

Kentley Insights

2024 Market Research Report Specialized Design Services

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

Overall Industry Growth Forecast

Given the macroeconomic climate and industry dynamics, the forecasted industry revenue growth rate for the next 5 years is 3.2% 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 4.9% 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 95% 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 61.9%, and over the past 3 years total operating expenses for the industry grew at 7.1% 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 4.2% over 2022 to \$301,132, which ranks the industry in the top 60% of service industries.

Profitability

69.3% of Companies in the Specialized Design Services industry are profitable, with an average net income of 11.9% of revenue, which ranks the industry in the top 60% of service industries.

Payroll per Employee

In 2023, payroll per employee equaled \$71,979 for the industry, which ranks it in the top 40% of service industries. Payroll per employee has grown at an annual rate of 4.3% over the past 3 years.

Payroll by State

D.C. is the highest paying state in the Specialized Design Services industry, with a payroll per employee of \$91,677, which is 27.4% higher than the U.S. average.

Job Categorization

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

Top Jobs

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

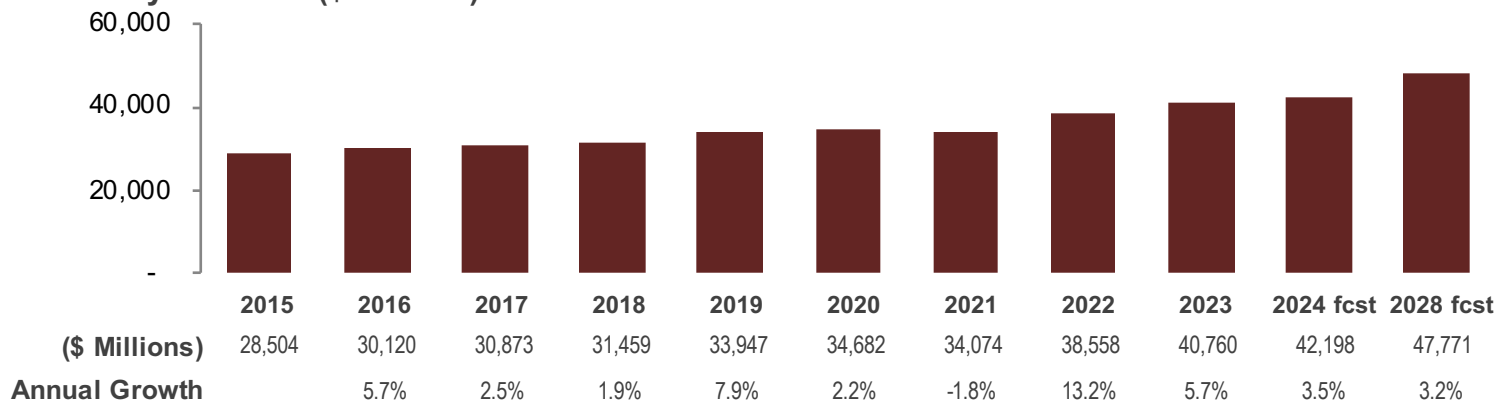
Section One

Revenue & Growth Analysis

Industry Growth Details

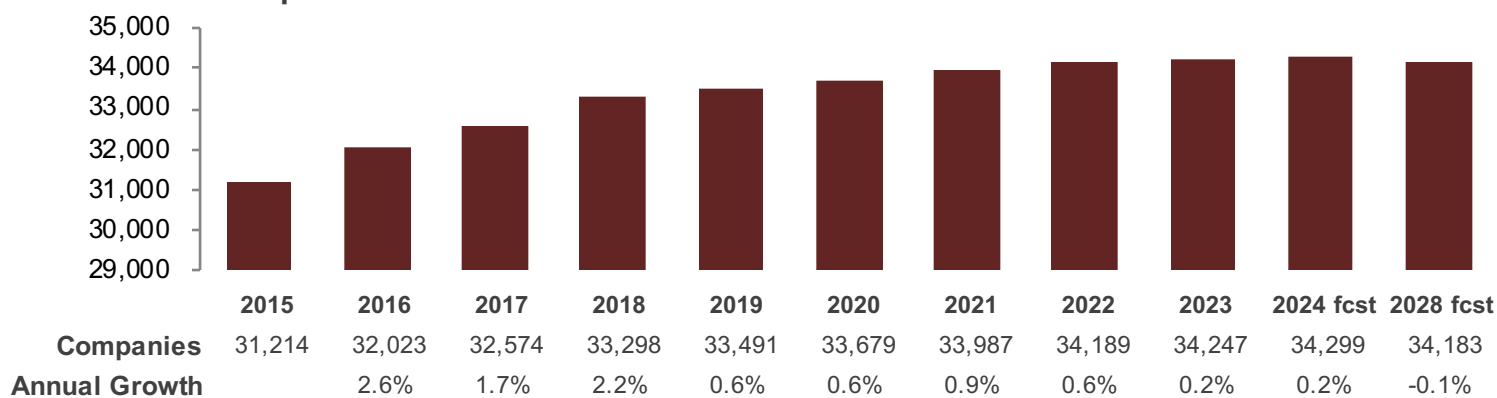
To get a macro level view of the Specialized Design Services industry, below are the historical details and industry growth forecasts for total industry revenue, number of companies, and number of locations.

Industry Revenue (\$ Millions)



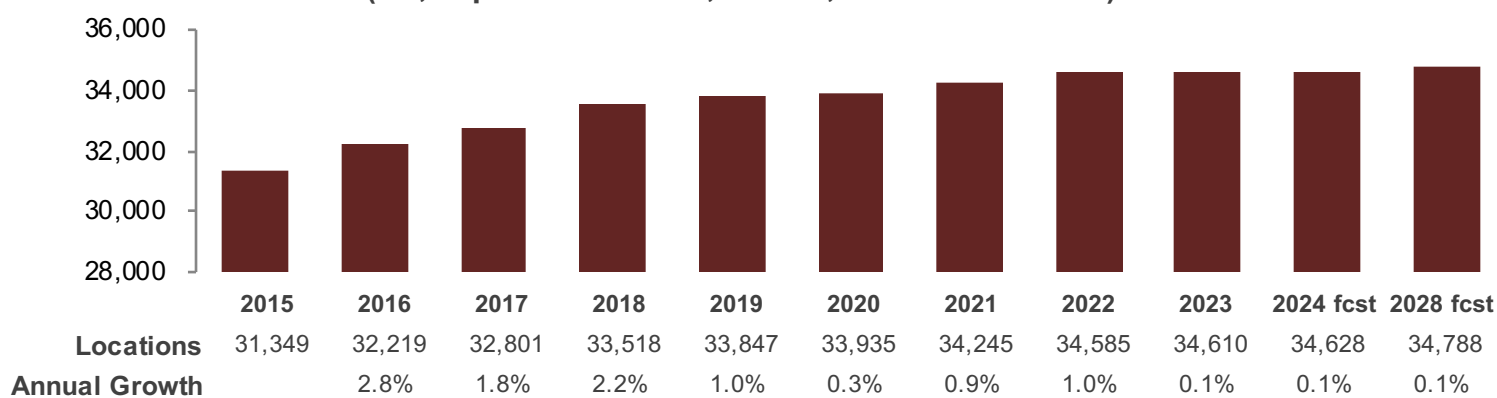
Compound Annual Growth Rate **5.5%** 3-Year **5.3%** 5-Year

Number of Companies



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

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

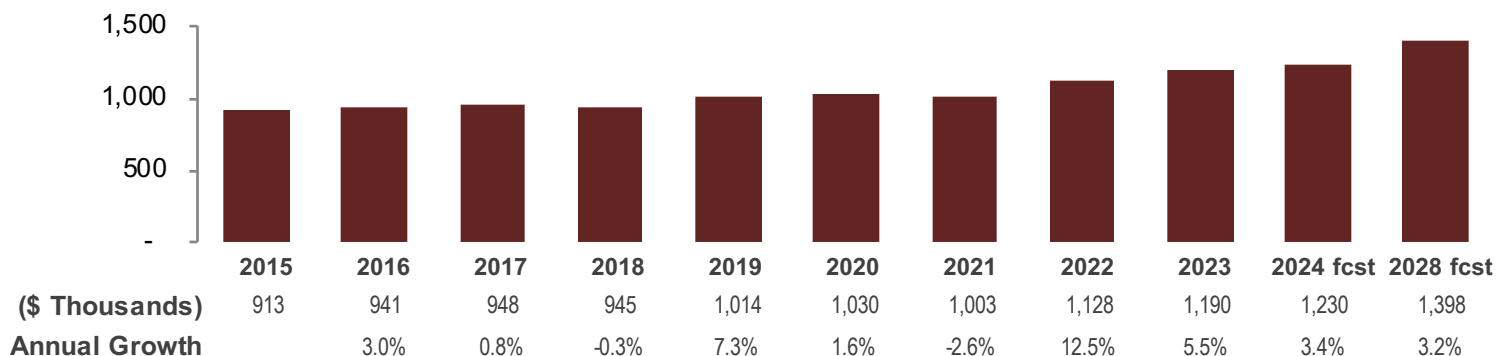


Compound Annual Growth Rate **0.7%** 3-Year **0.6%** 5-Year

Growth Benchmarks

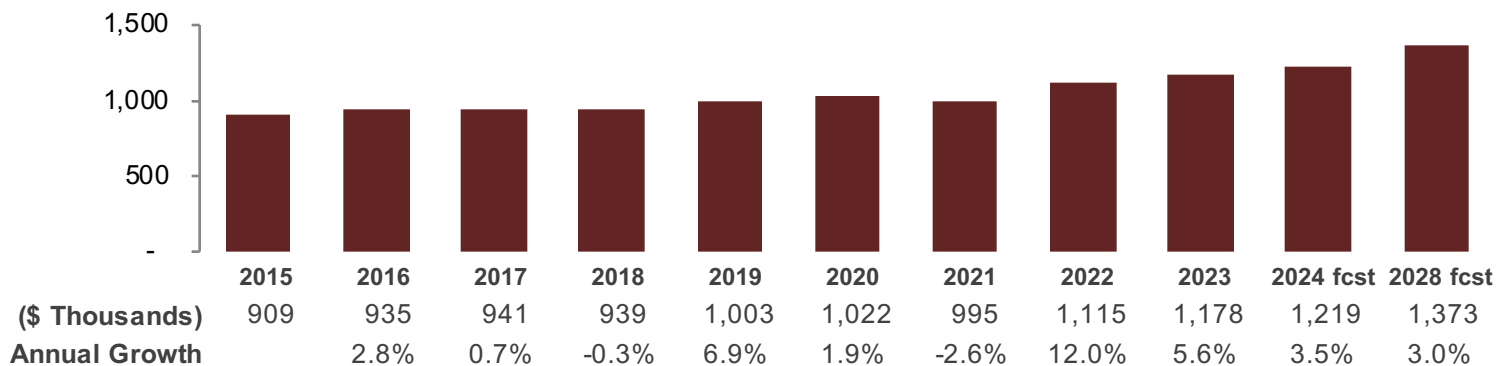
Below are the normalized growth benchmarks for the Specialized Design Services industry, including revenue per company, revenue per location, and locations per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and location growth.

Revenue per Company (\$ Thousands)



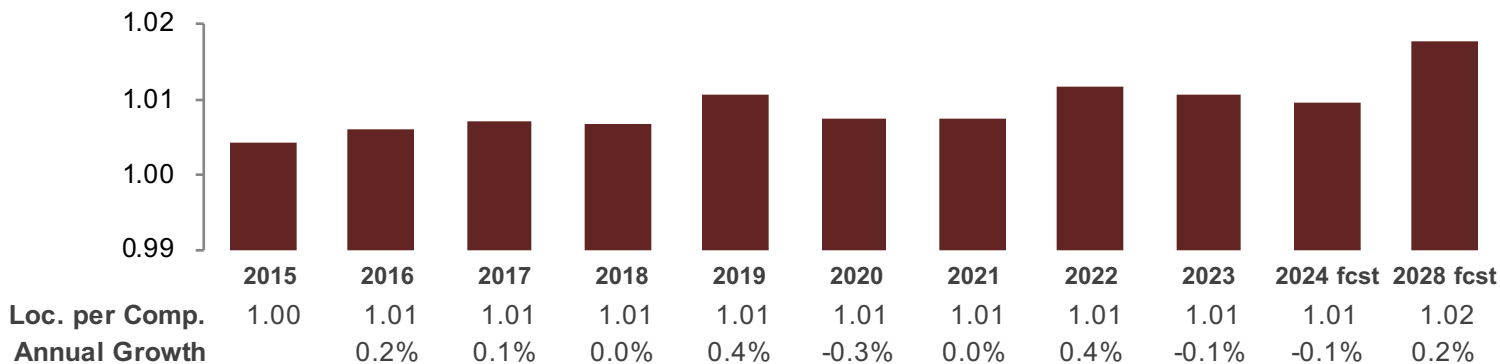
Compound Annual Growth Rate **4.9%** 3-Year **4.7%** 5-Year

Revenue per Location (\$ Thousands)



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

Locations per Company

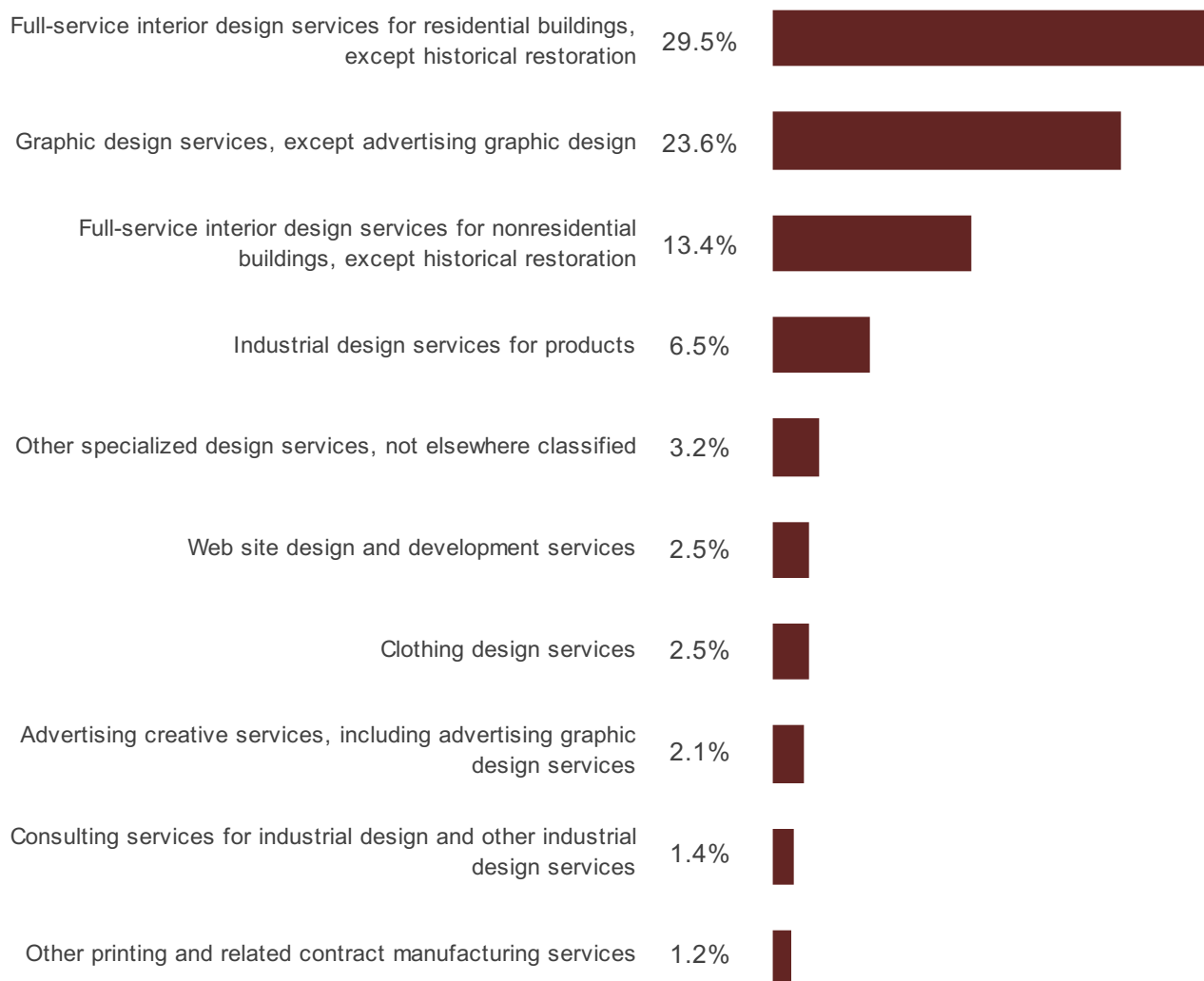


Compound Annual Growth Rate **0.1%** 3-Year **0.1%** 5-Year

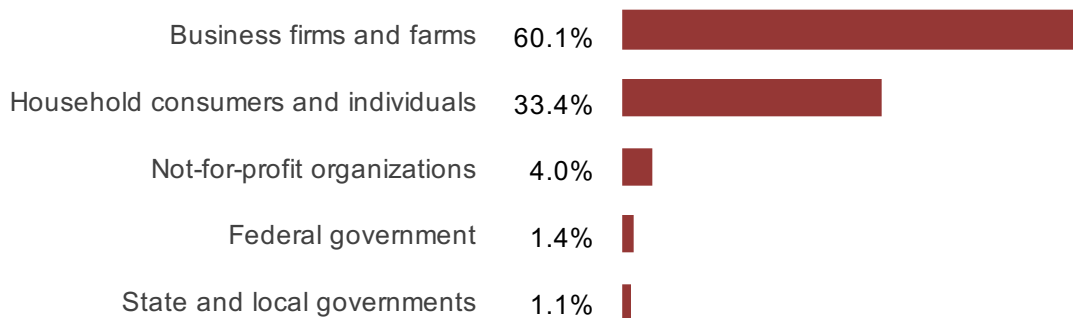
Breakdown of Top Product Lines

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 (%)



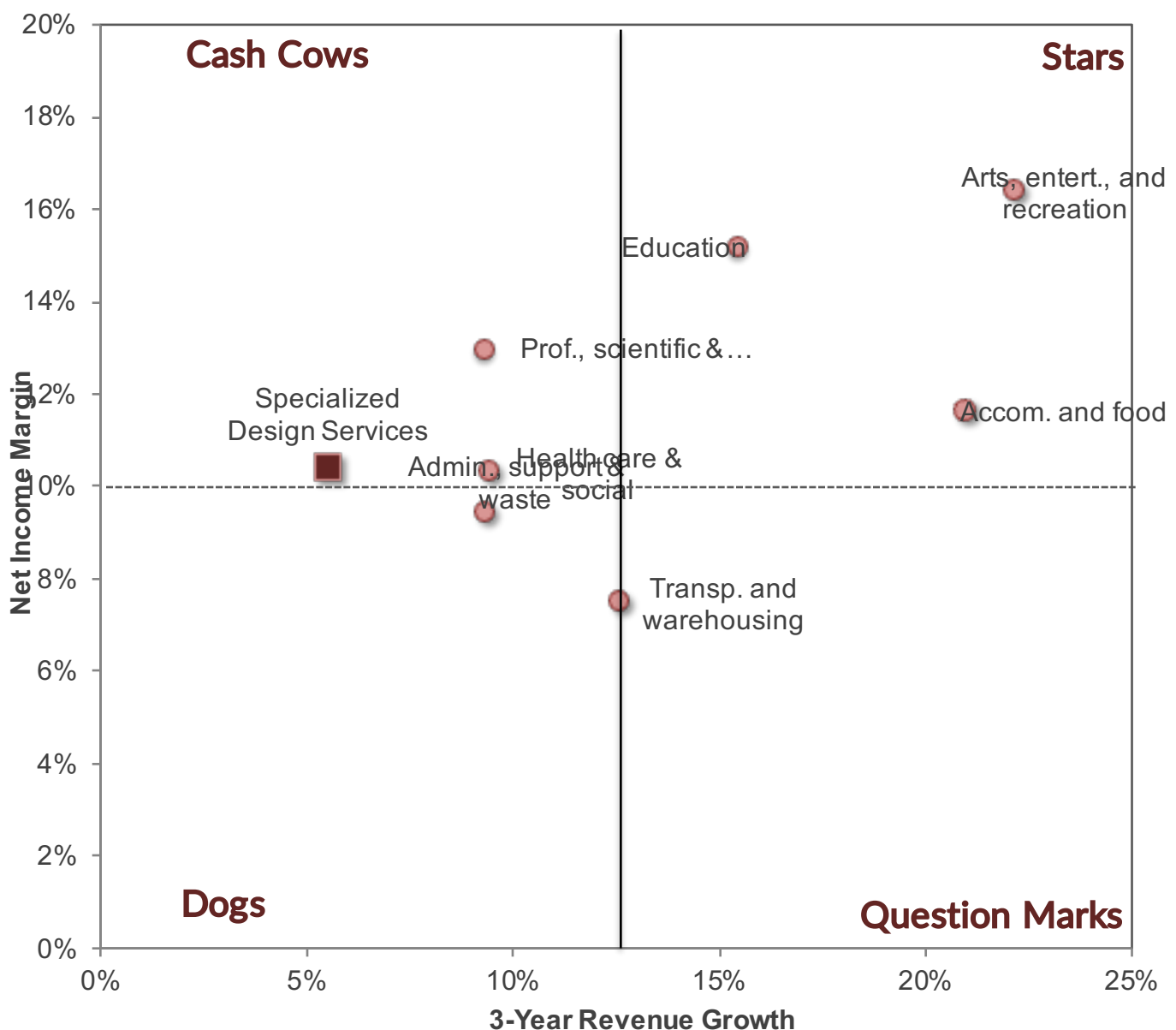
Breakdown of Sales by Customer Type (%)



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?

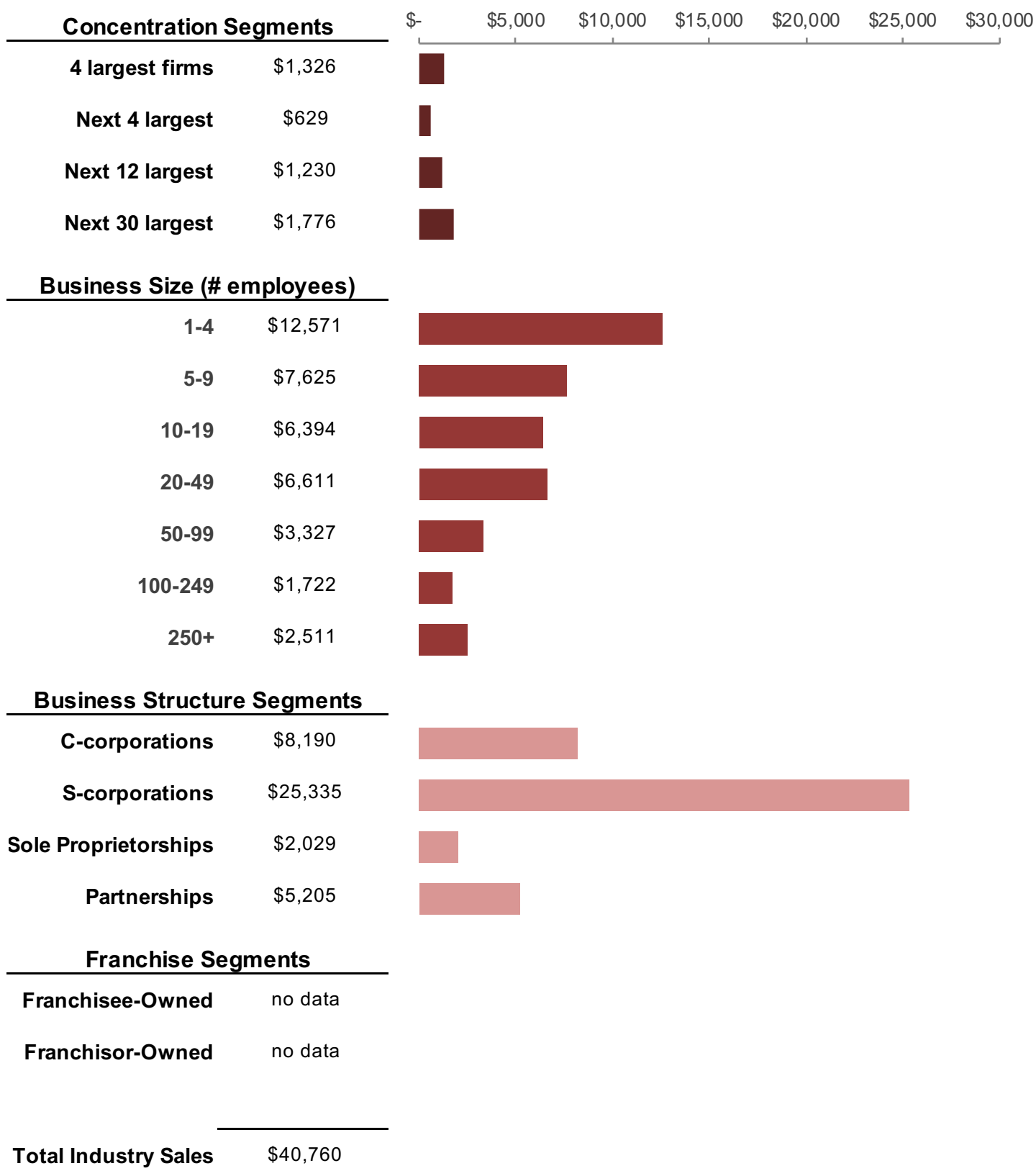
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. While, those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are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

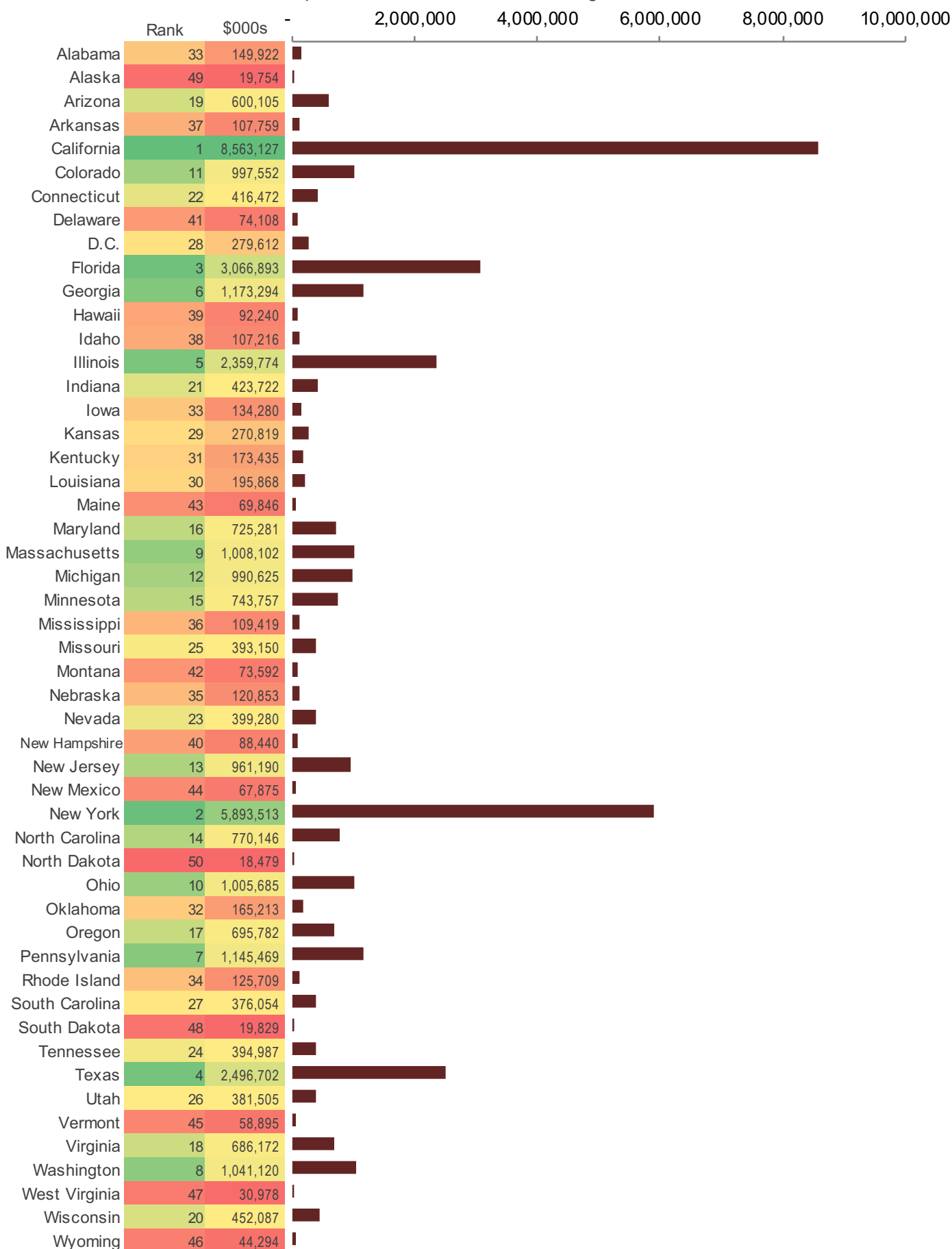
Below is total sales for various industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in \$ millions



