Kentley Insights

2026 Market Research Report

Specialized Design Services

October 2026

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.

Market Commentary

The Specialized Design Services segment has sustained solid 8.0% annual growth over the past three years, reaching $42.9 billion in 2024. This creative services category encompasses interior, industrial, graphic, and fashion design addressing aesthetic, functional, and brand expression requirements across diverse applications and industries. Growth drivers include brand differentiation priorities, user experience focus, product development acceleration, and visual communication importance in digital environments. The industry benefits from creative barriers to entry, growing recognition of design's contribution to commercial success, and increasing emphasis on thoughtful design integration in both physical environments and product experiences across consumer and business applications.

Industry Definition

Specialized Design Services

This industry group includes companies creating original designs for specific applications. Core activities include developing aesthetic and functional designs, creating visual concepts, planning spaces and products, producing creative solutions, and applying design principles to specific challenges. These businesses enhance form and function through creative expertise. They help clients develop distinctive and effective designs for various purposes from interior spaces to industrial products and visual communications, applying creative problem-solving and aesthetic principles to improve both appearance and usability.

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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 2025 revenue for the Specialized Design Services industry was $44.3 billion. The industry is above average in industry size, ranking in the top 40% of service industries in terms of size.

Overall Industry Growth

Over the past 5 years, industry revenue have been growing at an annual rate of 5% per year. This growth rate lags the 7% 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 4.4% per year for the Specialized Design Services industry.

Revenue per Company

In 2025, the average revenue per company for the industry was approximately $1.3 million, which grew at a 4.6% 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 2024 to 2025, price inflation for the industry was 2.3%. While over the past 5 years, inflation has averaged 3% per year.

Sales per Capita

For the Specialized Design Services industry, D.C. has the highest sales per capita at $453. This is 342% higher than the average $102 per capita across the U.S.

Sales per Location

For the industry, D.C. has the highest sales per location at $2.3 million, which is 90% higher than the U.S. average of $1.3 million in sales per location.

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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 2025, the operating expenses as a percent of revenue for the Specialized Design Services industry was 59.9%, and over the past 3 years total operating expenses for the industry grew at 5.5% 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 2025 the sales per employee grew 3.2% over 2024 to $323,708, which ranks the industry in the top 40% of service industries.

Profitability

79.6% of Companies in the Specialized Design Services industry are profitable, with an average net income of 15.3% of revenue, which ranks the industry in the top 60% of service industries.

Payroll per Employee

In 2025, payroll per employee equaled $76,034 for the industry, which ranks it in the top 40% of service industries. Payroll per employee has grew at an annual rate of 3.1% 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 $99,406, which is 30.7% higher than the U.S. average.

Job Categorization

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

Top Jobs

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

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Section One

Revenue & Growth Analysis

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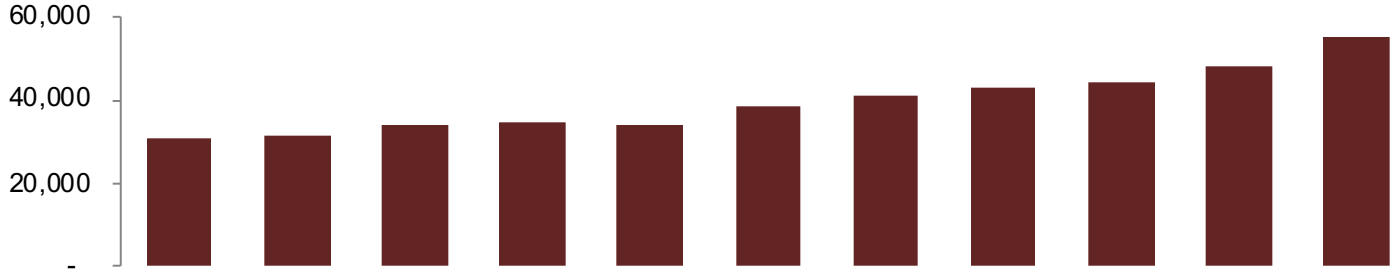
Industry Growth Details

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.

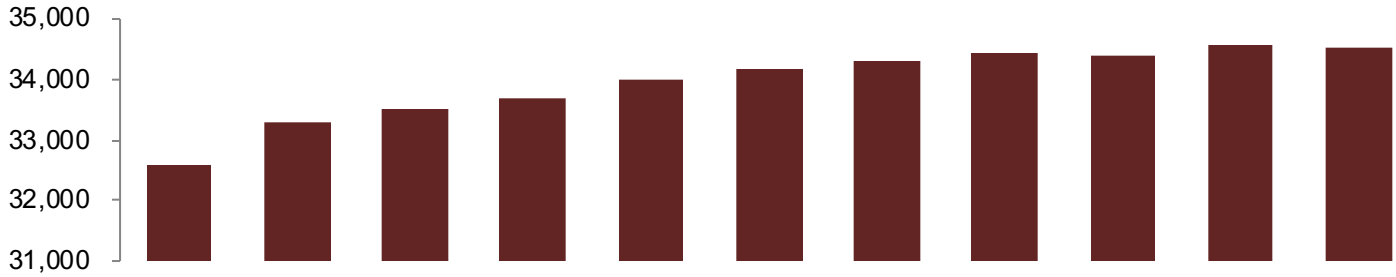
Industry Revenue ($ Millions)



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Millions)	30,873	31,459	33,947	34,682	34,074	38,558	40,760	42,898	44,330	48,117	54,907
Annual Growth		1.9%	7.9%	2.2%	-1.8%	13.2%	5.7%	5.2%	3.3%	8.5%	3.4%

Compound Annual Growth Rate **4.8%** 3-Year **5.0%** 5-Year

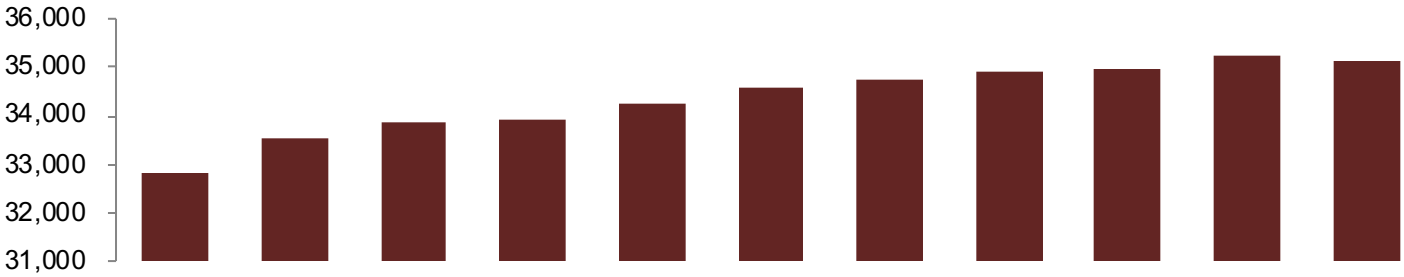
Number of Companies



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Companies	32,574	33,298	33,491	33,679	33,987	34,189	34,316	34,425	34,379	34,580	34,536
Annual Growth		2.2%	0.6%	0.6%	0.9%	0.6%	0.4%	0.3%	-0.1%	0.6%	0.0%

Compound Annual Growth Rate **0.2%** 3-Year **0.4%** 5-Year

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



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Locations	32,801	33,518	33,847	33,935	34,245	34,585	34,748	34,929	34,952	35,212	35,111
Annual Growth		2.2%	1.0%	0.3%	0.9%	1.0%	0.5%	0.5%	0.1%	0.7%	-0.1%

Compound Annual Growth Rate **0.4%** 3-Year **0.6%** 5-Year

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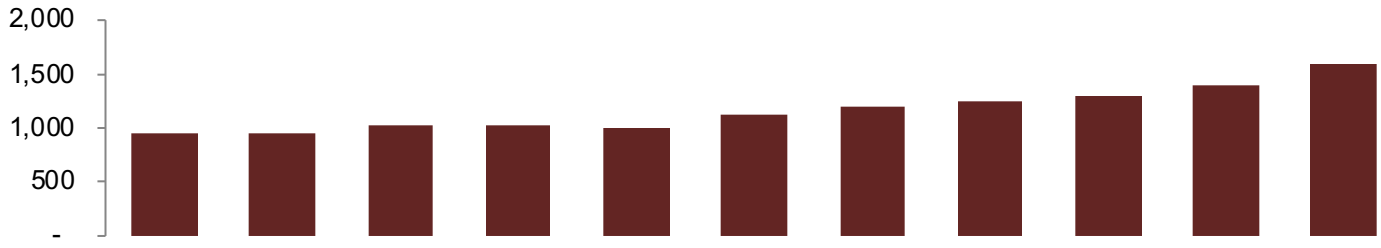
Growth Benchmarks

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.

