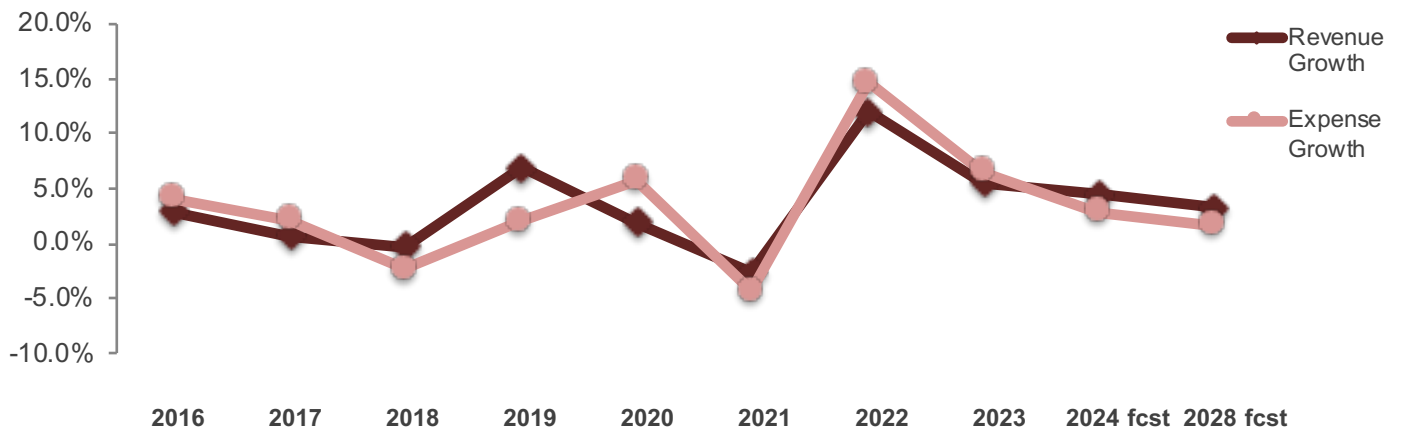
Compound Annual Growth Rate **5.4%** 3-Year **4.8%** 5-Year

Industry Operating Expenses per Location



Compound Annual Growth Rate **5.4%** 3-Year **4.8%** 5-Year

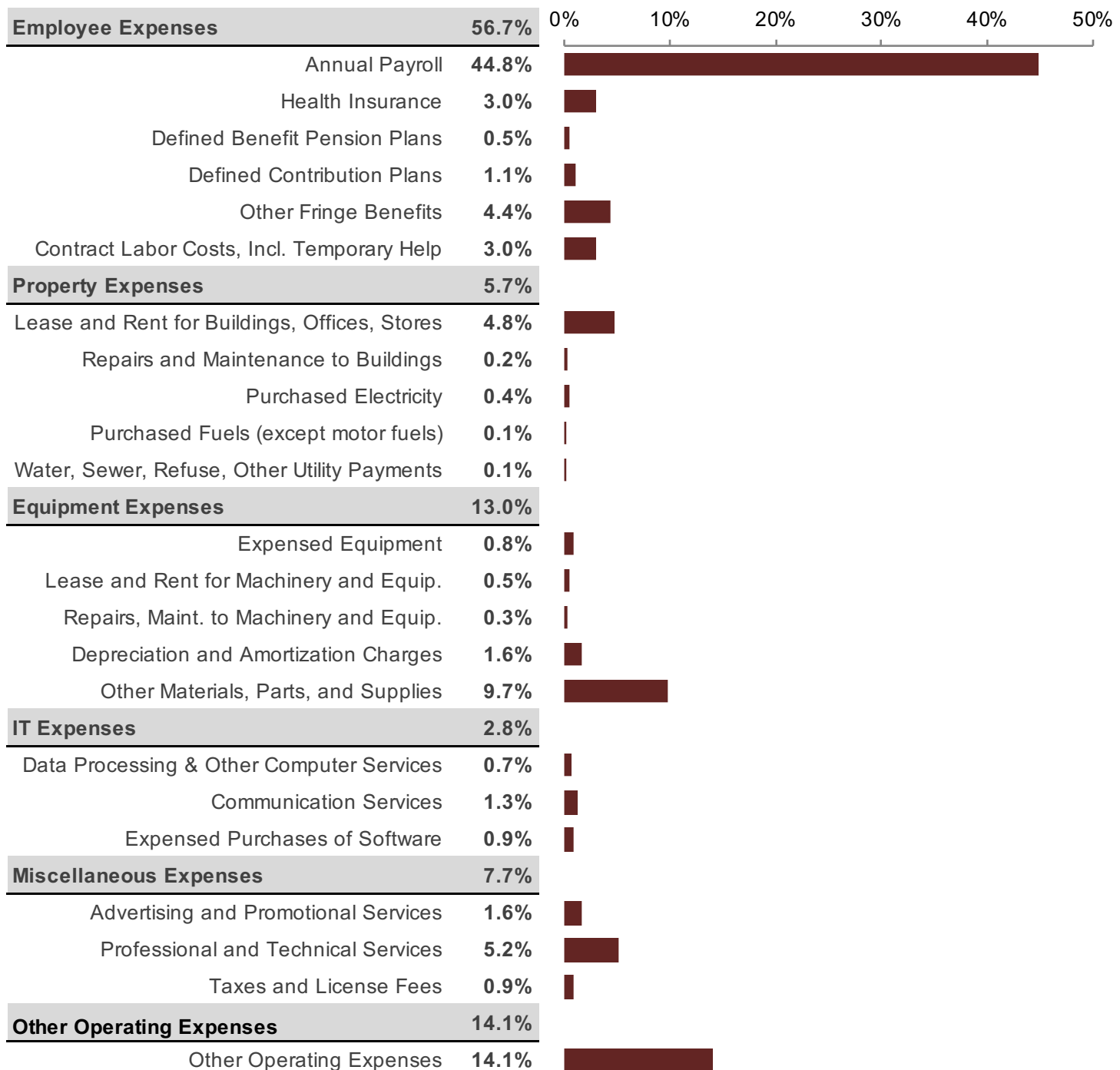
Revenue Growth per Location vs. Operating Expense Growth per Location



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.

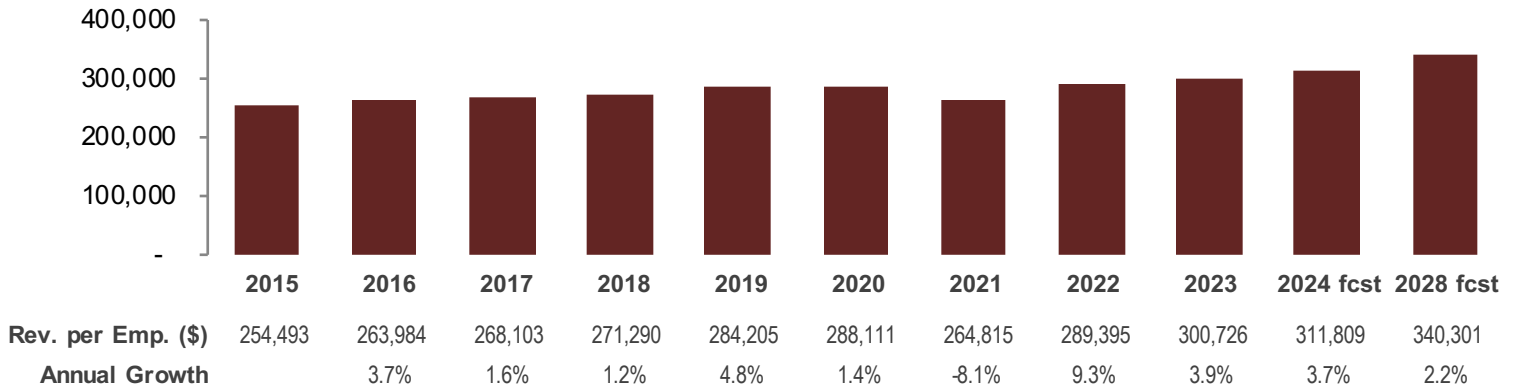
Operating Expense Breakdown



Employee Productivity & Industry Employment

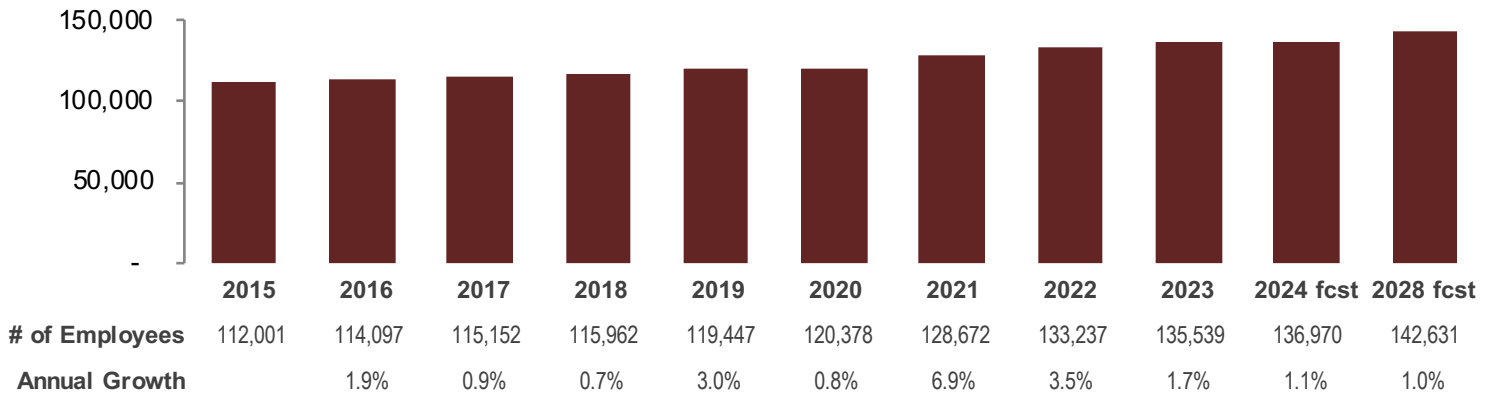
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historicals and forecasts.

Productivity - Revenue (output) per Employee



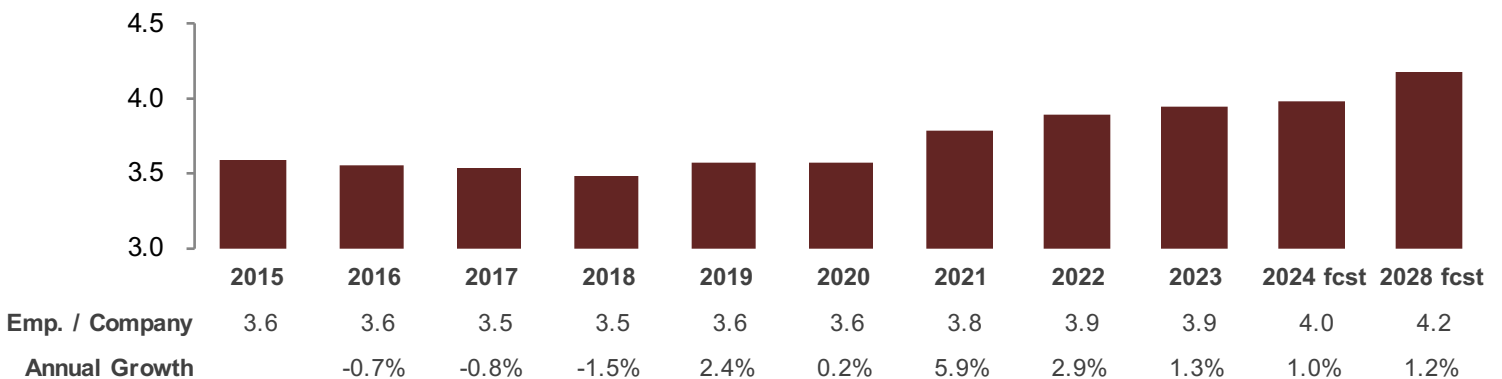
Compound Annual Growth Rate **1.4%** 3-Year **2.1%** 5-Year