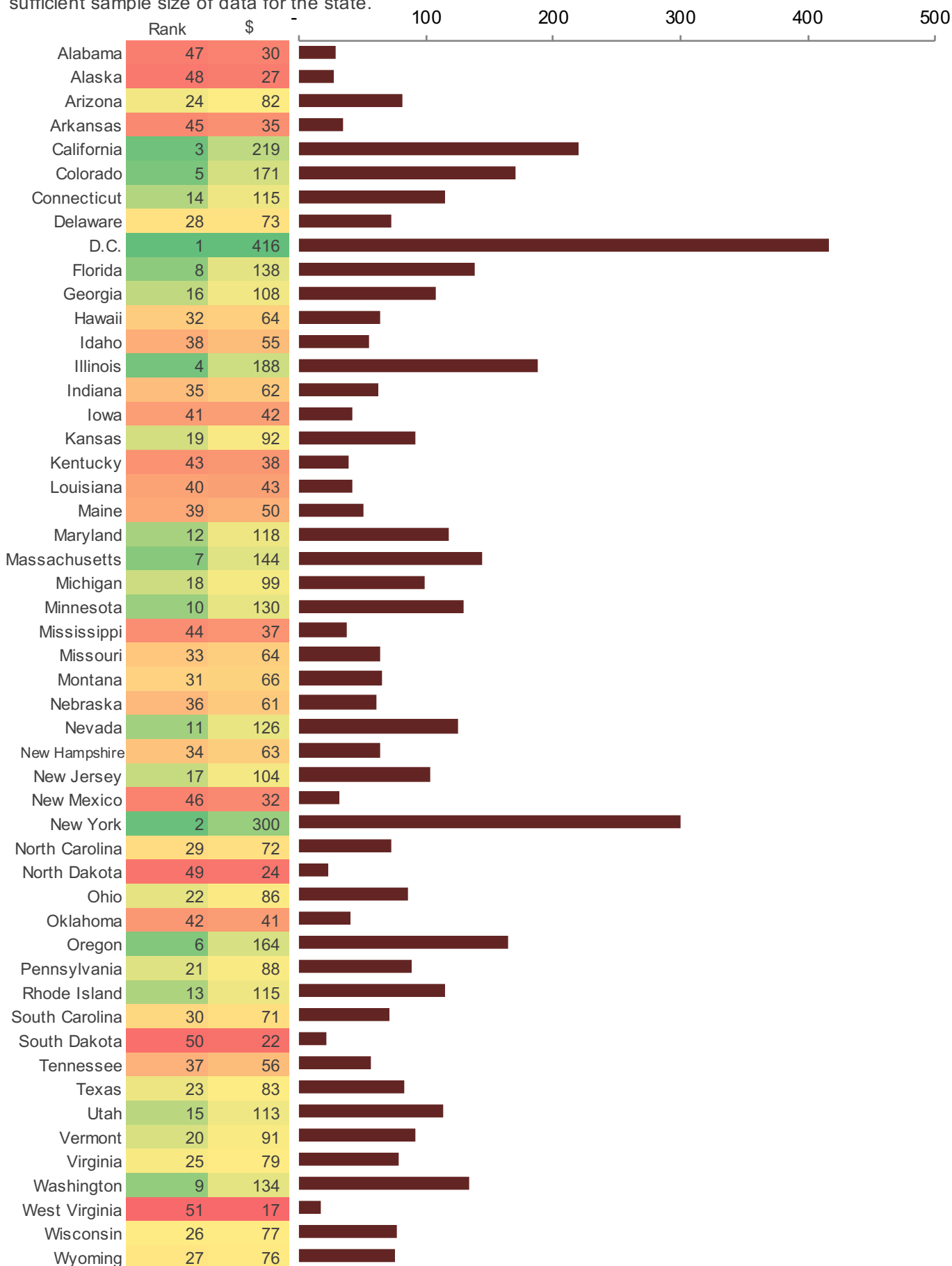
Sales per State

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--Murfrees.--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

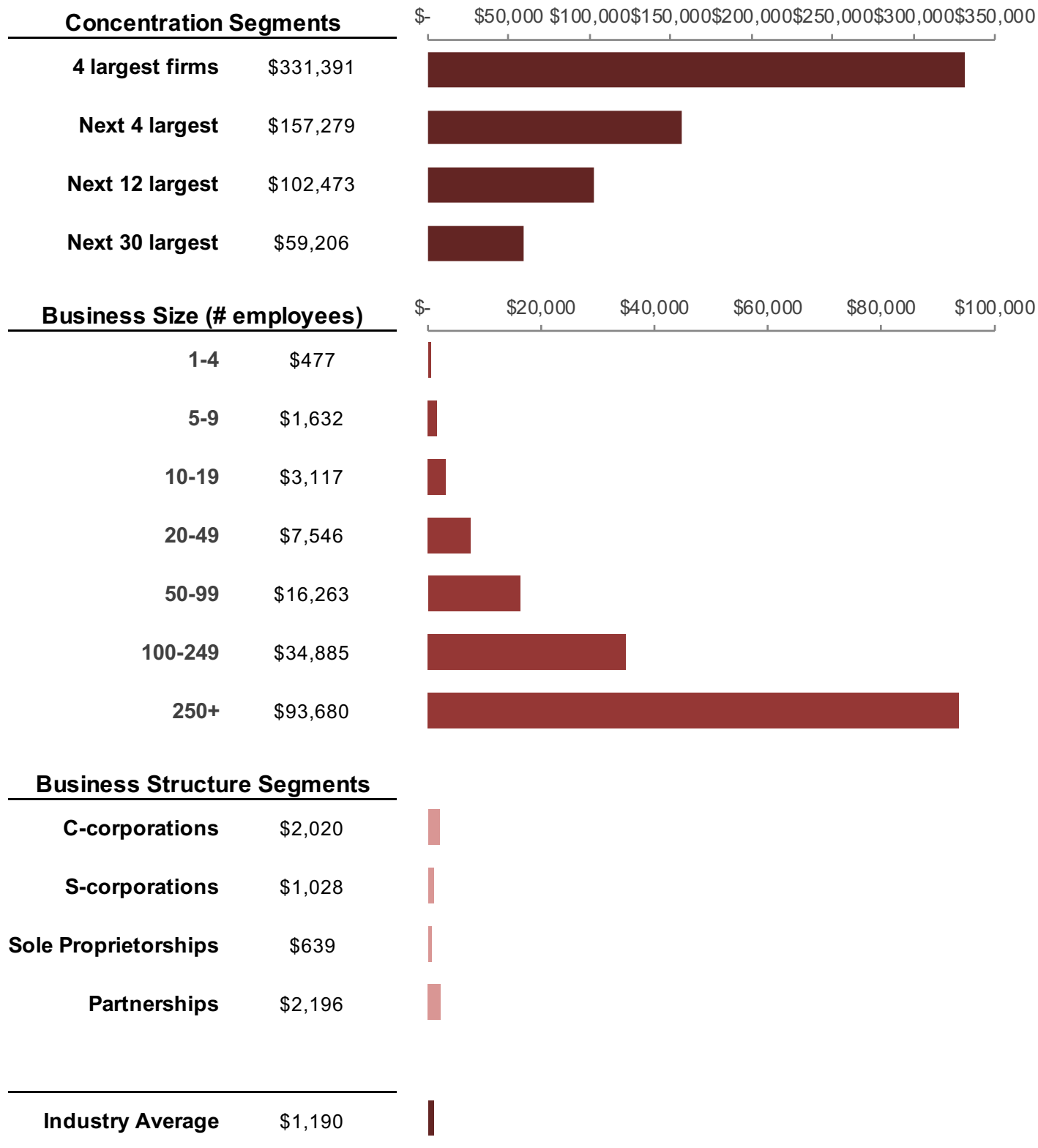
Sales per capita per MSA. When it states "no data", there wasn't a sufficient sample size of data for the MSA.

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.

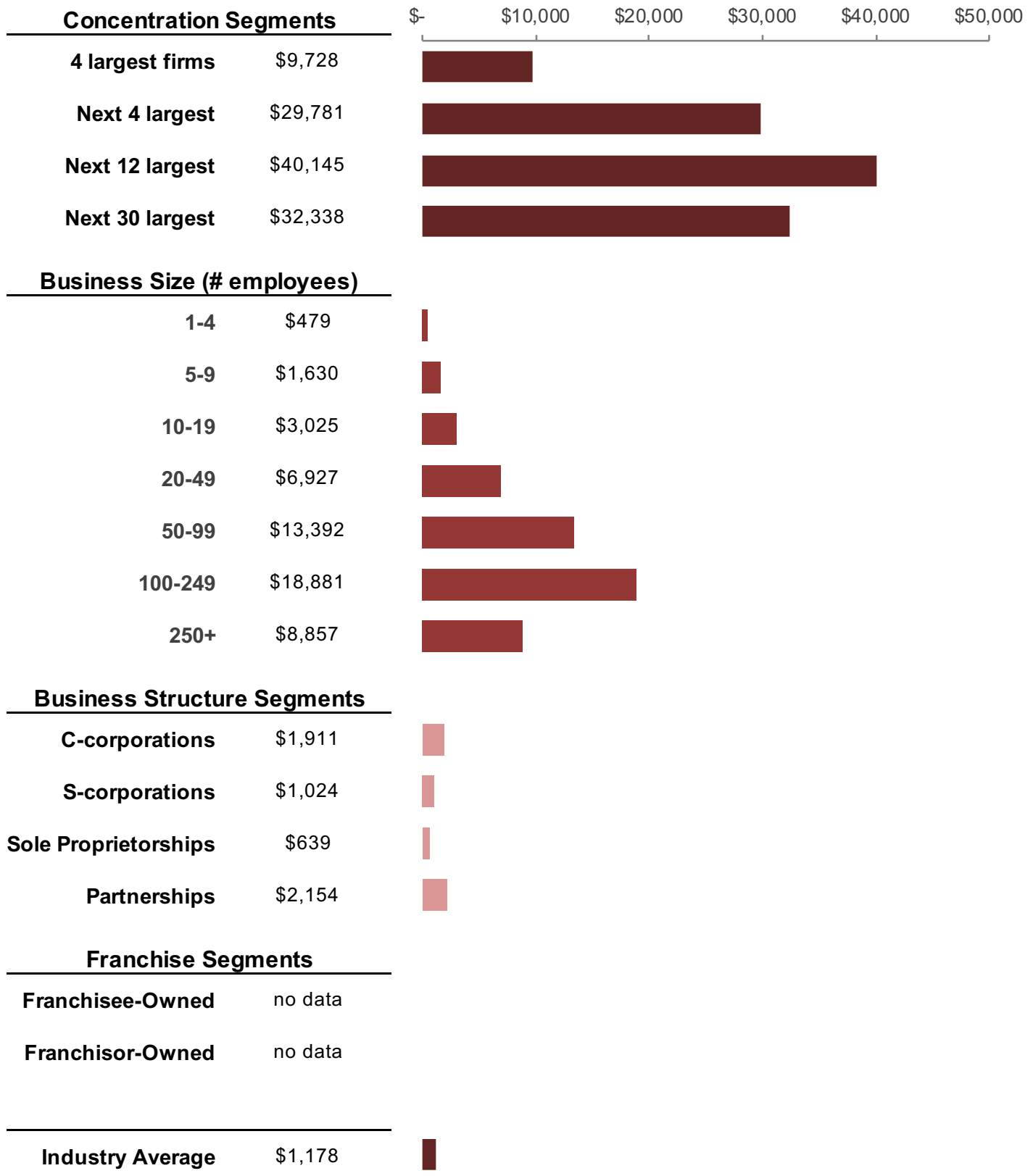
All figures in \$ thousands



Sales per Location by Segments

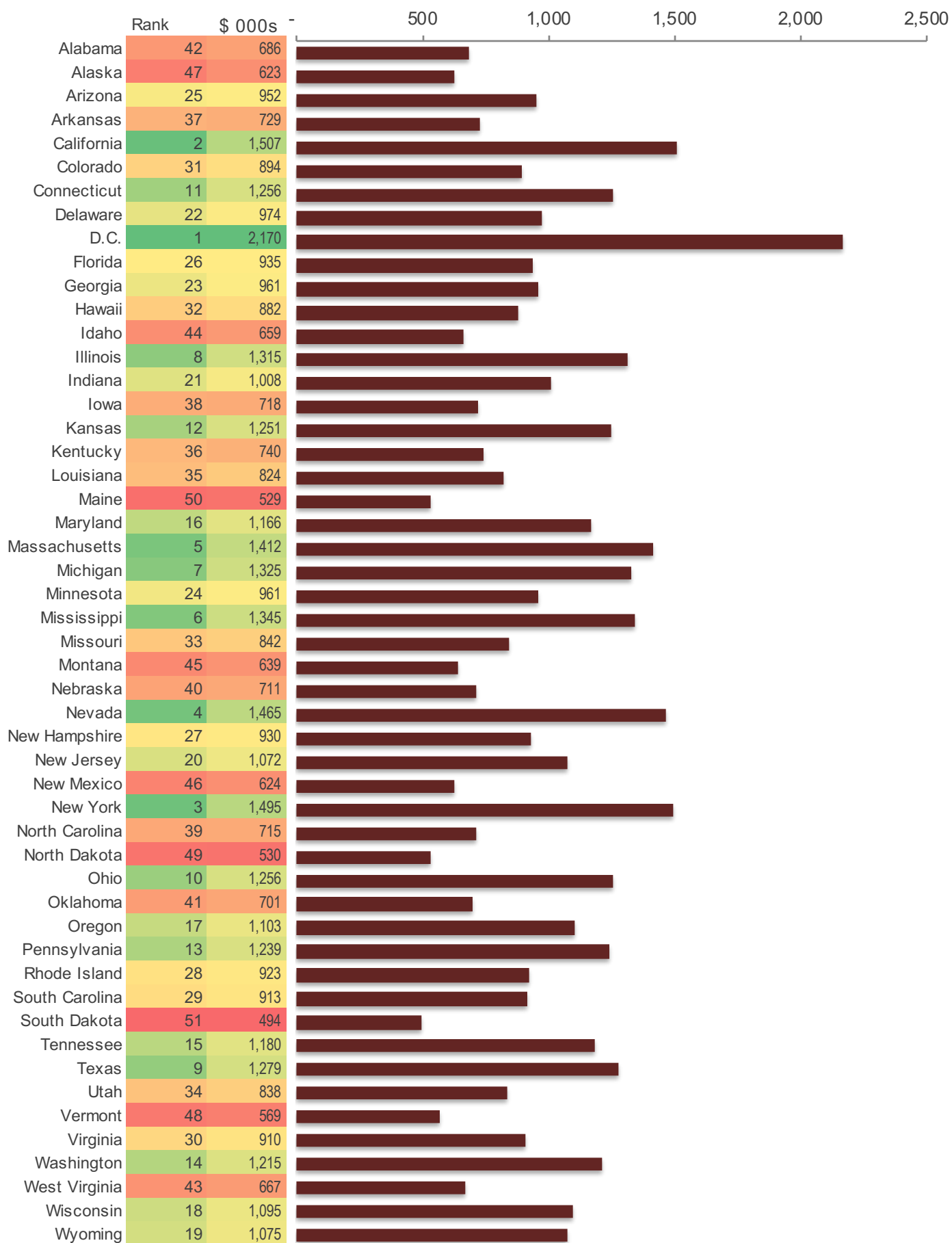
Below is the average sales per location for the industry segments of concentration, business size by employees, business structure and franchises.

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	1,186
Akron, OH	762	Buffalo-Cheektowaga-Niagara Falls, NY	485
Albany, GA	350	Burlington, NC	2,253
Albany, OR	5,082	Burlington-South Burlington, VT	441
Albany-Schenectady-Troy, NY	521	California-Lexington Park, MD	16,500
Albuquerque, NM	2,010	Canton-Massillon, OH	577
Alexandria, LA	13,007	Cape Coral-Fort Myers, FL	925
Allentown-Bethlehem-Easton, PA-NJ	992	Cape Girardeau, MO-IL	no data
Altoona, PA	335	Carbondale-Marion, IL	842
Amarillo, TX	429	Carson City, NV	242
Ames, IA	271	Casper, WY	347
Anchorage, AK	619	Cedar Rapids, IA	533
Ann Arbor, MI	836	Chambersburg-Waynesboro, PA	310
Anniston-Oxford-Jacksonville, AL	620	Champaign-Urbana, IL	304
Appleton, WI	623	Charleston, WV	253
Asheville, NC	528	Charleston-North Charleston, SC	858
Athens-Clarke County, GA	491	Charlotte-Concord-Gastonia, NC-SC	714
Atlanta-Sandy Springs-Roswell, GA	1,002	Charlottesville, VA	435
Atlantic City-Hammonton, NJ	2,489	Chattanooga, TN-GA	559
Auburn-Opelika, AL	1,044	Cheyenne, WY	328
Augusta-Richmond County, GA-SC	1,082	Chicago-Naperville-Elgin, IL-IN-WI	1,370
Austin-Round Rock, TX	1,359	Chico, CA	2,123
Bakersfield, CA	1,234	Cincinnati, OH-KY-IN	1,695
Baltimore-Columbia-Towson, MD	1,107	Clarksville, TN-KY	219
Bangor, ME	377	Cleveland, TN	411
Barnstable Town, MA	813	Cleveland-Elyria, OH	958
Baton Rouge, LA	1,098	Coeur d'Alene, ID	2,069
Battle Creek, MI	4,028	College Station-Bryan, TX	261
Bay City, MI	825	Colorado Springs, CO	1,212
Beaumont-Port Arthur, TX	1,272	Columbia, MO	1,162
Beckley, WV	2,830	Columbia, SC	1,230
Bellingham, WA	839	Columbus, GA-AL	284
Bend-Redmond, OR	752	Columbus, IN	2,251
Billings, MT	208	Columbus, OH	1,423
Binghamton, NY	2,550	Corpus Christi, TX	511
Birmingham-Hoover, AL	680	Corvallis, OR	1,642
Bismarck, ND	2,514	Crestview-Fort Walton Beach-Destin, FL	498
Blacksburg-Christiansburg-Radford, VA	684	Cumberland, MD-WV	297
Bloomington, IL	492	Dallas-Fort Worth-Arlington, TX	1,482
Bloomington, IN	456	Dalton, GA	708
Bloomsburg-Berwick, PA	162	Danville, IL	no data
Boise City, ID	682	Daphne-Fairhope-Foley, AL	1,582
Boston-Cambridge-Newton, MA-NH	1,532	Davenport-Moline-Rock Island, IA-IL	778
Boulder, CO	668	Dayton, OH	1,551
Bowling Green, KY	158	Decatur, AL	469
Bremerton-Silverdale, WA	503	Decatur, IL	272
Bridgeport-Stamford-Norwalk, CT	1,604	Deltona-Daytona Beach-Ormond, FL	1,095
Brownsville-Harlingen, TX	493	Denver-Aurora-Lakewood, CO	937

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	1,010	Greenville-Anderson-Mauldin, SC	1,068
Detroit-Warren-Dearborn, MI	1,736	Gulfport-Biloxi-Pascagoula, MS	866
Dothan, AL	6,955	Hagerstown-Martinsburg, MD-WV	3,349
Dover, DE	249	Hammond, LA	8,995
Dubuque, IA	987	Hanford-Corcoran, CA	668
Duluth, MN-WI	1,853	Harrisburg-Carlisle, PA	901
Durham-Chapel Hill, NC	658	Harrisonburg, VA	395
East Stroudsburg, PA	558	Hartford-West Hartford-East Hartford, CT	651
Eau Claire, WI	173	Hattiesburg, MS	916
El Centro, CA	2,976	Hickory-Lenoir-Morganton, NC	1,129
Elizabethtown-Fort Knox, KY	354	Hilton Head Island-Bluffton-Beaufort, SC	934
Elkhart-Goshen, IN	698	Hinesville, GA	8,176
Elmira, NY	3,934	Homosassa Springs, FL	639
El Paso, TX	349	Hot Springs, AR	656
Enid, OK	no data	Houma-Thibodaux, LA	182
Erie, PA	224	Houston-The Woodlands-Sugar Land, TX	1,280
Eugene, OR	488	Huntington-Ashland, WV-KY-OH	3,738
Evansville, IN-KY	586	Huntsville, AL	493
Fairbanks, AK	6,071	Idaho Falls, ID	3,038
Fargo, ND-MN	321	Indianapolis-Carmel-Anderson, IN	713
Farmington, NM	2,655	Iowa City, IA	842
Fayetteville, NC	6,412	Ithaca, NY	471
Fayetteville-Springdale-Rogers, AR-MO	876	Jackson, MI	489
Flagstaff, AZ	3,951	Jackson, MS	715
Flint, MI	2,310	Jackson, TN	17,389
Florence, SC	420	Jacksonville, FL	641
Florence-Muscle Shoals, AL	5,508	Jacksonville, NC	746
Fond du Lac, WI	323	Janesville-Beloit, WI	3,990
Fort Collins, CO	608	Jefferson City, MO	280
Fort Smith, AR-OK	745	Johnson City, TN	977
Fort Wayne, IN	892	Johnstown, PA	1,999
Fresno, CA	431	Jonesboro, AR	5,972
Gadsden, AL	3,051	Joplin, MO	846
Gainesville, FL	780	Kahului-Wailuku-Lahaina, HI	372
Gainesville, GA	2,223	Kalamazoo-Portage, MI	1,280
Gettysburg, PA	7,966	Kankakee, IL	472
Glens Falls, NY	768	Kansas City, MO-KS	1,222
Goldsboro, NC	10,461	Kennewick-Richland, WA	2,554
Grand Forks, ND-MN	550	Killeen-Temple, TX	8,226
Grand Island, NE	8,928	Kingsport-Bristol-Bristol, TN-VA	718
Grand Junction, CO	216	Kingston, NY	582
Grand Rapids-Wyoming, MI	949	Knoxville, TN	705
Grants Pass, OR	198	Kokomo, IN	4,226
Great Falls, MT	432	La Crosse-Onalaska, WI-MN	1,727
Greeley, CO	328	Lafayette, LA	383
Green Bay, WI	833	Lafayette-West Lafayette, IN	761
Greensboro-High Point, NC	746	Lake Charles, LA	147
Greenville, NC	1,712	Lake Havasu City-Kingman, AZ	3,138

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	479	Muncie, IN	2,137
Lancaster, PA	1,019	Muskegon, MI	2,364
Lansing-East Lansing, MI	530	Myrtle-Conway-North Myrtle, SC-NC	889
Laredo, TX	10,826	Napa, CA	1,333
Las Cruces, NM	3,935	Naples-Immokalee-Marco Island, FL	1,159
Las Vegas-Henderson-Paradise, NV	1,785	Nashville-Davidson--Murfr.--Franklin, TN	1,368
Lawrence, KS	424	New Bern, NC	2,363
Lawton, OK	10,853	New Haven-Milford, CT	796
Lebanon, PA	1,126	New Orleans-Metairie, LA	817
Lewiston, ID-WA	6,055	New York-Newark-Jersey City, NY-NJ-PA	1,491
Lewiston-Auburn, ME	2,598	Niles-Benton Harbor, MI	1,118
Lexington-Fayette, KY	703	North Port-Sarasota-Bradenton, FL	686
Lima, OH	7,975	Norwich-New London, CT	2,385
Lincoln, NE	918	Ocala, FL	530
Little Rock-North Little Rock-Conway, AR	809	Ocean City, NJ	1,181
Logan, UT-ID	641	Odessa, TX	no data
Longview, TX	660	Ogden-Clearfield, UT	595
Longview, WA	263	Oklahoma City, OK	603
Los Angeles-Long Beach-Anaheim, CA	1,549	Olympia-Tumwater, WA	1,997
Louisville/Jefferson County, KY-IN	781	Omaha-Council Bluffs, NE-IA	719
Lubbock, TX	770	Orlando-Kissimmee-Sanford, FL	1,089
Lynchburg, VA	412	Oshkosh-Neenah, WI	1,698
Macon-Bibb County, GA	301	Owensboro, KY	451
Madera, CA	4,383	Oxnard-Thousand Oaks-Ventura, CA	688
Madison, WI	961	Palm Bay-Melbourne-Titusville, FL	323
Manchester-Nashua, NH	904	Panama City, FL	561
Manhattan, KS	2,464	Parkersburg-Vienna, WV	2,576
Mankato-North Mankato, MN	1,975	Pensacola-Ferry Pass-Brent, FL	399
Mansfield, OH	1,598	Peoria, IL	2,978
McAllen-Edinburg-Mission, TX	359	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,383
Medford, OR	315	Phoenix-Mesa-Scottsdale, AZ	1,016
Memphis, TN-MS-AR	1,167	Pine Bluff, AR	2,333
Merced, CA	no data	Pittsburgh, PA	1,383
Miami-Fort Lauderdale-West Palm Beach, FL	1,071	Pittsfield, MA	896
Michigan City-La Porte, IN	1,650	Pocatello, ID	1,768
Midland, MI	1,374	Portland-South Portland, ME	594
Midland, TX	831	Portland-Vancouver-Hillsboro, OR-WA	1,108
Milwaukee-Waukesha-West Allis, WI	1,536	Port St. Lucie, FL	735
Minneapolis-St. Paul-Bloomington, MN-WI	772	Prescott, AZ	1,248
Missoula, MT	704	Providence-Warwick, RI-MA	901
Mobile, AL	392	Provo-Orem, UT	565
Modesto, CA	1,025	Pueblo, CO	4,452
Monroe, LA	2,000	Punta Gorda, FL	371
Monroe, MI	1,688	Racine, WI	1,092
Montgomery, AL	663	Raleigh, NC	745
Morgantown, WV	5,323	Rapid City, SD	260
Morristown, TN	no data	Reading, PA	886
Mount Vernon-Anacortes, WA	442	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	7,352
Riverside-San Bernardino-Ontario, CA	824	Sumter, SC	5,075
Roanoke, VA	436	Syracuse, NY	665
Rochester, MN	4,869	Tallahassee, FL	362
Rochester, NY	819	Tampa-St. Petersburg-Clearwater, FL	624
Rockford, IL	1,006	Terre Haute, IN	5,159
Rocky Mount, NC	13,941	Texarkana, TX-AR	118
Rome, GA	2,086	The Villages, FL	3,240
Sacramento--Roseville--Arden-Arcade, CA	1,142	Toledo, OH	745
Saginaw, MI	1,986	Topeka, KS	2,803
St. Cloud, MN	321	Trenton, NJ	1,198
St. George, UT	1,068	Tucson, AZ	656
St. Joseph, MO-KS	12,691	Tulsa, OK	877
St. Louis, MO-IL	1,022	Tuscaloosa, AL	2,569
Salem, OR	1,022	Tyler, TX	629
Salinas, CA	954	Urban Honolulu, HI	858
Salisbury, MD-DE	732	Utica-Rome, NY	1,168
Salt Lake City, UT	936	Valdosta, GA	226
San Angelo, TX	473	Vallejo-Fairfield, CA	1,121
San Antonio-New Braunfels, TX	951	Victoria, TX	1,165
San Diego-Carlsbad, CA	1,312	Vineland-Bridgeton, NJ	6,861
San Francisco-Oakland-Hayward, CA	2,018	Virginia Beach-Norfolk-Newport, VA-NC	881
San Jose-Sunnyvale-Santa Clara, CA	1,679	Visalia-Porterville, CA	3,826
San Luis Obispo-Paso Robles-Arroyo Gr., CA	814	Waco, TX	2,448
Santa Cruz-Watsonville, CA	857	Walla Walla, WA	428
Santa Fe, NM	467	Warner Robins, GA	280
Santa Maria-Santa Barbara, CA	1,279	Washing.-Arling.-Alexan., DC-VA-MD-WV	1,366
Santa Rosa, CA	665	Waterloo-Cedar Falls, IA	851
Savannah, GA	544	Watertown-Fort Drum, NY	187
Scranton--Wilkes-Barre--Hazleton, PA	817	Wausau, WI	234
Seattle-Tacoma-Bellevue, WA	1,496	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	974	Wenatchee, WA	190
Sebring, FL	2,752	Wheeling, WV-OH	3,766
Sheboygan, WI	441	Wichita, KS	781
Sherman-Denison, TX	10,796	Wichita Falls, TX	564
Shreveport-Bossier City, LA	574	Williamsport, PA	750
Sierra Vista-Douglas, AZ	346	Wilmington, NC	574
Sioux City, IA-NE-SD	3,671	Winchester, VA-WV	492
Sioux Falls, SD	506	Winston-Salem, NC	873
South Bend-Mishawaka, IN-MI	2,232	Worcester, MA-CT	775
Spartanburg, SC	757	Yakima, WA	154
Spokane-Spokane Valley, WA	472	York-Hanover, PA	561
Springfield, IL	198	Youngstown-Warren-Boardman, OH-PA	873
Springfield, MA	1,096	Yuba City, CA	475
Springfield, MO	731	Yuma, AZ	192
Springfield, OH	4,749		
State College, PA	574		

Industry Segmentation by Business Size

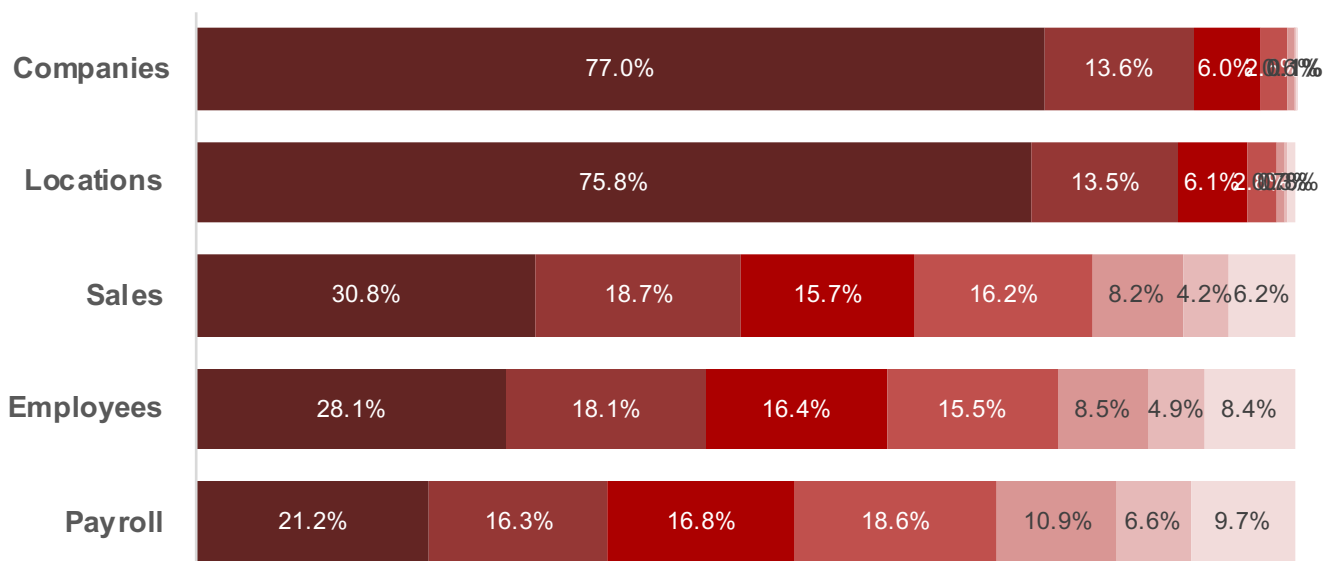
Below are industry segmentation statistics by business size, including companies, locations, sales, employees, and payroll. The business size segments are based on the number of employees per company. Both absolute and as a percent of the industry figures are included.