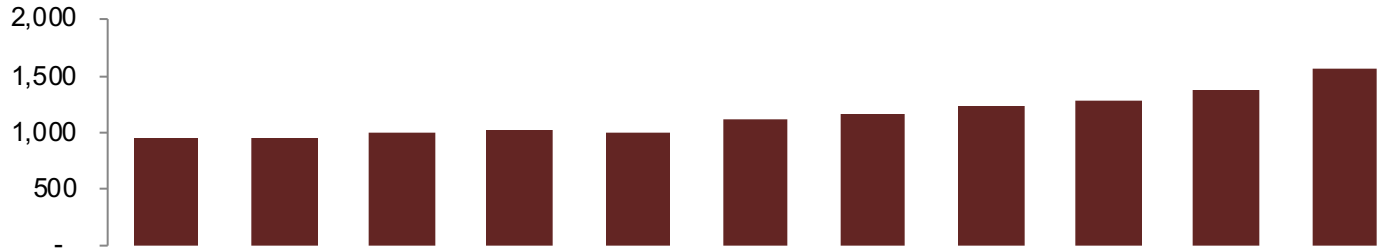
Revenue per Company ($ Thousands)



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	948	945	1,014	1,030	1,003	1,128	1,188	1,246	1,289	1,391	1,590
Annual Growth		-0.3%	7.3%	1.6%	-2.6%	12.5%	5.3%	4.9%	3.5%	7.9%	3.4%

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

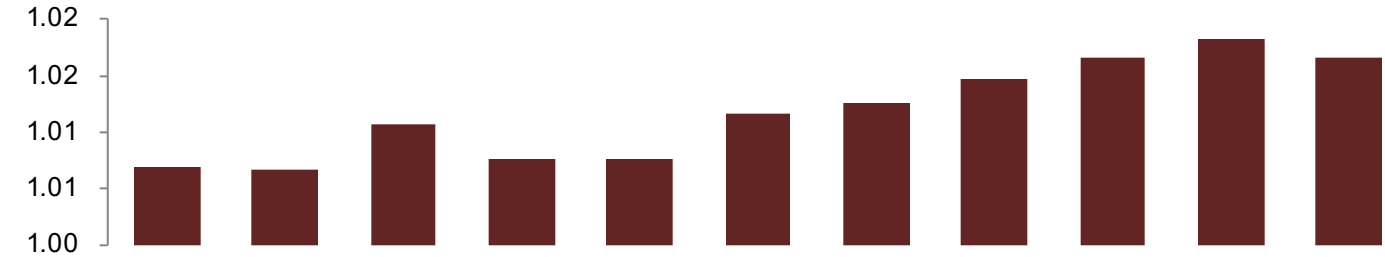
Revenue per Location ($ Thousands)



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	941	939	1,003	1,022	995	1,115	1,173	1,228	1,268	1,366	1,564
Annual Growth		-0.3%	6.9%	1.9%	-2.6%	12.0%	5.2%	4.7%	3.3%	7.7%	3.4%

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

Locations per Company



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Loc. per Comp.	1.01	1.01	1.01	1.01	1.01	1.01	1.01	1.01	1.02	1.02	1.02
Annual Growth		0.0%	0.4%	-0.3%	0.0%	0.4%	0.1%	0.2%	0.2%	0.2%	0.0%

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

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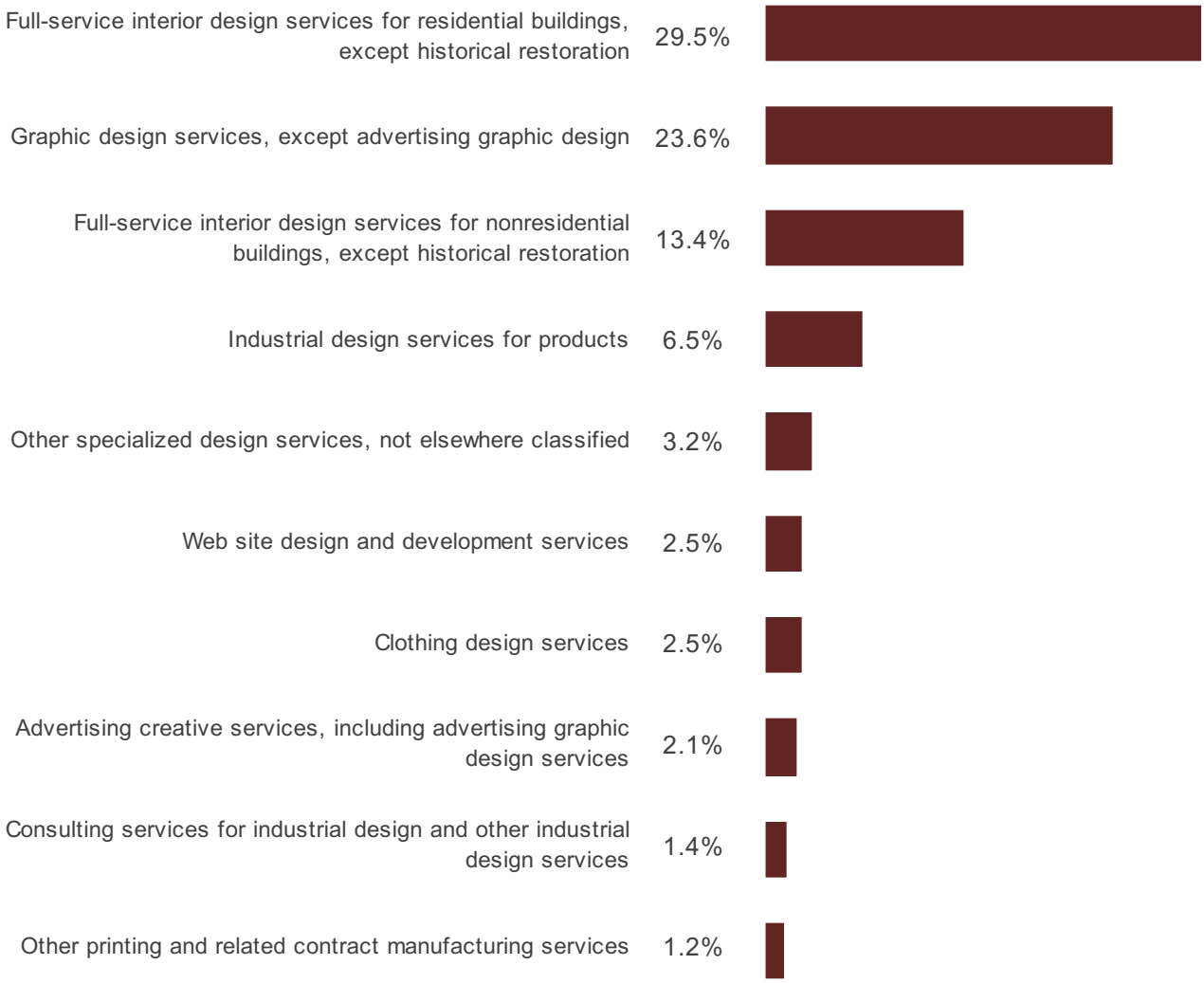
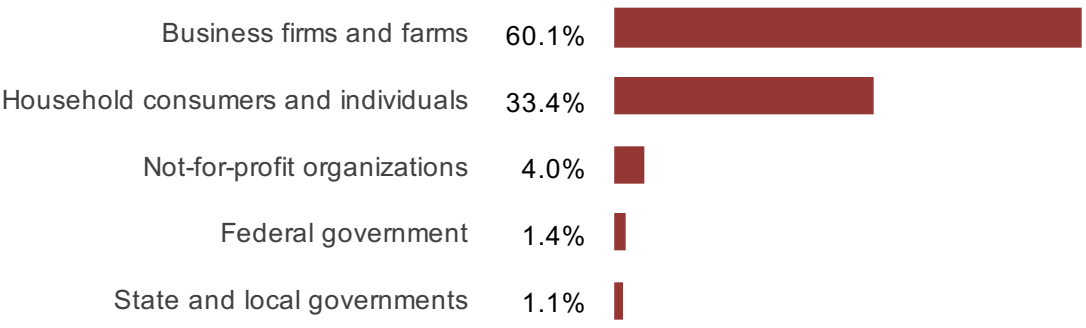
Breakdown of Top Product Lines