Total Industry Employees



Compound Annual Growth Rate **4.0%** 3-Year **3.2%** 5-Year

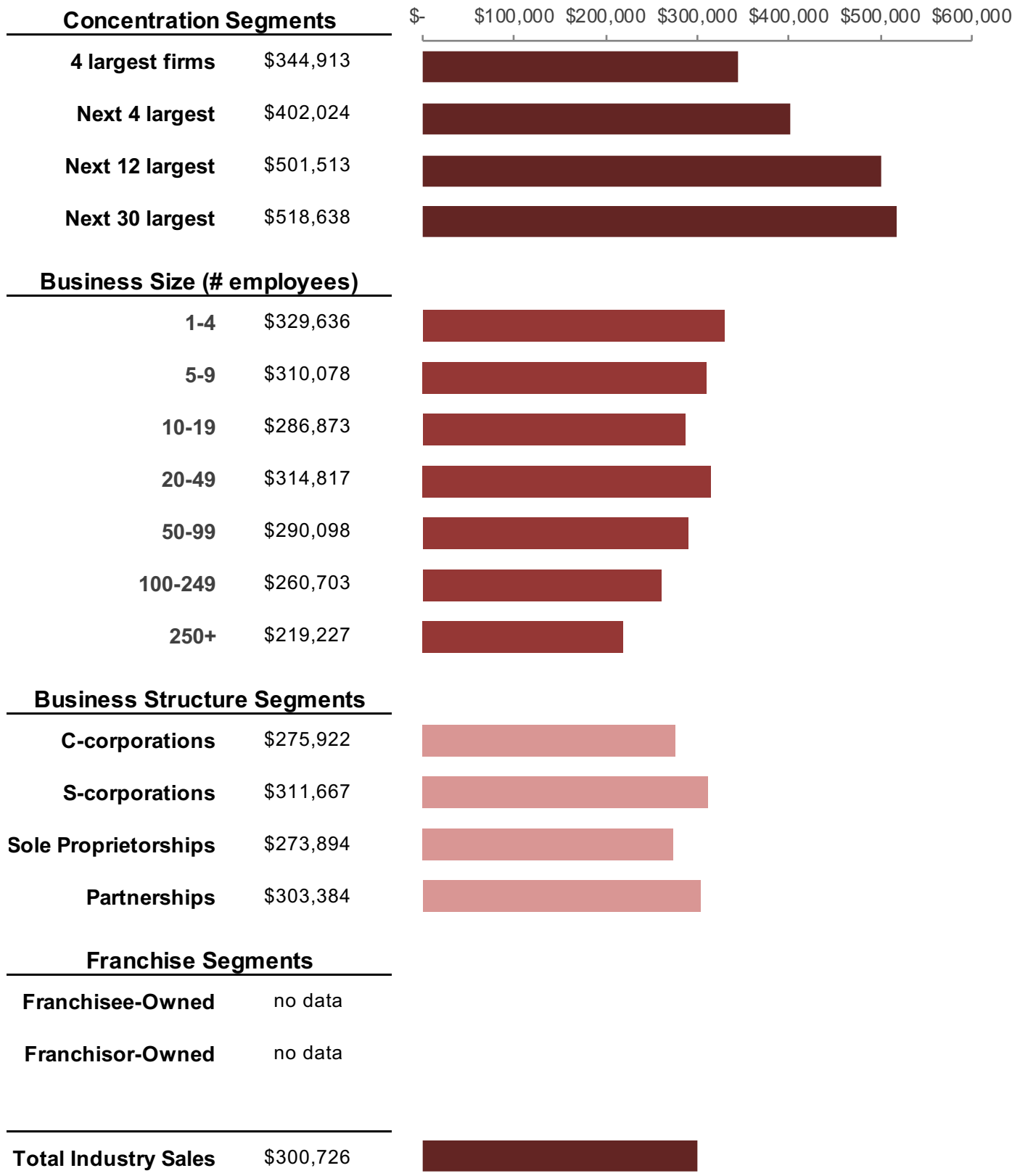
Employees per Company



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

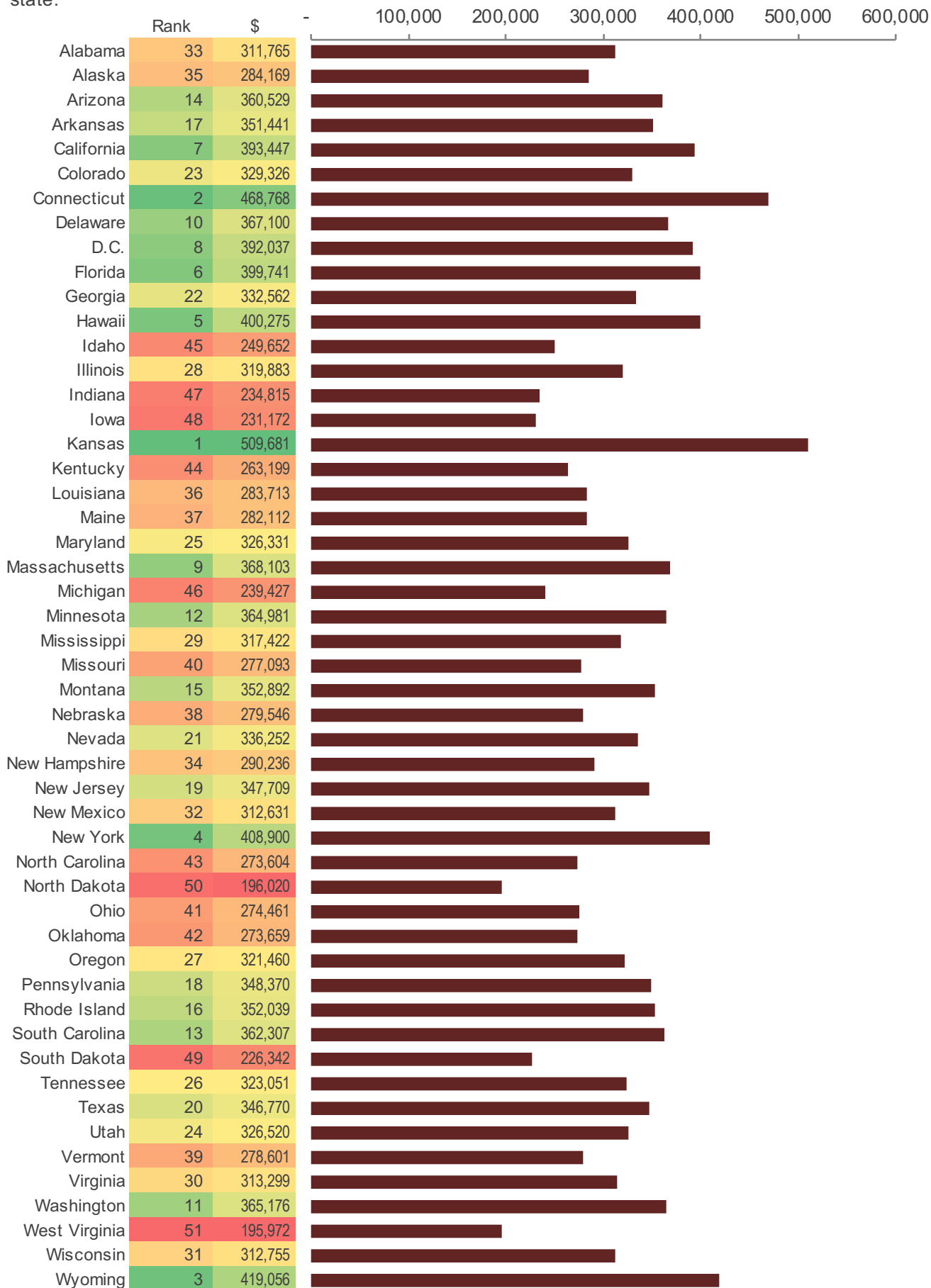
Employee Productivity by Segments

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	610
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	194	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	238	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	233	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	415
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	312	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	303	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	312
Bloomington, IN	139	Dalton, GA	299
Bloomsburg-Berwick, PA	231	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	157
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	269
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	290	Joplin, MO	96
Gainesville, FL	148	Kahului-Wailuku-Lahaina, HI	222
Gainesville, GA	298	Kalamazoo-Portage, MI	300
Gettysburg, PA	291	Kankakee, IL	285
Glens Falls, NY	172	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	290
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	259
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	130	Ogden-Clearfield, UT	193
Longview, WA	187	Oklahoma City, OK	225
Los Angeles-Long Beach-Anaheim, CA	354	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	299	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	271	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	255
Mount Vernon-Anacortes, WA	140	Redding, CA	281

Sales per Employee per Metropolitan Area

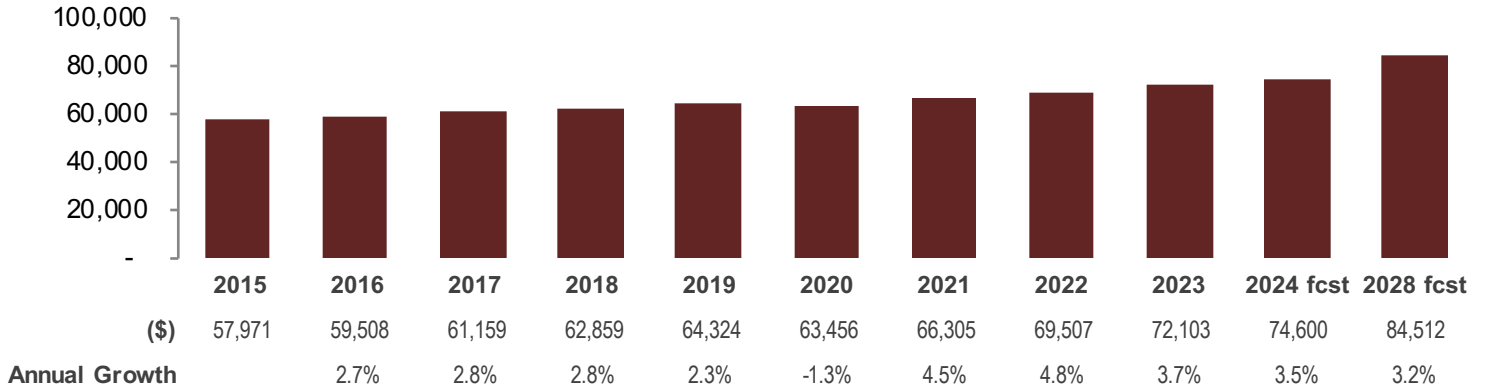
Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

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	298
Sacramento--Roseville--Arden-Arcade, CA	448	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	299	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	297
Santa Cruz-Watsonville, CA	264	Walla Walla, WA	609
Santa Fe, NM	296	Warner Robins, GA	177
Santa Maria-Santa Barbara, CA	446	Washing.-Arling.-Alexan., DC-VA-MD-WV	313
Santa Rosa, CA	285	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	300	Worcester, MA-CT	231
Spartanburg, SC	426	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	216	Yuma, AZ	243
Springfield, OH	300		
State College, PA	236		

Industry Payroll

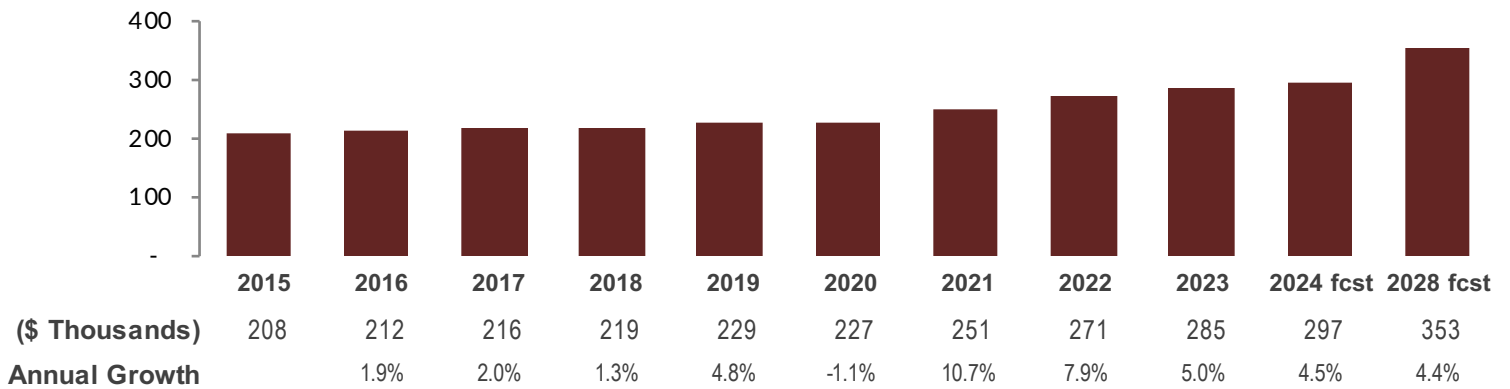
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company, and location. In particular, payroll per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