Specialized Design Services Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	26,366	4,673	2,051	876	205	49	27
Locations	26,242	4,677	2,113	954	248	91	283
Sales (\$ M)	12,571	7,625	6,394	6,611	3,327	1,722	2,511
Employees	38,085	24,557	22,257	20,970	11,452	6,598	11,438
Payroll (\$ M)	2,063	1,588	1,634	1,809	1,063	643	943

	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%

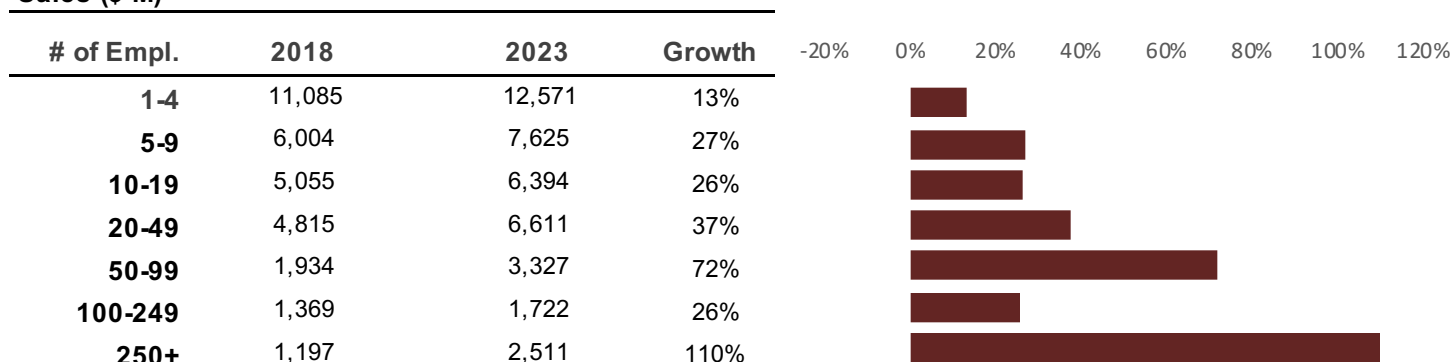
■ 1-4 ■ 5-9 ■ 10-19 ■ 20-49 ■ 50-99 ■ 100-249 ■ 250+



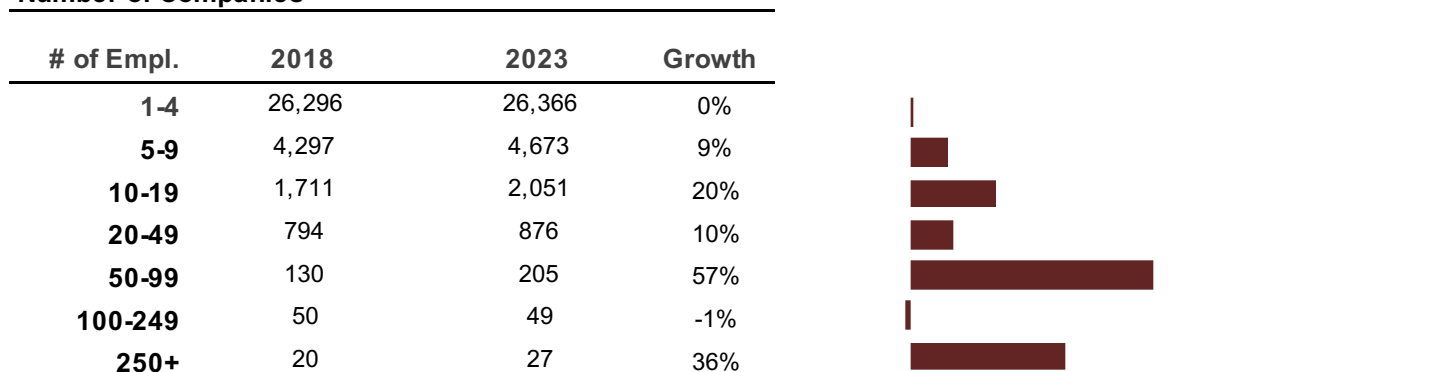
Industry Consolidation Analysis

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.

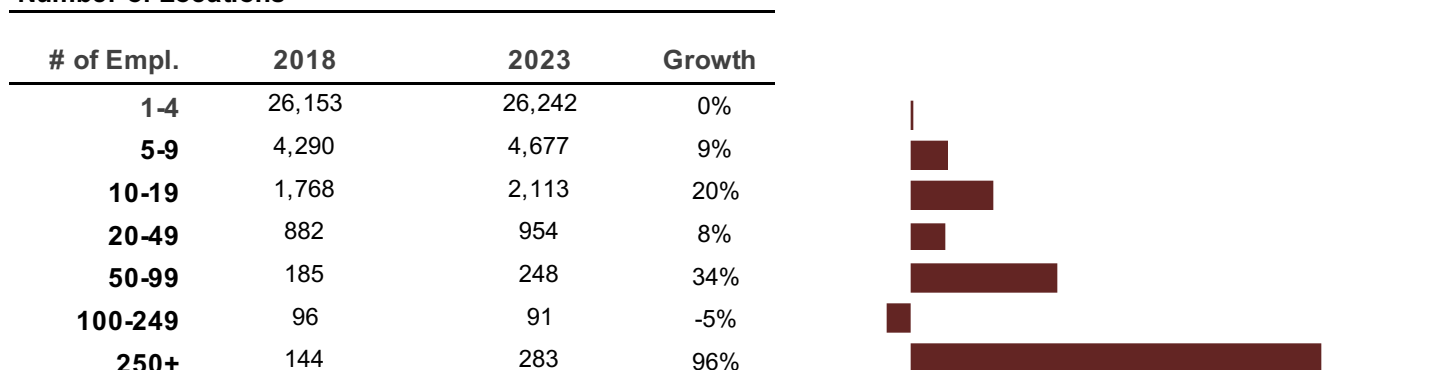
Sales (\$ M)



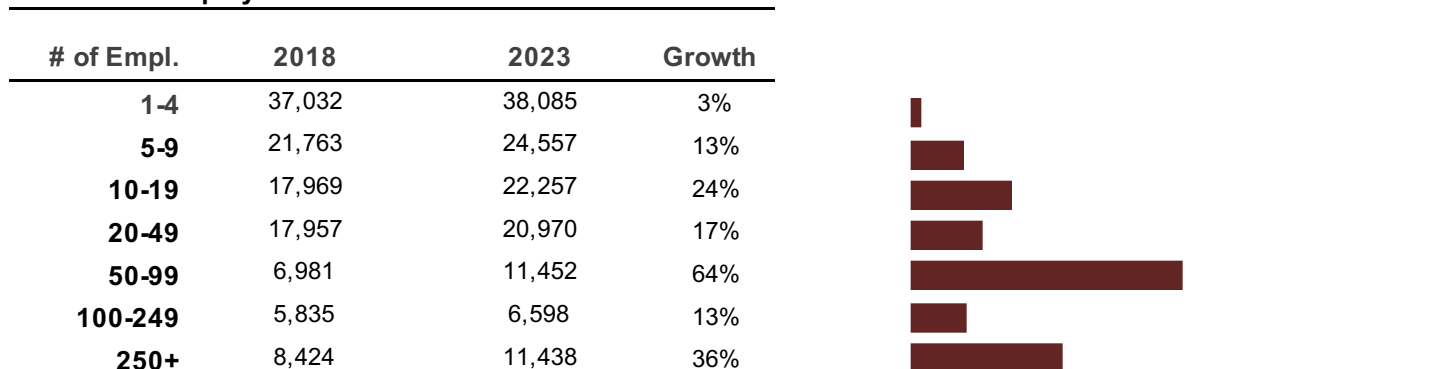
Number of Companies



Number of Locations



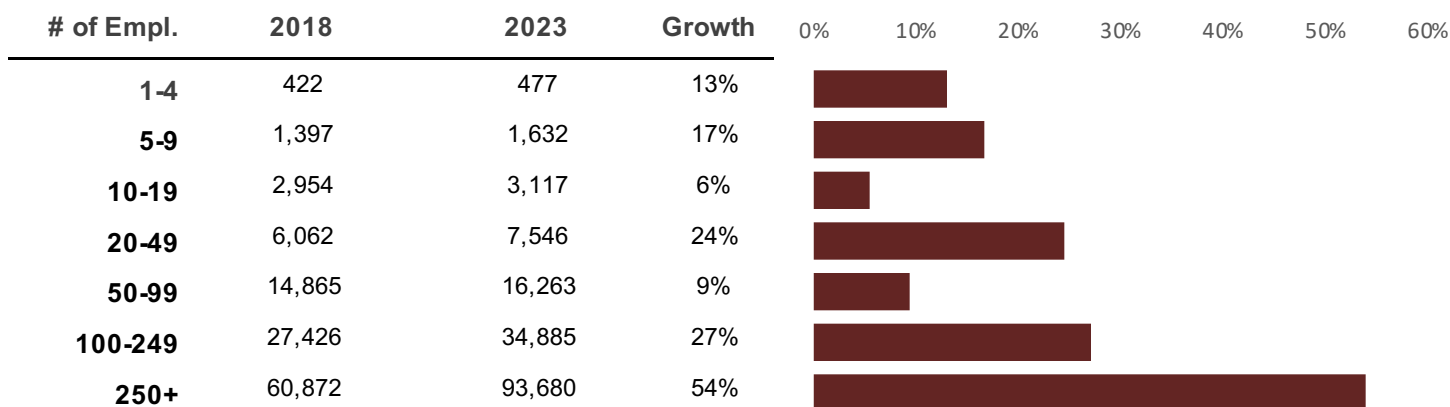
Number of Employees



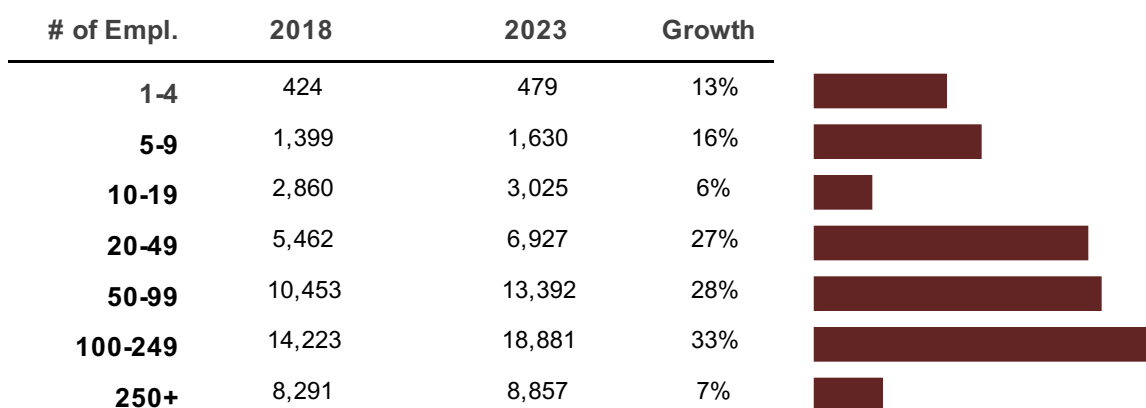
Industry Consolidation Benchmarks

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

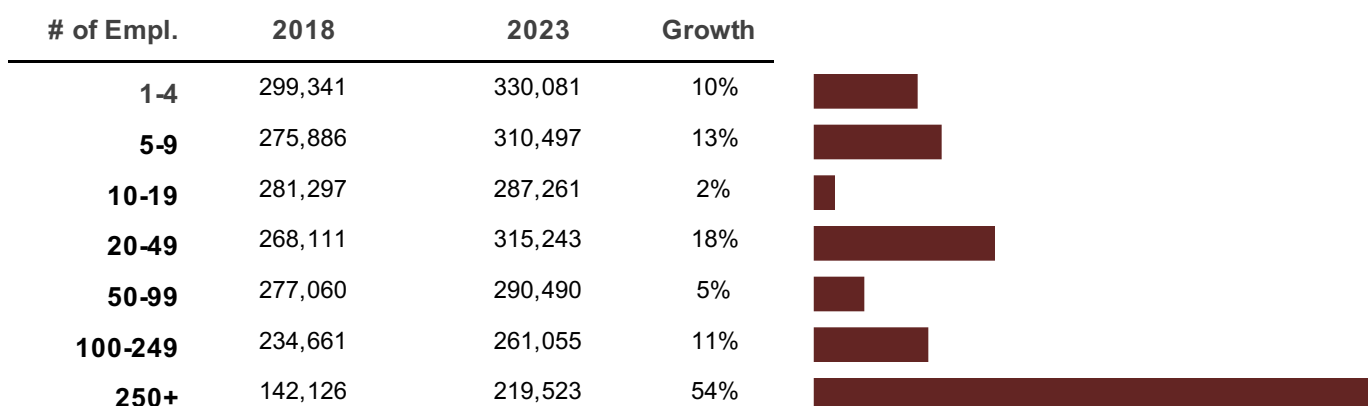
Sales per Company (\$ thousands)



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

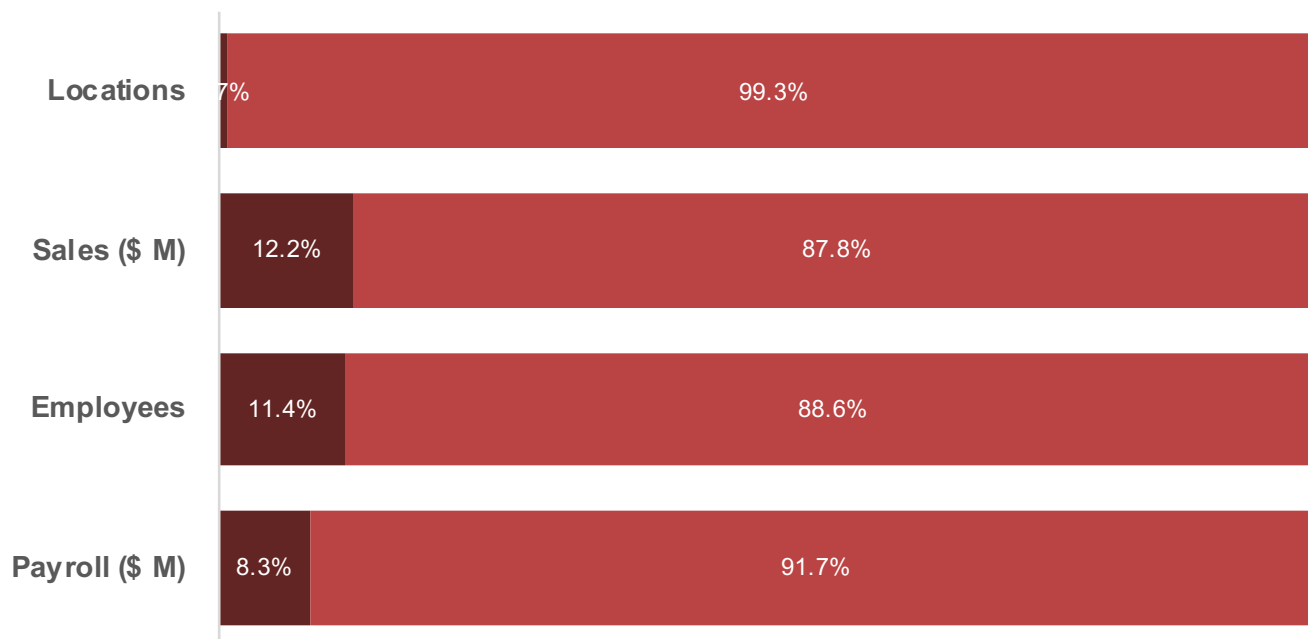
Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	34,197
Locations	136	21	31	55	243	34,367
Sales (\$ M)	1,326	629	1,230	1,776	4,961	35,799
Employees	4,324	2,085	3,882	5,178	15,468	119,888
Payroll (\$ M)	276	112	176	246	811	8,932

Largest Companies Ranked by Revenue

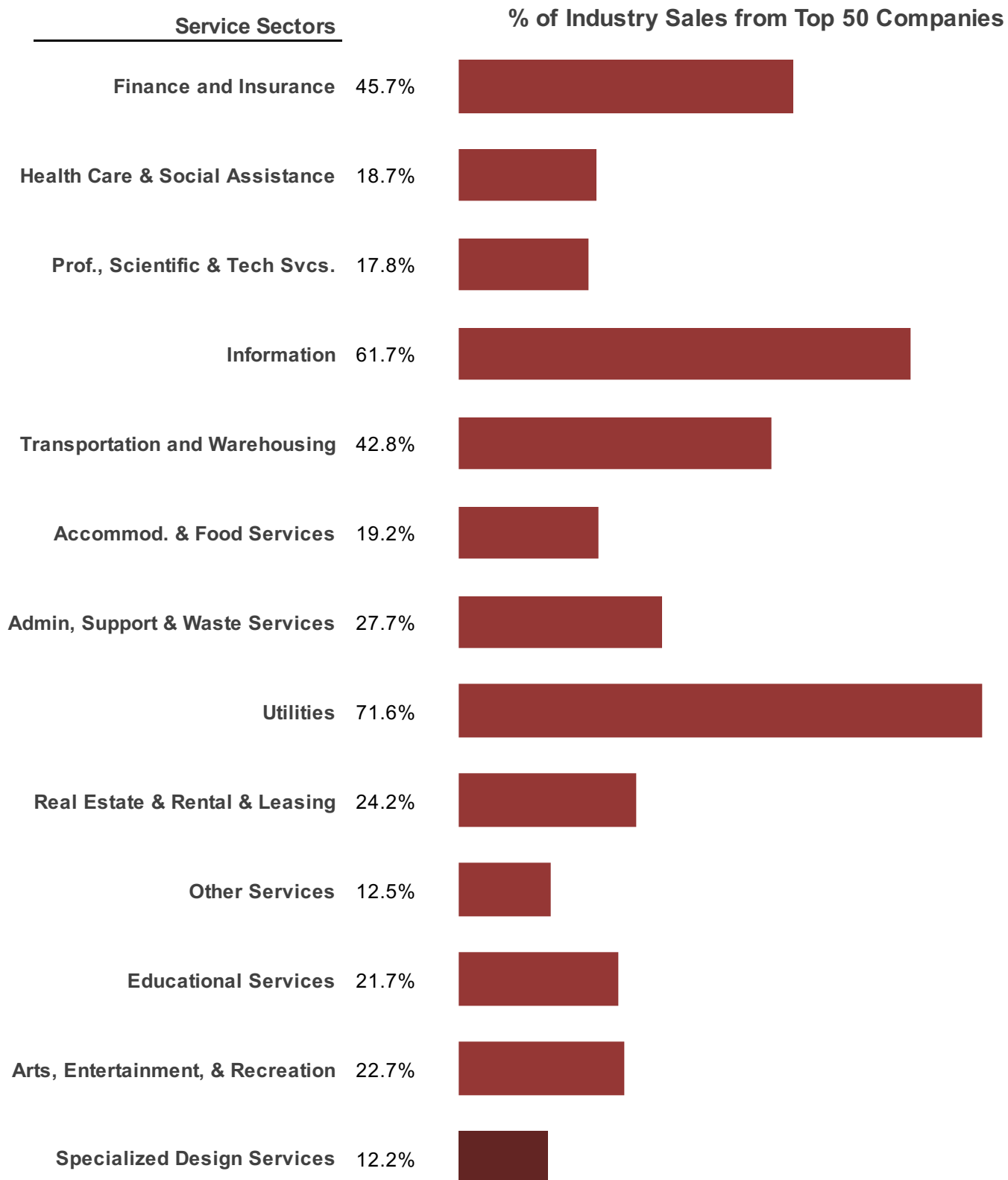
	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Locations	0.4%	0.1%	0.1%	0.2%	0.7%	99.3%
Sales (\$ M)	3.3%	1.5%	3.0%	4.4%	12.2%	87.8%
Employees	3.2%	1.5%	2.9%	3.8%	11.4%	88.6%
Payroll (\$ M)	2.8%	1.2%	1.8%	2.5%	8.3%	91.7%

■ 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.



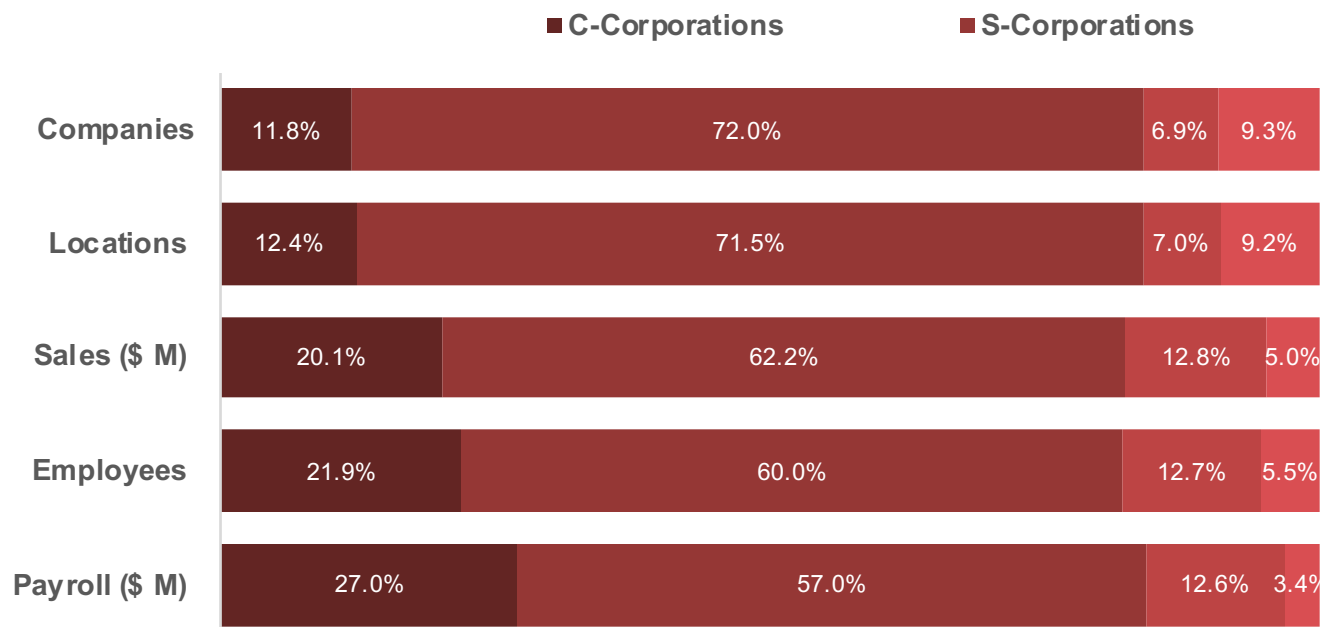
Industry Segmentation by Business Structure

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	4,054	24,646	2,370	3,177
Locations	4,285	24,732	2,417	3,176
Sales (\$ M)	8,190	25,335	5,205	2,029
Employees	29,644	81,180	17,133	7,399
Payroll (\$ M)	2,631	5,555	1,227	330

	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%

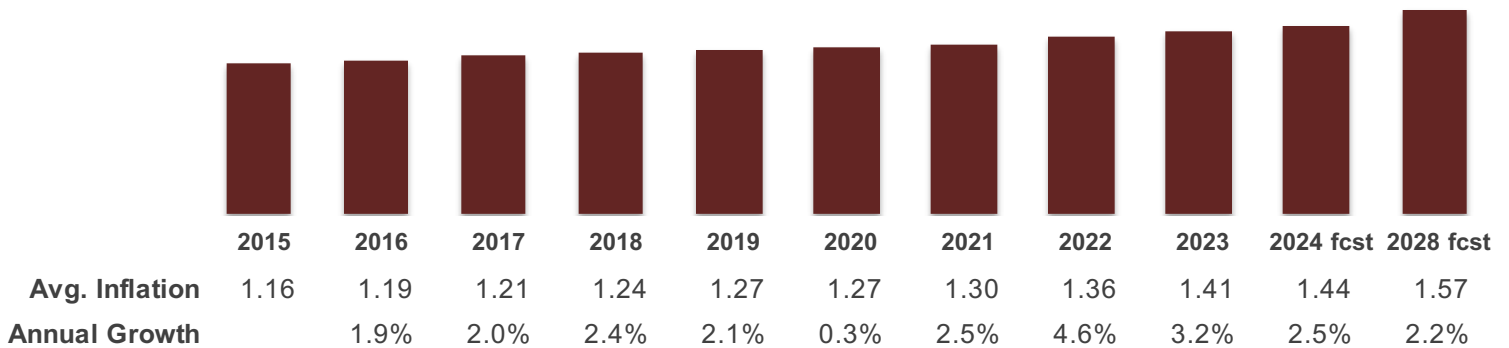


Pricing & Inflation

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

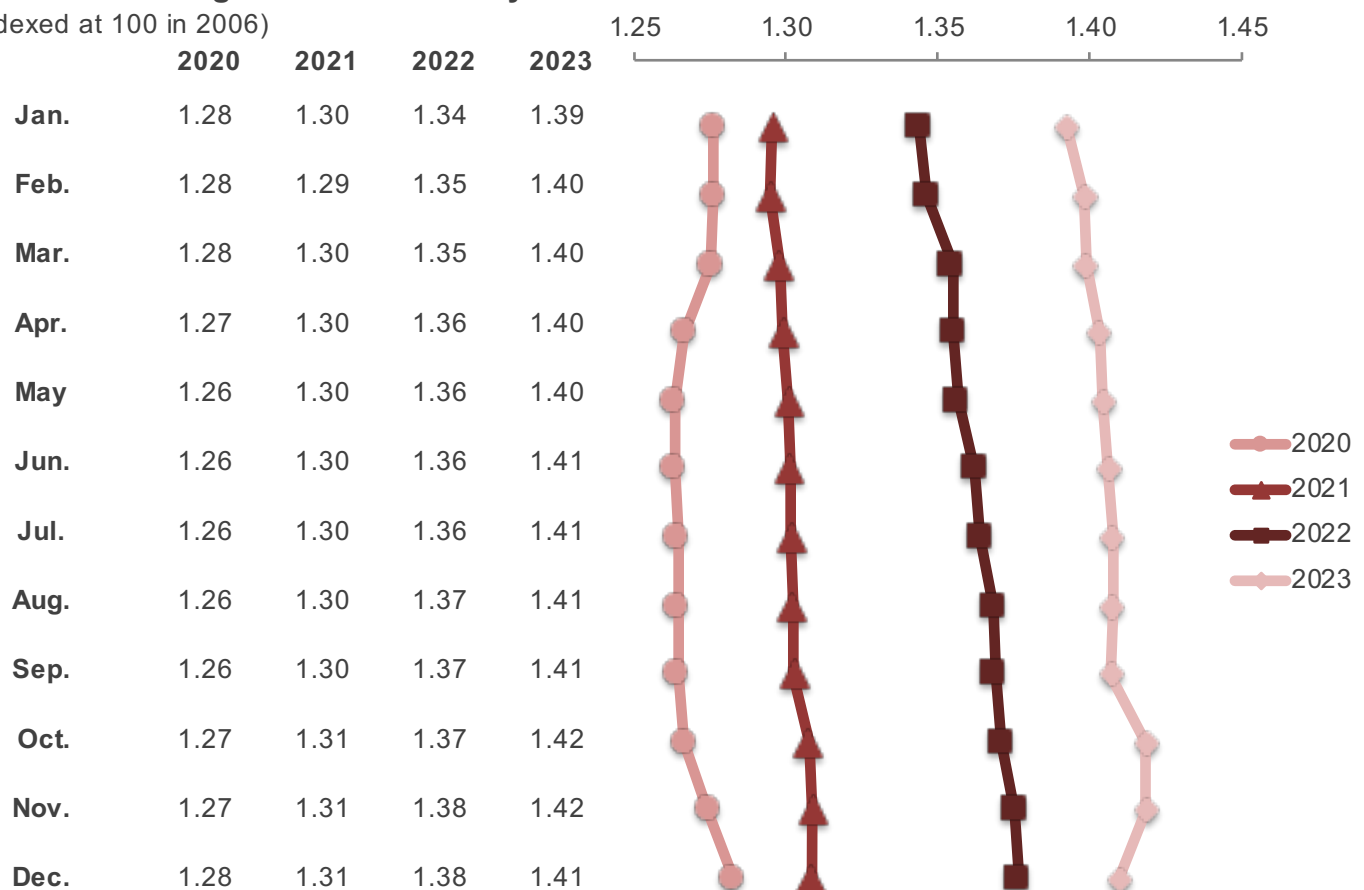
(Indexed at 100 in 2006)