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 (%)



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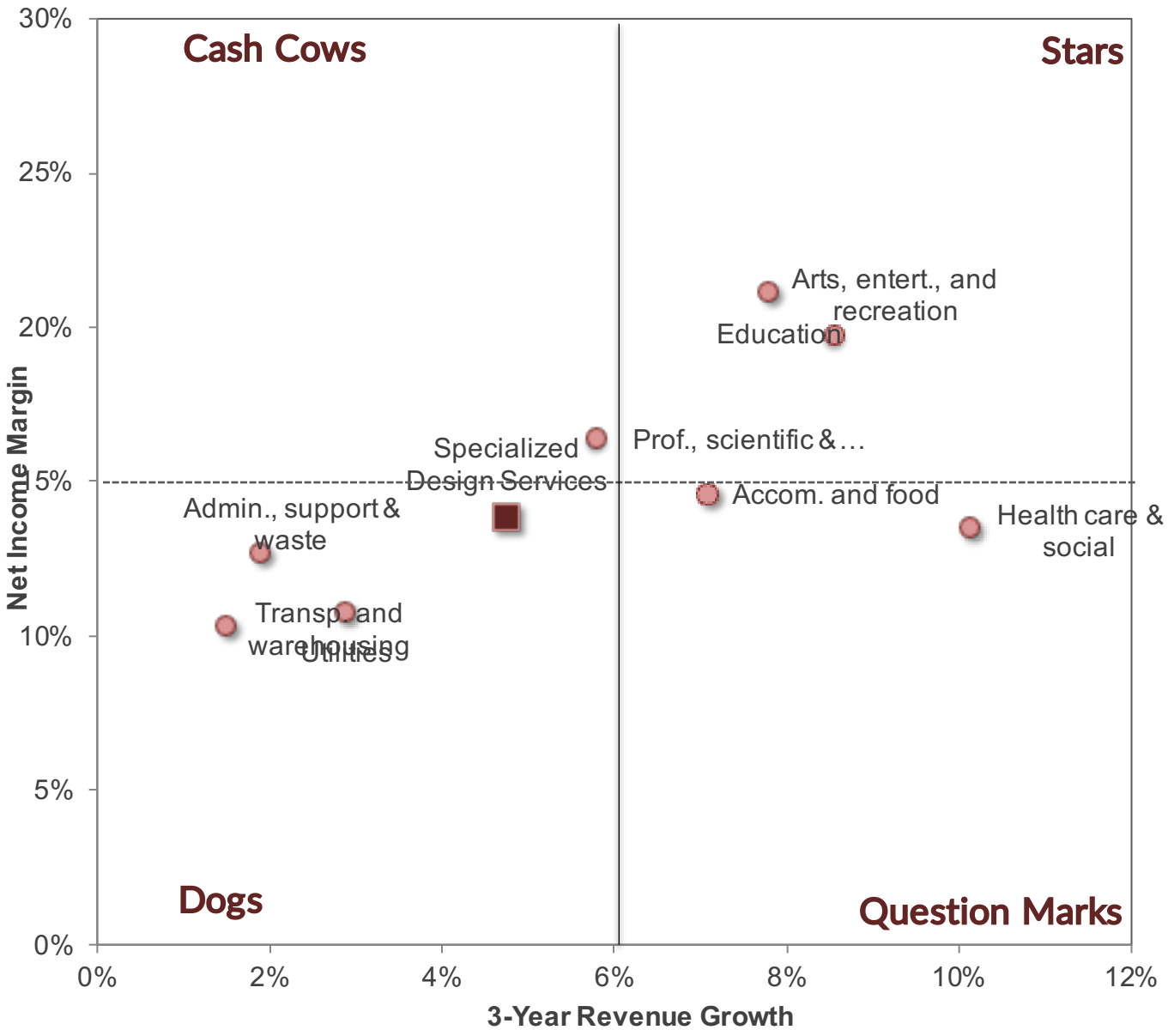
Income vs. Revenue Growth Matrix

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.



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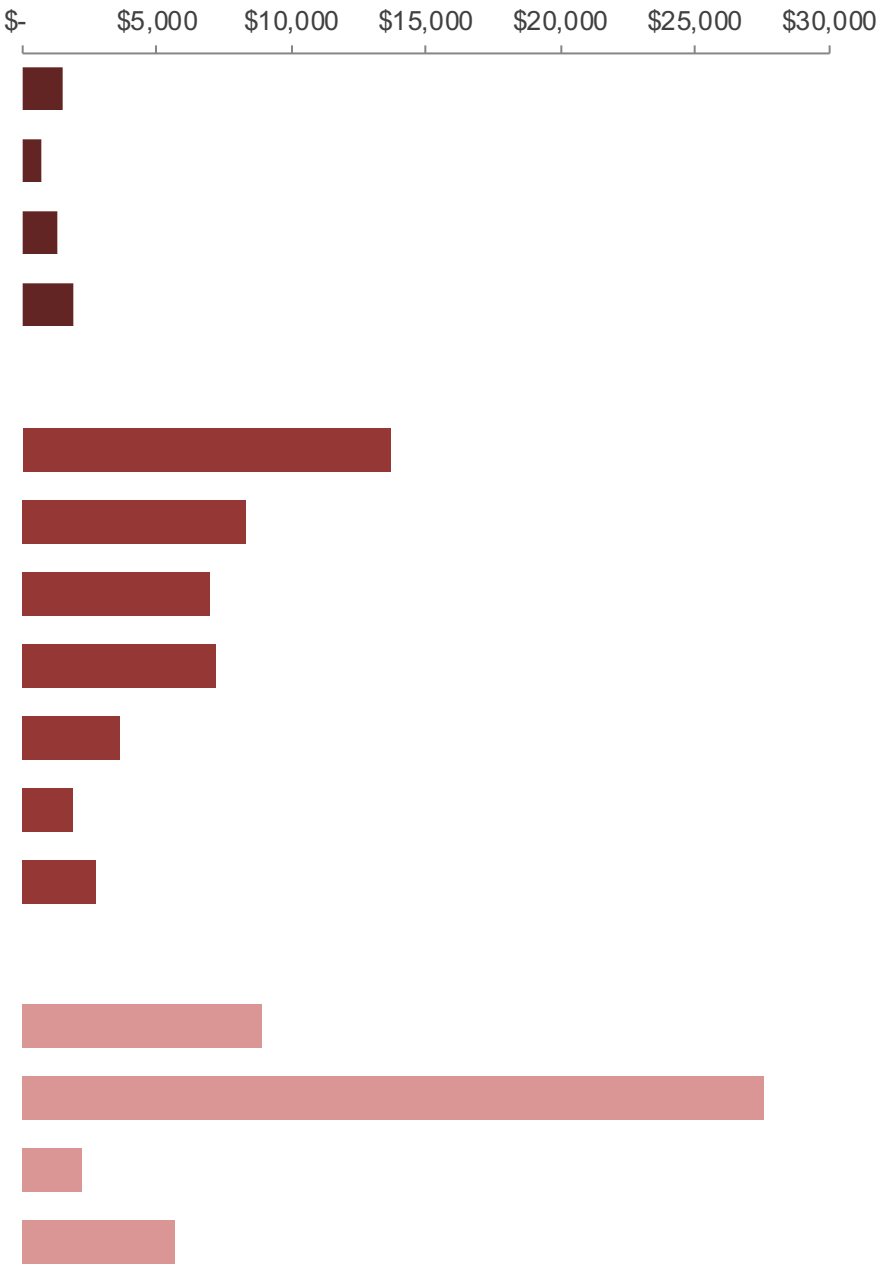
Total Sales by Segments