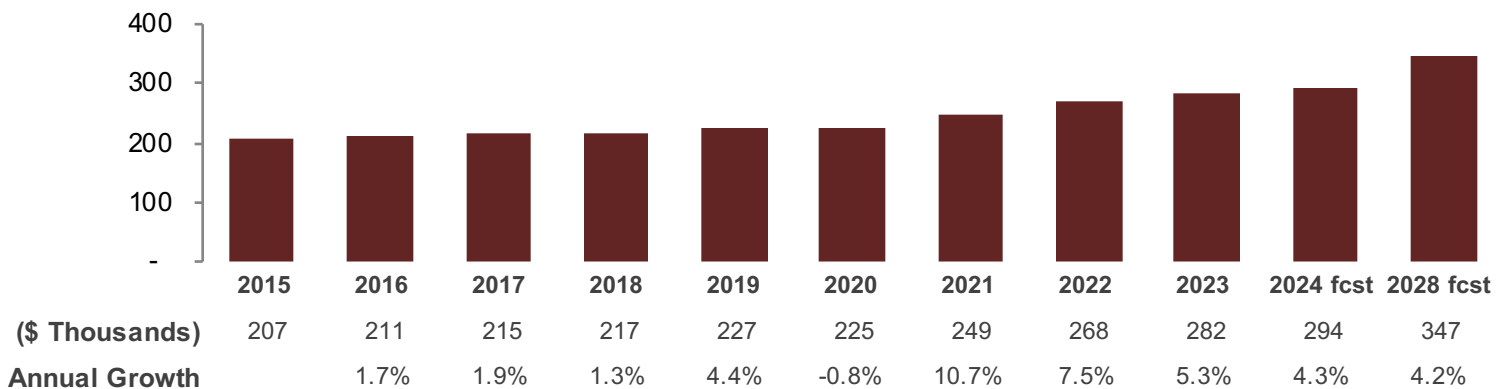
Compound Annual Growth Rate **4.4%** 3-Year **2.8%** 5-Year

Payroll per Company



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

Payroll per Location

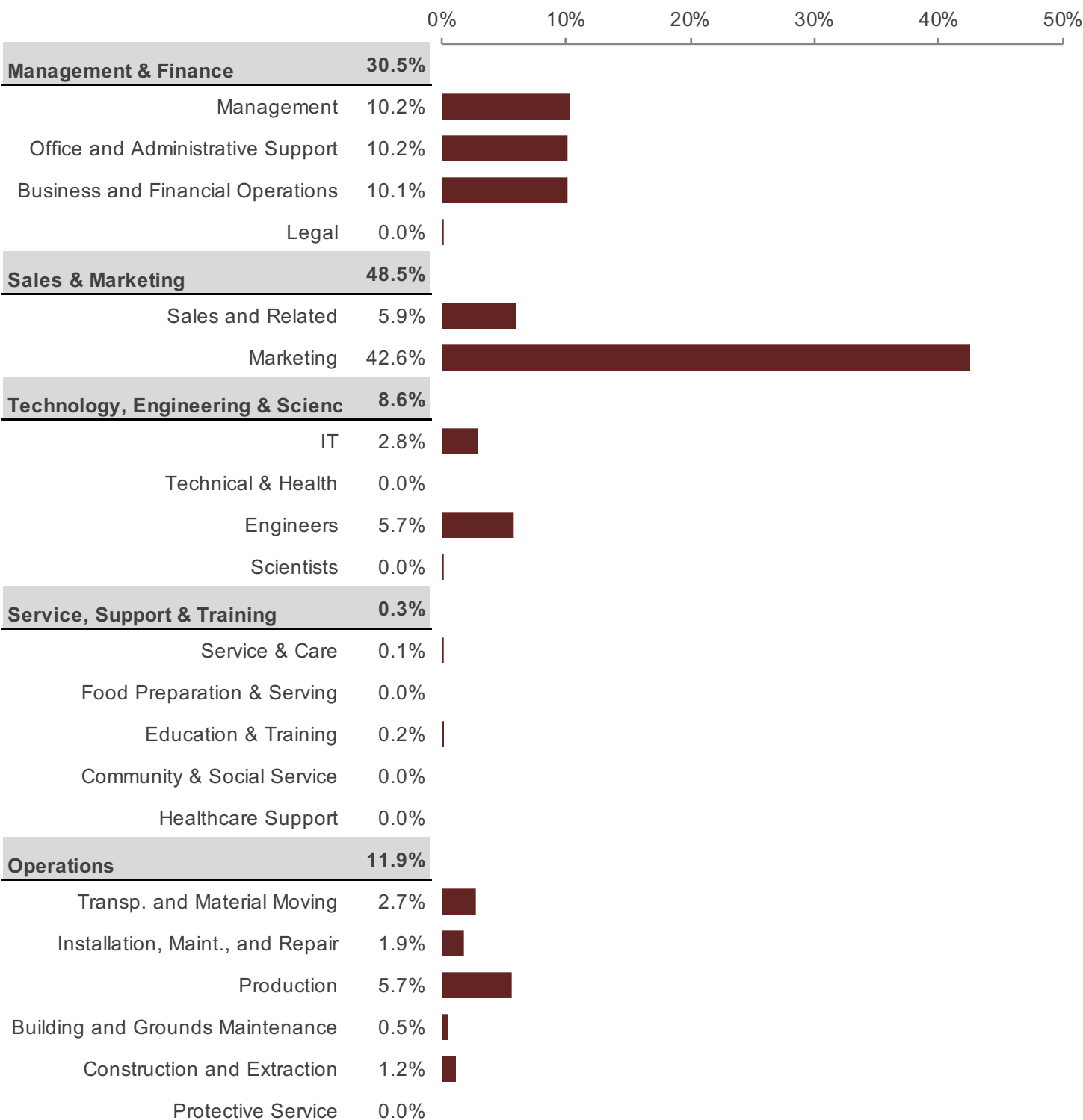


Compound Annual Growth Rate **7.8%** 3-Year **5.3%** 5-Year

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

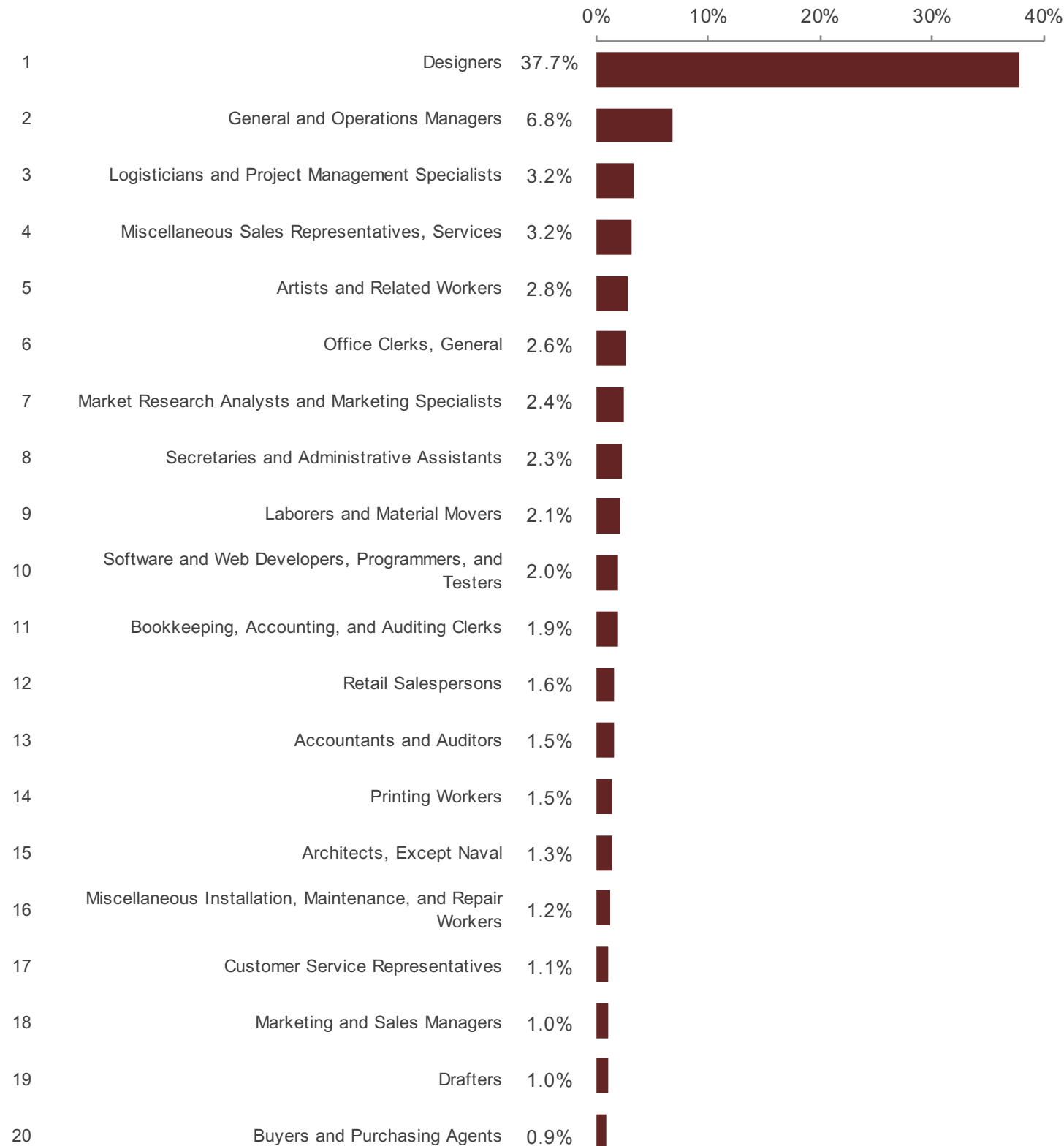
Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
Management & Finance					
Management	\$27.29	\$37.75	\$68.14	\$82.60	\$110.78
Office and Administrative Support	\$15.56	\$19.13	\$25.72	\$29.79	\$38.26
Business and Financial Operations	\$22.77	\$28.21	\$40.86	\$49.87	\$64.66
Legal	\$38.47	\$48.50	\$90.01	\$109.66	#
Sales & Marketing					
Sales and Related	\$15.87	\$19.04	\$33.79	\$43.15	\$58.48
Arts, Design, Entertainment, Media	\$18.48	\$24.06	\$35.95	\$41.49	\$55.99
Technology, Engineering & Science					
Computers	\$24.15	\$29.79	\$48.26	\$61.07	\$81.47
Technical & Healthcare	#	#	#	#	#
Engineering & Architecture	\$25.24	\$33.91	\$48.24	\$58.05	\$72.73
Life, Physical & Social Science	\$33.91	\$39.66	\$58.64	\$70.30	\$85.89
Service, Support & Training					
Personal Service & Care	\$14.95	\$16.53	\$19.96	\$20.07	\$28.59
Food Preparation & Serving	#	#	#	#	#
Education, Training & Library	\$10.21	\$13.40	\$17.41	\$21.20	\$26.07
Community & Social Service	#	#	#	#	#
Healthcare Support	#	#	#	#	#
Operations					
Transportation and Material Moving	\$15.82	\$17.66	\$21.85	\$24.51	\$30.18
Installation, Maint., and Repair	\$16.91	\$19.13	\$27.44	\$31.43	\$42.39
Production	\$13.92	\$17.24	\$22.93	\$27.23	\$33.99
Building and Grounds Maintenance	\$13.58	\$16.67	\$20.59	\$23.27	\$31.12
Construction and Extraction	\$18.20	\$22.04	\$28.34	\$33.06	\$39.39
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.