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

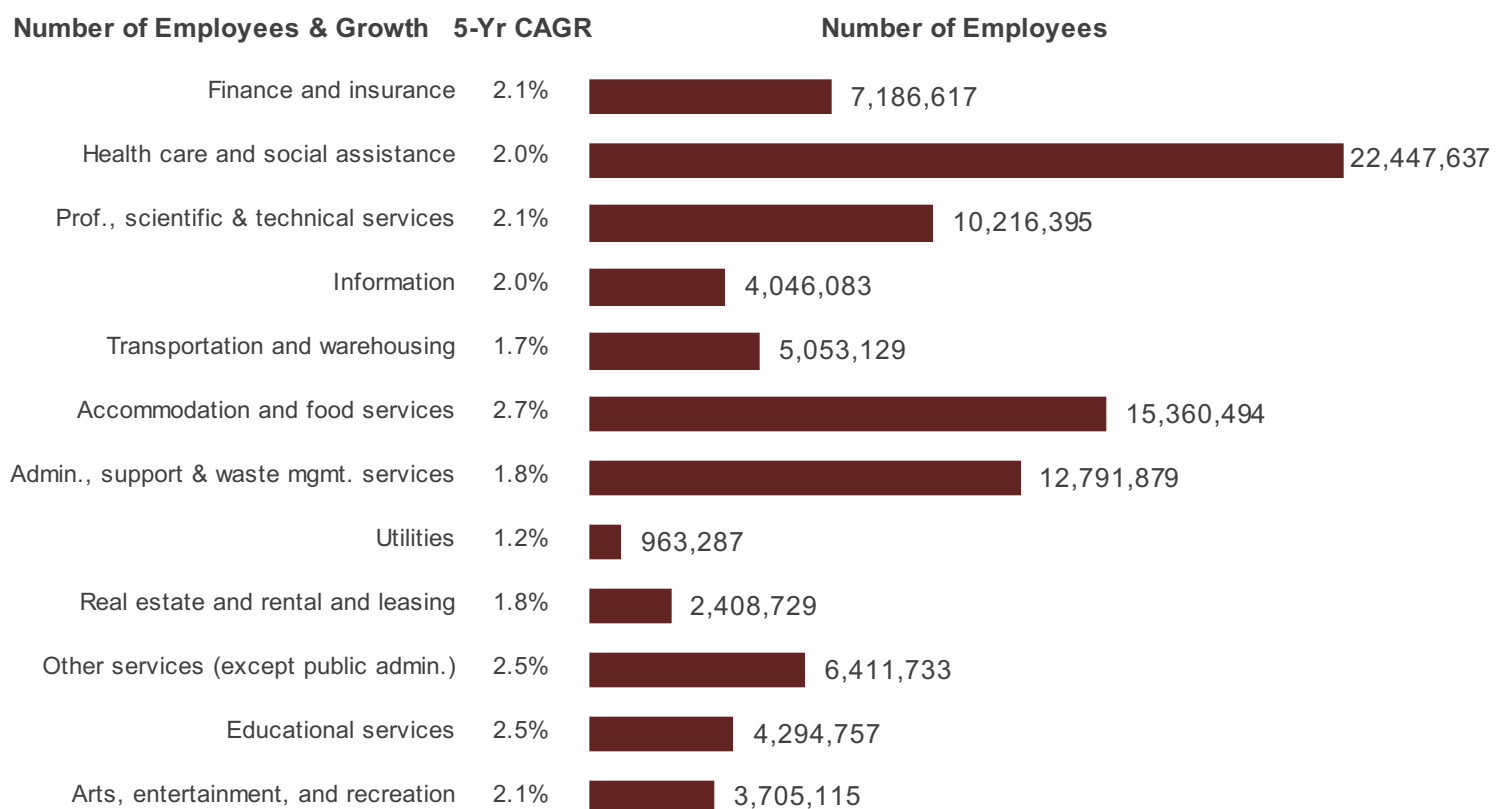
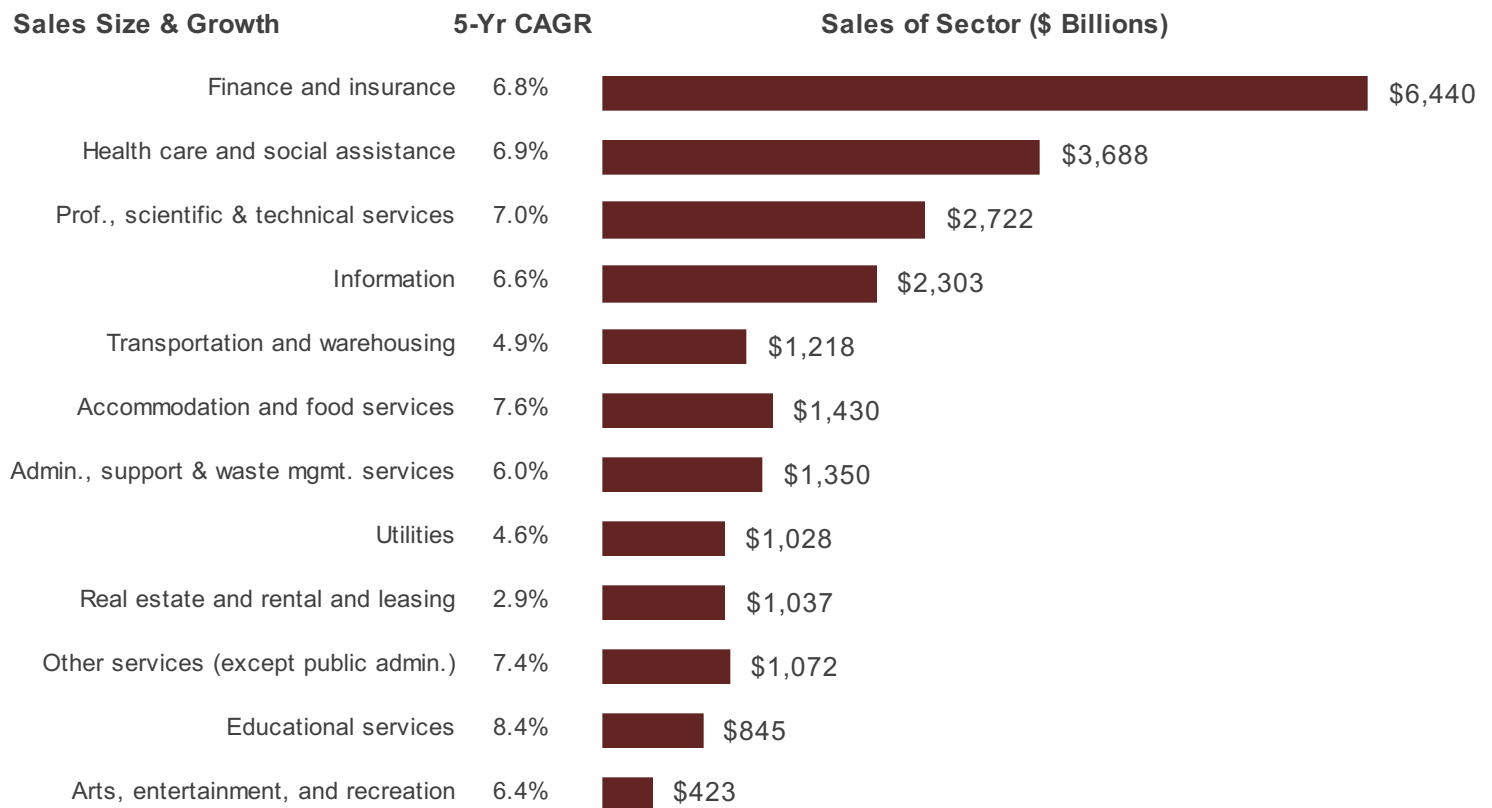
Specialized Design Services Industry Inflation

(Indexed at 100 in 2006)



Services Sector Growth

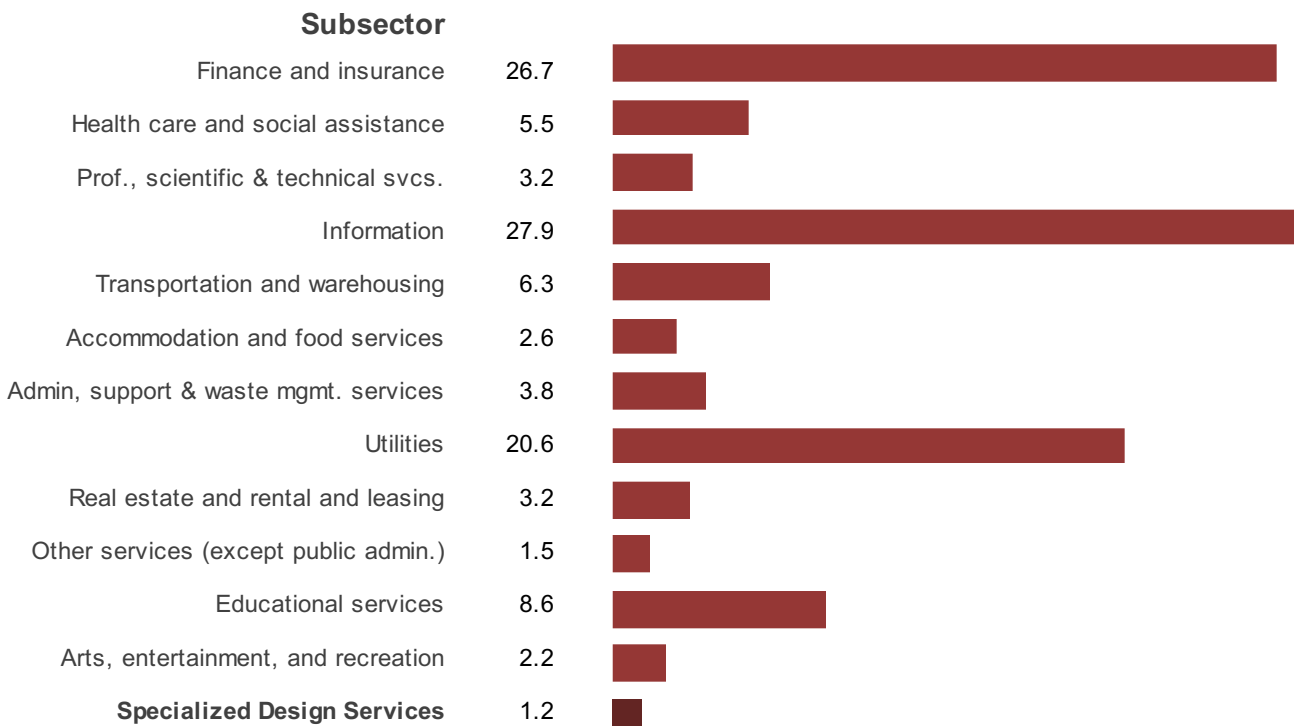
Below is the size and growth of all of the major service subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



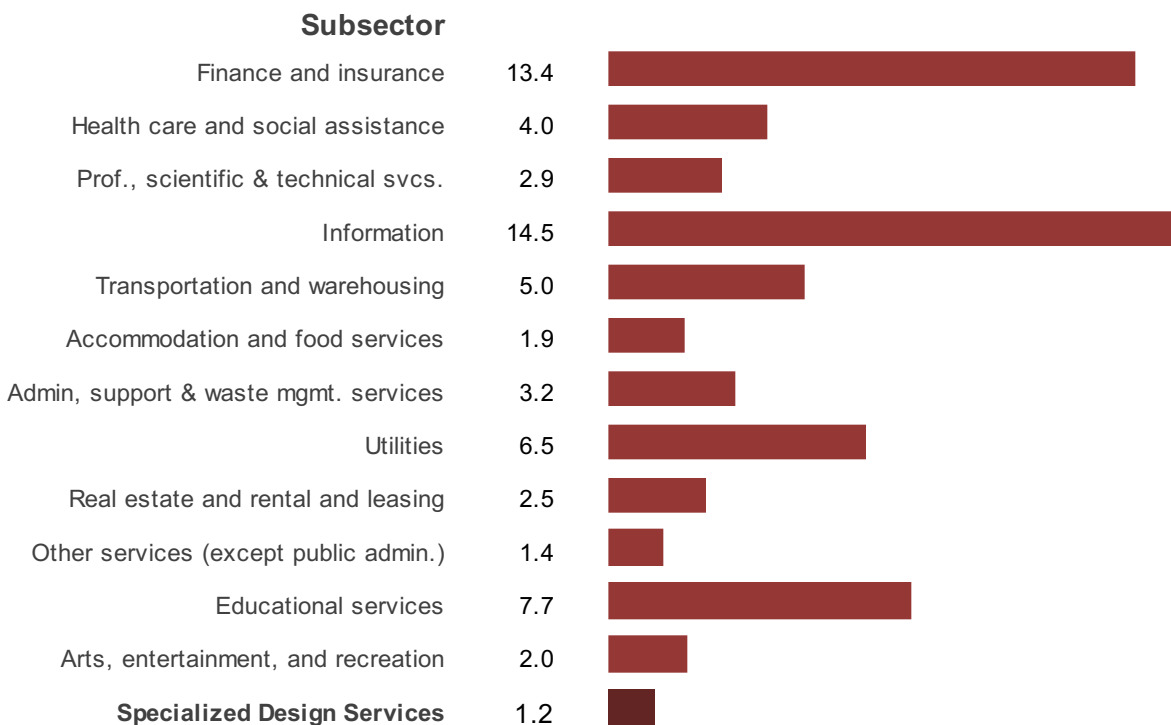
Subsector Analysis (1/2)

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)



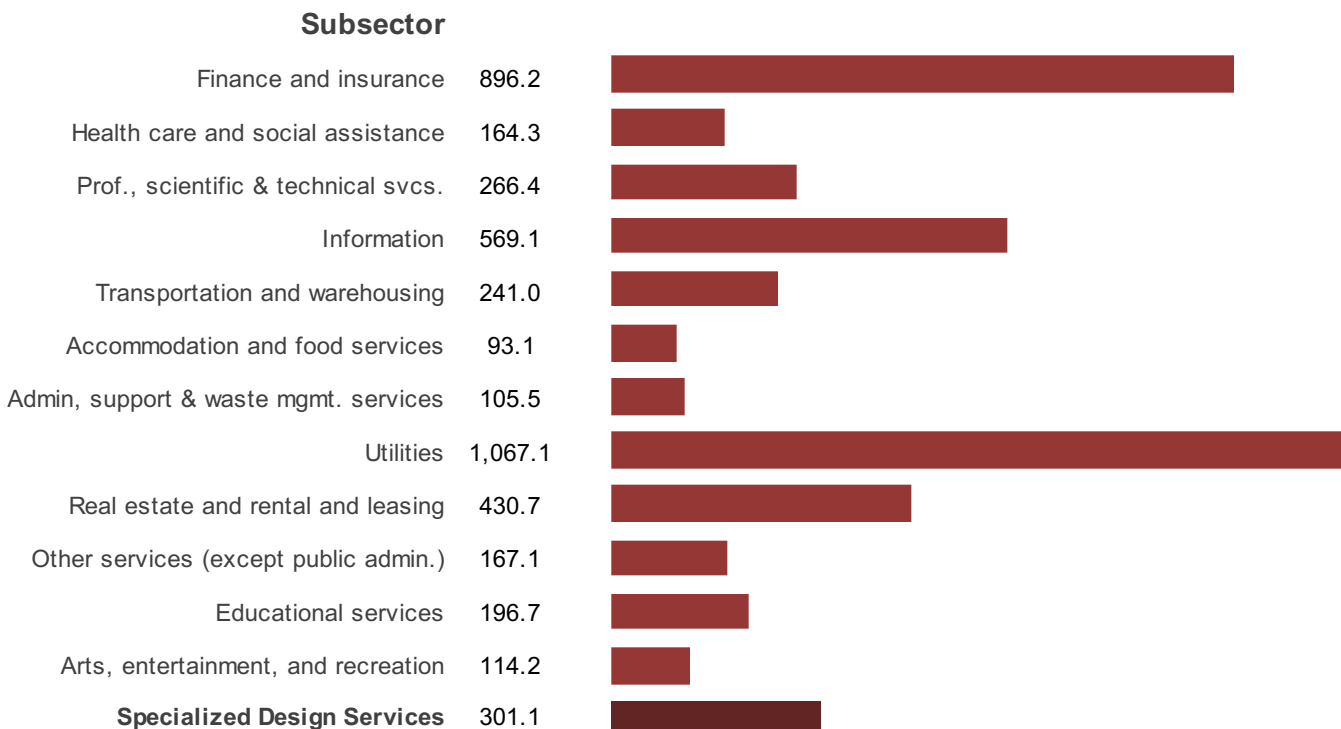
Revenue per Location (\$ M)



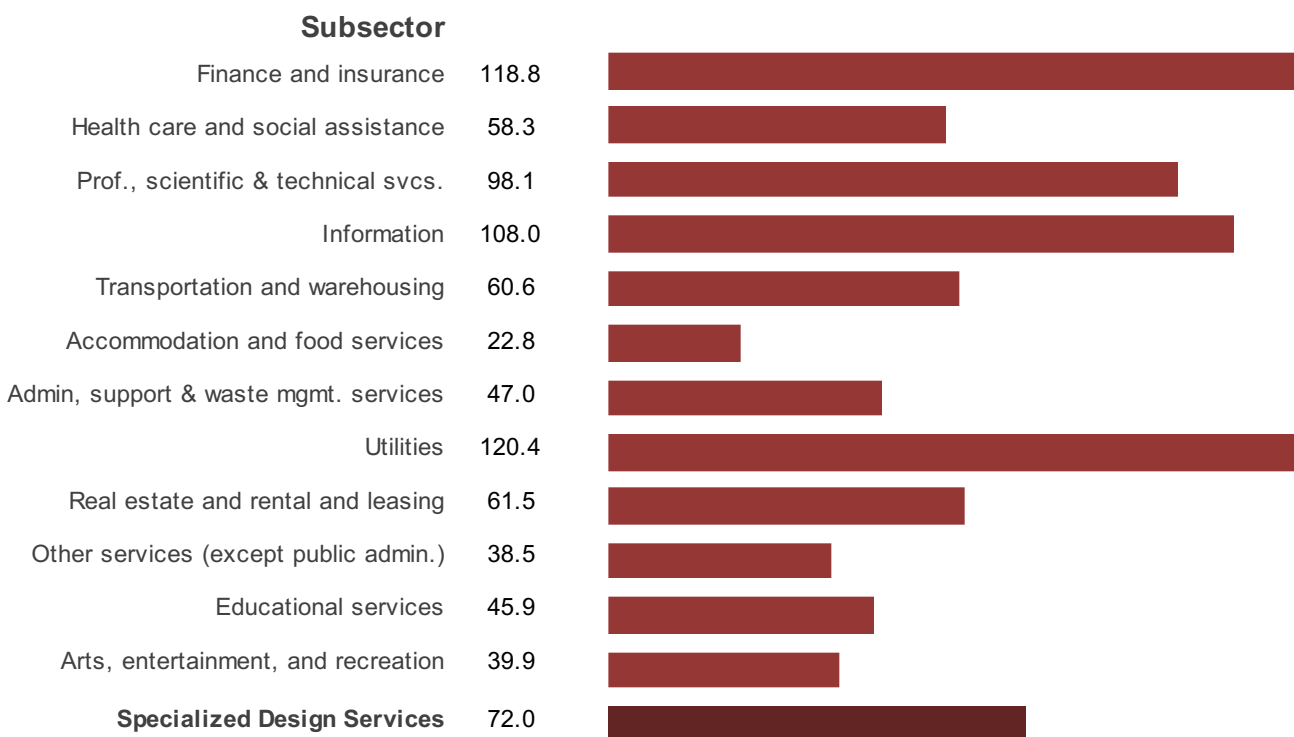
Subsector Analysis (2/2)

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)



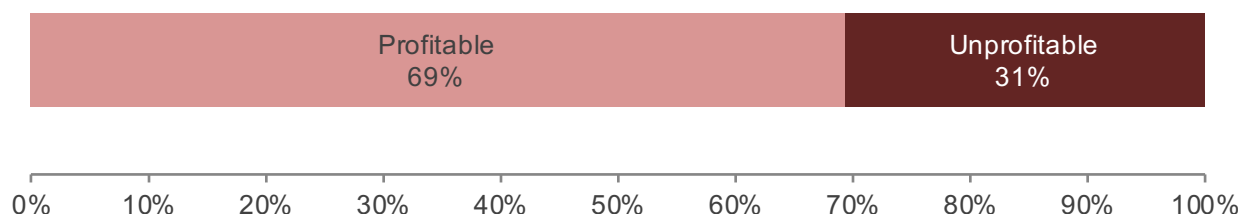
Section Two

Cost & Financial Analysis

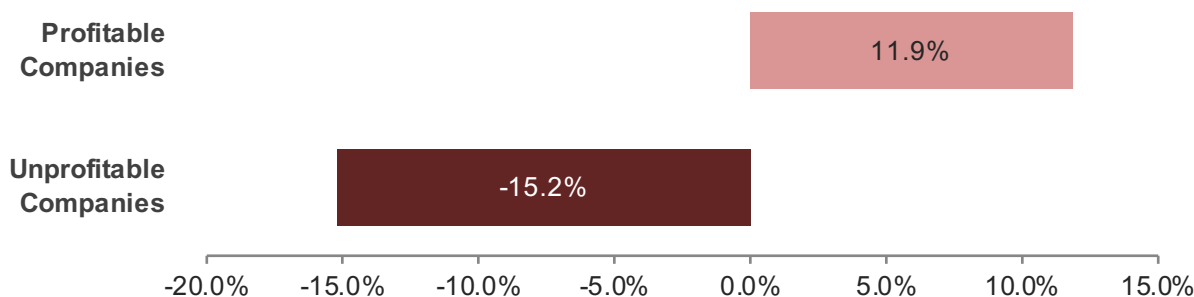
Profitability & Financial Ratio Analysis

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.

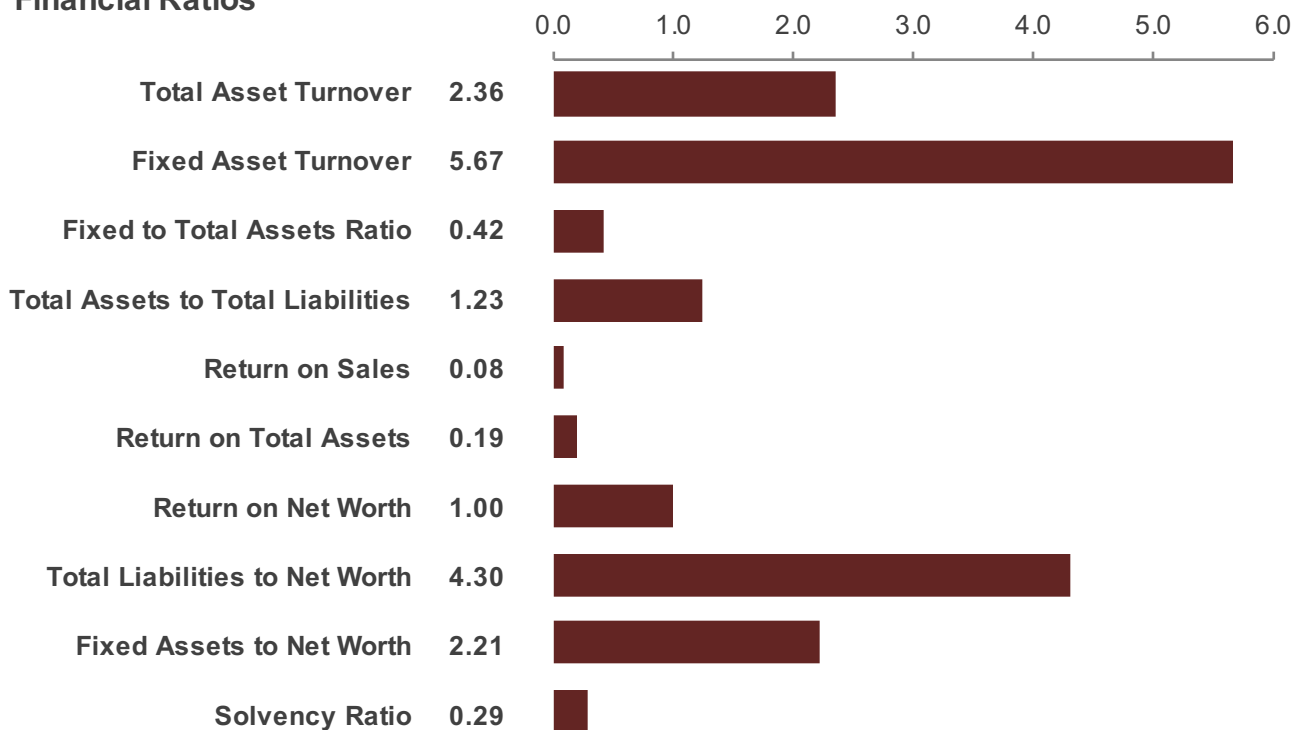
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenue

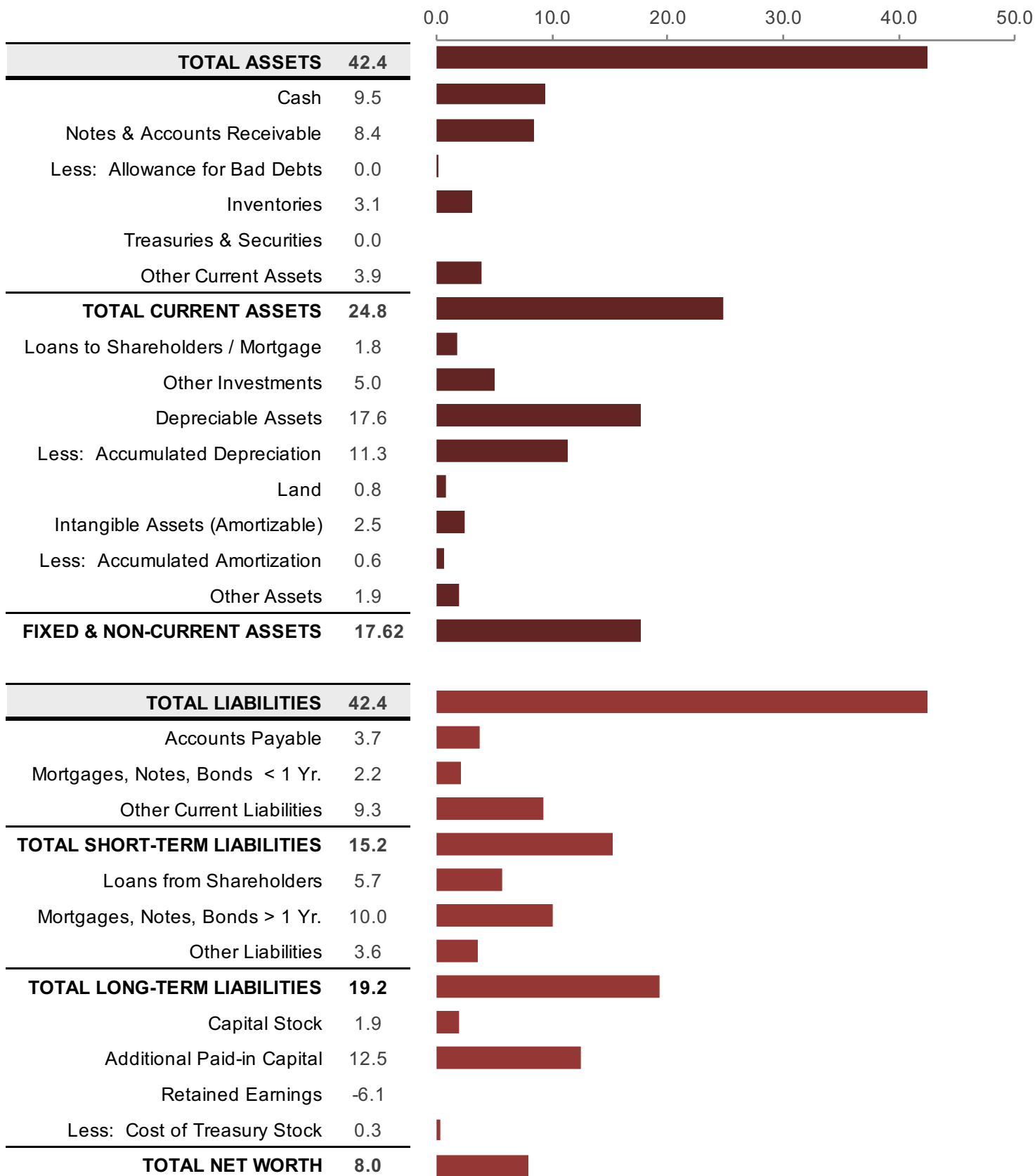


Financial Ratios



Balance Sheet Benchmarks - Assets, Liabilities & Equity

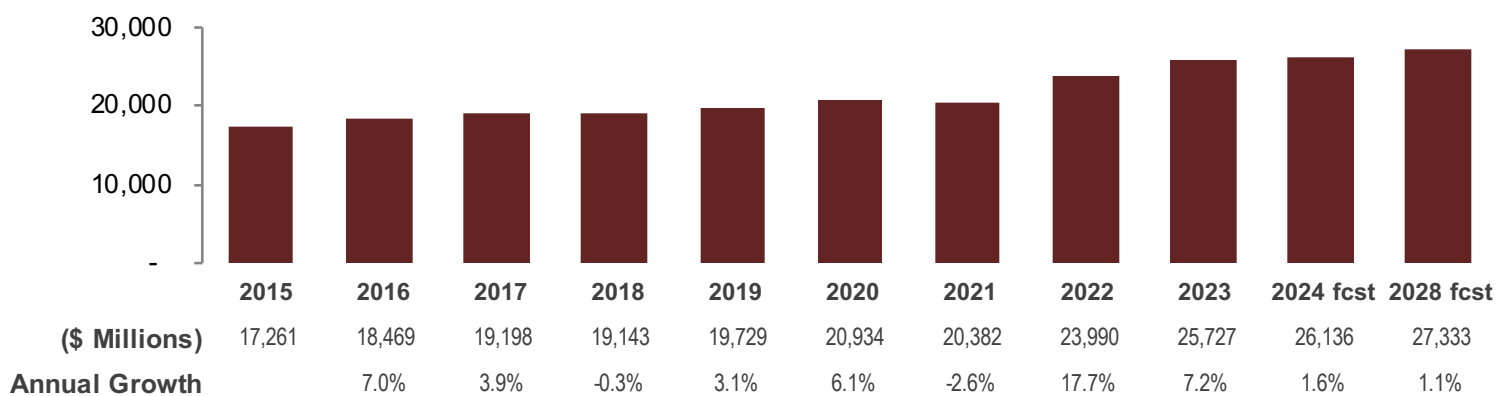
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



Operating Expenses

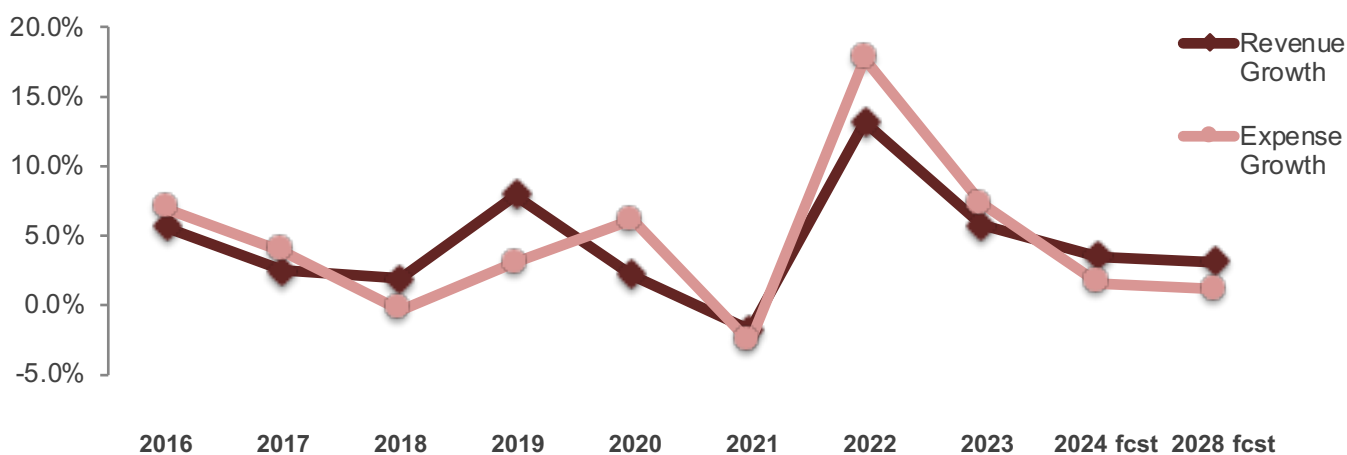
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for the Specialized Design Services industry. The data sets include historical and forecasts.