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

All figures in $ millions

Concentration Segments	
4 largest firms	$1,442
Next 4 largest	$684
Next 12 largest	$1,337
Next 30 largest	$1,932
Business Size (# employees)	
1-4	$13,672
5-9	$8,293
10-19	$6,954
20-49	$7,190
50-99	$3,618
100-249	$1,873
250+	$2,731
Business Structure Segments	
C-corporations	$8,908
S-corporations	$27,554
Sole Proprietorships	$2,207
Partnerships	$5,661
Franchise Segments	
Franchisee-Owned	no data
Franchisor-Owned	no data
Total Industry Sales	$44,330



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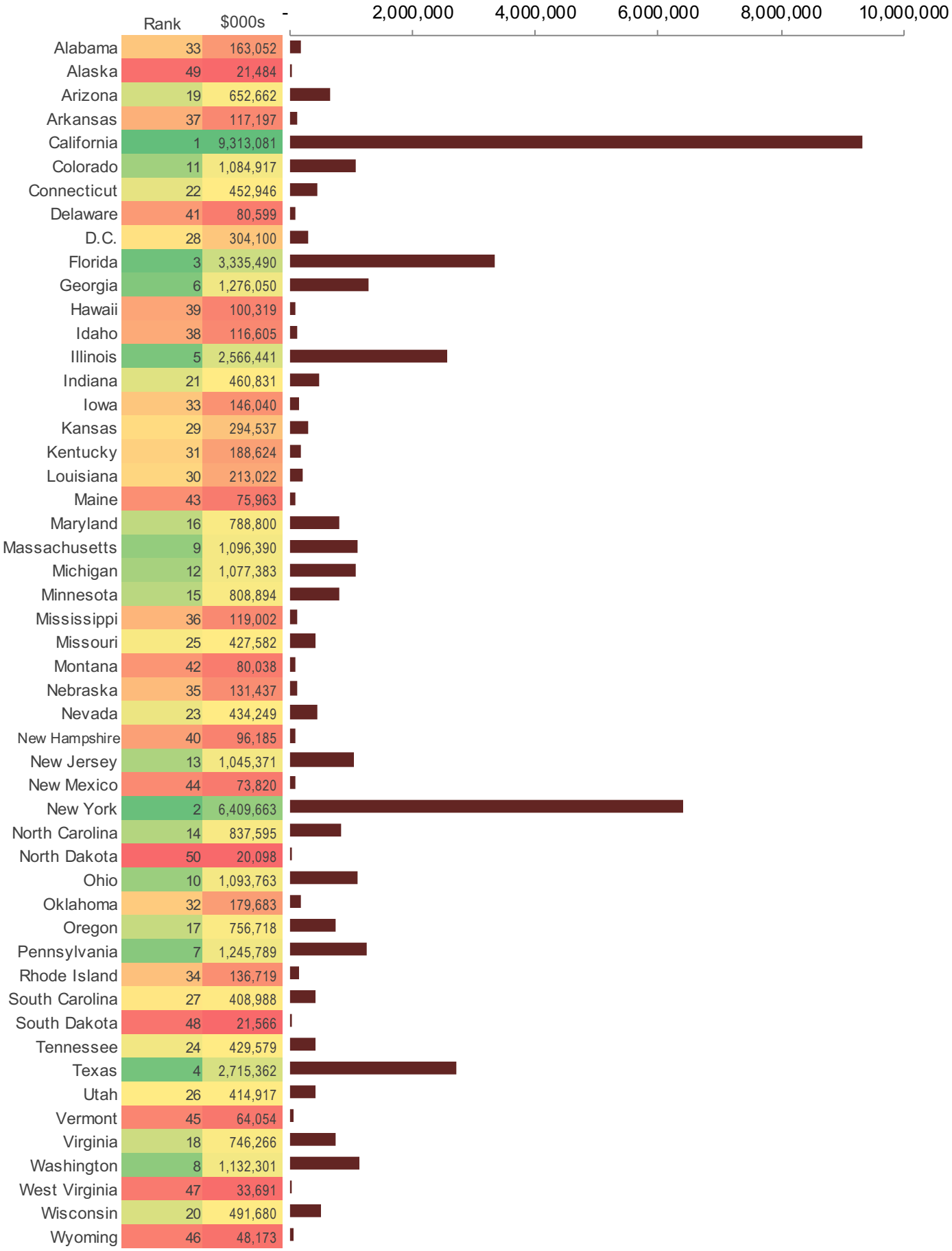
Sales per State

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.



	Rank	$000s
Alabama	33	163,052
Alaska	49	21,484
Arizona	19	652,662
Arkansas	37	117,197
California	1	9,313,081
Colorado	11	1,084,917
Connecticut	22	452,946
Delaware	41	80,599
D.C.	28	304,100
Florida	3	3,335,490
Georgia	6	1,276,050
Hawaii	39	100,319
Idaho	38	116,605
Illinois	5	2,566,441
Indiana	21	460,831
Iowa	33	146,040
Kansas	29	294,537
Kentucky	31	188,624
Louisiana	30	213,022
Maine	43	75,963
Maryland	16	788,800
Massachusetts	9	1,096,390
Michigan	12	1,077,383
Minnesota	15	808,894
Mississippi	36	119,002
Missouri	25	427,582
Montana	42	80,038
Nebraska	35	131,437
Nevada	23	434,249
New Hampshire	40	96,185
New Jersey	13	1,045,371
New Mexico	44	73,820
New York	2	6,409,663
North Carolina	14	837,595
North Dakota	50	20,098
Ohio	10	1,093,763
Oklahoma	32	179,683
Oregon	17	756,718
Pennsylvania	7	1,245,789
Rhode Island	34	136,719
South Carolina	27	408,988
South Dakota	48	21,566
Tennessee	24	429,579
Texas	4	2,715,362
Utah	26	414,917
Vermont	45	64,054
Virginia	18	746,266
Washington	8	1,132,301
West Virginia	47	33,691
Wisconsin	20	491,680
Wyoming	46	48,173

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.