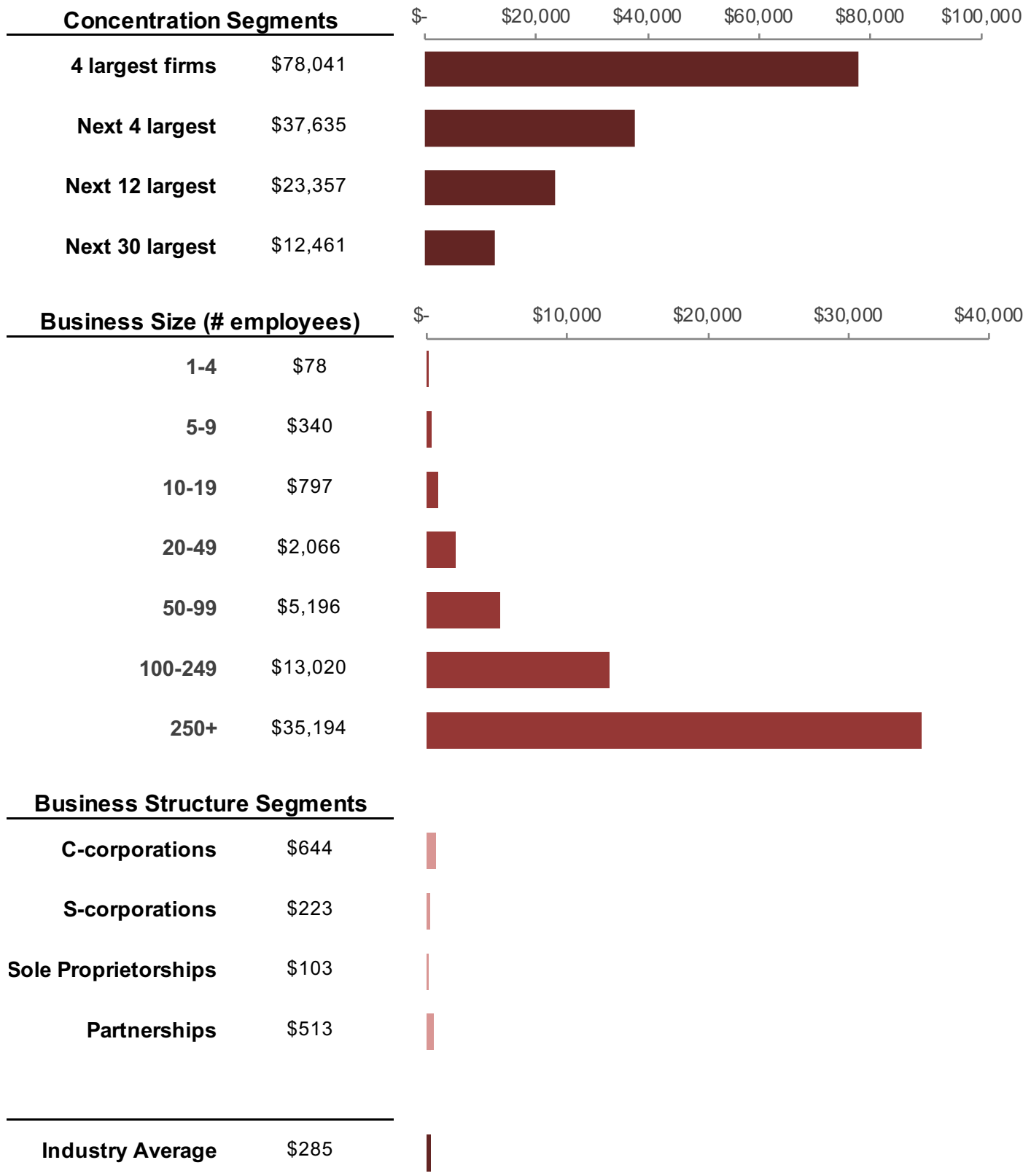
Top Detailed Jobs - Pay Bands

		Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
1	Designers	\$18.35	\$23.82	\$34.64	\$40.18	\$51.87
2	General and Operations Managers	\$24.91	\$34.70	\$65.57	\$76.71	\$110.03
3	Logisticians and Project Management Specialists	\$24.24	\$29.25	\$42.53	\$50.88	\$65.04
4	Miscellaneous Sales Representatives, Services	\$18.63	\$23.04	\$38.45	\$48.28	\$65.19
5	Artists and Related Workers	\$25.78	\$32.42	\$51.98	\$64.25	\$86.66
6	Office Clerks, General	\$13.51	\$17.45	\$22.76	\$26.17	\$34.60
7	Market Research Analysts and Marketing Specialists	\$18.24	\$25.10	\$38.00	\$46.25	\$69.44
8	Secretaries and Administrative Assistants	\$17.66	\$21.54	\$26.70	\$29.25	\$38.26
9	Laborers and Material Movers	\$15.62	\$17.39	\$20.67	\$23.22	\$26.92
10	Software and Web Developers, Programmers, and Testers	\$23.57	\$29.92	\$49.12	\$62.39	\$81.72
11	Bookkeeping, Accounting, and Auditing Clerks	\$17.06	\$20.39	\$26.87	\$31.94	\$40.17
12	Retail Salespersons	\$14.31	\$16.50	\$21.34	\$23.32	\$28.43
13	Accountants and Auditors	\$26.27	\$31.84	\$44.72	\$54.06	\$64.30
14	Printing Workers	\$13.74	\$16.60	\$20.16	\$22.37	\$28.11
15	Architects, Except Naval	\$25.24	\$35.43	\$47.05	\$53.21	\$64.99
16	Miscellaneous Installation, Maintenance, and Repair Workers	\$16.59	\$18.86	\$25.47	\$29.56	\$39.03
17	Customer Service Representatives	\$13.46	\$18.41	\$24.35	\$28.32	\$37.39
18	Marketing and Sales Managers	\$31.39	\$39.22	\$66.22	\$82.51	\$106.89
19	Drafters	\$18.15	\$24.93	\$32.67	\$36.78	\$54.64
20	Buyers and Purchasing Agents	\$24.38	\$26.68	\$37.75	\$47.32	\$53.00

Payroll per Company by Segments

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

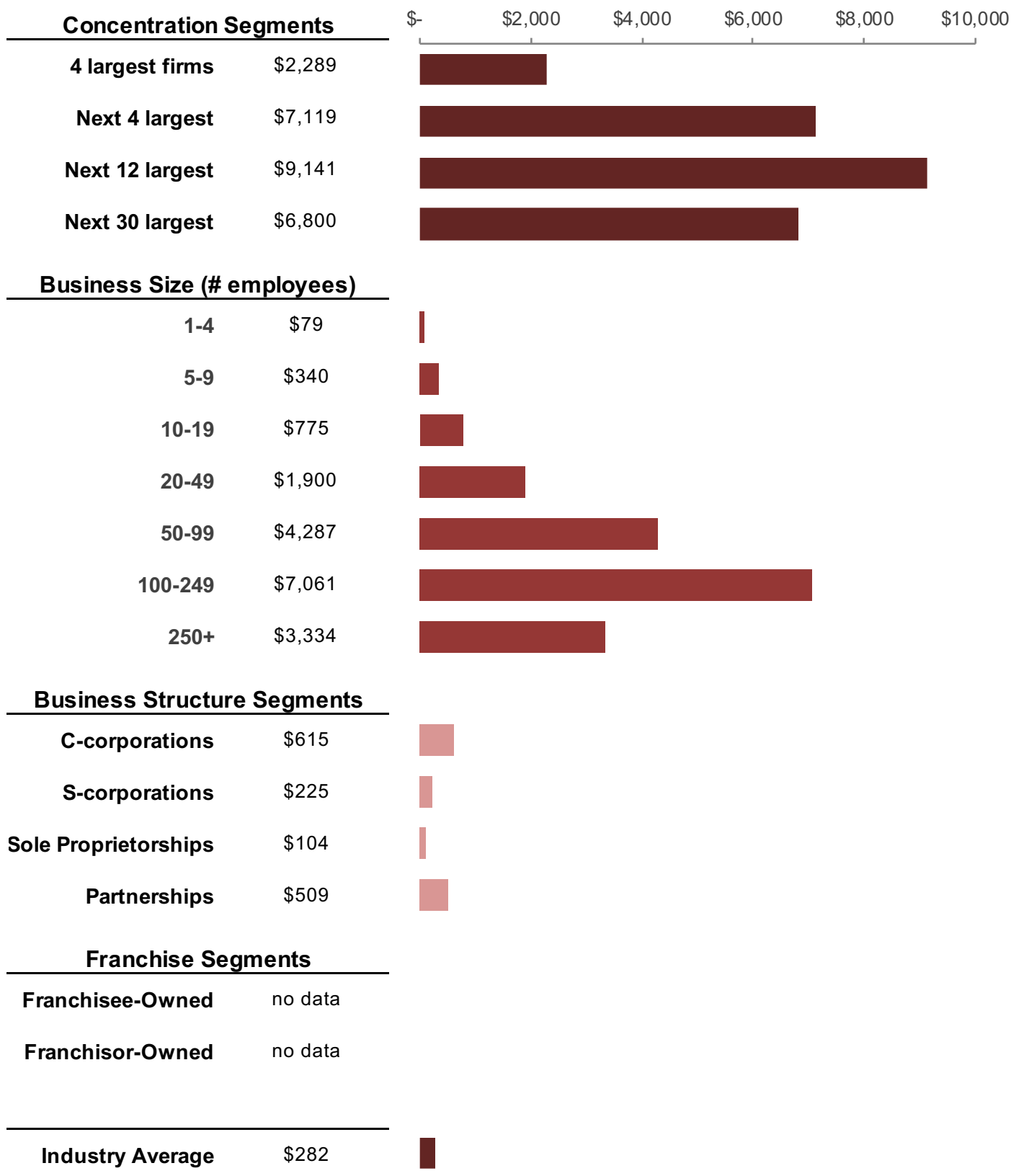
\$ thousands



Payroll per Location by Segments

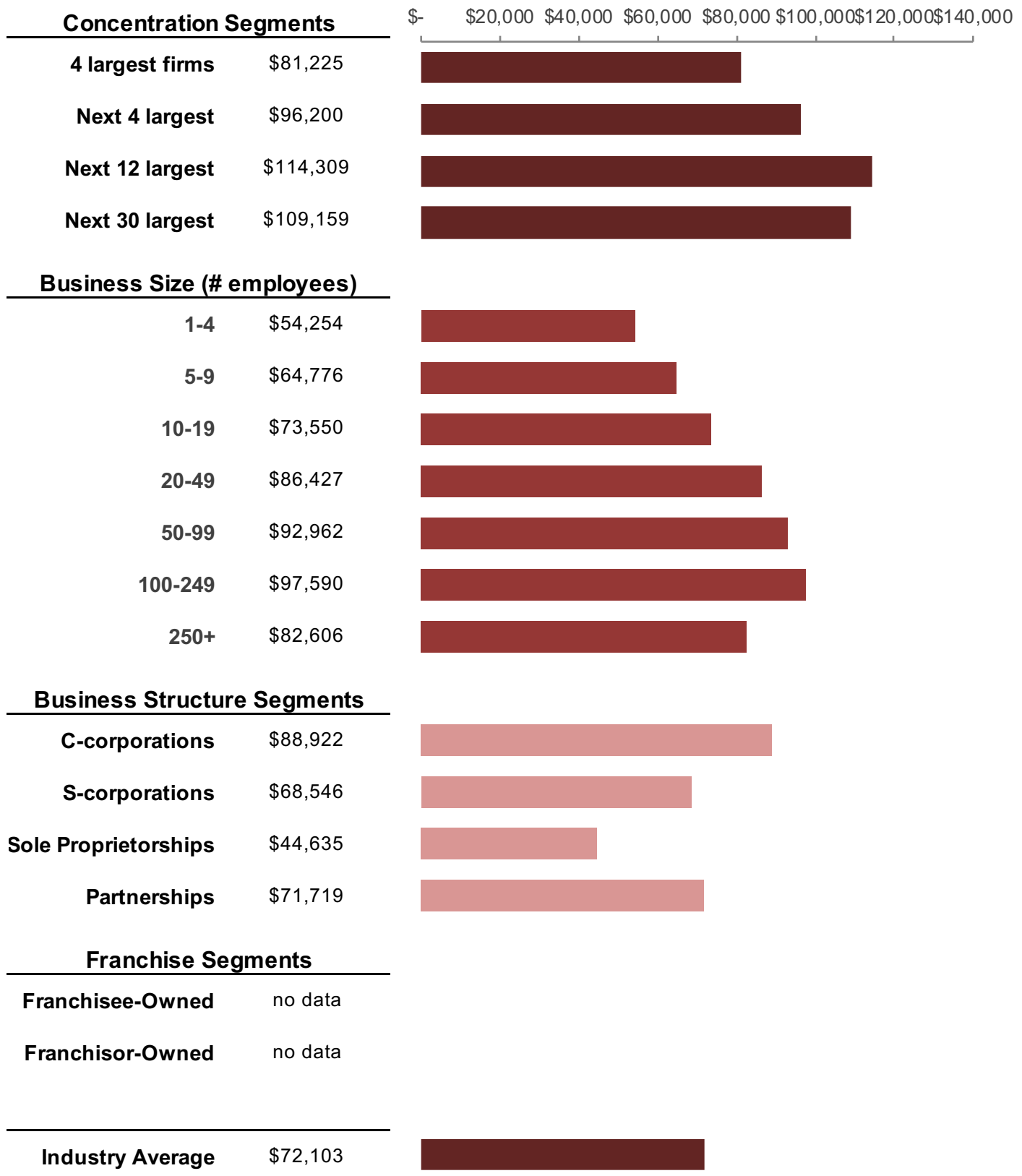
Below are payroll per location statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