Industry Operating Expenses

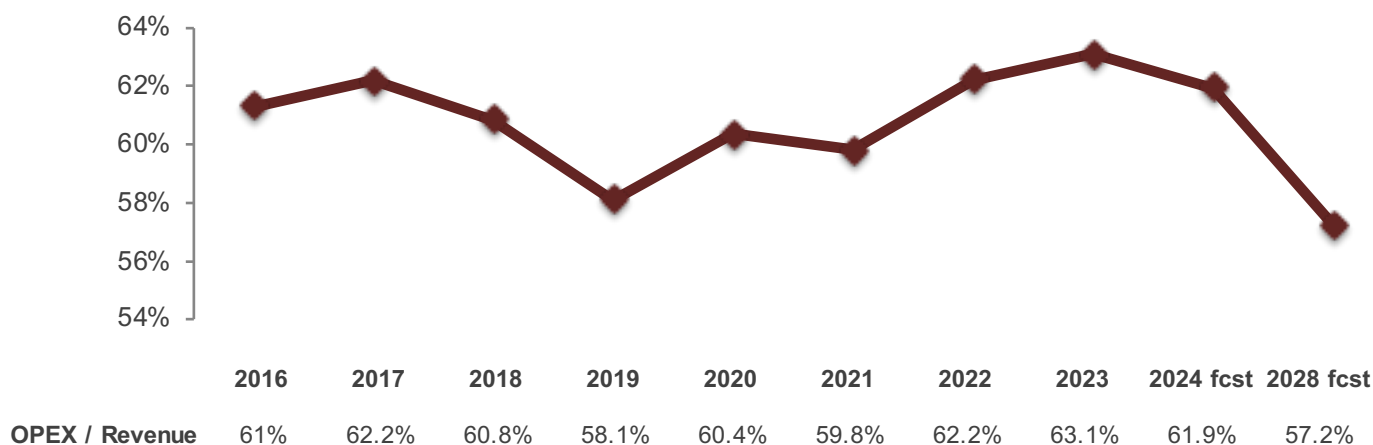


Compound Annual Growth Rate **7.1%** 3-Year **6.1%** 5-Year

Industry Revenue vs. Operating Expense Growth



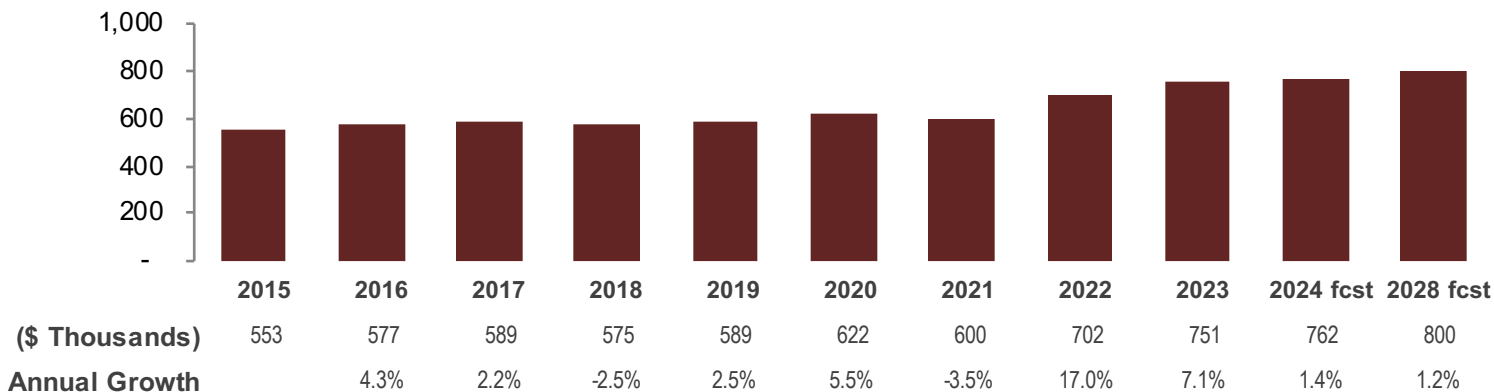
Operating Expense as a Percent of Revenue



Operating Expenses per Company & Location

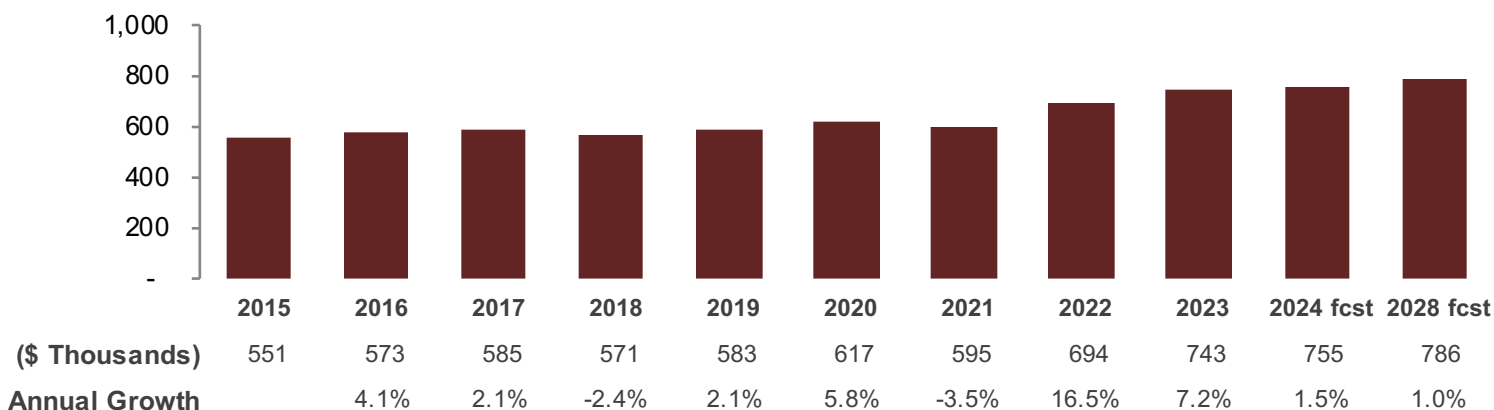
Given the dynamics of company and location growth and consolidation in the industry, it is important to normalize operating expense growth by company and location, which are below. This serves as a better benchmark for operating expense comparisons.

Industry Operating Expenses per Company



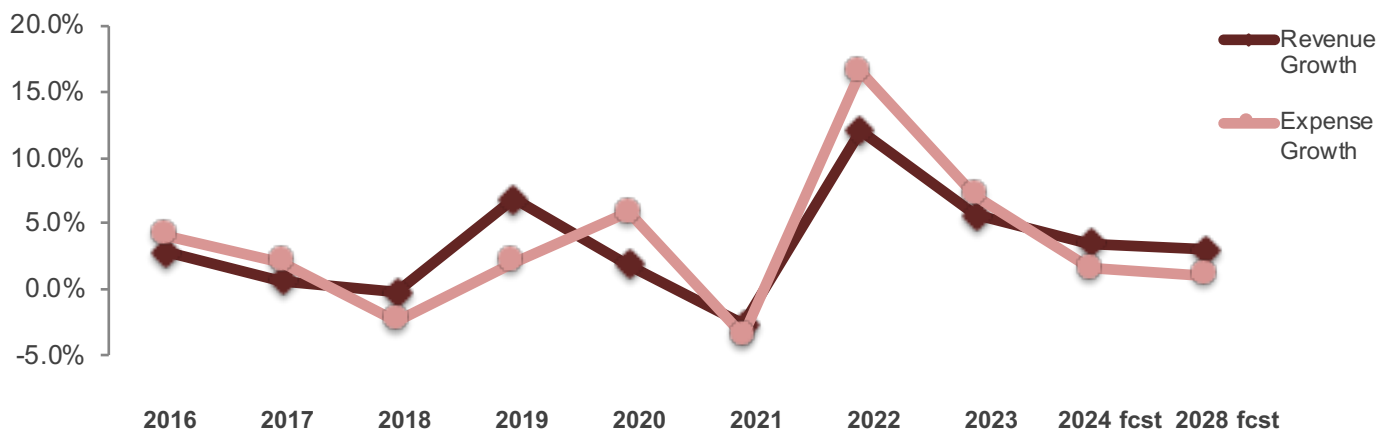
Compound Annual Growth Rate **6.5%** 3-Year **5.5%** 5-Year

Industry Operating Expenses per Location



Compound Annual Growth Rate **6.4%** 3-Year **5.4%** 5-Year

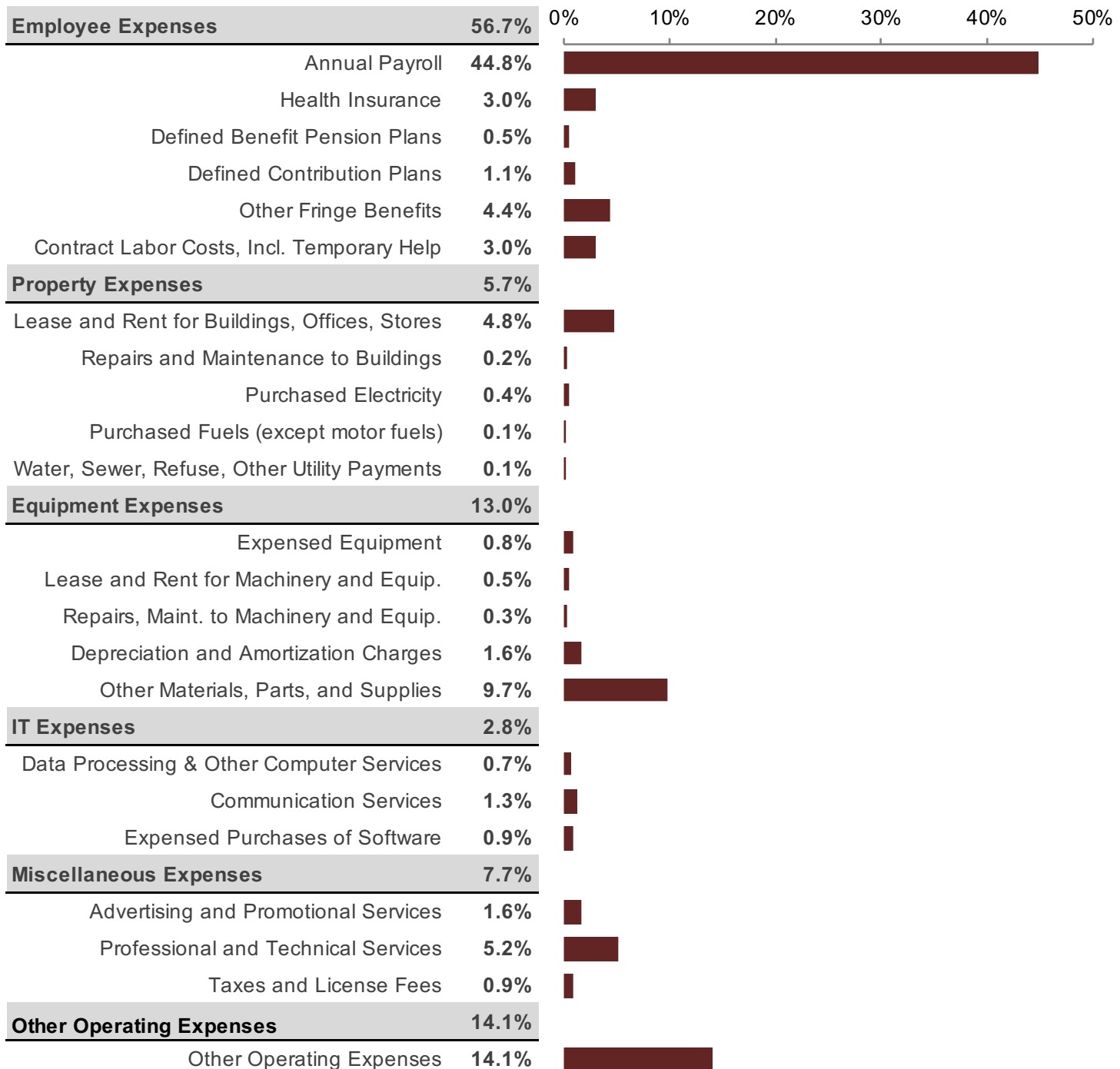
Revenue Growth per Location vs. Operating Expense Growth per Location



Operating Expense Detail

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

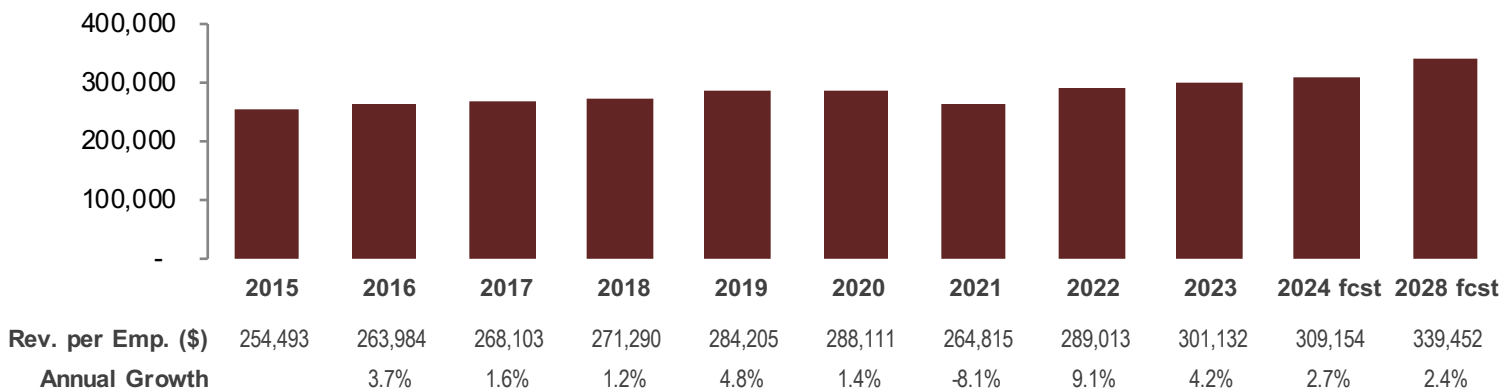
Operating Expense Breakdown



Employee Productivity & Industry Employment

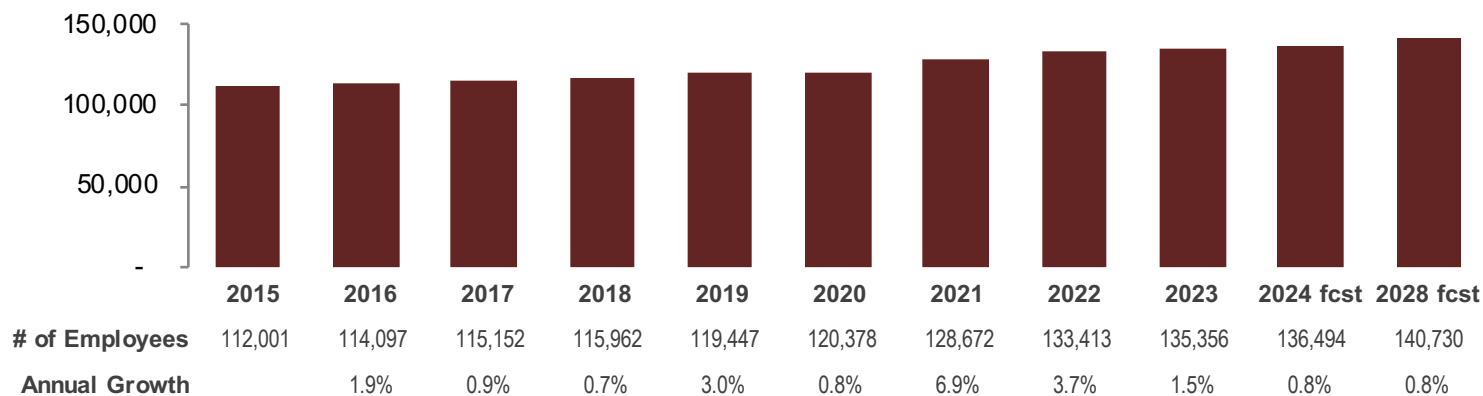
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historical and forecasts.

Productivity - Revenue (output) per Employee



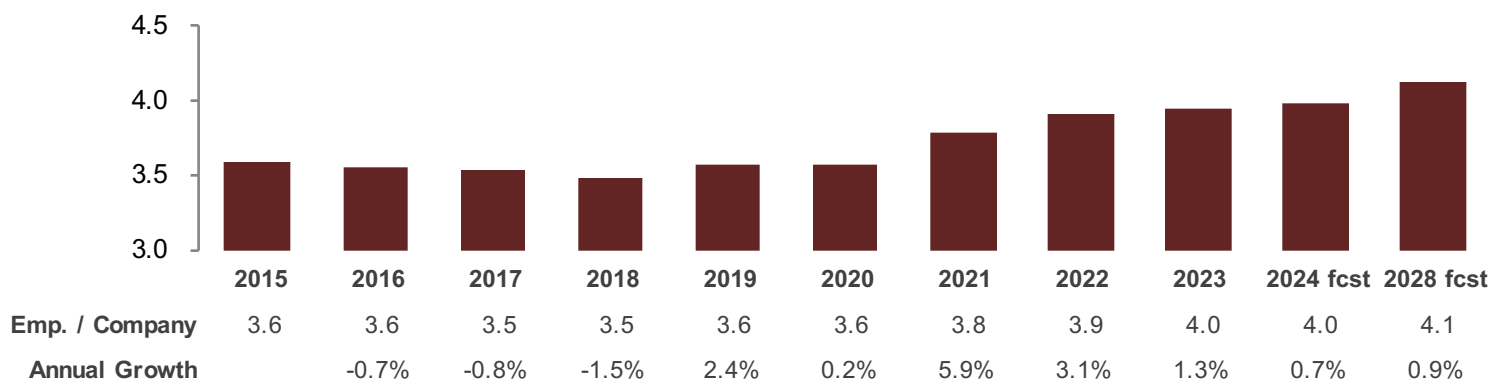
Compound Annual Growth Rate **1.5%** 3-Year **2.1%** 5-Year