	Rank	$
Alabama	47	32
Alaska	48	29
Arizona	24	89
Arkansas	45	38
California	3	239
Colorado	5	186
Connecticut	14	125
Delaware	28	79
D.C.	1	453
Florida	8	150
Georgia	16	117
Hawaii	32	70
Idaho	38	60
Illinois	4	204
Indiana	35	67
Iowa	41	46
Kansas	19	100
Kentucky	43	42
Louisiana	40	46
Maine	39	55
Maryland	12	128
Massachusetts	7	157
Michigan	18	107
Minnesota	10	141
Mississippi	44	40
Missouri	33	69
Montana	31	71
Nebraska	36	67
Nevada	11	137
New Hampshire	34	69
New Jersey	17	113
New Mexico	46	35
New York	2	326
North Carolina	29	78
North Dakota	49	26
Ohio	22	93
Oklahoma	42	45
Oregon	6	178
Pennsylvania	21	96
Rhode Island	13	125
South Carolina	30	77
South Dakota	50	24
Tennessee	37	61
Texas	23	90
Utah	15	123
Vermont	20	99
Virginia	25	86
Washington	9	145
West Virginia	51	19
Wisconsin	26	83
Wyoming	27	83

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
Abilene, TX	5,378
Akron, OH	50,769
Albany, GA	2,410
Albany, OR	11,675
Albany-Schenectady-Troy, NY	32,326
Albuquerque, NM	106,188
Alexandria, LA	14,942
Allentown-Bethlehem-Easton, PA-NJ	49,005
Altoona, PA	2,309
Amarillo, TX	3,451
Ames, IA	2,181
Anchorage, AK	16,358
Ann Arbor, MI	38,417
Anniston-Oxford-Jacksonville, AL	2,847
Appleton, WI	5,729
Asheville, NC	55,176
Athens-Clarke County, GA	10,721
Atlanta-Sandy Springs-Roswell, GA	1,111,240
Atlantic City-Hammonton, NJ	31,451
Auburn-Opelika, AL	11,988
Augusta-Richmond County, GA-SC	24,860
Austin-Round Rock, TX	526,162
Bakersfield, CA	15,588
Baltimore-Columbia-Towson, MD	393,083
Bangor, ME	3,467
Barnstable Town, MA	29,891
Baton Rouge, LA	68,085
Battle Creek, MI	4,627
Bay City, MI	2,842
Beaumont-Port Arthur, TX	11,690
Beckley, WV	9,753
Bellingham, WA	17,342
Bend-Redmond, OR	27,635
Billings, MT	2,389
Binghamton, NY	26,360
Birmingham-Hoover, AL	70,316
Bismarck, ND	17,327
Blacksburg-Christiansburg-Radford, VA	4,716
Bloomington, IL	3,953
Bloomington, IN	4,192
Bloomsburg-Berwick, PA	558
Boise City, ID	71,303
Boston-Cambridge-Newton, MA-NH	996,120
Boulder, CO	97,491
Bowling Green, KY	545
Bremerton-Silverdale, WA	17,320
Bridgeport-Stamford-Norwalk, CT	333,458
Brownsville-Harlingen, TX	5,095

Metropolitan Statistical Area	$000s
Brunswick, GA	17,710
Buffalo-Cheektowaga-Niagara Falls, NY	35,105
Burlington, NC	15,532
Burlington-South Burlington, VT	22,788
California-Lexington Park, MD	18,955
Canton-Massillon, OH	12,585
Cape Coral-Fort Myers, FL	120,110
Cape Girardeau, MO-IL	no data
Carbondale-Marion, IL	4,835
Carson City, NV	1,391
Casper, WY	3,189
Cedar Rapids, IA	11,031
Chambersburg-Waynesboro, PA	2,491
Champaign-Urbana, IL	5,234
Charleston, WV	3,196
Charleston-North Charleston, SC	112,314
Charlotte-Concord-Gastonia, NC-SC	259,952
Charlottesville, VA	21,968
Chattanooga, TN-GA	17,985
Cheyenne, WY	1,505
Chicago-Naperville-Elgin, IL-IN-WI	2,508,222
Chico, CA	21,950
Cincinnati, OH-KY-IN	381,631
Clarksville, TN-KY	1,258
Cleveland, TN	1,887
Cleveland-Elyria, OH	240,953
Coeur d'Alene, ID	16,640
College Station-Bryan, TX	2,097
Colorado Springs, CO	101,612
Columbia, MO	20,021
Columbia, SC	59,332
Columbus, GA-AL	1,634
Columbus, IN	15,518
Columbus, OH	273,041
Corpus Christi, TX	11,746
Corvallis, OR	11,319
Crestview-Fort Walton Beach-Destin, FL	21,181
Cumberland, MD-WV	1,365
Dallas-Fort Worth-Arlington, TX	1,154,070
Dalton, GA	3,253
Danville, IL	no data
Daphne-Fairhope-Foley, AL	32,714
Davenport-Moline-Rock Island, IA-IL	26,796
Dayton, OH	53,468
Decatur, AL	3,233
Decatur, IL	1,561
Deltona-Daytona Beach-Ormond, FL	69,179
Denver-Aurora-Lakewood, CO	628,875

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
Des Moines-West Des Moines, IA	64,998
Detroit-Warren-Dearborn, MI	715,846
Dothan, AL	15,979
Dover, DE	1,430
Dubuque, IA	9,073
Duluth, MN-WI	34,055
Durham-Chapel Hill, NC	37,040
East Stroudsburg, PA	5,127
Eau Claire, WI	994
El Centro, CA	20,513
Elizabethtown-Fort Knox, KY	1,219
Elkhart-Goshen, IN	20,058
Elmira, NY	9,038
El Paso, TX	8,423
Enid, OK	no data
Erie, PA	1,286
Eugene, OR	20,757
Evansville, IN-KY	10,769
Fairbanks, AK	13,948
Fargo, ND-MN	4,418
Farmington, NM	12,199
Fayetteville, NC	51,561
Fayetteville-Springdale-Rogers, AR-MO	44,300
Flagstaff, AZ	18,155
Flint, MI	34,498
Florence, SC	2,414
Florence-Muscle Shoals, AL	12,655
Fond du Lac, WI	2,229
Fort Collins, CO	41,880
Fort Smith, AR-OK	5,988
Fort Wayne, IN	33,824
Fresno, CA	12,859
Gadsden, AL	7,010
Gainesville, FL	18,813
Gainesville, GA	28,097
Gettysburg, PA	9,151
Glens Falls, NY	7,058
Goldsboro, NC	12,017
Grand Forks, ND-MN	1,264
Grand Island, NE	10,256
Grand Junction, CO	2,979
Grand Rapids-Wyoming, MI	145,044
Grants Pass, OR	909
Great Falls, MT	1,986
Greeley, CO	4,896
Green Bay, WI	22,022
Greensboro-High Point, NC	104,521
Greenville, NC	7,867
Greenville-Anderson-Mauldin, SC	96,927
Gulfport-Biloxi-Pascagoula, MS	7,958
Hagerstown-Martinsburg, MD-WV	26,933
Hammond, LA	10,333
Hanford-Corcoran, CA	1,534
Harrisburg-Carlisle, PA	35,178
Harrisonburg, VA	3,180
Hartford-West Hartford-East Hartford, CT	47,890
Hattiesburg, MS	4,208
Hickory-Lenoir-Morganton, NC	32,433
Hilton Head Island-Bluffton-Beaufort, SC	45,062
Hinesville, GA	9,393
Homosassa Springs, FL	4,402
Hot Springs, AR	3,768
Houma-Thibodaux, LA	836
Houston-The Woodlands-Sugar Land, TX	698,635
Huntington-Ashland, WV-KY-OH	34,352
Huntsville, AL	12,458
Idaho Falls, ID	20,938
Indianapolis-Carmel-Anderson, IN	158,922
Iowa City, IA	7,743
Ithaca, NY	4,333
Jackson, MI	2,809
Jackson, MS	32,855
Jackson, TN	19,976
Jacksonville, FL	117,017
Jacksonville, NC	3,428
Janesville-Beloit, WI	18,334
Jefferson City, MO	2,895
Johnson City, TN	4,491
Johnstown, PA	11,483
Jonesboro, AR	13,721
Joplin, MO	4,862
Kahului-Wailuku-Lahaina, HI	9,405
Kalamazoo-Portage, MI	33,814
Kankakee, IL	3,796
Kansas City, MO-KS	310,186
Kennewick-Richland, WA	38,144
Killeen-Temple, TX	47,250
Kingsport-Bristol-Bristol, TN-VA	4,949
Kingston, NY	16,704
Knoxville, TN	28,344
Kokomo, IN	9,709
La Crosse-Onalaska, WI-MN	19,842
Lafayette, LA	12,334
Lafayette-West Lafayette, IN	6,116
Lake Charles, LA	1,181
Lake Havasu City-Kingman, AZ	14,420