\$ thousands



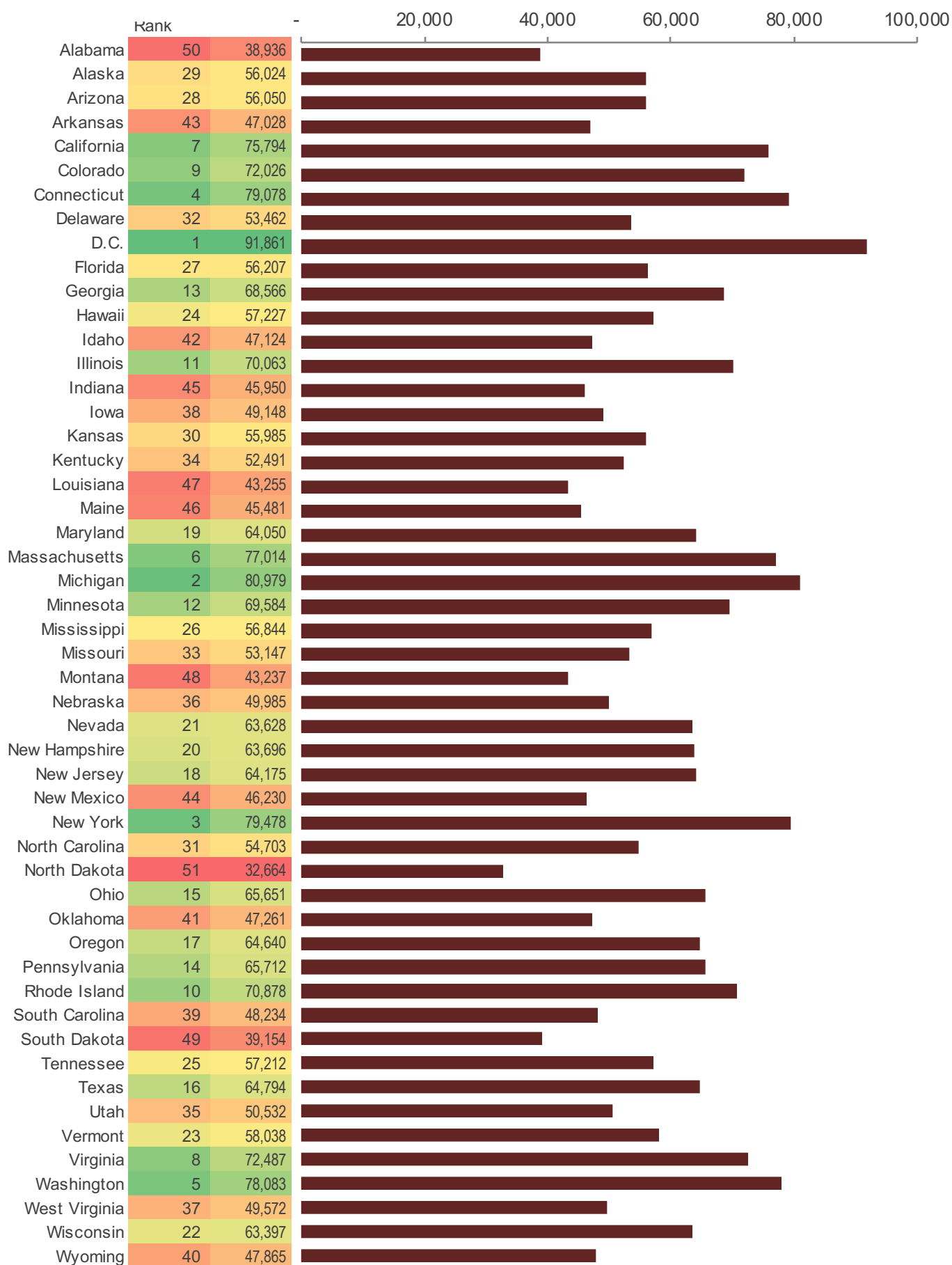
Payroll per Employee by Segments

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



Payroll per Employee by State

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



Payroll per Employee per Metropolitan Area

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

Metropolitan Statistical Area	\$	Metropolitan Statistical Area	\$
Abilene, TX	29,250	Brunswick, GA	46,584
Akron, OH	50,299	Buffalo-Cheektowaga-Niagara Falls, NY	47,963
Albany, GA	49,995	Burlington, NC	54,232
Albany, OR	49,263	Burlington-South Burlington, VT	70,645
Albany-Schenectady-Troy, NY	44,605	California-Lexington Park, MD	73,035
Albuquerque, NM	59,714	Canton-Massillon, OH	39,100
Alexandria, LA	49,962	Cape Coral-Fort Myers, FL	52,410
Allentown-Bethlehem-Easton, PA-NJ	49,075	Cape Girardeau, MO-IL	no data
Altoona, PA	39,385	Carbondale-Marion, IL	36,804
Amarillo, TX	30,356	Carson City, NV	43,637
Ames, IA	91,686	Casper, WY	30,759
Anchorage, AK	64,610	Cedar Rapids, IA	44,093
Ann Arbor, MI	87,337	Chambersburg-Waynesboro, PA	39,551
Anniston-Oxford-Jacksonville, AL	32,802	Champaign-Urbana, IL	36,685
Appleton, WI	81,995	Charleston, WV	49,482
Asheville, NC	48,901	Charleston-North Charleston, SC	46,294
Athens-Clarke County, GA	40,406	Charlotte-Concord-Gastonia, NC-SC	56,049
Atlanta-Sandy Springs-Roswell, GA	74,044	Charlottesville, VA	56,673
Atlantic City-Hammonton, NJ	63,013	Chattanooga, TN-GA	55,115
Auburn-Opelika, AL	50,113	Cheyenne, WY	48,702
Augusta-Richmond County, GA-SC	58,156	Chicago-Naperville-Elgin, IL-IN-WI	75,814
Austin-Round Rock, TX	74,924	Chico, CA	62,293
Bakersfield, CA	62,759	Cincinnati, OH-KY-IN	72,534
Baltimore-Columbia-Towson, MD	71,253	Clarksville, TN-KY	27,604
Bangor, ME	33,414	Cleveland, TN	33,456
Barnstable Town, MA	47,782	Cleveland-Elyria, OH	71,736
Baton Rouge, LA	44,561	Coeur d'Alene, ID	53,022
Battle Creek, MI	63,727	College Station-Bryan, TX	35,349
Bay City, MI	45,878	Colorado Springs, CO	103,671
Beaumont-Port Arthur, TX	56,091	Columbia, MO	38,290
Beckley, WV	52,016	Columbia, SC	57,811
Bellingham, WA	79,681	Columbus, GA-AL	47,855
Bend-Redmond, OR	66,406	Columbus, IN	77,630
Billings, MT	53,254	Columbus, OH	71,622
Binghamton, NY	60,081	Corpus Christi, TX	35,723
Birmingham-Hoover, AL	45,287	Corvallis, OR	66,420
Bismarck, ND	65,709	Crestview-Fort Walton Beach-Destin, FL	42,057
Blacksburg-Christiansburg-Radford, VA	36,062	Cumberland, MD-WV	28,092
Bloomington, IL	51,243	Dallas-Fort Worth-Arlington, TX	72,172
Bloomington, IN	39,995	Dalton, GA	55,844
Bloomsburg-Berwick, PA	55,266	Danville, IL	no data
Boise City, ID	53,726	Daphne-Fairhope-Foley, AL	53,086
Boston-Cambridge-Newton, MA-NH	82,987	Davenport-Moline-Rock Island, IA-IL	46,838
Boulder, CO	117,775	Dayton, OH	73,945
Bowling Green, KY	44,866	Decatur, AL	32,360
Bremerton-Silverdale, WA	56,264	Decatur, IL	43,294
Bridgeport-Stamford-Norwalk, CT	91,796	Deltona-Daytona Beach-Ormond, FL	47,643
Brownsville-Harlingen, TX	40,044	Denver-Aurora-Lakewood, CO	64,446

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	64,363	Greenville-Anderson-Mauldin, SC	55,124
Detroit-Warren-Dearborn, MI	82,516	Gulfport-Biloxi-Pascagoula, MS	45,405
Dothan, AL	61,646	Hagerstown-Martinsburg, MD-WV	52,699
Dover, DE	56,663	Hammond, LA	49,756
Dubuque, IA	52,253	Hanford-Corcoran, CA	51,711
Duluth, MN-WI	60,135	Harrisburg-Carlisle, PA	86,756
Durham-Chapel Hill, NC	66,327	Harrisonburg, VA	43,542
East Stroudsburg, PA	54,571	Hartford-West Hartford-East Hartford, CT	70,855
Eau Claire, WI	20,751	Hattiesburg, MS	39,908
El Centro, CA	56,669	Hickory-Lenoir-Morganton, NC	46,876
Elizabethtown-Fort Knox, KY	23,455	Hilton Head Island-Bluffton-Beaufort, SC	59,722
Elkhart-Goshen, IN	48,700	Hinesville, GA	59,104
Elmira, NY	59,863	Homosassa Springs, FL	33,541
El Paso, TX	34,365	Hot Springs, AR	21,242
Enid, OK	no data	Houma-Thibodaux, LA	64,032
Erie, PA	19,565	Houston-The Woodlands-Sugar Land, TX	74,275
Eugene, OR	42,004	Huntington-Ashland, WV-KY-OH	50,423
Evansville, IN-KY	54,743	Huntsville, AL	56,409
Fairbanks, AK	79,267	Idaho Falls, ID	67,213
Fargo, ND-MN	33,504	Indianapolis-Carmel-Anderson, IN	60,010
Farmington, NM	56,072	Iowa City, IA	44,688
Fayetteville, NC	51,640	Ithaca, NY	57,648
Fayetteville-Springdale-Rogers, AR-MO	65,310	Jackson, MI	19,947
Flagstaff, AZ	68,396	Jackson, MS	43,549
Flint, MI	59,509	Jackson, TN	57,984
Florence, SC	32,579	Jacksonville, FL	44,181
Florence-Muscle Shoals, AL	53,786	Jacksonville, NC	33,879
Fond du Lac, WI	23,004	Janesville-Beloit, WI	59,527
Fort Collins, CO	60,083	Jefferson City, MO	33,033
Fort Smith, AR-OK	36,917	Johnson City, TN	39,274
Fort Wayne, IN	54,691	Johnstown, PA	52,955
Fresno, CA	55,823	Jonesboro, AR	59,147
Gadsden, AL	49,983	Joplin, MO	66,519
Gainesville, FL	33,758	Kahului-Wailuku-Lahaina, HI	62,145
Gainesville, GA	66,569	Kalamazoo-Portage, MI	67,050
Gettysburg, PA	52,844	Kankakee, IL	37,421
Glens Falls, NY	33,369	Kansas City, MO-KS	65,216
Goldsboro, NC	60,696	Kennewick-Richland, WA	66,127
Grand Forks, ND-MN	62,571	Killeen-Temple, TX	54,355
Grand Island, NE	61,716	Kingsport-Bristol-Bristol, TN-VA	18,650
Grand Junction, CO	24,393	Kingston, NY	62,863
Grand Rapids-Wyoming, MI	70,653	Knoxville, TN	53,171
Grants Pass, OR	74,323	Kokomo, IN	61,608
Great Falls, MT	23,631	La Crosse-Onalaska, WI-MN	70,529
Greeley, CO	37,872	Lafayette, LA	32,125
Green Bay, WI	57,716	Lafayette-West Lafayette, IN	29,625
Greensboro-High Point, NC	74,431	Lake Charles, LA	21,979
Greenville, NC	28,586	Lake Havasu City-Kingman, AZ	50,484