Total Industry Employees



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

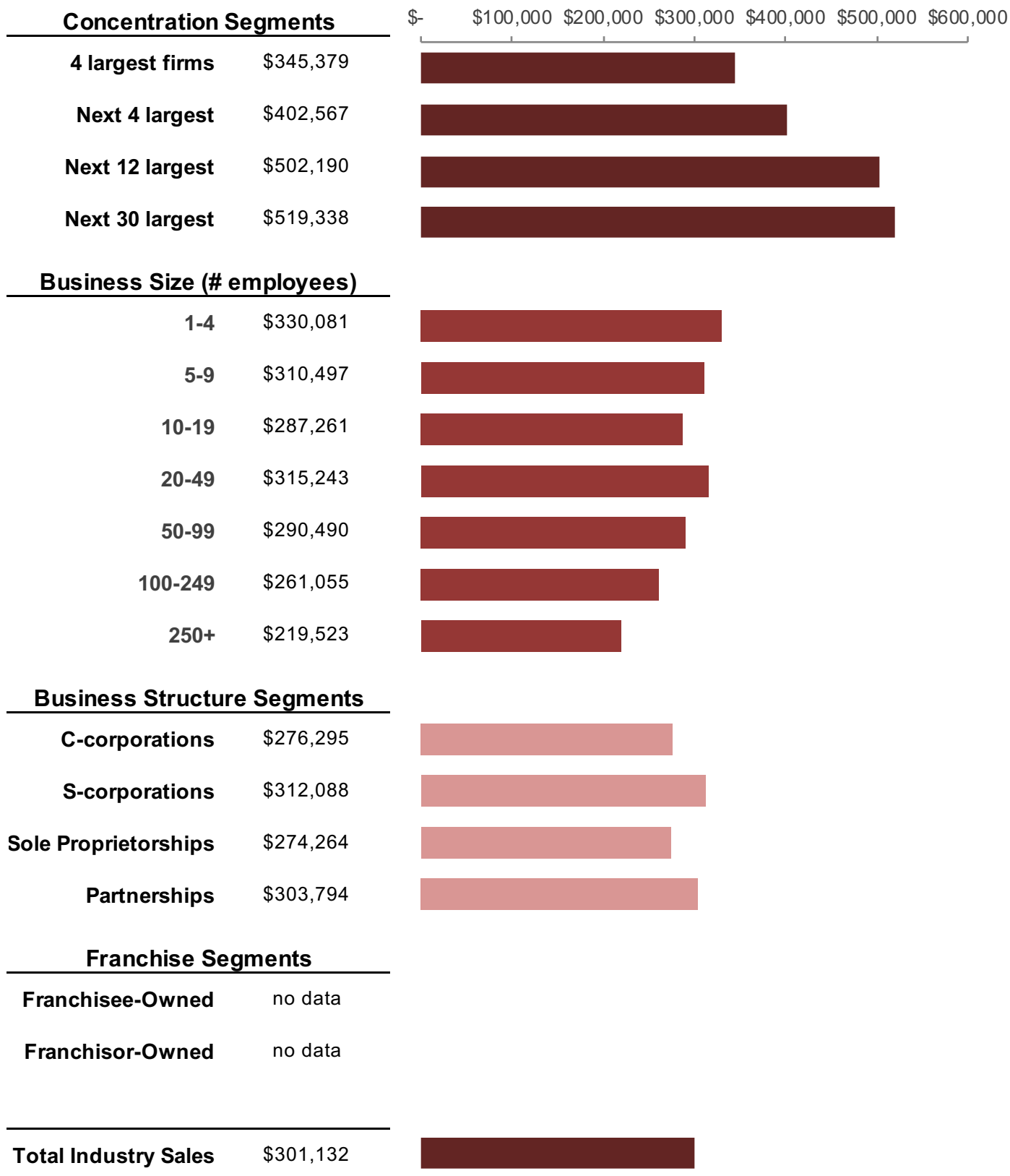
Employees per Company



Compound Annual Growth Rate **3.4%** 3-Year **2.6%** 5-Year

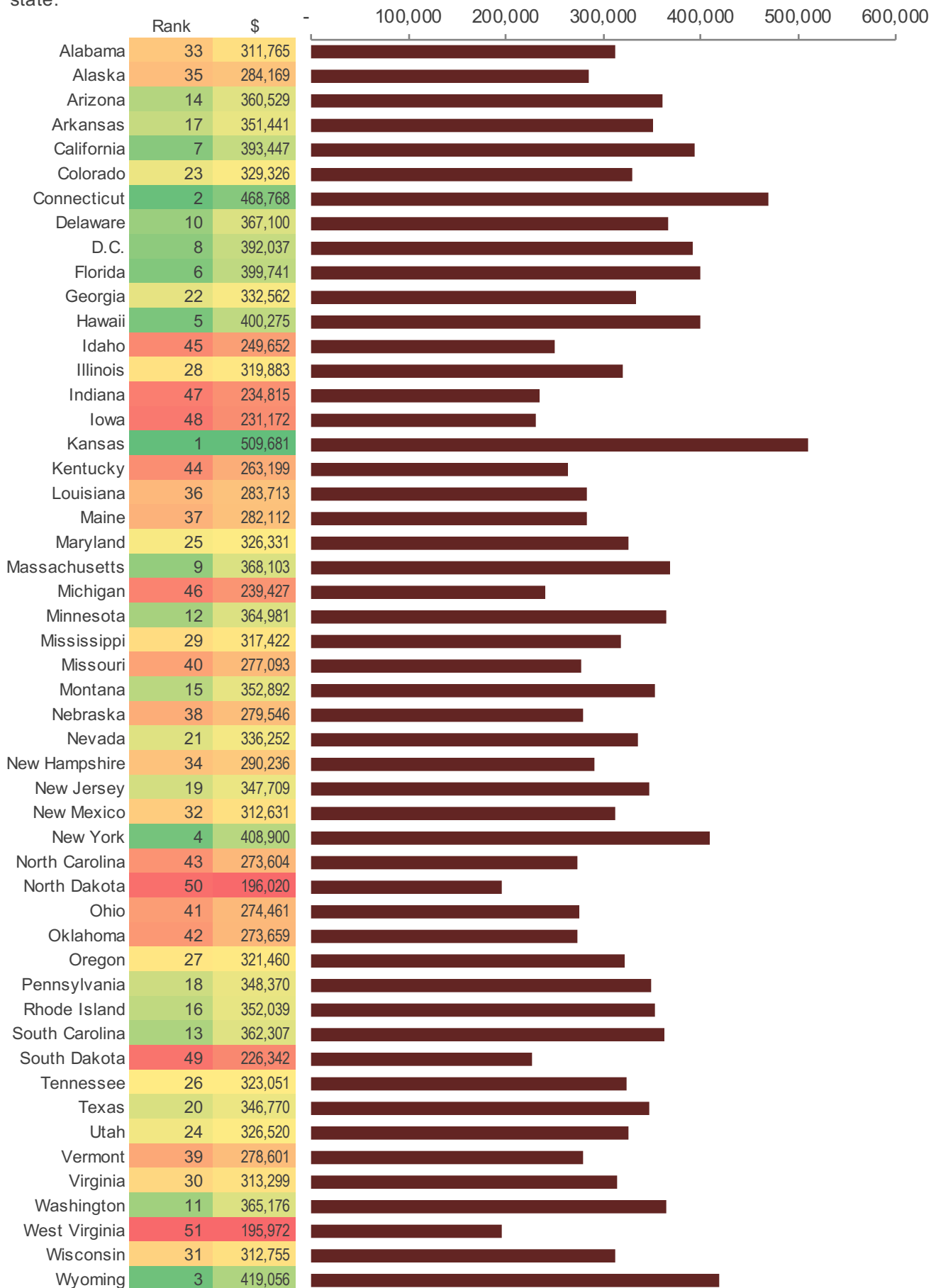
Employee Productivity by Segments

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	285	Burlington, NC	299
Albany, OR	293	Burlington-South Burlington, VT	219
Albany-Schenectady-Troy, NY	194	California-Lexington Park, MD	296
Albuquerque, NM	301	Canton-Massillon, OH	212
Alexandria, LA	294	Cape Coral-Fort Myers, FL	306
Allentown-Bethlehem-Easton, PA-NJ	202	Cape Girardeau, MO-IL	no data
Altoona, PA	212	Carbondale-Marion, IL	125
Amarillo, TX	238	Carson City, NV	192
Ames, IA	301	Casper, WY	139
Anchorage, AK	246	Cedar Rapids, IA	179
Ann Arbor, MI	75	Chambersburg-Waynesboro, PA	90
Anniston-Oxford-Jacksonville, AL	214	Champaign-Urbana, IL	135
Appleton, WI	365	Charleston, WV	139
Asheville, NC	233	Charleston-North Charleston, SC	339
Athens-Clarke County, GA	174	Charlotte-Concord-Gastonia, NC-SC	276
Atlanta-Sandy Springs-Roswell, GA	300	Charlottesville, VA	170
Atlantic City-Hammonton, NJ	299	Chattanooga, TN-GA	196
Auburn-Opelika, AL	367	Cheyenne, WY	415
Augusta-Richmond County, GA-SC	202	Chicago-Naperville-Elgin, IL-IN-WI	282
Austin-Round Rock, TX	321	Chico, CA	298
Bakersfield, CA	300	Cincinnati, OH-KY-IN	230
Baltimore-Columbia-Towson, MD	256	Clarksville, TN-KY	95
Bangor, ME	143	Cleveland, TN	104
Barnstable Town, MA	302	Cleveland-Elyria, OH	265
Baton Rouge, LA	261	Coeur d'Alene, ID	299
Battle Creek, MI	294	College Station-Bryan, TX	102
Bay City, MI	261	Colorado Springs, CO	239
Beaumont-Port Arthur, TX	312	Columbia, MO	286
Beckley, WV	299	Columbia, SC	325
Bellingham, WA	271	Columbus, GA-AL	225
Bend-Redmond, OR	301	Columbus, IN	299
Billings, MT	165	Columbus, OH	243
Binghamton, NY	299	Corpus Christi, TX	191
Birmingham-Hoover, AL	303	Corvallis, OR	293
Bismarck, ND	299	Crestview-Fort Walton Beach-Destin, FL	302
Blacksburg-Christiansburg-Radford, VA	150	Cumberland, MD-WV	125
Bloomington, IL	273	Dallas-Fort Worth-Arlington, TX	312
Bloomington, IN	139	Dalton, GA	299
Bloomsburg-Berwick, PA	231	Danville, IL	no data
Boise City, ID	230	Daphne-Fairhope-Foley, AL	531
Boston-Cambridge-Newton, MA-NH	311	Davenport-Moline-Rock Island, IA-IL	229
Boulder, CO	184	Dayton, OH	187
Bowling Green, KY	225	Decatur, AL	157
Bremerton-Silverdale, WA	146	Decatur, IL	99
Bridgeport-Stamford-Norwalk, CT	478	Deltona-Daytona Beach-Ormond, FL	485
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	213	Greenville-Anderson-Mauldin, SC	350
Detroit-Warren-Dearborn, MI	270	Gulfport-Biloxi-Pascagoula, MS	157
Dothan, AL	300	Hagerstown-Martinsburg, MD-WV	301
Dover, DE	237	Hammond, LA	295
Dubuque, IA	192	Hanford-Corcoran, CA	254
Duluth, MN-WI	300	Harrisburg-Carlisle, PA	277
Durham-Chapel Hill, NC	238	Harrisonburg, VA	175
East Stroudsburg, PA	283	Hartford-West Hartford-East Hartford, CT	300
Eau Claire, WI	137	Hattiesburg, MS	205
El Centro, CA	298	Hickory-Lenoir-Morganton, NC	231
Elizabethtown-Fort Knox, KY	78	Hilton Head Island-Bluffton-Beaufort, SC	270
Elkhart-Goshen, IN	186	Hinesville, GA	299
Elmira, NY	299	Homosassa Springs, FL	243
El Paso, TX	170	Hot Springs, AR	223
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	296	Idaho Falls, ID	299
Fargo, ND-MN	166	Indianapolis-Carmel-Anderson, IN	174
Farmington, NM	297	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	139	Jackson, TN	300
Florence, SC	143	Jacksonville, FL	269
Florence-Muscle Shoals, AL	299	Jacksonville, NC	315
Fond du Lac, WI	102	Janesville-Beloit, WI	297
Fort Collins, CO	273	Jefferson City, MO	171
Fort Smith, AR-OK	275	Johnson City, TN	162
Fort Wayne, IN	264	Johnstown, PA	297
Fresno, CA	295	Jonesboro, AR	299
Gadsden, AL	290	Joplin, MO	96
Gainesville, FL	148	Kahului-Wailuku-Lahaina, HI	222
Gainesville, GA	298	Kalamazoo-Portage, MI	301
Gettysburg, PA	291	Kankakee, IL	286
Glens Falls, NY	172	Kansas City, MO-KS	426
Goldsboro, NC	292	Kennewick-Richland, WA	301
Grand Forks, ND-MN	261	Killeen-Temple, TX	301
Grand Island, NE	293	Kingsport-Bristol-Bristol, TN-VA	77
Grand Junction, CO	164	Kingston, NY	300
Grand Rapids-Wyoming, MI	262	Knoxville, TN	169
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	301
Lancaster, PA	219	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	483
Las Vegas-Henderson-Paradise, NV	297	Nashville-Davidson--Murfr.--Franklin, TN	338
Lawrence, KS	297	New Bern, NC	296
Lawton, OK	295	New Haven-Milford, CT	301
Lebanon, PA	306	New Orleans-Metairie, LA	259
Lewiston, ID-WA	288	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	347
Lima, OH	297	Norwich-New London, CT	300
Lincoln, NE	260	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	188	Oklahoma City, OK	225
Los Angeles-Long Beach-Anaheim, CA	354	Olympia-Tumwater, WA	300
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	323
Macon-Bibb County, GA	143	Owensboro, KY	171
Madera, CA	298	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	297
Mankato-North Mankato, MN	296	Pensacola-Ferry Pass-Brent, FL	168
Mansfield, OH	294	Peoria, IL	184
McAllen-Edinburg-Mission, TX	152	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	343
Medford, OR	179	Phoenix-Mesa-Scottsdale, AZ	329
Memphis, TN-MS-AR	271	Pine Bluff, AR	289
Merced, CA	no data	Pittsburgh, PA	279
Miami-Fort Lauderdale-West Palm Beach, FL	380	Pittsfield, MA	440
Michigan City-La Porte, IN	290	Pocatello, ID	292
Midland, MI	280	Portland-South Portland, ME	263
Midland, TX	331	Portland-Vancouver-Hillsboro, OR-WA	270
Milwaukee-Waukesha-West Allis, WI	339	Port St. Lucie, FL	303
Minneapolis-St. Paul-Bloomington, MN-WI	249	Prescott, AZ	296
Missoula, MT	279	Providence-Warwick, RI-MA	303
Mobile, AL	134	Provo-Orem, UT	213
Modesto, CA	179	Pueblo, CO	295
Monroe, LA	208	Punta Gorda, FL	235
Monroe, MI	295	Racine, WI	197
Montgomery, AL	210	Raleigh, NC	229
Morgantown, WV	298	Rapid City, SD	159
Morristown, TN	no data	Reading, PA	255
Mount Vernon-Anacortes, WA	140	Redding, CA	281

Sales per Employee per Metropolitan Area

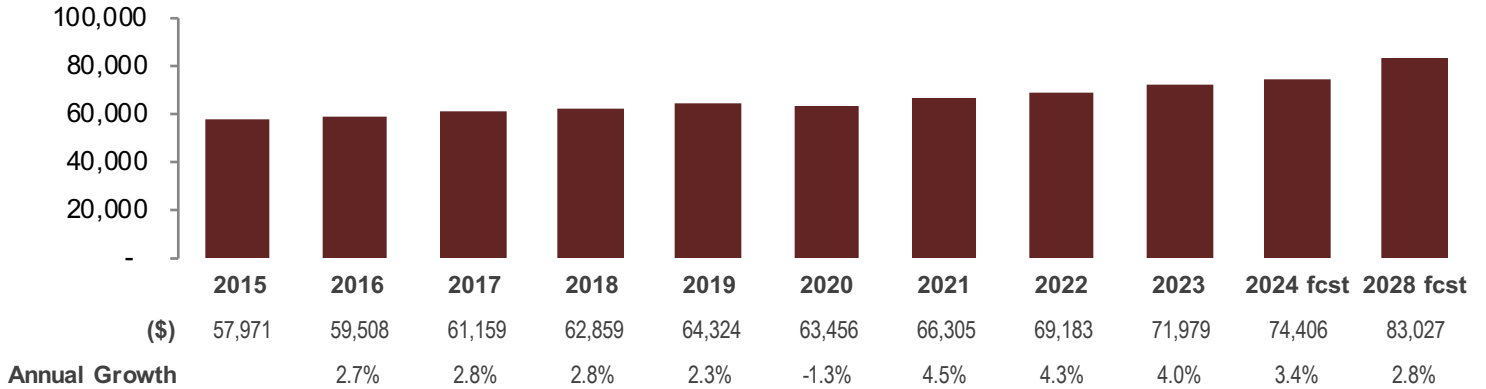
Sales per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	\$000s	Metropolitan Statistical Area	\$000s
Reno, NV	196	Staunton-Waynesboro, VA	181
Richmond, VA	236	Stockton-Lodi, CA	301
Riverside-San Bernardino-Ontario, CA	264	Sumter, SC	292
Roanoke, VA	264	Syracuse, NY	213
Rochester, MN	299	Tallahassee, FL	172
Rochester, NY	238	Tampa-St. Petersburg-Clearwater, FL	271
Rockford, IL	268	Terre Haute, IN	300
Rocky Mount, NC	301	Texarkana, TX-AR	337
Rome, GA	294	The Villages, FL	298
Sacramento--Roseville--Arden-Arcade, CA	448	Toledo, OH	206
Saginaw, MI	176	Topeka, KS	300
St. Cloud, MN	274	Trenton, NJ	298
St. George, UT	399	Tucson, AZ	261
St. Joseph, MO-KS	294	Tulsa, OK	260
St. Louis, MO-IL	258	Tuscaloosa, AL	301
Salem, OR	299	Tyler, TX	370
Salinas, CA	297	Urban Honolulu, HI	314
Salisbury, MD-DE	254	Utica-Rome, NY	260
Salt Lake City, UT	287	Valdosta, GA	172
San Angelo, TX	257	Vallejo-Fairfield, CA	300
San Antonio-New Braunfels, TX	212	Victoria, TX	no data
San Diego-Carlsbad, CA	326	Vineland-Bridgeton, NJ	296
San Francisco-Oakland-Hayward, CA	338	Virginia Beach-Norfolk-Newport, VA-NC	301
San Jose-Sunnyvale-Santa Clara, CA	314	Visalia-Porterville, CA	300
San Luis Obispo-Paso Robles-Arroyo Gr., CA	296	Waco, TX	297
Santa Cruz-Watsonville, CA	264	Walla Walla, WA	610
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	223
Seattle-Tacoma-Bellevue, WA	338	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	487	Wenatchee, WA	95
Sebring, FL	291	Wheeling, WV-OH	298
Sheboygan, WI	140	Wichita, KS	213
Sherman-Denison, TX	293	Wichita Falls, TX	268
Shreveport-Bossier City, LA	261	Williamsport, PA	267
Sierra Vista-Douglas, AZ	164	Wilmington, NC	239
Sioux City, IA-NE-SD	301	Winchester, VA-WV	312
Sioux Falls, SD	192	Winston-Salem, NC	269
South Bend-Mishawaka, IN-MI	300	Worcester, MA-CT	231
Spartanburg, SC	426	Yakima, WA	244
Spokane-Spokane Valley, WA	184	York-Hanover, PA	301
Springfield, IL	137	Youngstown-Warren-Boardman, OH-PA	191
Springfield, MA	260	Yuba City, CA	180
Springfield, MO	216	Yuma, AZ	244
Springfield, OH	301		
State College, PA	236		

Industry Payroll

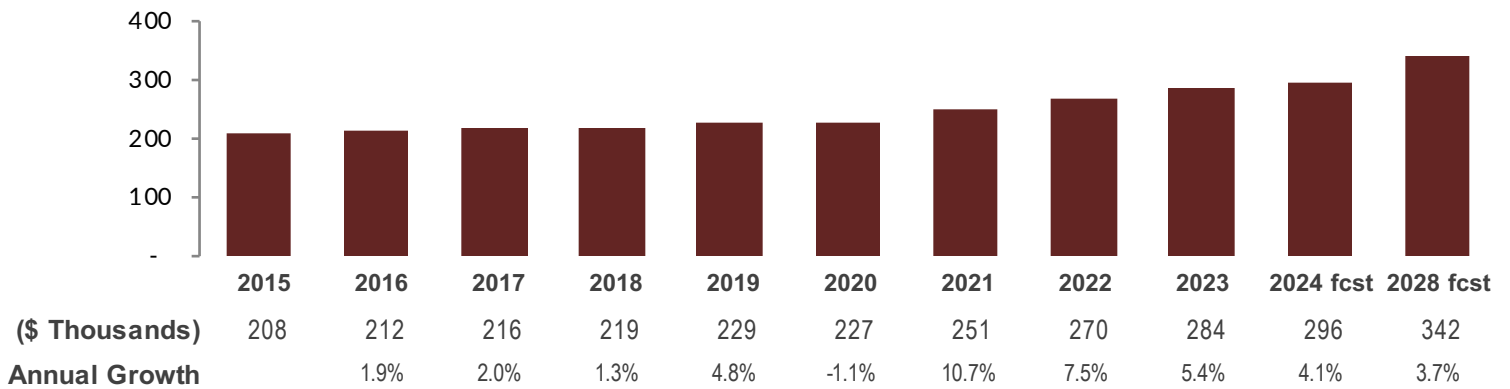
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company, and location. In particular, payroll per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

Payroll per Employee



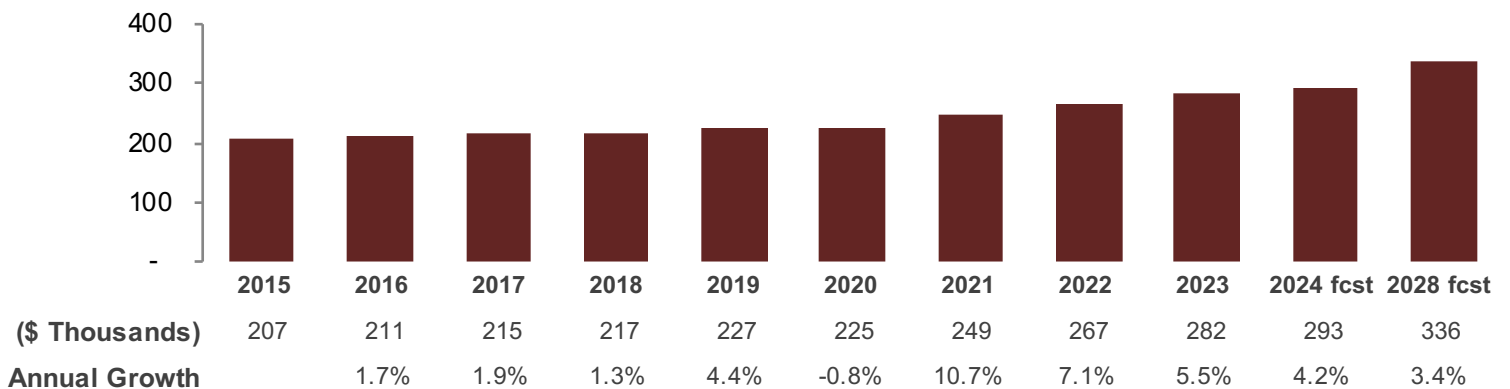
Compound Annual Growth Rate **4.3%** 3-Year **2.7%** 5-Year

Payroll per Company



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

Payroll per Location

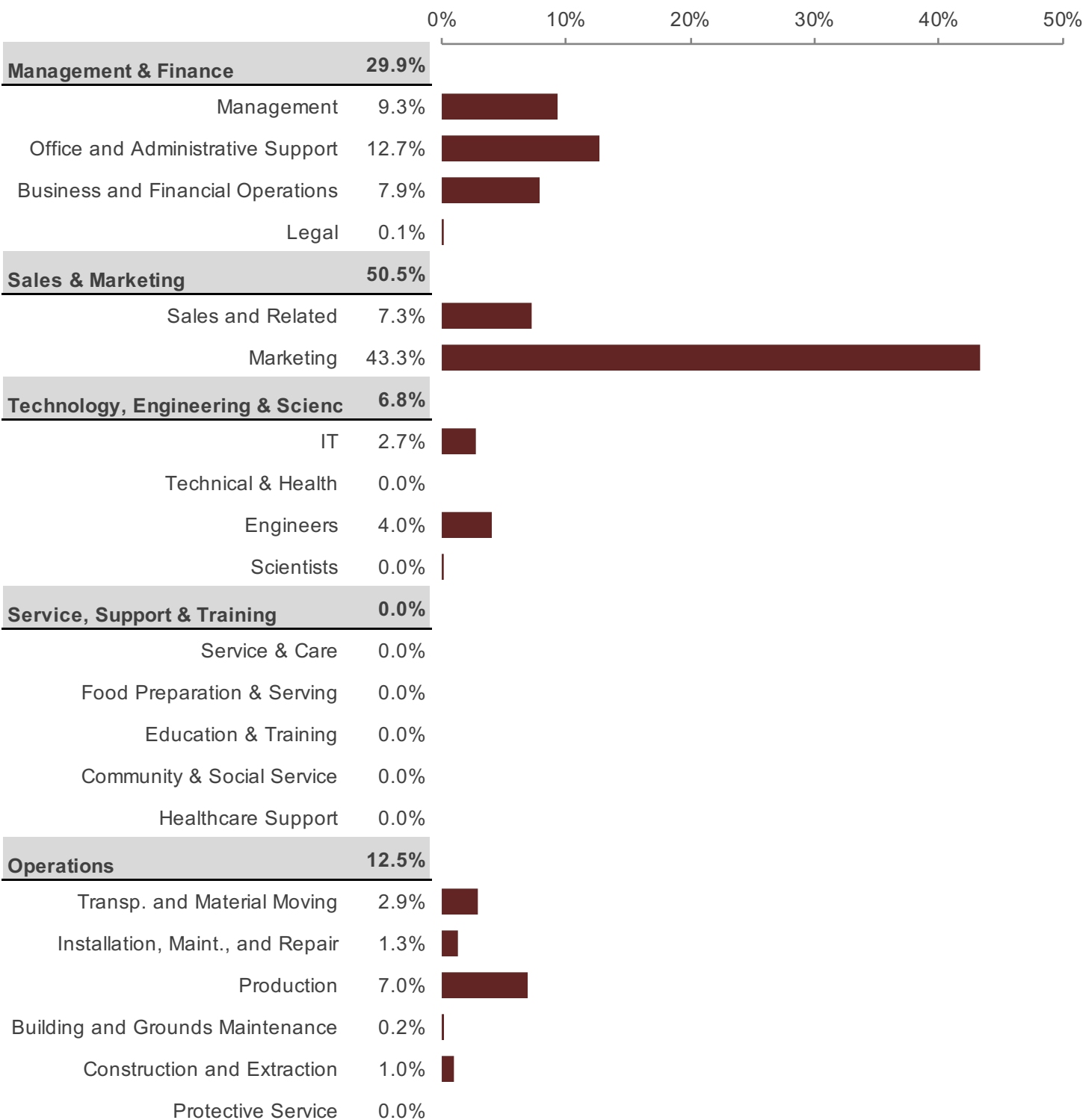


Compound Annual Growth Rate **7.7%** 3-Year **5.3%** 5-Year

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

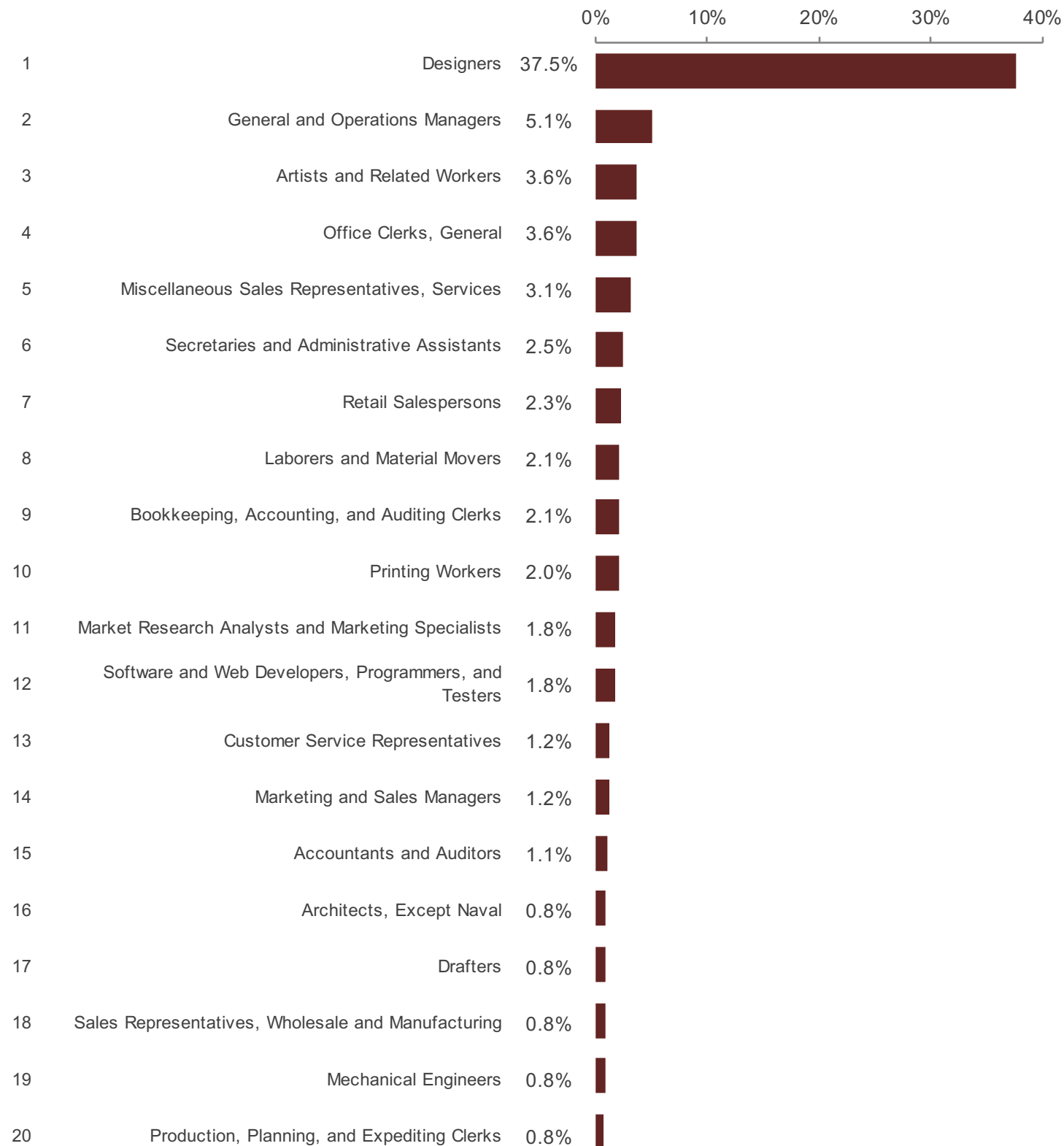
Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
Management & Finance					
Management	\$28.46	\$41.27	\$69.84	\$87.83	#
Office and Administrative Support	\$12.61	\$15.41	\$22.52	\$27.88	\$35.24
Business and Financial Operations	\$19.37	\$25.44	\$37.55	\$45.67	\$61.33
Legal	\$41.39	\$59.99	\$112.66	#	#
Sales & Marketing					
Sales and Related	\$11.86	\$14.79	\$30.17	\$38.50	\$57.53
Arts, Design, Entertainment, Media	\$15.78	\$21.01	\$33.13	\$39.45	\$54.03
Technology, Engineering & Science					
Computers	\$20.37	\$27.84	\$42.57	\$54.23	\$70.70
Technical & Healthcare	#	#	#	#	#
Engineering & Architecture	\$21.99	\$29.75	\$43.59	\$54.00	\$71.28
Life, Physical & Social Science	\$21.09	\$33.32	\$47.26	\$61.82	\$71.63
Service, Support & Training					
Personal Service & Care	#	#	#	#	#
Food Preparation & Serving	#	#	#	#	#
Education, Training & Library	#	#	#	#	#
Community & Social Service	#	#	#	#	#
Healthcare Support	#	#	#	#	#
Operations					
Transportation and Material Moving	\$11.89	\$14.19	\$19.31	\$23.40	\$28.88
Installation, Maint., and Repair	\$14.38	\$17.73	\$24.81	\$30.53	\$39.83
Production	\$11.87	\$14.62	\$21.61	\$26.42	\$34.14
Building and Grounds Maintenance	\$10.61	\$12.88	\$16.52	\$19.16	\$24.14
Construction and Extraction	\$11.67	\$16.40	\$24.28	\$30.40	\$40.46
Protective Service	#	#	#	#	#

Top 20 Industry Jobs - Percent of Employment

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

Top Jobs - Percent of Total Employment



Top 20 Jobs - Pay Bands

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

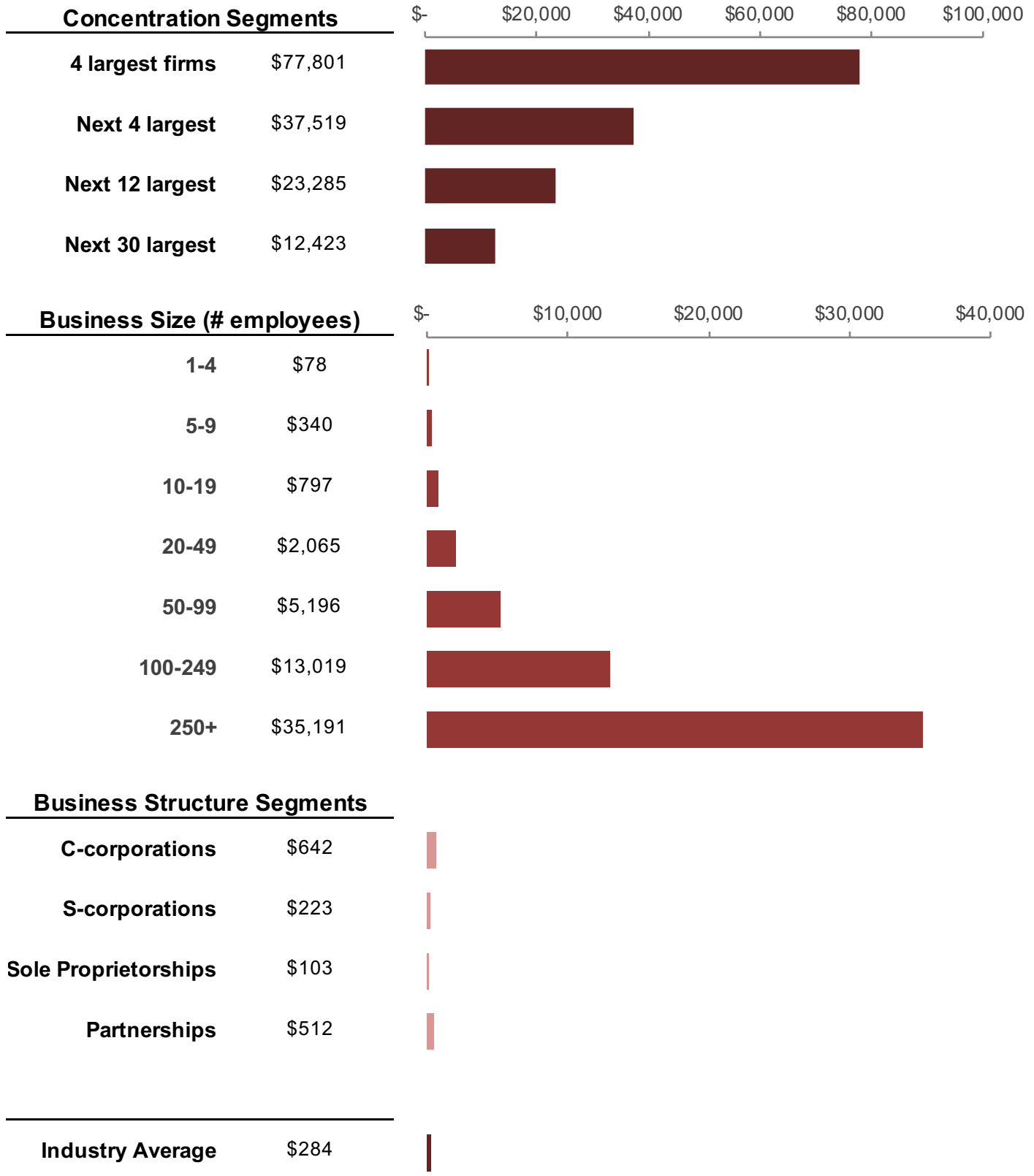
Top Detailed Jobs - Pay Bands

		Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
1	Designers	\$15.50	\$20.59	\$31.26	\$38.00	\$50.71
2	General and Operations Managers	\$26.04	\$37.28	\$67.56	\$85.07	#
3	Artists and Related Workers	\$20.29	\$28.69	\$47.65	\$60.11	\$81.73
4	Office Clerks, General	\$10.76	\$13.54	\$19.26	\$23.92	\$30.97
5	Miscellaneous Sales Representatives, Services	\$16.87	\$23.53	\$38.34	\$47.38	\$66.77
6	Secretaries and Administrative Assistants	\$13.54	\$17.40	\$24.35	\$30.53	\$36.96
7	Retail Salespersons	\$10.79	\$12.04	\$16.42	\$18.25	\$24.00
8	Laborers and Material Movers	\$11.55	\$13.56	\$17.75	\$20.51	\$25.82
9	Bookkeeping, Accounting, and Auditing Clerks	\$12.59	\$16.76	\$22.96	\$27.53	\$34.16
10	Printing Workers	\$12.95	\$15.19	\$20.84	\$25.48	\$32.02
11	Market Research Analysts and Marketing Specialists	\$17.91	\$23.34	\$35.39	\$44.21	\$59.39
12	Software and Web Developers, Programmers, and Testers	\$21.54	\$28.70	\$42.62	\$53.59	\$68.28
13	Customer Service Representatives	\$13.35	\$15.20	\$21.82	\$25.51	\$32.88
14	Marketing and Sales Managers	\$35.07	\$52.26	\$78.29	\$97.69	#
15	Accountants and Auditors	\$21.49	\$27.86	\$39.25	\$46.88	\$58.72
16	Architects, Except Naval	\$26.21	\$34.16	\$45.69	\$54.72	\$70.42
17	Drafters	\$16.57	\$20.75	\$28.53	\$33.40	\$41.17
18	Sales Representatives, Wholesale and Manufacturing	\$15.62	\$20.83	\$40.38	\$53.12	\$76.94
19	Mechanical Engineers	\$29.27	\$37.38	\$50.31	\$61.91	\$78.86
20	Production, Planning, and Expediting Clerks	\$16.13	\$21.07	\$27.25	\$32.47	\$39.64

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.