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
Lakeland-Winter Haven, FL	17,056
Lancaster, PA	49,156
Lansing-East Lansing, MI	12,797
Laredo, TX	24,873
Las Cruces, NM	18,083
Las Vegas-Henderson-Paradise, NV	393,737
Lawrence, KS	6,825
Lawton, OK	12,468
Lebanon, PA	7,764
Lewiston, ID-WA	6,955
Lewiston-Auburn, ME	11,939
Lexington-Fayette, KY	37,172
Lima, OH	18,323
Lincoln, NE	41,138
Little Rock-North Little Rock-Conway, AR	53,922
Logan, UT-ID	8,833
Longview, TX	4,546
Longview, WA	907
Los Angeles-Long Beach-Anaheim, CA	5,180,582
Louisville/Jefferson County, KY-IN	99,526
Lubbock, TX	18,580
Lynchburg, VA	6,627
Macon-Bibb County, GA	2,767
Madera, CA	15,105
Madison, WI	96,004
Manchester-Nashua, NH	29,077
Manhattan, KS	16,985
Mankato-North Mankato, MN	13,616
Mansfield, OH	11,012
McAllen-Edinburg-Mission, TX	1,650
Medford, OR	5,419
Memphis, TN-MS-AR	72,384
Merced, CA	no data
Miami-Fort Lauderdale-West Palm Beach, FL	1,791,569
Michigan City-La Porte, IN	9,478
Midland, MI	4,735
Midland, TX	12,412
Milwaukee-Waukesha-West Allis, WI	252,270
Minneapolis-St. Paul-Bloomington, MN-WI	558,632
Missoula, MT	12,125
Mobile, AL	8,106
Modesto, CA	18,836
Monroe, LA	16,086
Monroe, MI	13,573
Montgomery, AL	11,418
Morgantown, WV	18,345
Morristown, TN	no data
Mount Vernon-Anacortes, WA	2,029

Metropolitan Statistical Area	$000s
Muncie, IN	9,819
Muskegon, MI	19,007
Myrtle-Conway-North Myrtle Beach, SC-NC	46,988
Napa, CA	41,351
Naples-Immokalee-Marco Island, FL	179,806
Nashville-Davidson--Murfrees.--Franklin, TI	268,642
New Bern, NC	13,575
New Haven-Milford, CT	33,842
New Orleans-Metairie, LA	96,690
New York-Newark-Jersey City, NY-NJ-PA	7,041,657
Niles-Benton Harbor, MI	7,703
North Port-Sarasota-Bradenton, FL	107,245
Norwich-New London, CT	43,846
Ocala, FL	9,745
Ocean City, NJ	14,922
Odessa, TX	no data
Ogden-Clearfield, UT	37,603
Oklahoma City, OK	74,141
Olympia-Tumwater, WA	34,410
Omaha-Council Bluffs, NE-IA	81,823
Orlando-Kissimmee-Sanford, FL	498,007
Oshkosh-Neenah, WI	11,706
Owensboro, KY	2,070
Oxnard-Thousand Oaks-Ventura, CA	61,648
Palm Bay-Melbourne-Titusville, FL	13,723
Panama City, FL	5,156
Parkersburg-Vienna, WV	11,837
Pensacola-Ferry Pass-Brent, FL	14,662
Peoria, IL	44,473
Philadelphia-Camden-Wilmin., PA-NJ-DE-M	910,433
Phoenix-Mesa-Scottsdale, AZ	560,403
Pine Bluff, AR	8,040
Pittsburgh, PA	270,142
Pittsfield, MA	16,474
Pocatello, ID	8,124
Portland-South Portland, ME	57,970
Portland-Vancouver-Hillsboro, OR-WA	614,555
Port St. Lucie, FL	36,320
Prescott, AZ	18,632
Providence-Warwick, RI-MA	157,365
Provo-Orem, UT	53,225
Pueblo, CO	15,344
Punta Gorda, FL	6,816
Racine, WI	18,815
Raleigh, NC	172,970
Rapid City, SD	2,685
Reading, PA	23,415
Redding, CA	3,397

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
Reno, NV	22,759
Richmond, VA	111,934
Riverside-San Bernardino-Ontario, CA	205,323
Roanoke, VA	10,518
Rochester, MN	33,558
Rochester, NY	60,193
Rockford, IL	24,263
Rocky Mount, NC	16,015
Rome, GA	9,583
Sacramento--Roseville--Arden-Arcade, CA	152,236
Saginaw, MI	9,127
St. Cloud, MN	3,314
St. George, UT	26,999
St. Joseph, MO-KS	14,579
St. Louis, MO-IL	289,892
Salem, OR	23,490
Salinas, CA	19,731
Salisbury, MD-DE	15,966
Salt Lake City, UT	239,688
San Angelo, TX	2,172
San Antonio-New Braunfels, TX	149,698
San Diego-Carlsbad, CA	694,899
San Francisco-Oakland-Hayward, CA	2,269,991
San Jose-Sunnyvale-Santa Clara, CA	389,646
San Luis Obispo-Paso Robles-Arroyo Gr., CA	21,494
Santa Cruz-Watsonville, CA	35,451
Santa Fe, NM	16,097
Santa Maria-Santa Barbara, CA	79,316
Santa Rosa, CA	45,816
Savannah, GA	23,123
Scranton--Wilkes-Barre--Hazleton, PA	19,716
Seattle-Tacoma-Bellevue, WA	1,015,362
Sebastian-Vero Beach, FL	33,554
Sebring, FL	6,322
Sheboygan, WI	2,027
Sherman-Denison, TX	12,402
Shreveport-Bossier City, LA	7,256
Sierra Vista-Douglas, AZ	398
Sioux City, IA-NE-SD	21,086
Sioux Falls, SD	10,461
South Bend-Mishawaka, IN-MI	35,897
Spartanburg, SC	13,907
Spokane-Spokane Valley, WA	22,239
Springfield, IL	1,819
Springfield, MA	31,489
Springfield, MO	34,434
Springfield, OH	10,911
State College, PA	10,559