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	37,157	Muncie, IN	53,808
Lancaster, PA	51,243	Muskegon, MI	43,893
Lansing-East Lansing, MI	48,851	Myrtle-Conway-North Myrtle, SC-NC	44,981
Laredo, TX	50,052	Napa, CA	66,625
Las Cruces, NM	51,507	Naples-Immokalee-Marco Island, FL	59,655
Las Vegas-Henderson-Paradise, NV	69,822	Nashville-Davidson--Murfr.--Franklin, TN	72,344
Lawrence, KS	59,909	New Bern, NC	55,474
Lawton, OK	52,142	New Haven-Milford, CT	71,285
Lebanon, PA	56,869	New Orleans-Metairie, LA	52,036
Lewiston, ID-WA	58,551	New York-Newark-Jersey City, NY-NJ-PA	83,266
Lewiston-Auburn, ME	62,774	Niles-Benton Harbor, MI	74,958
Lexington-Fayette, KY	46,161	North Port-Sarasota-Bradenton, FL	61,658
Lima, OH	76,573	Norwich-New London, CT	72,994
Lincoln, NE	47,105	Ocala, FL	36,118
Little Rock-North Little Rock-Conway, AR	46,454	Ocean City, NJ	74,281
Logan, UT-ID	46,889	Odessa, TX	no data
Longview, TX	38,158	Ogden-Clearfield, UT	51,877
Longview, WA	53,043	Oklahoma City, OK	45,139
Los Angeles-Long Beach-Anaheim, CA	75,042	Olympia-Tumwater, WA	61,127
Louisville/Jefferson County, KY-IN	61,099	Omaha-Council Bluffs, NE-IA	57,820
Lubbock, TX	38,896	Orlando-Kissimmee-Sanford, FL	62,411
Lynchburg, VA	25,727	Oshkosh-Neenah, WI	77,288
Macon-Bibb County, GA	21,916	Owensboro, KY	37,225
Madera, CA	50,078	Oxnard-Thousand Oaks-Ventura, CA	72,741
Madison, WI	65,078	Palm Bay-Melbourne-Titusville, FL	69,085
Manchester-Nashua, NH	59,330	Panama City, FL	48,914
Manhattan, KS	65,569	Parkersburg-Vienna, WV	49,803
Mankato-North Mankato, MN	65,294	Pensacola-Ferry Pass-Brent, FL	45,702
Mansfield, OH	51,997	Peoria, IL	56,879
McAllen-Edinburg-Mission, TX	42,349	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	73,996
Medford, OR	38,928	Phoenix-Mesa-Scottsdale, AZ	60,189
Memphis, TN-MS-AR	58,712	Pine Bluff, AR	51,378
Merced, CA	no data	Pittsburgh, PA	73,400
Miami-Fort Lauderdale-West Palm Beach, FL	62,790	Pittsfield, MA	61,229
Michigan City-La Porte, IN	52,079	Pocatello, ID	50,026
Midland, MI	72,356	Portland-South Portland, ME	48,481
Midland, TX	54,426	Portland-Vancouver-Hillsboro, OR-WA	71,437
Milwaukee-Waukesha-West Allis, WI	72,901	Port St. Lucie, FL	42,478
Minneapolis-St. Paul-Bloomington, MN-WI	81,743	Prescott, AZ	53,301
Missoula, MT	41,149	Providence-Warwick, RI-MA	75,112
Mobile, AL	27,798	Provo-Orem, UT	45,719
Modesto, CA	41,641	Pueblo, CO	49,548
Monroe, LA	49,271	Punta Gorda, FL	38,908
Monroe, MI	52,427	Racine, WI	84,399
Montgomery, AL	43,036	Raleigh, NC	58,736
Morgantown, WV	63,341	Rapid City, SD	26,408
Morristown, TN	no data	Reading, PA	59,077
Mount Vernon-Anacortes, WA	34,197	Redding, CA	47,643

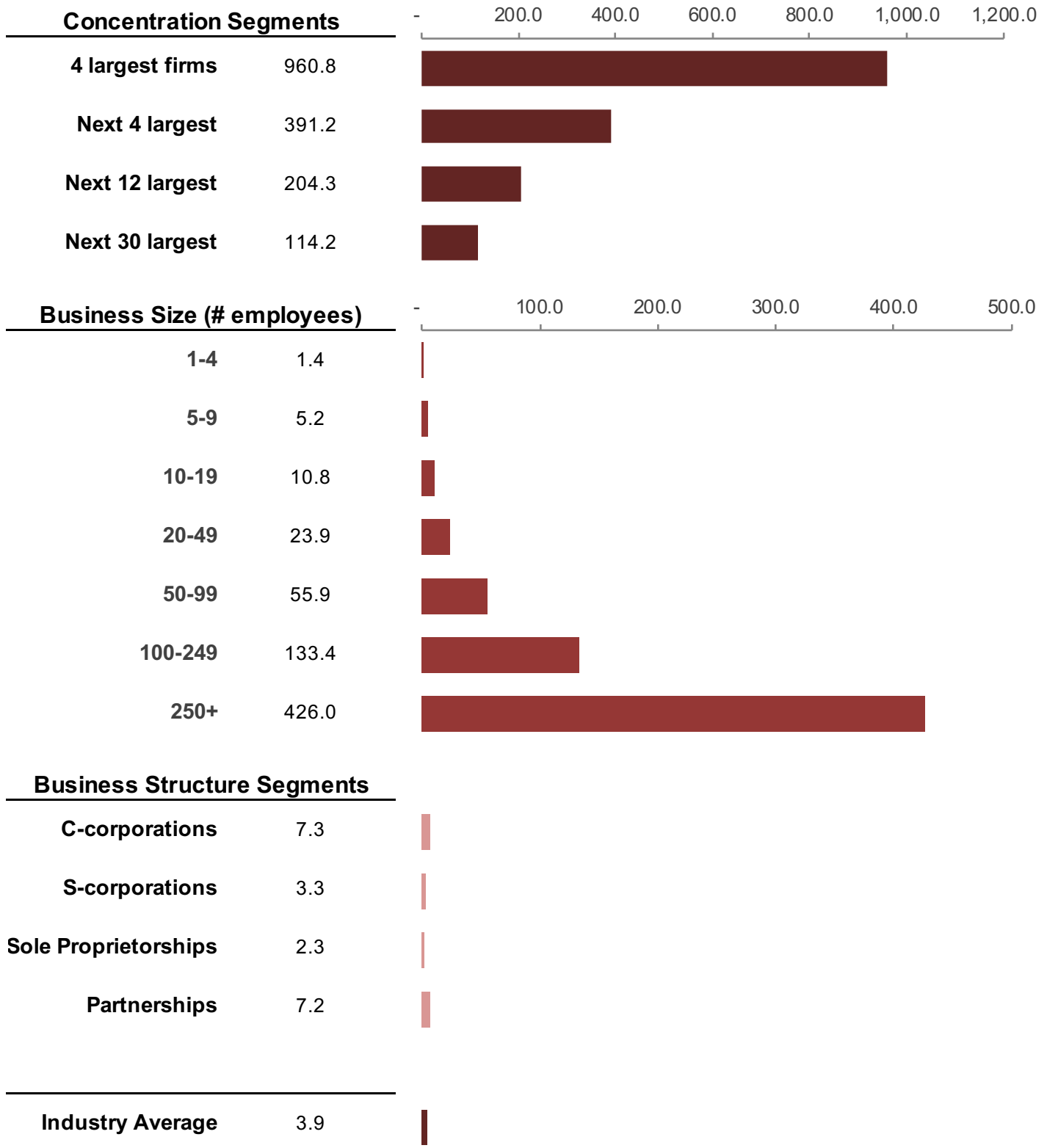
Payroll per Employee per Metropolitan Area

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	46,349	Staunton-Waynesboro, VA	49,619
Richmond, VA	66,285	Stockton-Lodi, CA	52,300
Riverside-San Bernardino-Ontario, CA	52,244	Sumter, SC	50,602
Roanoke, VA	39,077	Syracuse, NY	53,158
Rochester, MN	72,188	Tallahassee, FL	39,529
Rochester, NY	59,846	Tampa-St. Petersburg-Clearwater, FL	60,712
Rockford, IL	63,558	Terre Haute, IN	52,900
Rocky Mount, NC	62,579	Texarkana, TX-AR	21,344
Rome, GA	49,211	The Villages, FL	50,362
Sacramento--Roseville--Arden-Arcade, CA	57,166	Toledo, OH	61,256
Saginaw, MI	56,906	Topeka, KS	67,229
St. Cloud, MN	62,879	Trenton, NJ	76,102
St. George, UT	43,900	Tucson, AZ	42,451
St. Joseph, MO-KS	66,488	Tulsa, OK	59,899
St. Louis, MO-IL	57,821	Tuscaloosa, AL	53,266
Salem, OR	61,702	Tyler, TX	56,748
Salinas, CA	73,757	Urban Honolulu, HI	61,756
Salisbury, MD-DE	39,596	Utica-Rome, NY	70,174
Salt Lake City, UT	56,065	Valdosta, GA	19,311
San Angelo, TX	29,947	Vallejo-Fairfield, CA	70,310
San Antonio-New Braunfels, TX	44,177	Victoria, TX	no data
San Diego-Carlsbad, CA	79,617	Vineland-Bridgeton, NJ	57,760
San Francisco-Oakland-Hayward, CA	98,006	Virginia Beach-Norfolk-Newport, VA-NC	58,159
San Jose-Sunnyvale-Santa Clara, CA	95,211	Visalia-Porterville, CA	51,371
San Luis Obispo-Paso Robles-Arroyo Gr., CA	74,506	Waco, TX	49,914
Santa Cruz-Watsonville, CA	65,012	Walla Walla, WA	110,532
Santa Fe, NM	62,211	Warner Robins, GA	24,986
Santa Maria-Santa Barbara, CA	77,793	Washing.-Arling.-Alexan., DC-VA-MD-WV	84,626
Santa Rosa, CA	70,182	Waterloo-Cedar Falls, IA	78,134
Savannah, GA	42,844	Watertown-Fort Drum, NY	18,069
Scranton--Wilkes-Barre--Hazleton, PA	44,093	Wausau, WI	46,373
Seattle-Tacoma-Bellevue, WA	89,078	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	60,515	Wenatchee, WA	29,288
Sebring, FL	49,466	Wheeling, WV-OH	70,199
Sheboygan, WI	42,455	Wichita, KS	44,985
Sherman-Denison, TX	51,869	Wichita Falls, TX	27,157
Shreveport-Bossier City, LA	43,554	Williamsport, PA	58,906
Sierra Vista-Douglas, AZ	39,385	Wilmington, NC	49,265
Sioux City, IA-NE-SD	73,665	Winchester, VA-WV	62,508
Sioux Falls, SD	46,471	Winston-Salem, NC	57,613
South Bend-Mishawaka, IN-MI	58,965	Worcester, MA-CT	35,972
Spartanburg, SC	76,323	Yakima, WA	49,329
Spokane-Spokane Valley, WA	44,937	York-Hanover, PA	56,935
Springfield, IL	33,892	Youngstown-Warren-Boardman, OH-PA	66,000
Springfield, MA	70,588	Yuba City, CA	43,196
Springfield, MO	54,400	Yuma, AZ	41,248
Springfield, OH	54,245		
State College, PA	63,730		

Employees per Company by Segments

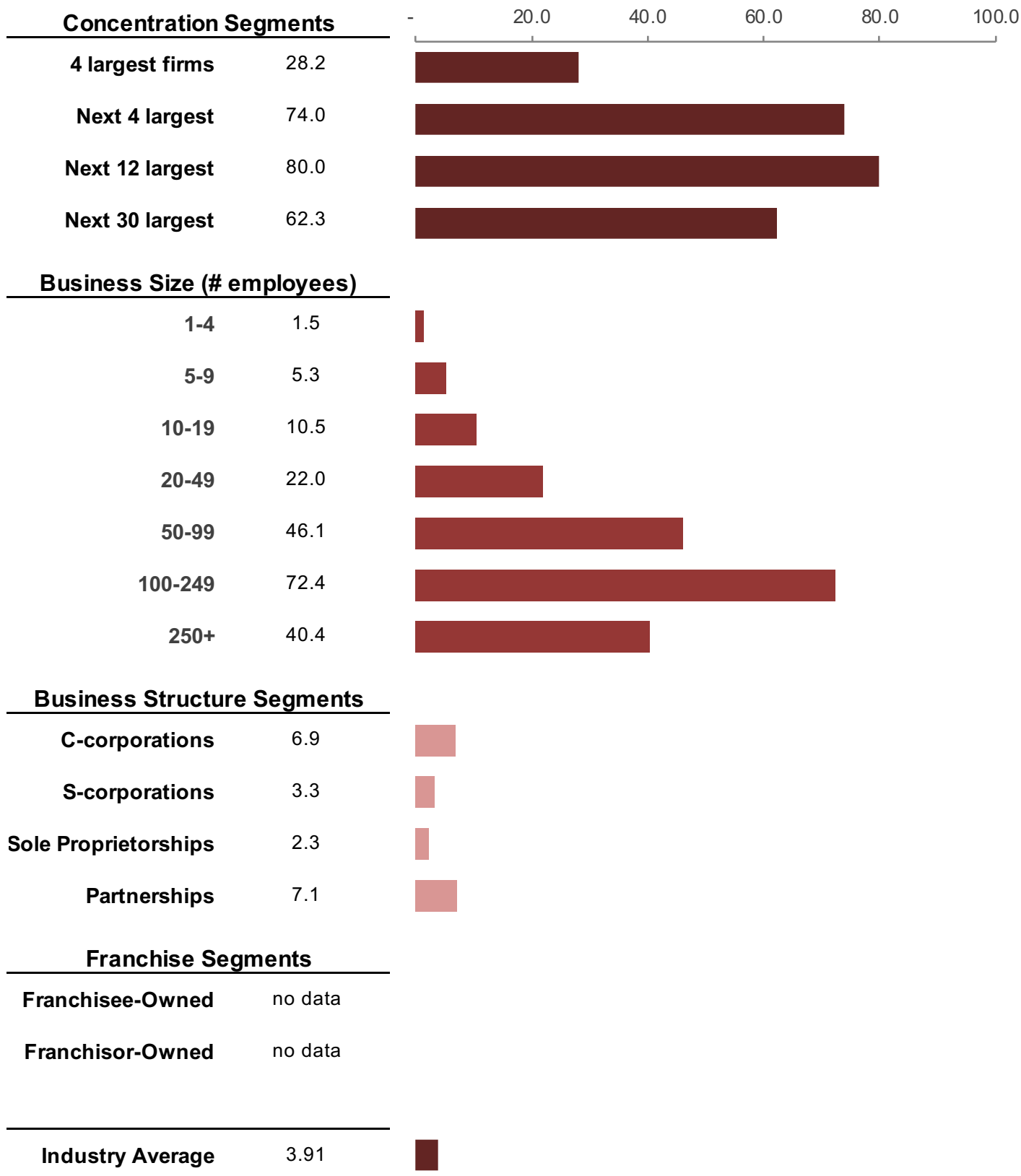
Below is the average full-time and part-time employees per company for industry segmentations including concentration, business size by employees, and business structure.