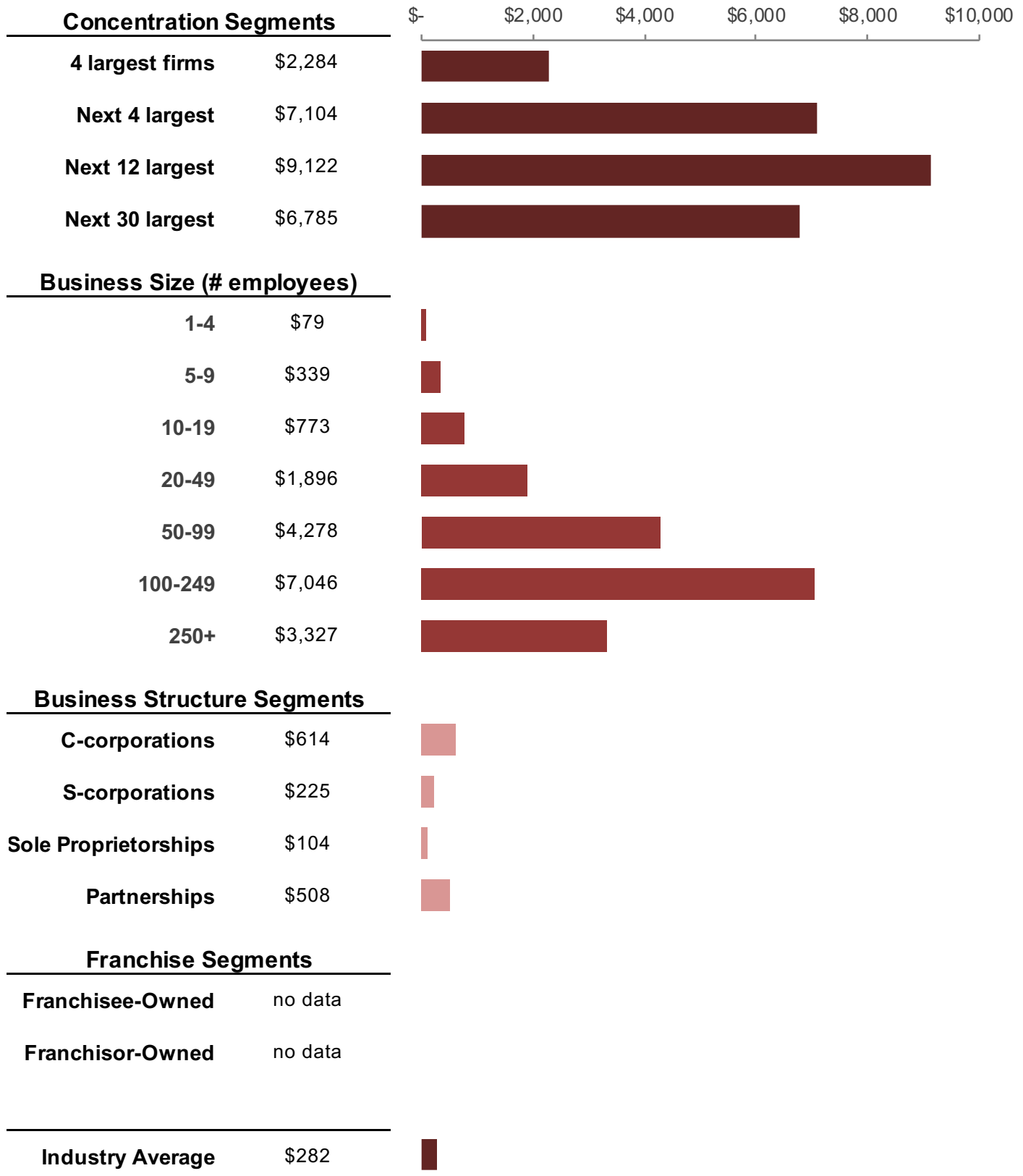
\$ thousands



Payroll per Location by Segments

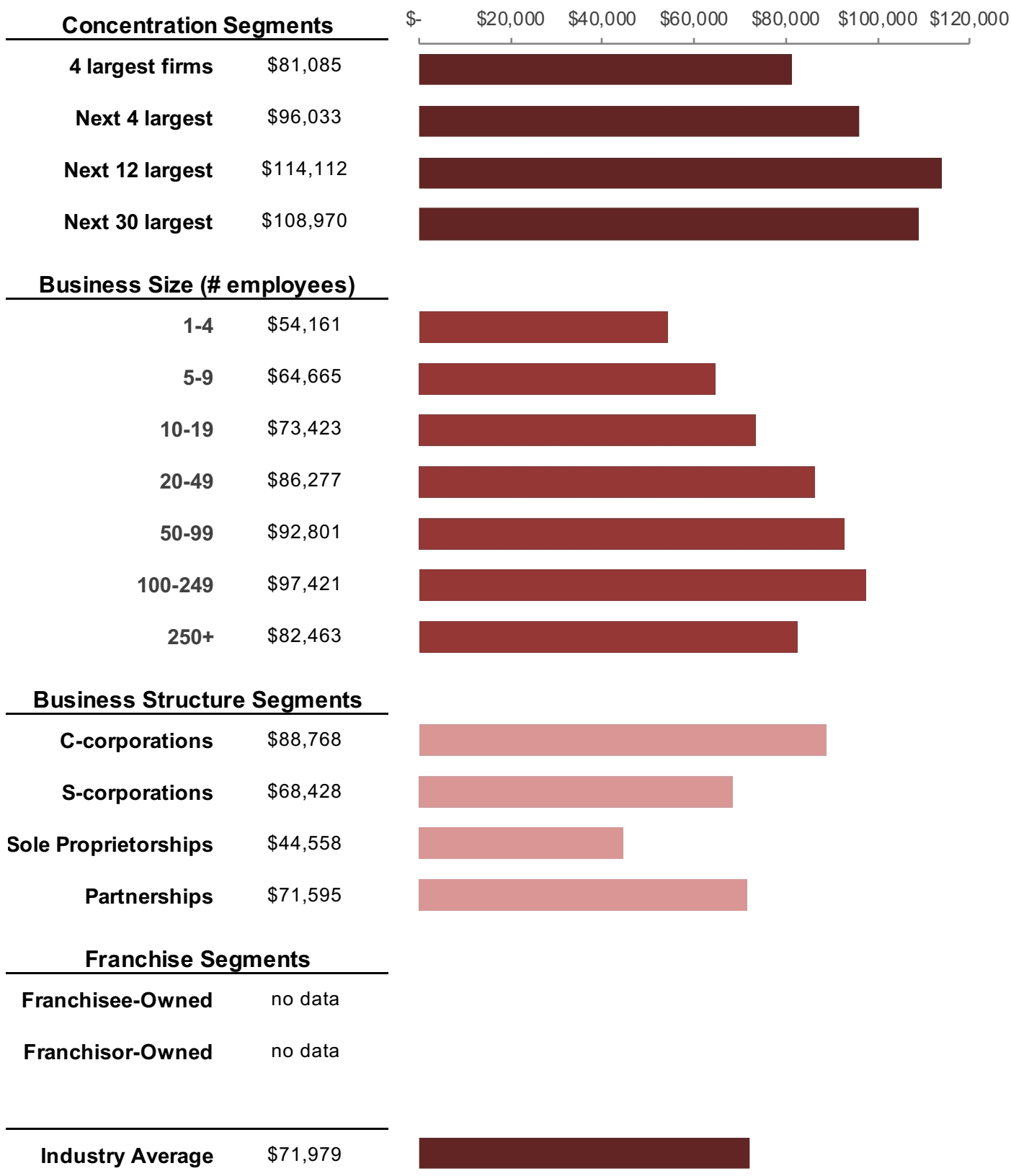
Below are payroll per location statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

\$ thousands



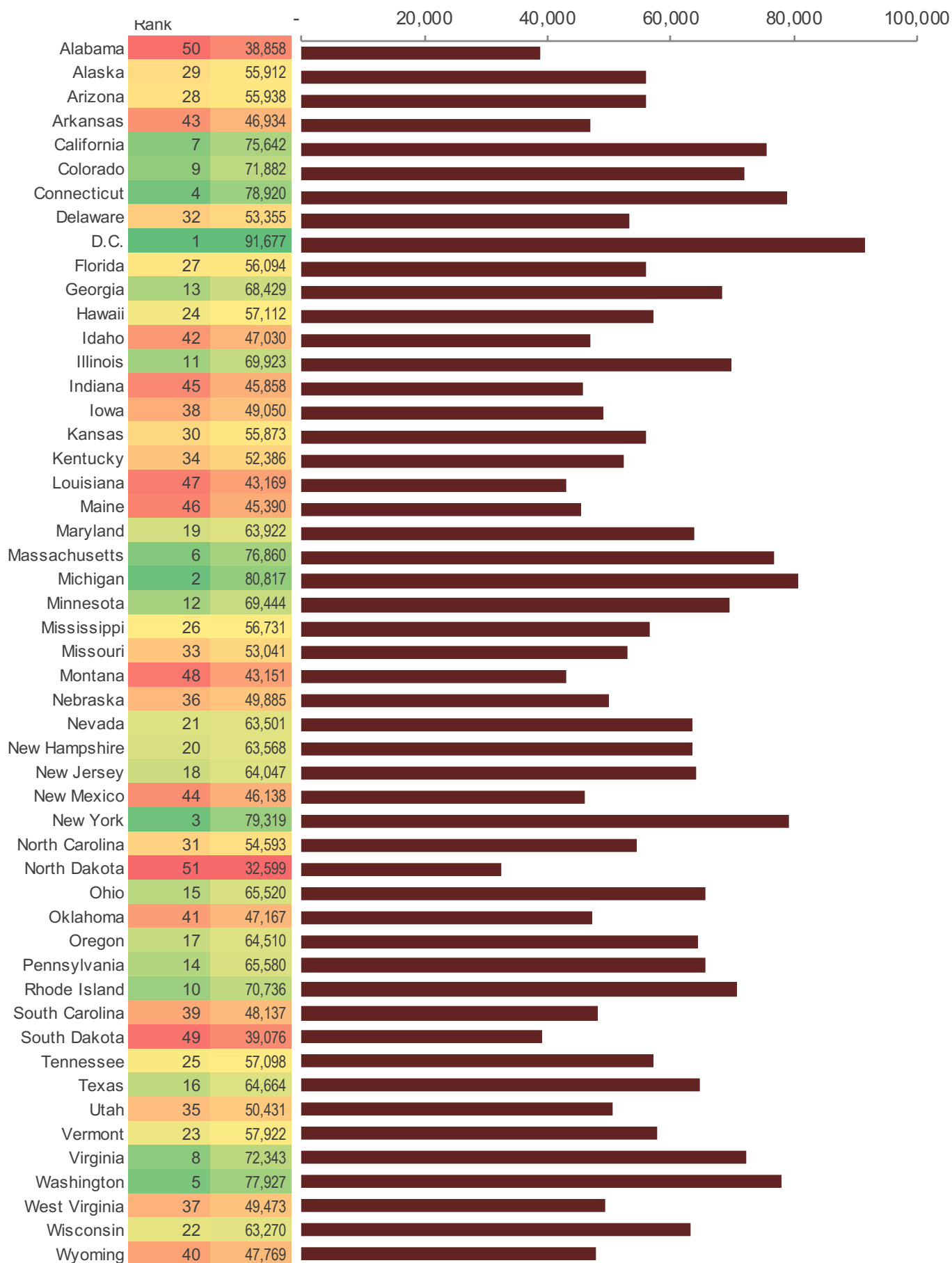
Payroll per Employee by Segments

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	29,199	Brunswick, GA	46,504
Akron, OH	50,213	Buffalo-Cheektowaga-Niagara Falls, NY	47,880
Albany, GA	49,909	Burlington, NC	54,138
Albany, OR	49,178	Burlington-South Burlington, VT	70,523
Albany-Schenectady-Troy, NY	44,528	California-Lexington Park, MD	72,909
Albuquerque, NM	59,611	Canton-Massillon, OH	39,032
Alexandria, LA	49,875	Cape Coral-Fort Myers, FL	52,320
Allentown-Bethlehem-Easton, PA-NJ	48,990	Cape Girardeau, MO-IL	no data
Altoona, PA	39,317	Carbondale-Marion, IL	36,741
Amarillo, TX	30,304	Carson City, NV	43,561
Ames, IA	91,528	Casper, WY	30,706
Anchorage, AK	64,498	Cedar Rapids, IA	44,017
Ann Arbor, MI	87,186	Chambersburg-Waynesboro, PA	39,482
Anniston-Oxford-Jacksonville, AL	32,745	Champaign-Urbana, IL	36,622
Appleton, WI	81,853	Charleston, WV	49,396
Asheville, NC	48,816	Charleston-North Charleston, SC	46,214
Athens-Clarke County, GA	40,336	Charlotte-Concord-Gastonia, NC-SC	55,953
Atlanta-Sandy Springs-Roswell, GA	73,916	Charlottesville, VA	56,575
Atlantic City-Hammonton, NJ	62,905	Chattanooga, TN-GA	55,020
Auburn-Opelika, AL	50,027	Cheyenne, WY	48,618
Augusta-Richmond County, GA-SC	58,055	Chicago-Naperville-Elgin, IL-IN-WI	75,683
Austin-Round Rock, TX	74,794	Chico, CA	62,186
Bakersfield, CA	62,650	Cincinnati, OH-KY-IN	72,409
Baltimore-Columbia-Towson, MD	71,130	Clarksville, TN-KY	27,556
Bangor, ME	33,356	Cleveland, TN	33,398
Barnstable Town, MA	47,700	Cleveland-Elyria, OH	71,612
Baton Rouge, LA	44,484	Coeur d'Alene, ID	52,930
Battle Creek, MI	63,617	College Station-Bryan, TX	35,288
Bay City, MI	45,799	Colorado Springs, CO	103,491
Beaumont-Port Arthur, TX	55,994	Columbia, MO	38,224
Beckley, WV	51,926	Columbia, SC	57,711
Bellingham, WA	79,543	Columbus, GA-AL	47,772
Bend-Redmond, OR	66,292	Columbus, IN	77,496
Billings, MT	53,162	Columbus, OH	71,498
Binghamton, NY	59,977	Corpus Christi, TX	35,661
Birmingham-Hoover, AL	45,209	Corvallis, OR	66,305
Bismarck, ND	65,595	Crestview-Fort Walton Beach-Destin, FL	41,985
Blacksburg-Christiansburg-Radford, VA	36,000	Cumberland, MD-WV	28,043
Bloomington, IL	51,154	Dallas-Fort Worth-Arlington, TX	72,047
Bloomington, IN	39,926	Dalton, GA	55,748
Bloomsburg-Berwick, PA	55,170	Danville, IL	no data
Boise City, ID	53,633	Daphne-Fairhope-Foley, AL	52,994
Boston-Cambridge-Newton, MA-NH	82,843	Davenport-Moline-Rock Island, IA-IL	46,757
Boulder, CO	117,571	Dayton, OH	73,817
Bowling Green, KY	44,788	Decatur, AL	32,304
Bremerton-Silverdale, WA	56,167	Decatur, IL	43,219
Bridgeport-Stamford-Norwalk, CT	91,637	Deltona-Daytona Beach-Ormond, FL	47,561
Brownsville-Harlingen, TX	39,974	Denver-Aurora-Lakewood, CO	64,334

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	64,251	Greenville-Anderson-Mauldin, SC	55,029
Detroit-Warren-Dearborn, MI	82,374	Gulfport-Biloxi-Pascagoula, MS	45,326
Dothan, AL	61,539	Hagerstown-Martinsburg, MD-WV	52,608
Dover, DE	56,566	Hammond, LA	49,671
Dubuque, IA	52,162	Hanford-Corcoran, CA	51,622
Duluth, MN-WI	60,031	Harrisburg-Carlisle, PA	86,606
Durham-Chapel Hill, NC	66,212	Harrisonburg, VA	43,467
East Stroudsburg, PA	54,476	Hartford-West Hartford-East Hartford, CT	70,733
Eau Claire, WI	20,715	Hattiesburg, MS	39,839
El Centro, CA	56,571	Hickory-Lenoir-Morganton, NC	46,795
Elizabethtown-Fort Knox, KY	23,415	Hilton Head Island-Bluffton-Beaufort, SC	59,619
Elkhart-Goshen, IN	48,616	Hinesville, GA	59,002
Elmira, NY	59,760	Homosassa Springs, FL	33,483
El Paso, TX	34,306	Hot Springs, AR	21,206
Enid, OK	no data	Houma-Thibodaux, LA	63,922
Erie, PA	19,532	Houston-The Woodlands-Sugar Land, TX	74,146
Eugene, OR	41,932	Huntington-Ashland, WV-KY-OH	50,336
Evansville, IN-KY	54,648	Huntsville, AL	56,312
Fairbanks, AK	79,130	Idaho Falls, ID	67,097
Fargo, ND-MN	33,446	Indianapolis-Carmel-Anderson, IN	59,906
Farmington, NM	55,975	Iowa City, IA	44,611
Fayetteville, NC	51,551	Ithaca, NY	57,548
Fayetteville-Springdale-Rogers, AR-MO	65,197	Jackson, MI	19,912
Flagstaff, AZ	68,278	Jackson, MS	43,473
Flint, MI	59,406	Jackson, TN	57,884
Florence, SC	32,522	Jacksonville, FL	44,105
Florence-Muscle Shoals, AL	53,693	Jacksonville, NC	33,821
Fond du Lac, WI	22,964	Janesville-Beloit, WI	59,424
Fort Collins, CO	59,979	Jefferson City, MO	32,975
Fort Smith, AR-OK	36,854	Johnson City, TN	39,207
Fort Wayne, IN	54,596	Johnstown, PA	52,863
Fresno, CA	55,727	Jonesboro, AR	59,045
Gadsden, AL	49,897	Joplin, MO	66,404
Gainesville, FL	33,700	Kahului-Wailuku-Lahaina, HI	62,037
Gainesville, GA	66,454	Kalamazoo-Portage, MI	66,934
Gettysburg, PA	52,752	Kankakee, IL	37,357
Glens Falls, NY	33,311	Kansas City, MO-KS	65,103
Goldsboro, NC	60,591	Kennewick-Richland, WA	66,013
Grand Forks, ND-MN	62,463	Killeen-Temple, TX	54,261
Grand Island, NE	61,610	Kingsport-Bristol-Bristol, TN-VA	18,617
Grand Junction, CO	24,351	Kingston, NY	62,754
Grand Rapids-Wyoming, MI	70,531	Knoxville, TN	53,079
Grants Pass, OR	74,195	Kokomo, IN	61,501
Great Falls, MT	23,590	La Crosse-Onalaska, WI-MN	70,407
Greeley, CO	37,807	Lafayette, LA	32,070
Green Bay, WI	57,616	Lafayette-West Lafayette, IN	29,574
Greensboro-High Point, NC	74,303	Lake Charles, LA	21,941
Greenville, NC	28,536	Lake Havasu City-Kingman, AZ	50,397

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	37,093	Muncie, IN	53,715
Lancaster, PA	51,154	Muskegon, MI	43,817
Lansing-East Lansing, MI	48,766	Myrtle-Conway-North Myrtle, SC-NC	44,904
Laredo, TX	49,965	Napa, CA	66,510
Las Cruces, NM	51,418	Naples-Immokalee-Marco Island, FL	59,552
Las Vegas-Henderson-Paradise, NV	69,701	Nashville-Davidson--Murfr.--Franklin, TN	72,219
Lawrence, KS	59,806	New Bern, NC	55,378
Lawton, OK	52,052	New Haven-Milford, CT	71,162
Lebanon, PA	56,771	New Orleans-Metairie, LA	51,946
Lewiston, ID-WA	58,449	New York-Newark-Jersey City, NY-NJ-PA	83,122
Lewiston-Auburn, ME	62,666	Niles-Benton Harbor, MI	74,829
Lexington-Fayette, KY	46,081	North Port-Sarasota-Bradenton, FL	61,551
Lima, OH	76,441	Norwich-New London, CT	72,868
Lincoln, NE	47,023	Ocala, FL	36,056
Little Rock-North Little Rock-Conway, AR	46,373	Ocean City, NJ	74,152
Logan, UT-ID	46,808	Odessa, TX	no data
Longview, TX	38,092	Ogden-Clearfield, UT	51,787
Longview, WA	52,951	Oklahoma City, OK	45,061
Los Angeles-Long Beach-Anaheim, CA	74,912	Olympia-Tumwater, WA	61,021
Louisville/Jefferson County, KY-IN	60,993	Omaha-Council Bluffs, NE-IA	57,720
Lubbock, TX	38,829	Orlando-Kissimmee-Sanford, FL	62,304
Lynchburg, VA	25,683	Oshkosh-Neenah, WI	77,154
Macon-Bibb County, GA	21,878	Owensboro, KY	37,161
Madera, CA	49,991	Oxnard-Thousand Oaks-Ventura, CA	72,615
Madison, WI	64,966	Palm Bay-Melbourne-Titusville, FL	68,965
Manchester-Nashua, NH	59,228	Panama City, FL	48,829
Manhattan, KS	65,455	Parkersburg-Vienna, WV	49,717
Mankato-North Mankato, MN	65,181	Pensacola-Ferry Pass-Brent, FL	45,623
Mansfield, OH	51,907	Peoria, IL	56,781
McAllen-Edinburg-Mission, TX	42,276	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	73,868
Medford, OR	38,860	Phoenix-Mesa-Scottsdale, AZ	60,085
Memphis, TN-MS-AR	58,611	Pine Bluff, AR	51,290
Merced, CA	no data	Pittsburgh, PA	73,274
Miami-Fort Lauderdale-West Palm Beach, FL	62,681	Pittsfield, MA	61,123
Michigan City-La Porte, IN	51,989	Pocatello, ID	49,940
Midland, MI	72,231	Portland-South Portland, ME	48,397
Midland, TX	54,332	Portland-Vancouver-Hillsboro, OR-WA	71,313
Milwaukee-Waukesha-West Allis, WI	72,775	Port St. Lucie, FL	42,404
Minneapolis-St. Paul-Bloomington, MN-WI	81,602	Prescott, AZ	53,209
Missoula, MT	41,078	Providence-Warwick, RI-MA	74,983
Mobile, AL	27,750	Provo-Orem, UT	45,640
Modesto, CA	41,569	Pueblo, CO	49,463
Monroe, LA	49,186	Punta Gorda, FL	38,841
Monroe, MI	52,336	Racine, WI	84,253
Montgomery, AL	42,962	Raleigh, NC	58,635
Morgantown, WV	63,232	Rapid City, SD	26,362
Morristown, TN	no data	Reading, PA	58,975
Mount Vernon-Anacortes, WA	34,138	Redding, CA	47,561

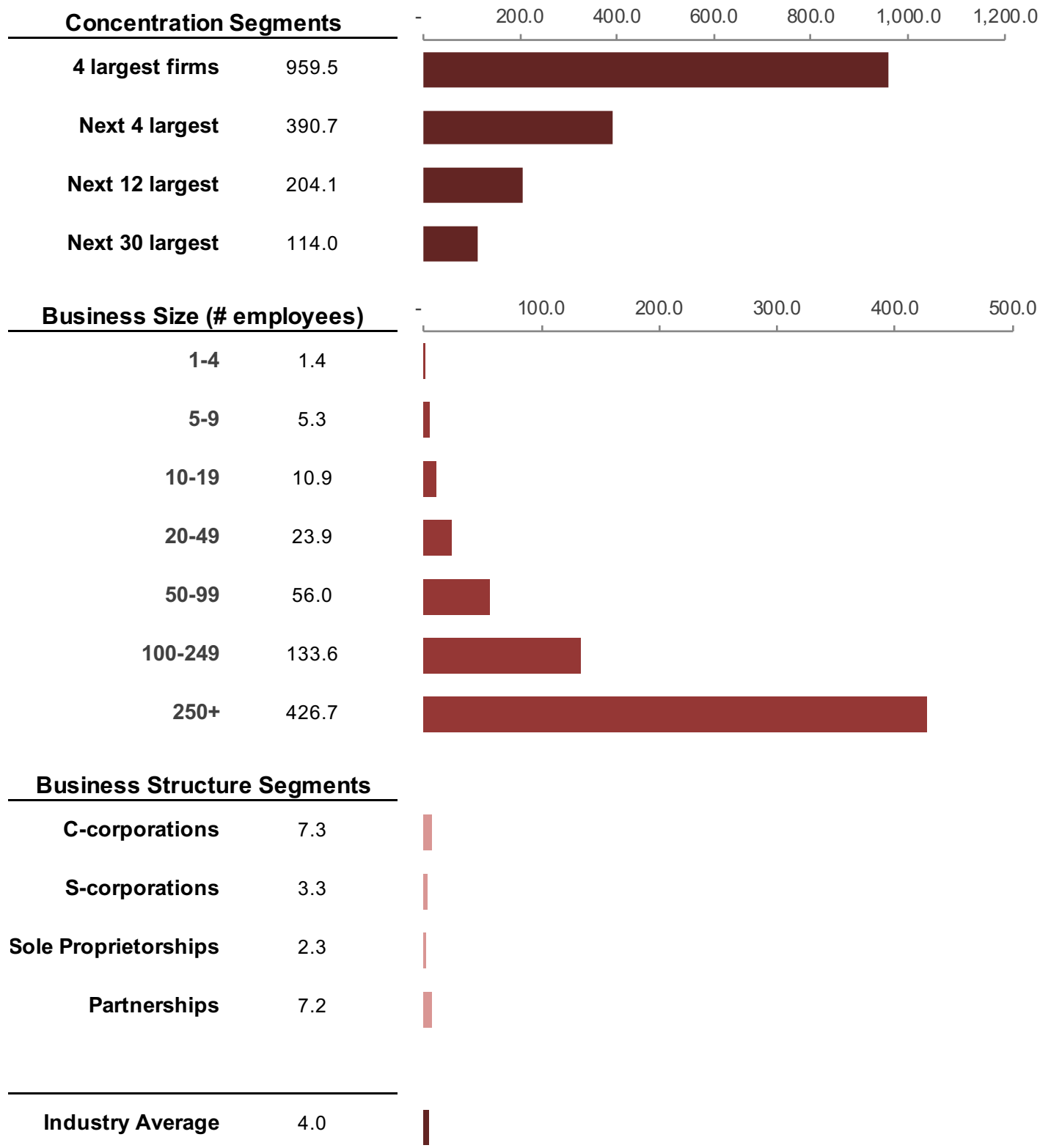
Payroll per Employee per Metropolitan Area

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	46,269	Staunton-Waynesboro, VA	49,534
Richmond, VA	66,170	Stockton-Lodi, CA	52,210
Riverside-San Bernardino-Ontario, CA	52,153	Sumter, SC	50,515
Roanoke, VA	39,009	Syracuse, NY	53,066
Rochester, MN	72,064	Tallahassee, FL	39,461
Rochester, NY	59,743	Tampa-St. Petersburg-Clearwater, FL	60,607
Rockford, IL	63,448	Terre Haute, IN	52,809
Rocky Mount, NC	62,471	Texarkana, TX-AR	21,307
Rome, GA	49,126	The Villages, FL	50,275
Sacramento--Roseville--Arden-Arcade, CA	57,067	Toledo, OH	61,151
Saginaw, MI	56,807	Topeka, KS	67,113
St. Cloud, MN	62,770	Trenton, NJ	75,970
St. George, UT	43,824	Tucson, AZ	42,377
St. Joseph, MO-KS	66,373	Tulsa, OK	59,796
St. Louis, MO-IL	57,721	Tuscaloosa, AL	53,174
Salem, OR	61,595	Tyler, TX	56,650
Salinas, CA	73,629	Urban Honolulu, HI	61,649
Salisbury, MD-DE	39,528	Utica-Rome, NY	70,053
Salt Lake City, UT	55,968	Valdosta, GA	19,278
San Angelo, TX	29,895	Vallejo-Fairfield, CA	70,188
San Antonio-New Braunfels, TX	44,101	Victoria, TX	no data
San Diego-Carlsbad, CA	79,480	Vineland-Bridgeton, NJ	57,660
San Francisco-Oakland-Hayward, CA	97,837	Virginia Beach-Norfolk-Newport, VA-NC	58,058
San Jose-Sunnyvale-Santa Clara, CA	95,046	Visalia-Porterville, CA	51,282
San Luis Obispo-Paso Robles-Arroyo Gr., CA	74,377	Waco, TX	49,827
Santa Cruz-Watsonville, CA	64,900	Walla Walla, WA	110,341
Santa Fe, NM	62,103	Warner Robins, GA	24,943
Santa Maria-Santa Barbara, CA	77,659	Washing.-Arling.-Alexan., DC-VA-MD-WV	84,480
Santa Rosa, CA	70,061	Waterloo-Cedar Falls, IA	77,999
Savannah, GA	42,770	Watertown-Fort Drum, NY	18,038
Scranton--Wilkes-Barre--Hazleton, PA	44,017	Wausau, WI	46,292
Seattle-Tacoma-Bellevue, WA	88,924	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	60,410	Wenatchee, WA	29,237
Sebring, FL	49,380	Wheeling, WV-OH	70,078
Sheboygan, WI	42,382	Wichita, KS	44,908
Sherman-Denison, TX	51,779	Wichita Falls, TX	27,110
Shreveport-Bossier City, LA	43,479	Williamsport, PA	58,805
Sierra Vista-Douglas, AZ	39,317	Wilmington, NC	49,180
Sioux City, IA-NE-SD	73,538	Winchester, VA-WV	62,400
Sioux Falls, SD	46,391	Winston-Salem, NC	57,513
South Bend-Mishawaka, IN-MI	58,864	Worcester, MA-CT	35,910
Spartanburg, SC	76,191	Yakima, WA	49,243
Spokane-Spokane Valley, WA	44,859	York-Hanover, PA	56,836
Springfield, IL	33,833	Youngstown-Warren-Boardman, OH-PA	65,886
Springfield, MA	70,466	Yuba City, CA	43,122
Springfield, MO	54,306	Yuma, AZ	41,177
Springfield, OH	54,151		
State College, PA	63,620		

Employees per Company by Segments

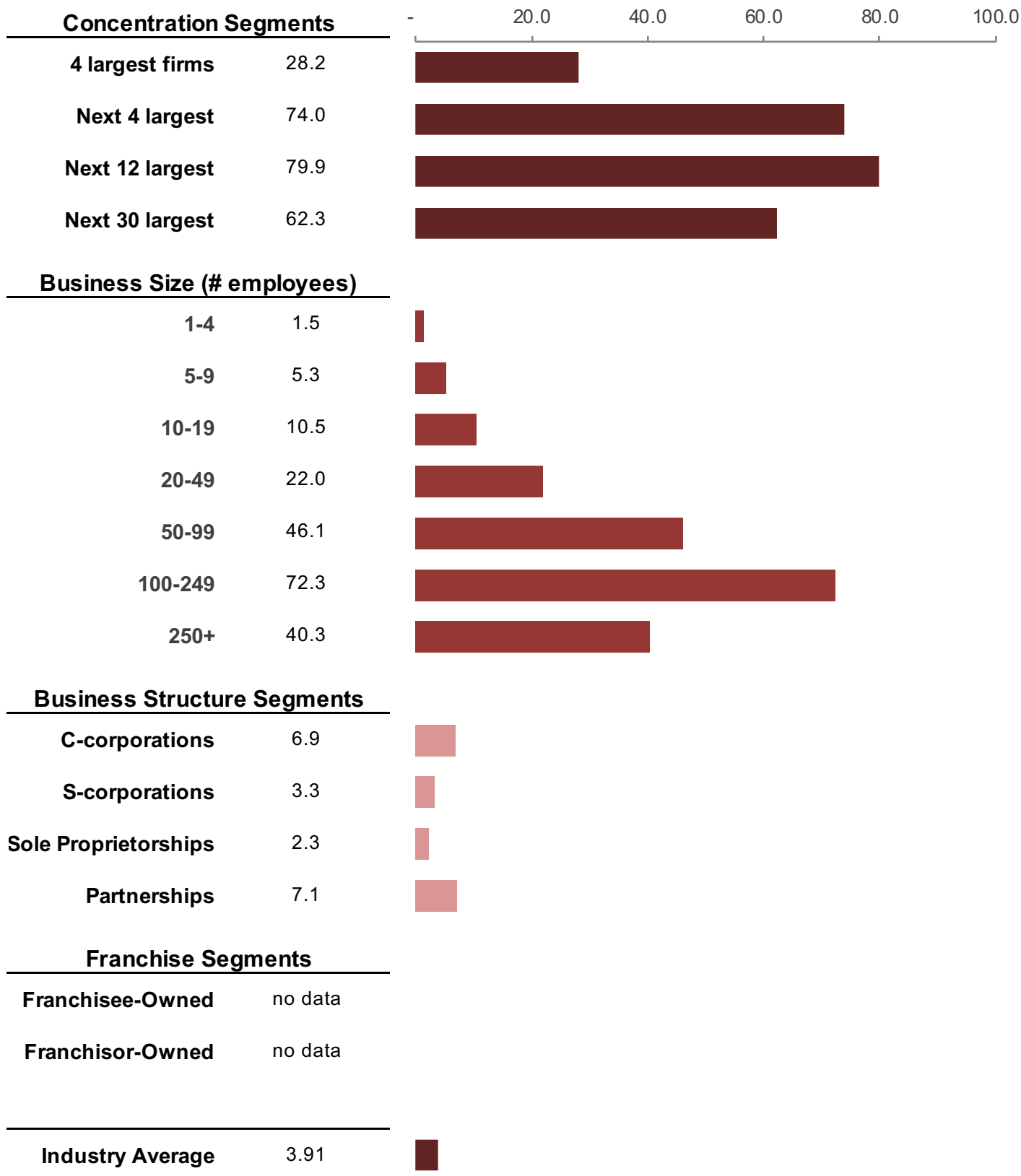
Below is the average full-time and part-time employees per company for industry segmentations including concentration, business size by employees, and business structure.