Metropolitan Statistical Area	$000s
Staunton-Waynesboro, VA	3,939
Stockton-Lodi, CA	76,013
Sumter, SC	11,660
Syracuse, NY	27,487
Tallahassee, FL	9,159
Tampa-St. Petersburg-Clearwater, FL	235,064
Terre Haute, IN	17,781
Texarkana, TX-AR	408
The Villages, FL	11,164
Toledo, OH	19,691
Topeka, KS	28,979
Trenton, NJ	46,773
Tucson, AZ	58,057
Tulsa, OK	87,673
Tuscaloosa, AL	26,564
Tyler, TX	9,391
Urban Honolulu, HI	63,109
Utica-Rome, NY	14,755
Valdosta, GA	1,039
Vallejo-Fairfield, CA	11,591
Victoria, TX	10,705
Vineland-Bridgeton, NJ	15,763
Virginia Beach-Norfolk-Newport, VA-NC	101,220
Visalia-Porterville, CA	43,952
Waco, TX	33,746
Walla Walla, WA	1,475
Warner Robins, GA	1,929
Washing.-Arling.-Alexan., DC-VA-MD-WV	1,132,855
Waterloo-Cedar Falls, IA	6,845
Watertown-Fort Drum, NY	1,076
Wausau, WI	1,076
Weirton-Steubenville, WV-OH	no data
Wenatchee, WA	2,184
Wheeling, WV-OH	21,632
Wichita, KS	44,856
Wichita Falls, TX	2,590
Williamsport, PA	2,583
Wilmington, NC	32,301
Winchester, VA-WV	5,653
Winston-Salem, NC	70,225
Worcester, MA-CT	42,739
Yakima, WA	884
York-Hanover, PA	14,172
Youngstown-Warren-Boardman, OH-PA	18,054
Yuba City, CA	1,090
Yuma, AZ	884

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	$
Abilene, TX	30
Akron, OH	72
Albany, GA	16
Albany, OR	91
Albany-Schenectady-Troy, NY	36
Albuquerque, NM	116
Alexandria, LA	98
Allentown-Bethlehem-Easton, PA-NJ	57
Altoona, PA	19
Amarillo, TX	13
Ames, IA	17
Anchorage, AK	41
Ann Arbor, MI	103
Anniston-Oxford-Jacksonville, AL	24
Appleton, WI	24
Asheville, NC	118
Athens-Clarke County, GA	50
Atlanta-Sandy Springs-Roswell, GA	182
Atlantic City-Hammonton, NJ	115
Auburn-Opelika, AL	69
Augusta-Richmond County, GA-SC	41
Austin-Round Rock, TX	229
Bakersfield, CA	17
Baltimore-Columbia-Towson, MD	138
Bangor, ME	23
Barnstable Town, MA	131
Baton Rouge, LA	78
Battle Creek, MI	34
Bay City, MI	27
Beaumont-Port Arthur, TX	29
Beckley, WV	85
Bellingham, WA	76
Bend-Redmond, OR	139
Billings, MT	13
Binghamton, NY	107
Birmingham-Hoover, AL	63
Bismarck, ND	130
Blacksburg-Christiansburg-Radford, VA	28
Bloomington, IL	23
Bloomington, IN	26
Bloomsburg-Berwick, PA	7
Boise City, ID	93
Boston-Cambridge-Newton, MA-NH	202
Boulder, CO	295
Bowling Green, KY	3
Bremerton-Silverdale, WA	63
Bridgeport-Stamford-Norwalk, CT	349
Brownsville-Harlingen, TX	12

Metropolitan Statistical Area	$
Brunswick, GA	156
Buffalo-Cheektowaga-Niagara Falls, NY	30
Burlington, NC	90
Burlington-South Burlington, VT	101
California-Lexington Park, MD	166
Canton-Massillon, OH	31
Cape Coral-Fort Myers, FL	157
Cape Girardeau, MO-IL	no data
Carbondale-Marion, IL	36
Carson City, NV	24
Casper, WY	40
Cedar Rapids, IA	40
Chambersburg-Waynesboro, PA	16
Champaign-Urbana, IL	24
Charleston, WV	12
Charleston-North Charleston, SC	140
Charlotte-Concord-Gastonia, NC-SC	97
Charlottesville, VA	99
Chattanooga, TN-GA	32
Cheyenne, WY	15
Chicago-Naperville-Elgin, IL-IN-WI	261
Chico, CA	104
Cincinnati, OH-KY-IN	169
Clarksville, TN-KY	4
Cleveland, TN	15
Cleveland-Elyria, OH	116
Coeur d'Alene, ID	96
College Station-Bryan, TX	8
Colorado Springs, CO	134
Columbia, MO	95
Columbia, SC	71
Columbus, GA-AL	5
Columbus, IN	189
Columbus, OH	128
Corpus Christi, TX	28
Corvallis, OR	119
Crestview-Fort Walton Beach-Destin, FL	74
Cumberland, MD-WV	14
Dallas-Fort Worth-Arlington, TX	151
Dalton, GA	23
Danville, IL	no data
Daphne-Fairhope-Foley, AL	140
Davenport-Moline-Rock Island, IA-IL	70
Dayton, OH	66
Decatur, AL	21
Decatur, IL	15
Deltona-Daytona Beach-Ormond, FL	103
Denver-Aurora-Lakewood, CO	212

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	$
Des Moines-West Des Moines, IA	91
Detroit-Warren-Dearborn, MI	163
Dothan, AL	106
Dover, DE	8
Dubuque, IA	91
Duluth, MN-WI	117
Durham-Chapel Hill, NC	57
East Stroudsburg, PA	30
Eau Claire, WI	6
El Centro, CA	114
Elizabethtown-Fort Knox, KY	8
Elkhart-Goshen, IN	97
Elmira, NY	108
El Paso, TX	10
Enid, OK	no data
Erie, PA	5
Eugene, OR	54
Evansville, IN-KY	34
Fairbanks, AK	146
Fargo, ND-MN	18
Farmington, NM	100
Fayetteville, NC	99
Fayetteville-Springdale-Rogers, AR-MO	81
Flagstaff, AZ	125
Flint, MI	85
Florence, SC	12
Florence-Muscle Shoals, AL	84
Fond du Lac, WI	21
Fort Collins, CO	116
Fort Smith, AR-OK	25
Fort Wayne, IN	80
Fresno, CA	13
Gadsden, AL	68
Gainesville, FL	55
Gainesville, GA	138
Gettysburg, PA	88
Glens Falls, NY	56
Goldsboro, NC	103
Grand Forks, ND-MN	12
Grand Island, NE	133
Grand Junction, CO	19
Grand Rapids-Wyoming, MI	133
Grants Pass, OR	10
Great Falls, MT	24
Greeley, CO	15
Green Bay, WI	67
Greensboro-High Point, NC	135
Greenville, NC	46
Greenville-Anderson-Mauldin, SC	104
Gulfport-Biloxi-Pascagoula, MS	19
Hagerstown-Martinsburg, MD-WV	92
Hammond, LA	77
Hanford-Corcoran, CA	10
Harrisburg-Carlisle, PA	59
Harrisonburg, VA	23
Hartford-West Hartford-East Hartford, CT	40
Hattiesburg, MS	24
Hickory-Lenoir-Morganton, NC	89
Hilton Head Island-Bluffton-Beaufort, SC	208
Hinesville, GA	115
Homosassa Springs, FL	29
Hot Springs, AR	38
Houma-Thibodaux, LA	4
Houston-The Woodlands-Sugar Land, TX	98
Huntington-Ashland, WV-KY-OH	96
Huntsville, AL	25
Idaho Falls, ID	132
Indianapolis-Carmel-Anderson, IN	75
Iowa City, IA	44
Ithaca, NY	41
Jackson, MI	18
Jackson, MS	56
Jackson, TN	111
Jacksonville, FL	73
Jacksonville, NC	17
Janesville-Beloit, WI	112
Jefferson City, MO	19
Johnson City, TN	22
Johnstown, PA	86
Jonesboro, AR	102
Joplin, MO	27
Kahului-Wailuku-Lahaina, HI	57
Kalamazoo-Portage, MI	129
Kankakee, IL	35
Kansas City, MO-KS	141
Kennewick-Richland, WA	125
Killeen-Temple, TX	99
Kingsport-Bristol-Bristol, TN-VA	16
Kingston, NY	92
Knoxville, TN	32
Kokomo, IN	116
La Crosse-Onalaska, WI-MN	142
Lafayette, LA	26
Lafayette-West Lafayette, IN	27
Lake Charles, LA	5
Lake Havasu City-Kingman, AZ	67