Employees per Location by Segments

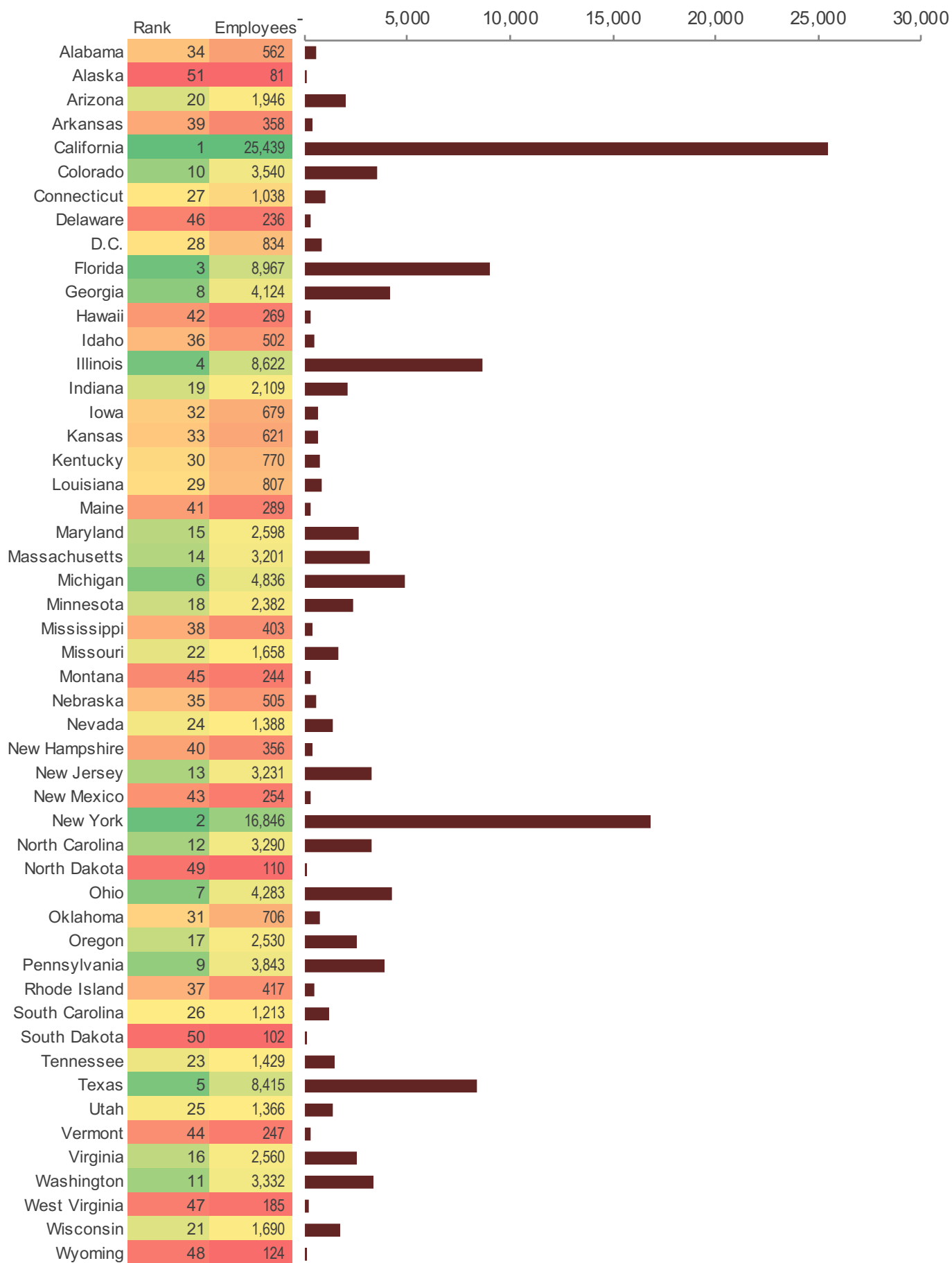
Below is the average number of full-time and part-time employees per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



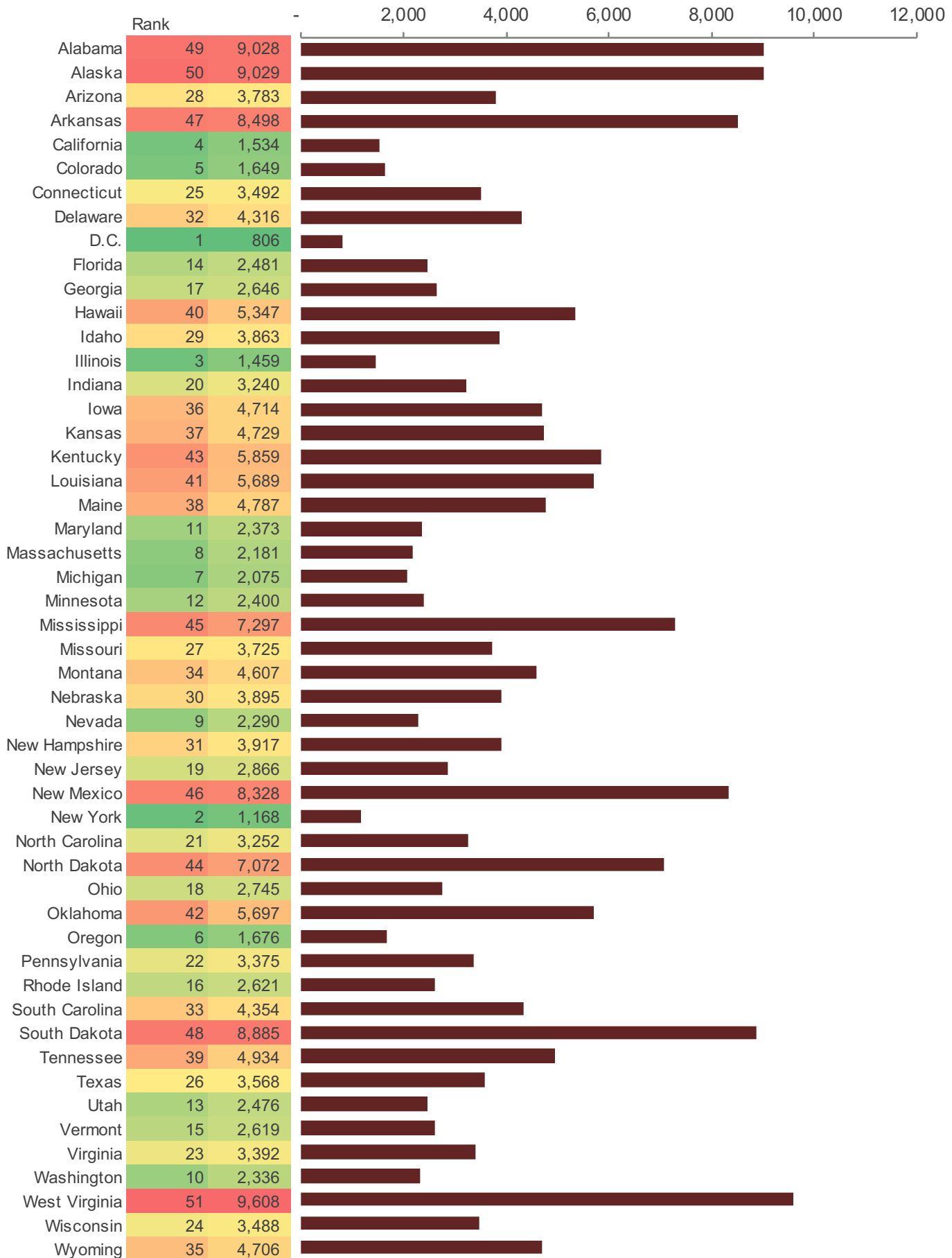
Total Employees by State

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	154	California-Lexington Park, MD	59
Albuquerque, NM	325	Canton-Massillon, OH	55
Alexandria, LA	47	Cape Coral-Fort Myers, FL	362
Allentown-Bethlehem-Easton, PA-NJ	224	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	469	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	305
Athens-Clarke County, GA	57	Charlotte-Concord-Gastonia, NC-SC	868
Atlanta-Sandy Springs-Roswell, GA	3,410	Charlottesville, VA	119
Atlantic City-Hammonton, NJ	97	Chattanooga, TN-GA	85
Auburn-Opelika, AL	30	Cheyenne, WY	3
Augusta-Richmond County, GA-SC	114	Chicago-Naperville-Elgin, IL-IN-WI	8,182
Austin-Round Rock, TX	1,510	Chico, CA	68
Bakersfield, CA	48	Cincinnati, OH-KY-IN	1,528
Baltimore-Columbia-Towson, MD	1,414	Clarksville, TN-KY	12
Bangor, ME	22	Cleveland, TN	17
Barnstable Town, MA	91	Cleveland-Elyria, OH	838
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	392
Beaumont-Port Arthur, TX	35	Columbia, MO	65
Beckley, WV	30	Columbia, SC	168
Bellingham, WA	59	Columbus, GA-AL	7
Bend-Redmond, OR	85	Columbus, IN	48
Billings, MT	13	Columbus, OH	1,033
Binghamton, NY	81	Corpus Christi, TX	57
Birmingham-Hoover, AL	214	Corvallis, OR	36
Bismarck, ND	53	Crestview-Fort Walton Beach-Destin, FL	65
Blacksburg-Christiansburg-Radford, VA	29	Cumberland, MD-WV	10
Bloomington, IL	13	Dallas-Fort Worth-Arlington, TX	3,406
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	2,948	Davenport-Moline-Rock Island, IA-IL	108
Boulder, CO	487	Dayton, OH	264
Bowling Green, KY	2	Decatur, AL	19
Bremerton-Silverdale, WA	109	Decatur, IL	14
Bridgeport-Stamford-Norwalk, CT	642	Deltona-Daytona Beach-Ormond, FL	131
Brownsville-Harlingen, TX	30	Denver-Aurora-Lakewood, CO	2,096

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	282	Greenville-Anderson-Mauldin, SC	255
Detroit-Warren-Dearborn, MI	2,445	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	105	Harrisburg-Carlisle, PA	117
Durham-Chapel Hill, NC	144	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	154
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	2,068
Eugene, OR	108	Huntington-Ashland, WV-KY-OH	106
Evansville, IN-KY	59	Huntsville, AL	47
Fairbanks, AK	43	Idaho Falls, ID	65
Fargo, ND-MN	24	Indianapolis-Carmel-Anderson, IN	841
Farmington, NM	38	Iowa City, IA	26
Fayetteville, NC	158	Ithaca, NY	18
Fayetteville-Springdale-Rogers, AR-MO	124	Jackson, MI	11
Flagstaff, AZ	56	Jackson, MS	112
Flint, MI	229	Jackson, TN	61
Florence, SC	16	Jacksonville, FL	401
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	104
Gettysburg, PA	29	Kankakee, IL	12
Glens Falls, NY	38	Kansas City, MO-KS	671
Goldsboro, NC	38	Kennewick-Richland, WA	117
Grand Forks, ND-MN	4	Killeen-Temple, TX	145
Grand Island, NE	32	Kingsport-Bristol-Bristol, TN-VA	59
Grand Junction, CO	17	Kingston, NY	51
Grand Rapids-Wyoming, MI	510	Knoxville, TN	155
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	601	Lake Charles, LA	11
Greenville, NC	38	Lake Havasu City-Kingman, AZ	45