Employees per Location by Segments

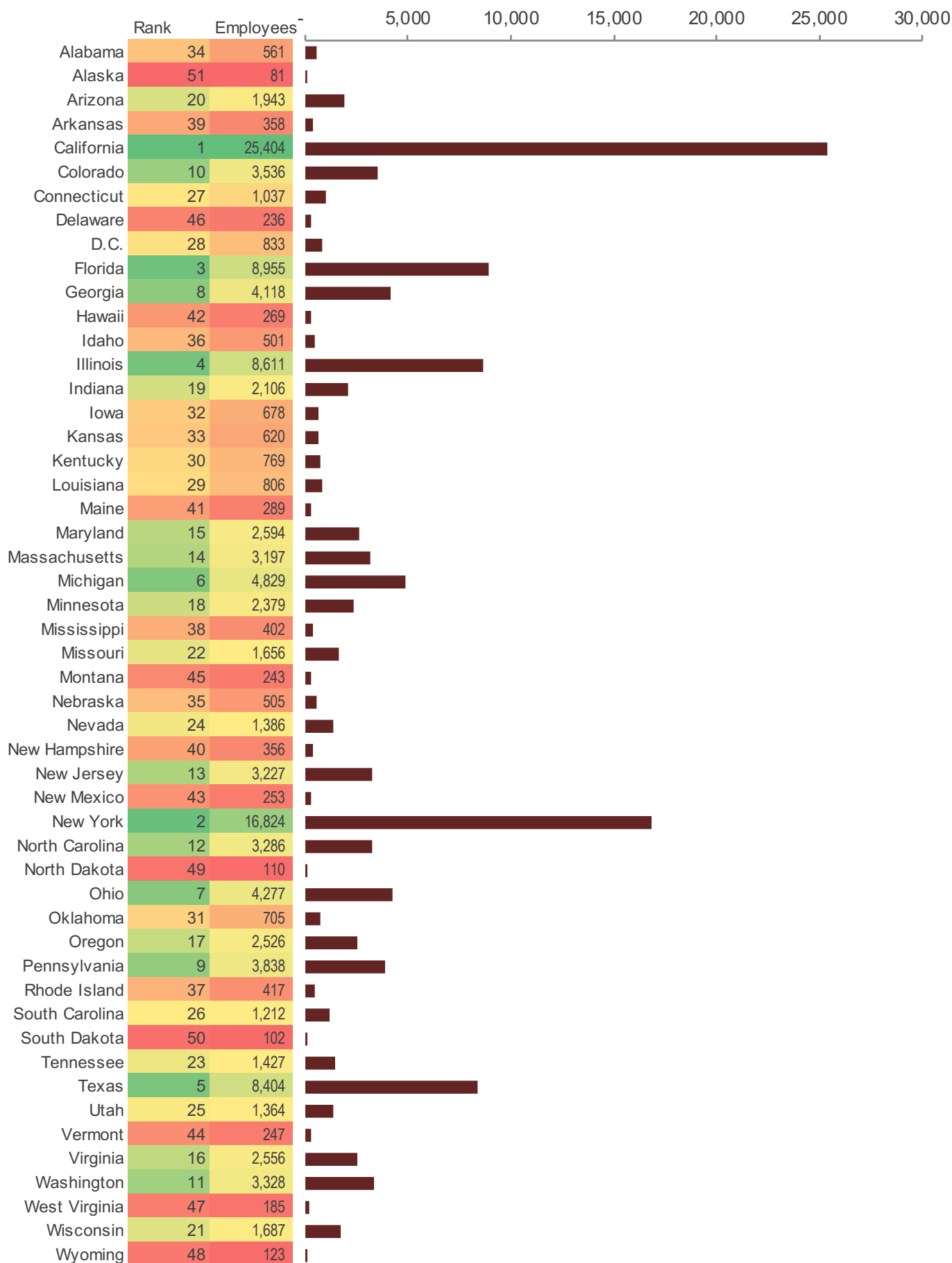
Below is the average number of full-time and part-time employees per location for the industry segments of concentration, business size by employees, business structure and franchises.

All figures in \$ thousands



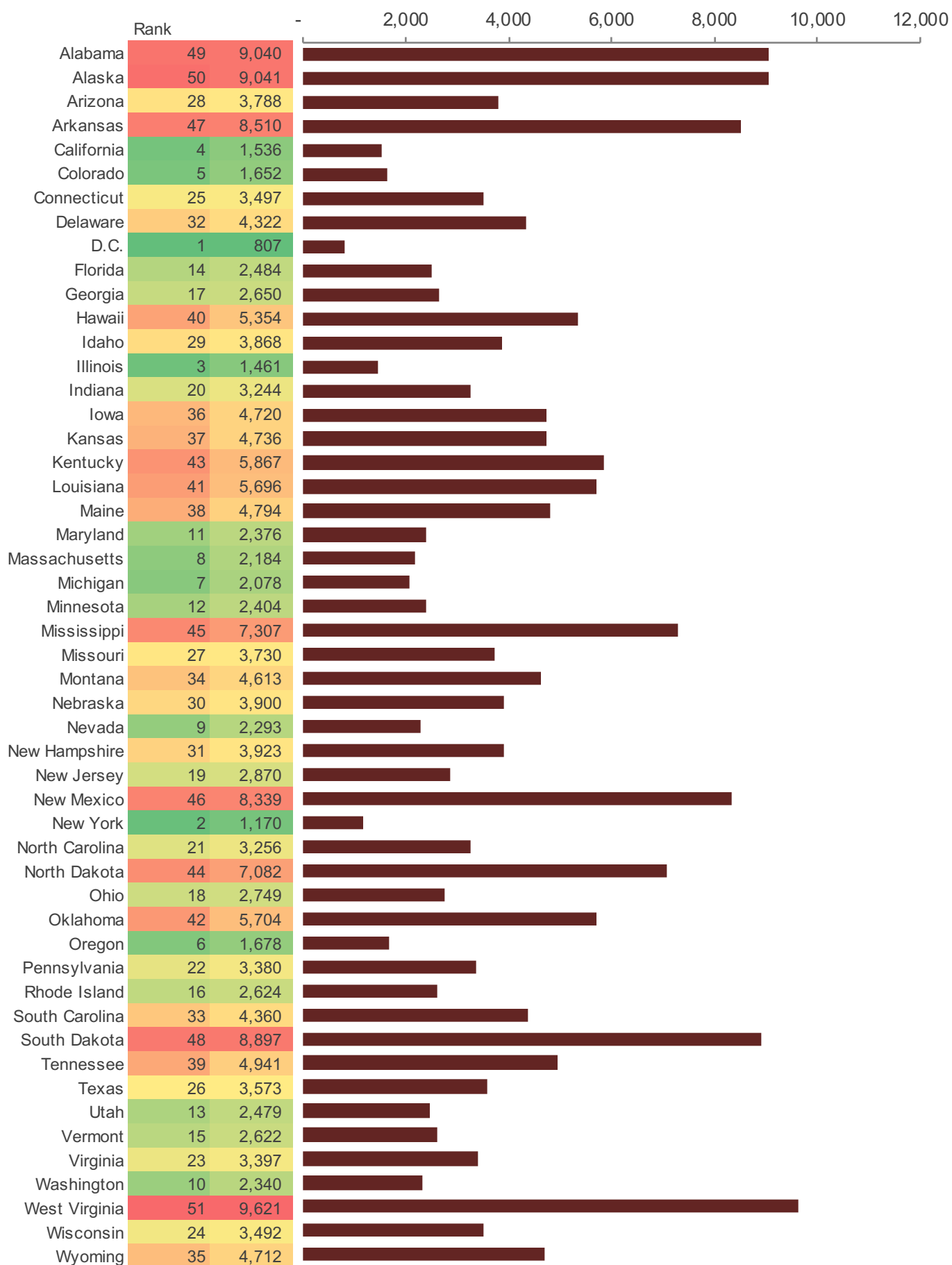
Total Employees by State

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



State Population to Every Industry Employee

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



Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Abilene, TX	49	Brunswick, GA	27
Akron, OH	220	Buffalo-Cheektowaga-Niagara Falls, NY	161
Albany, GA	8	Burlington, NC	48
Albany, OR	37	Burlington-South Burlington, VT	96
Albany-Schenectady-Troy, NY	153	California-Lexington Park, MD	59
Albuquerque, NM	325	Canton-Massillon, OH	54
Alexandria, LA	47	Cape Coral-Fort Myers, FL	361
Allentown-Bethlehem-Easton, PA-NJ	223	Cape Girardeau, MO-IL	no data
Altoona, PA	10	Carbondale-Marion, IL	36
Amarillo, TX	13	Carson City, NV	7
Ames, IA	7	Casper, WY	21
Anchorage, AK	61	Cedar Rapids, IA	57
Ann Arbor, MI	468	Chambersburg-Waynesboro, PA	26
Anniston-Oxford-Jacksonville, AL	12	Champaign-Urbana, IL	36
Appleton, WI	14	Charleston, WV	21
Asheville, NC	218	Charleston-North Charleston, SC	305
Athens-Clarke County, GA	57	Charlotte-Concord-Gastonia, NC-SC	867
Atlanta-Sandy Springs-Roswell, GA	3,406	Charlottesville, VA	119
Atlantic City-Hammonton, NJ	97	Chattanooga, TN-GA	84
Auburn-Opelika, AL	30	Cheyenne, WY	3
Augusta-Richmond County, GA-SC	113	Chicago-Naperville-Elgin, IL-IN-WI	8,171
Austin-Round Rock, TX	1,508	Chico, CA	68
Bakersfield, CA	48	Cincinnati, OH-KY-IN	1,526
Baltimore-Columbia-Towson, MD	1,412	Clarksville, TN-KY	12
Bangor, ME	22	Cleveland, TN	17
Barnstable Town, MA	91	Cleveland-Elyria, OH	837
Baton Rouge, LA	240	Coeur d'Alene, ID	51
Battle Creek, MI	14	College Station-Bryan, TX	19
Bay City, MI	10	Colorado Springs, CO	391
Beaumont-Port Arthur, TX	34	Columbia, MO	64
Beckley, WV	30	Columbia, SC	168
Bellingham, WA	59	Columbus, GA-AL	7
Bend-Redmond, OR	84	Columbus, IN	48
Billings, MT	13	Columbus, OH	1,031
Binghamton, NY	81	Corpus Christi, TX	57
Birmingham-Hoover, AL	213	Corvallis, OR	36
Bismarck, ND	53	Crestview-Fort Walton Beach-Destin, FL	64
Blacksburg-Christiansburg-Radford, VA	29	Cumberland, MD-WV	10
Bloomington, IL	13	Dallas-Fort Worth-Arlington, TX	3,401
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	2,944	Davenport-Moline-Rock Island, IA-IL	108
Boulder, CO	487	Dayton, OH	263
Bowling Green, KY	2	Decatur, AL	19
Bremerton-Silverdale, WA	109	Decatur, IL	14
Bridgeport-Stamford-Norwalk, CT	641	Deltona-Daytona Beach-Ormond, FL	131
Brownsville-Harlingen, TX	30	Denver-Aurora-Lakewood, CO	2,093

Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Des Moines-West Des Moines, IA	281	Greenville-Anderson-Mauldin, SC	255
Detroit-Warren-Dearborn, MI	2,442	Gulfport-Biloxi-Pascagoula, MS	47
Dothan, AL	49	Hagerstown-Martinsburg, MD-WV	82
Dover, DE	6	Hammond, LA	32
Dubuque, IA	43	Hanford-Corcoran, CA	6
Duluth, MN-WI	104	Harrisburg-Carlisle, PA	117
Durham-Chapel Hill, NC	143	Harrisonburg, VA	17
East Stroudsburg, PA	17	Hartford-West Hartford-East Hartford, CT	147
Eau Claire, WI	7	Hattiesburg, MS	19
El Centro, CA	63	Hickory-Lenoir-Morganton, NC	129
Elizabethtown-Fort Knox, KY	14	Hilton Head Island-Bluffton-Beaufort, SC	153
Elkhart-Goshen, IN	99	Hinesville, GA	29
Elmira, NY	28	Homosassa Springs, FL	17
El Paso, TX	46	Hot Springs, AR	16
Enid, OK	no data	Houma-Thibodaux, LA	3
Erie, PA	9	Houston-The Woodlands-Sugar Land, TX	2,065
Eugene, OR	108	Huntington-Ashland, WV-KY-OH	106
Evansville, IN-KY	59	Huntsville, AL	47
Fairbanks, AK	43	Idaho Falls, ID	64
Fargo, ND-MN	24	Indianapolis-Carmel-Anderson, IN	840
Farmington, NM	38	Iowa City, IA	26
Fayetteville, NC	158	Ithaca, NY	18
Fayetteville-Springdale-Rogers, AR-MO	123	Jackson, MI	11
Flagstaff, AZ	56	Jackson, MS	112
Flint, MI	229	Jackson, TN	61
Florence, SC	16	Jacksonville, FL	400
Florence-Muscle Shoals, AL	39	Jacksonville, NC	10
Fond du Lac, WI	20	Janesville-Beloit, WI	57
Fort Collins, CO	141	Jefferson City, MO	16
Fort Smith, AR-OK	20	Johnson City, TN	26
Fort Wayne, IN	118	Johnstown, PA	36
Fresno, CA	40	Jonesboro, AR	42
Gadsden, AL	22	Joplin, MO	47
Gainesville, FL	117	Kahului-Wailuku-Lahaina, HI	39
Gainesville, GA	87	Kalamazoo-Portage, MI	103
Gettysburg, PA	29	Kankakee, IL	12
Glens Falls, NY	38	Kansas City, MO-KS	670
Goldsboro, NC	38	Kennewick-Richland, WA	117
Grand Forks, ND-MN	4	Killeen-Temple, TX	144
Grand Island, NE	32	Kingsport-Bristol-Bristol, TN-VA	59
Grand Junction, CO	17	Kingston, NY	51
Grand Rapids-Wyoming, MI	509	Knoxville, TN	154
Grants Pass, OR	4	Kokomo, IN	30
Great Falls, MT	11	La Crosse-Onalaska, WI-MN	61
Greeley, CO	23	Lafayette, LA	62
Green Bay, WI	78	Lafayette-West Lafayette, IN	24
Greensboro-High Point, NC	600	Lake Charles, LA	11
Greenville, NC	38	Lake Havasu City-Kingman, AZ	44

Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Lakeland-Winter Haven, FL	86	Muncie, IN	30
Lancaster, PA	207	Muskegon, MI	81
Lansing-East Lansing, MI	79	Myrtle-Conway-North Myrtle, SC-NC	134
Laredo, TX	77	Napa, CA	131
Las Cruces, NM	56	Naples-Immokalee-Marco Island, FL	342
Las Vegas-Henderson-Paradise, NV	1,220	Nashville-Davidson--Murfr.--Franklin, TN	730
Lawrence, KS	21	New Bern, NC	42
Lawton, OK	39	New Haven-Milford, CT	103
Lebanon, PA	23	New Orleans-Metairie, LA	343
Lewiston, ID-WA	22	New York-Newark-Jersey City, NY-NJ-PA	18,482
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	134
Lincoln, NE	146	Ocala, FL	47
Little Rock-North Little Rock-Conway, AR	148	Ocean City, NJ	33
Logan, UT-ID	36	Odessa, TX	no data
Longview, TX	32	Ogden-Clearfield, UT	179
Longview, WA	4	Oklahoma City, OK	302
Los Angeles-Long Beach-Anaheim, CA	13,454	Olympia-Tumwater, WA	106
Louisville/Jefferson County, KY-IN	402	Omaha-Council Bluffs, NE-IA	316
Lubbock, TX	72	Orlando-Kissimmee-Sanford, FL	1,217
Lynchburg, VA	27	Oshkosh-Neenah, WI	33
Macon-Bibb County, GA	18	Owensboro, KY	11
Madera, CA	47	Oxnard-Thousand Oaks-Ventura, CA	183
Madison, WI	408	Palm Bay-Melbourne-Titusville, FL	289
Manchester-Nashua, NH	126	Panama City, FL	13
Manhattan, KS	52	Parkersburg-Vienna, WV	37
Mankato-North Mankato, MN	42	Pensacola-Ferry Pass-Brent, FL	80
Mansfield, OH	34	Peoria, IL	222
McAllen-Edinburg-Mission, TX	10	Philadelphia-Camden-Wilm., PA-NJ-DE-MD	2,440
Medford, OR	28	Phoenix-Mesa-Scottsdale, AZ	1,567
Memphis, TN-MS-AR	246	Pine Bluff, AR	26
Merced, CA	no data	Pittsburgh, PA	889
Miami-Fort Lauderdale-West Palm Beach, FL	4,337	Pittsfield, MA	34
Michigan City-La Porte, IN	30	Pocatello, ID	26
Midland, MI	16	Portland-South Portland, ME	202
Midland, TX	34	Portland-Vancouver-Hillsboro, OR-WA	2,095
Milwaukee-Waukesha-West Allis, WI	684	Port St. Lucie, FL	110
Minneapolis-St. Paul-Bloomington, MN-WI	2,062	Prescott, AZ	58
Missoula, MT	40	Providence-Warwick, RI-MA	477
Mobile, AL	56	Provo-Orem, UT	230
Modesto, CA	97	Pueblo, CO	48
Monroe, LA	71	Punta Gorda, FL	27
Monroe, MI	42	Racine, WI	88
Montgomery, AL	50	Raleigh, NC	696
Morgantown, WV	57	Rapid City, SD	16
Morristown, TN	no data	Reading, PA	84
Mount Vernon-Anacortes, WA	13	Redding, CA	11

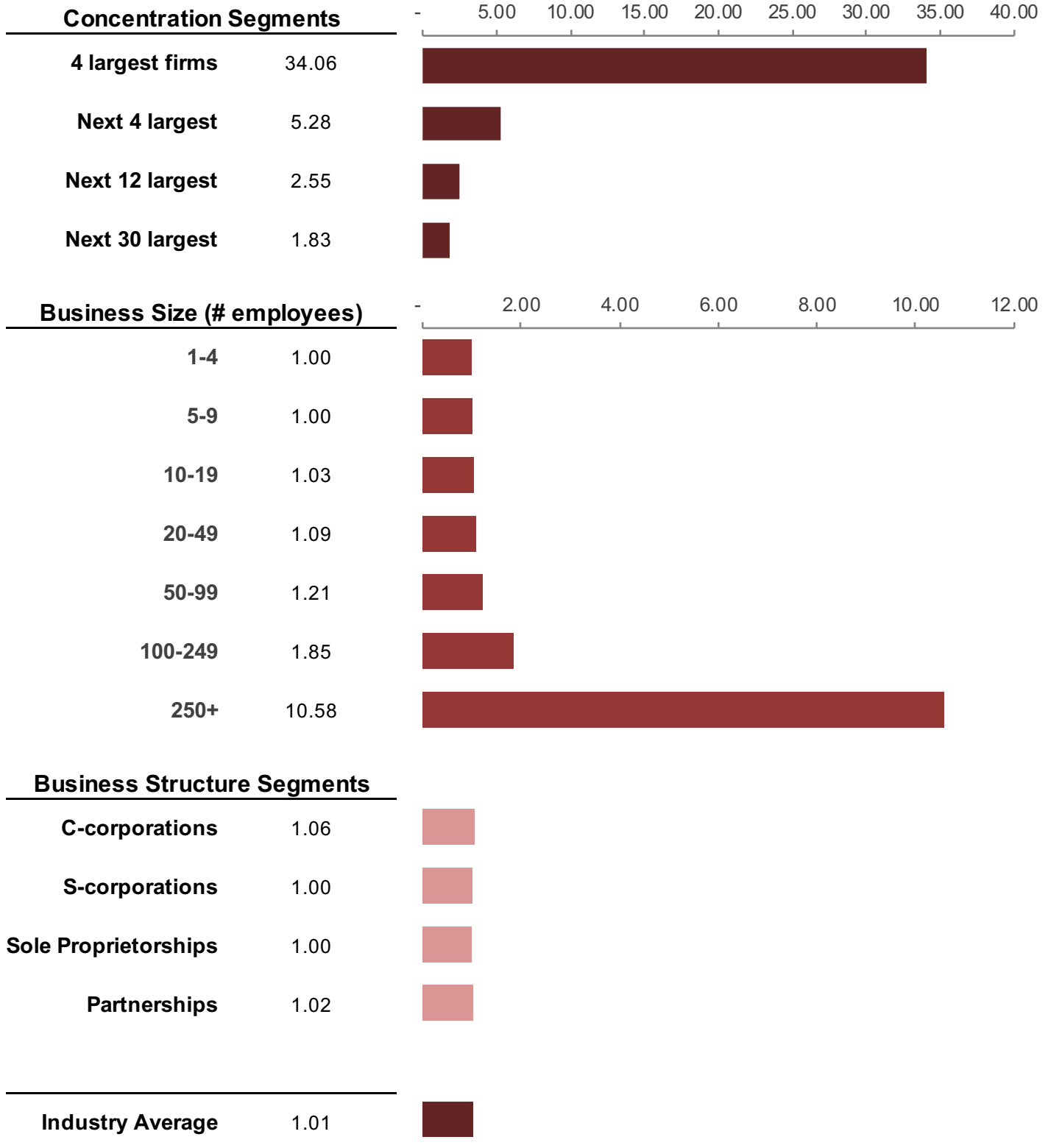
Employees per Metropolitan Area

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

Metropolitan Statistical Area	#	Metropolitan Statistical Area	#
Reno, NV	107	Staunton-Waynesboro, VA	20
Richmond, VA	437	Stockton-Lodi, CA	232
Riverside-San Bernardino-Ontario, CA	716	Sumter, SC	37
Roanoke, VA	37	Syracuse, NY	119
Rochester, MN	103	Tallahassee, FL	49
Rochester, NY	232	Tampa-St. Petersburg-Clearwater, FL	797
Rockford, IL	83	Terre Haute, IN	54
Rocky Mount, NC	49	Texarkana, TX-AR	1
Rome, GA	30	The Villages, FL	34
Sacramento--Roseville--Arden-Arcade, CA	312	Toledo, OH	88
Saginaw, MI	48	Topeka, KS	89
St. Cloud, MN	11	Trenton, NJ	144
St. George, UT	62	Tucson, AZ	205
St. Joseph, MO-KS	46	Tulsa, OK	310
St. Louis, MO-IL	1,035	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	767	Valdosta, GA	6
San Angelo, TX	8	Vallejo-Fairfield, CA	36
San Antonio-New Braunfels, TX	649	Victoria, TX	no data
San Diego-Carlsbad, CA	1,960	Vineland-Bridgeton, NJ	49
San Francisco-Oakland-Hayward, CA	6,179	Virginia Beach-Norfolk-Newport, VA-NC	309
San Jose-Sunnyvale-Santa Clara, CA	1,143	Visalia-Porterville, CA	134
San Luis Obispo-Paso Robles-Arroyo Gr., CA	67	Waco, TX	104
Santa Cruz-Watsonville, CA	123	Walla Walla, WA	2
Santa Fe, NM	50	Warner Robins, GA	10
Santa Maria-Santa Barbara, CA	163	Washing.-Arling.-Alexan., DC-VA-MD-WV	3,323
Santa Rosa, CA	148	Waterloo-Cedar Falls, IA	21
Savannah, GA	92	Watertown-Fort Drum, NY	10
Scranton--Wilkes-Barre--Hazleton, PA	113	Wausau, WI	4
Seattle-Tacoma-Bellevue, WA	2,763	Weirton-Steubenville, WV-OH	no data
Sebastian-Vero Beach, FL	63	Wenatchee, WA	21
Sebring, FL	20	Wheeling, WV-OH	67
Sheboygan, WI	13	Wichita, KS	193
Sherman-Denison, TX	39	Wichita Falls, TX	9
Shreveport-Bossier City, LA	26	Williamsport, PA	9
Sierra Vista-Douglas, AZ	2	Wilmington, NC	124
Sioux City, IA-NE-SD	64	Winchester, VA-WV	17
Sioux Falls, SD	50	Winston-Salem, NC	240
South Bend-Mishawaka, IN-MI	110	Worcester, MA-CT	170
Spartanburg, SC	30	Yakima, WA	3
Spokane-Spokane Valley, WA	111	York-Hanover, PA	43
Springfield, IL	12	Youngstown-Warren-Boardman, OH-PA	87
Springfield, MA	111	Yuba City, CA	6
Springfield, MO	147	Yuma, AZ	3
Springfield, OH	33		
State College, PA	41		

Locations per Company by Segments

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



Locations per Metropolitan Area

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

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	120
Athens-Clarke County, GA	20	Charlotte-Concord-Gastonia, NC-SC	335
Atlanta-Sandy Springs-Roswell, GA	1,019	Charlottesville, VA	46
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	1,684
Austin-Round Rock, TX	356	Chico, CA	10
Bakersfield, CA	12	Cincinnati, OH-KY-IN	207
Baltimore-Columbia-Towson, MD	326	Clarksville, TN-KY	5
Bangor, ME	8	Cleveland, TN	4
Barnstable Town, MA	34	Cleveland-Elyria, OH	231
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	176
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	716
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

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	#
Des Moines-West Des Moines, IA	59	Greenville-Anderson-Mauldin, SC	83
Detroit-Warren-Dearborn, MI	379	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	46	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	233
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	140	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

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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	4,343
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	3,075	Olympia-Tumwater, WA	16
Louisville/Jefferson County, KY-IN	117	Omaha-Council Bluffs, NE-IA	105
Lubbock, TX	22	Orlando-Kissimmee-Sanford, FL	420
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	605
Medford, OR	16	Phoenix-Mesa-Scottsdale, AZ	507
Memphis, TN-MS-AR	57	Pine Bluff, AR	3
Merced, CA	no data	Pittsburgh, PA	180
Miami-Fort Lauderdale-West Palm Beach, FL	1,538	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	510
Milwaukee-Waukesha-West Allis, WI	151	Port St. Lucie, FL	45
Minneapolis-St. Paul-Bloomington, MN-WI	665	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	213
Morgantown, WV	3	Rapid City, SD	10
Morristown, TN	no data	Reading, PA	24
Mount Vernon-Anacortes, WA	4	Redding, CA	5

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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	346
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	1,034	Virginia Beach-Norfolk-Newport, VA-NC	106
San Jose-Sunnyvale-Santa Clara, CA	213	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	624	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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