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	135
Laredo, TX	77	Napa, CA	131
Las Cruces, NM	56	Naples-Immokalee-Marco Island, FL	343
Las Vegas-Henderson-Paradise, NV	1,222	Nashville-Davidson--Murfr.--Franklin, TN	731
Lawrence, KS	21	New Bern, NC	42
Lawton, OK	39	New Haven-Milford, CT	104
Lebanon, PA	23	New Orleans-Metairie, LA	344
Lewiston, ID-WA	22	New York-Newark-Jersey City, NY-NJ-PA	18,507
Lewiston-Auburn, ME	37	Niles-Benton Harbor, MI	23
Lexington-Fayette, KY	137	North Port-Sarasota-Bradenton, FL	285
Lima, OH	57	Norwich-New London, CT	135
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	303
Los Angeles-Long Beach-Anaheim, CA	13,472	Olympia-Tumwater, WA	106
Louisville/Jefferson County, KY-IN	403	Omaha-Council Bluffs, NE-IA	316
Lubbock, TX	72	Orlando-Kissimmee-Sanford, FL	1,219
Lynchburg, VA	27	Oshkosh-Neenah, WI	33
Macon-Bibb County, GA	18	Owensboro, KY	11
Madera, CA	47	Oxnard-Thousand Oaks-Ventura, CA	184
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	35	Peoria, IL	223
McAllen-Edinburg-Mission, TX	10	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	2,443
Medford, OR	28	Phoenix-Mesa-Scottsdale, AZ	1,569
Memphis, TN-MS-AR	246	Pine Bluff, AR	26
Merced, CA	no data	Pittsburgh, PA	890
Miami-Fort Lauderdale-West Palm Beach, FL	4,343	Pittsfield, MA	35
Michigan City-La Porte, IN	30	Pocatello, ID	26
Midland, MI	16	Portland-South Portland, ME	203
Midland, TX	35	Portland-Vancouver-Hillsboro, OR-WA	2,098
Milwaukee-Waukesha-West Allis, WI	684	Port St. Lucie, FL	110
Minneapolis-St. Paul-Bloomington, MN-WI	2,065	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	697
Morgantown, WV	57	Rapid City, SD	16
Morristown, TN	no data	Reading, PA	85
Mount Vernon-Anacortes, WA	13	Redding, CA	11

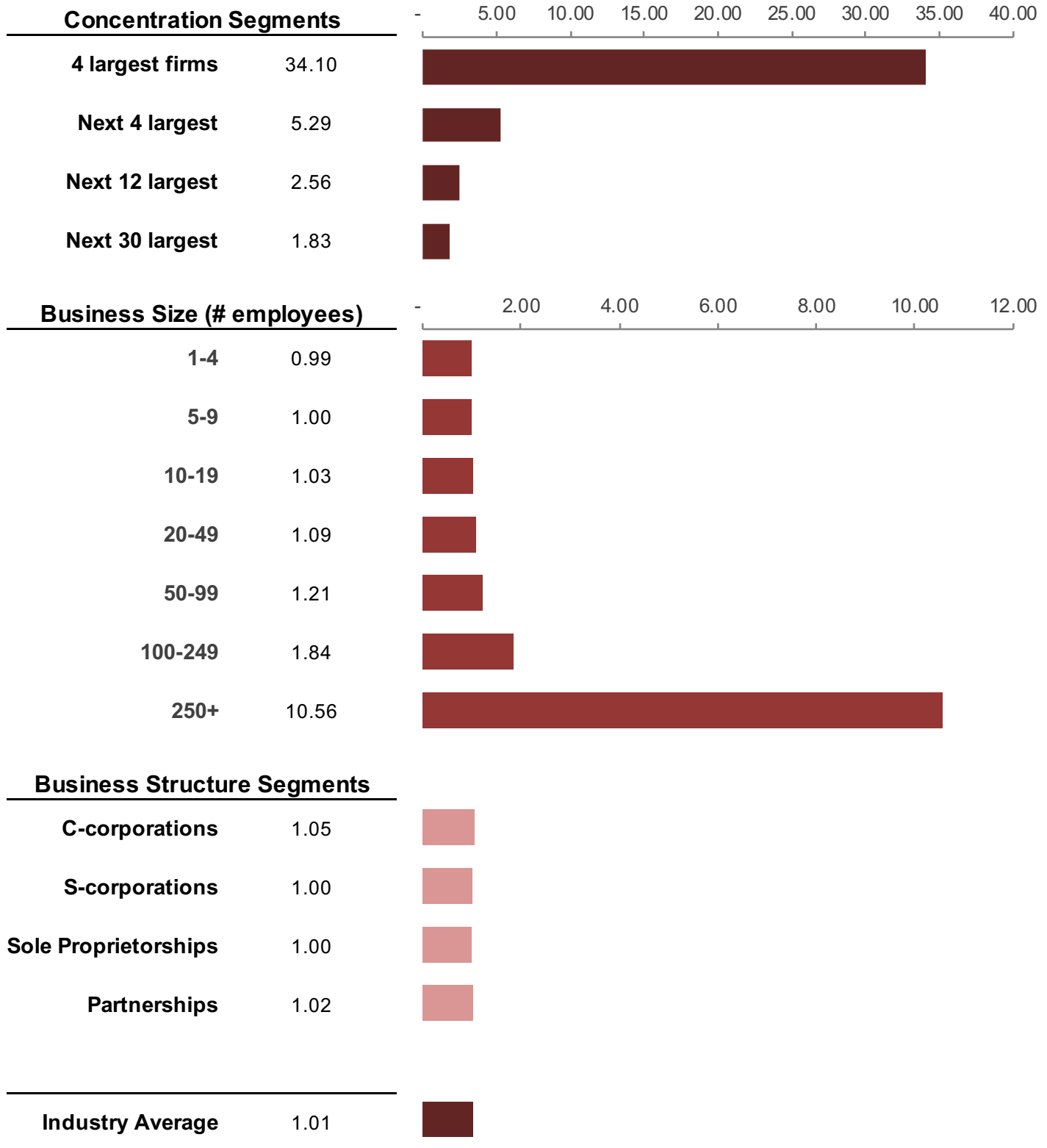
Employees per Metropolitan Area

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	233
Riverside-San Bernardino-Ontario, CA	717	Sumter, SC	37
Roanoke, VA	37	Syracuse, NY	119
Rochester, MN	104	Tallahassee, FL	49
Rochester, NY	233	Tampa-St. Petersburg-Clearwater, FL	798
Rockford, IL	83	Terre Haute, IN	55
Rocky Mount, NC	49	Texarkana, TX-AR	1
Rome, GA	30	The Villages, FL	35
Sacramento--Roseville--Arden-Arcade, CA	313	Toledo, OH	88
Saginaw, MI	48	Topeka, KS	89
St. Cloud, MN	11	Trenton, NJ	145
St. George, UT	62	Tucson, AZ	205
St. Joseph, MO-KS	46	Tulsa, OK	311
St. Louis, MO-IL	1,036	Tuscaloosa, AL	81
Salem, OR	72	Tyler, TX	23
Salinas, CA	61	Urban Honolulu, HI	185
Salisbury, MD-DE	58	Utica-Rome, NY	52
Salt Lake City, UT	768	Valdosta, GA	6
San Angelo, TX	8	Vallejo-Fairfield, CA	36
San Antonio-New Braunfels, TX	650	Victoria, TX	no data
San Diego-Carlsbad, CA	1,962	Vineland-Bridgeton, NJ	49
San Francisco-Oakland-Hayward, CA	6,187	Virginia Beach-Norfolk-Newport, VA-NC	309
San Jose-Sunnyvale-Santa Clara, CA	1,144	Visalia-Porterville, CA	135
San Luis Obispo-Paso Robles-Arroyo Gr., CA	67	Waco, TX	105
Santa Cruz-Watsonville, CA	124	Walla Walla, WA	2
Santa Fe, NM	50	Warner Robins, GA	10
Santa Maria-Santa Barbara, CA	164	Washing.-Arling.-Alexan., DC-VA-MD-WV	3,328
Santa Rosa, CA	148	Waterloo-Cedar Falls, IA	21
Savannah, GA	92	Watertown-Fort Drum, NY	10
Scranton--Wilkes-Barre--Hazleton, PA	114	Wausau, WI	4
Seattle-Tacoma-Bellevue, WA	2,767	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	194
Sherman-Denison, TX	39	Wichita Falls, TX	9
Shreveport-Bossier City, LA	26	Williamsport, PA	9
Sierra Vista-Douglas, AZ	2	Wilmington, NC	125
Sioux City, IA-NE-SD	65	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.

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Abilene, TX	6	Brunswick, GA	14
Akron, OH	61	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	119
Allentown-Bethlehem-Easton, PA-NJ	45	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	96	Charleston-North Charleston, SC	121
Athens-Clarke County, GA	20	Charlotte-Concord-Gastonia, NC-SC	335
Atlanta-Sandy Springs-Roswell, GA	1,020	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	1,685
Austin-Round Rock, TX	356	Chico, CA	10
Bakersfield, CA	12	Cincinnati, OH-KY-IN	207
Baltimore-Columbia-Towson, MD	327	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	44
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	95	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	717
Bloomington, IN	8	Dalton, GA	4
Bloomsburg-Berwick, PA	3	Danville, IL	no data
Boise City, ID	96	Daphne-Fairhope-Foley, AL	19
Boston-Cambridge-Newton, MA-NH	598	Davenport-Moline-Rock Island, IA-IL	32
Boulder, CO	134	Dayton, OH	32
Bowling Green, KY	3	Decatur, AL	6
Bremerton-Silverdale, WA	32	Decatur, IL	5
Bridgeport-Stamford-Norwalk, CT	191	Deltona-Daytona Beach-Ormond, FL	58
Brownsville-Harlingen, TX	10	Denver-Aurora-Lakewood, CO	617

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Des Moines-West Des Moines, IA	59	Greenville-Anderson-Mauldin, SC	84
Detroit-Warren-Dearborn, MI	380	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	26
Elizabethtown-Fort Knox, KY	3	Hilton Head Island-Bluffton-Beaufort, SC	44
Elkhart-Goshen, IN	26	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	502
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	205
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	168
Florence-Muscle Shoals, AL	2	Jacksonville, NC	4
Fond du Lac, WI	6	Janesville-Beloit, WI	4
Fort Collins, CO	63	Jefferson City, MO	10
Fort Smith, AR-OK	7	Johnson City, TN	4
Fort Wayne, IN	35	Johnstown, PA	5
Fresno, CA	27	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	234
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	26
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	44	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	203	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	4,348
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	61	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	113
Los Angeles-Long Beach-Anaheim, CA	3,078	Olympia-Tumwater, WA	16
Louisville/Jefferson County, KY-IN	117	Omaha-Council Bluffs, NE-IA	105
Lubbock, TX	22	Orlando-Kissimmee-Sanford, FL	421
Lynchburg, VA	15	Oshkosh-Neenah, WI	6
Macon-Bibb County, GA	8	Owensboro, KY	4
Madera, CA	3	Oxnard-Thousand Oaks-Ventura, CA	82
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	606
Medford, OR	16	Phoenix-Mesa-Scottsdale, AZ	508
Memphis, TN-MS-AR	57	Pine Bluff, AR	3
Merced, CA	no data	Pittsburgh, PA	180
Miami-Fort Lauderdale-West Palm Beach, FL	1,539	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	511
Milwaukee-Waukesha-West Allis, WI	151	Port St. Lucie, FL	45
Minneapolis-St. Paul-Bloomington, MN-WI	666	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

Locations per Metropolitan Area

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Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Reno, NV	52	Staunton-Waynesboro, VA	10
Richmond, VA	136	Stockton-Lodi, CA	10
Riverside-San Bernardino-Ontario, CA	229	Sumter, SC	2
Roanoke, VA	22	Syracuse, NY	38
Rochester, MN	6	Tallahassee, FL	23
Rochester, NY	68	Tampa-St. Petersburg-Clearwater, FL	347
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	81
St. Joseph, MO-KS	1	Tulsa, OK	92
St. Louis, MO-IL	261	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	236	Valdosta, GA	4
San Angelo, TX	4	Vallejo-Fairfield, CA	10
San Antonio-New Braunfels, TX	145	Victoria, TX	8
San Diego-Carlsbad, CA	487	Vineland-Bridgeton, NJ	2
San Francisco-Oakland-Hayward, CA	1,035	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	763
Santa Rosa, CA	63	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	625	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	43	York-Hanover, PA	23
Springfield, IL	8	Youngstown-Warren-Boardman, OH-PA	19
Springfield, MA	26	Yuba City, CA	2
Springfield, MO	43	Yuma, AZ	4
Springfield, OH	2		
State College, PA	17		

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