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	$
Lakeland-Winter Haven, FL	23
Lancaster, PA	89
Lansing-East Lansing, MI	24
Laredo, TX	93
Las Cruces, NM	82
Las Vegas-Henderson-Paradise, NV	173
Lawrence, KS	57
Lawton, OK	98
Lebanon, PA	54
Lewiston, ID-WA	108
Lewiston-Auburn, ME	108
Lexington-Fayette, KY	72
Lima, OH	180
Lincoln, NE	121
Little Rock-North Little Rock-Conway, AR	72
Logan, UT-ID	60
Longview, TX	16
Longview, WA	8
Los Angeles-Long Beach-Anaheim, CA	393
Louisville/Jefferson County, KY-IN	77
Lubbock, TX	58
Lynchburg, VA	25
Macon-Bibb County, GA	12
Madera, CA	96
Madison, WI	141
Manchester-Nashua, NH	69
Manhattan, KS	127
Mankato-North Mankato, MN	131
Mansfield, OH	88
McAllen-Edinburg-Mission, TX	2
Medford, OR	24
Memphis, TN-MS-AR	54
Merced, CA	no data
Miami-Fort Lauderdale-West Palm Beach, FL	292
Michigan City-La Porte, IN	84
Midland, MI	57
Midland, TX	71
Milwaukee-Waukesha-West Allis, WI	160
Minneapolis-St. Paul-Bloomington, MN-WI	151
Missoula, MT	103
Mobile, AL	19
Modesto, CA	34
Monroe, LA	78
Monroe, MI	88
Montgomery, AL	30
Morgantown, WV	131
Morristown, TN	no data
Mount Vernon-Anacortes, WA	16
Muncie, IN	88
Muskegon, MI	108
Myrtle-Conway-North Myrtle, SC-NC	96
Napa, CA	301
Naples-Immokalee-Marco Island, FL	477
Nashville-Davidson--Murfr.--Franklin, TN	135
New Bern, NC	111
New Haven-Milford, CT	39
New Orleans-Metairie, LA	76
New York-Newark-Jersey City, NY-NJ-PA	350
Niles-Benton Harbor, MI	50
North Port-Sarasota-Bradenton, FL	128
Norwich-New London, CT	163
Ocala, FL	26
Ocean City, NJ	157
Odessa, TX	no data
Ogden-Clearfield, UT	54
Oklahoma City, OK	52
Olympia-Tumwater, WA	116
Omaha-Council Bluffs, NE-IA	84
Orlando-Kissimmee-Sanford, FL	186
Oshkosh-Neenah, WI	68
Owensboro, KY	17
Oxnard-Thousand Oaks-Ventura, CA	73
Palm Bay-Melbourne-Titusville, FL	23
Panama City, FL	30
Parkersburg-Vienna, WV	133
Pensacola-Ferry Pass-Brent, FL	29
Peoria, IL	111
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	146
Phoenix-Mesa-Scottsdale, AZ	115
Pine Bluff, AR	92
Pittsburgh, PA	114
Pittsfield, MA	128
Pocatello, ID	85
Portland-South Portland, ME	105
Portland-Vancouver-Hillsboro, OR-WA	244
Port St. Lucie, FL	74
Prescott, AZ	79
Providence-Warwick, RI-MA	94
Provo-Orem, UT	79
Pueblo, CO	91
Punta Gorda, FL	36
Racine, WI	95
Raleigh, NC	122
Rapid City, SD	19
Reading, PA	55
Redding, CA	19

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.

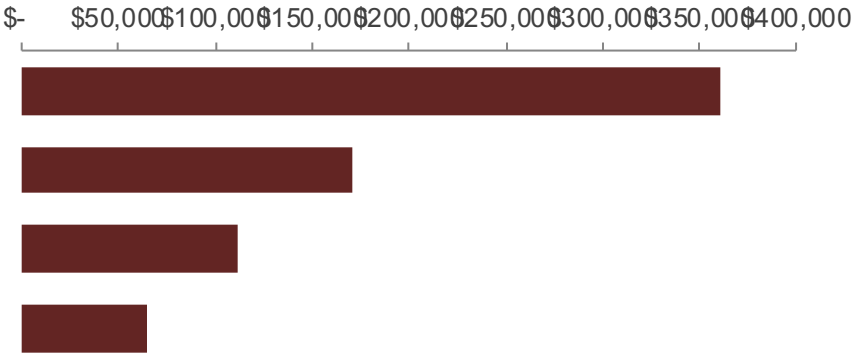
Metropolitan Statistical Area	$
Reno, NV	46
Richmond, VA	85
Riverside-San Bernardino-Ontario, CA	45
Roanoke, VA	33
Rochester, MN	148
Rochester, NY	55
Rockford, IL	72
Rocky Mount, NC	111
Rome, GA	97
Sacramento--Roseville--Arden-Arcade, CA	63
Saginaw, MI	48
St. Cloud, MN	17
St. George, UT	148
St. Joseph, MO-KS	120
St. Louis, MO-IL	103
Salem, OR	54
Salinas, CA	45
Salisbury, MD-DE	38
Salt Lake City, UT	190
San Angelo, TX	18
San Antonio-New Braunfels, TX	58
San Diego-Carlsbad, CA	211
San Francisco-Oakland-Hayward, CA	479
San Jose-Sunnyvale-Santa Clara, CA	195
San Luis Obispo-Paso Robles-Arroyo Gr., CA	76
Santa Cruz-Watsonville, CA	131
Santa Fe, NM	104
Santa Maria-Santa Barbara, CA	177
Santa Rosa, CA	94
Savannah, GA	57
Scranton--Wilkes-Barre--Hazleton, PA	35
Seattle-Tacoma-Bellevue, WA	252
Sebastian-Vero Beach, FL	209
Sebring, FL	62
Sheboygan, WI	17
Sherman-Denison, TX	91
Shreveport-Bossier City, LA	18
Sierra Vista-Douglas, AZ	3
Sioux City, IA-NE-SD	141
Sioux Falls, SD	38
South Bend-Mishawaka, IN-MI	111
Spartanburg, SC	42
Spokane-Spokane Valley, WA	38
Springfield, IL	9
Springfield, MA	45
Springfield, MO	72
Springfield, OH	80
State College, PA	67
Staunton-Waynesboro, VA	31
Stockton-Lodi, CA	97
Sumter, SC	85
Syracuse, NY	42
Tallahassee, FL	24
Tampa-St. Petersburg-Clearwater, FL	74
Terre Haute, IN	96
Texarkana, TX-AR	3
The Villages, FL	85
Toledo, OH	30
Topeka, KS	125
Trenton, NJ	121
Tucson, AZ	56
Tulsa, OK	86
Tuscaloosa, AL	99
Tyler, TX	40
Urban Honolulu, HI	62
Utica-Rome, NY	51
Valdosta, GA	7
Vallejo-Fairfield, CA	26
Victoria, TX	109
Vineland-Bridgeton, NJ	102
Virginia Beach-Norfolk-Newport, VA-NC	56
Visalia-Porterville, CA	93
Waco, TX	121
Walla Walla, WA	24
Warner Robins, GA	10
Washing.-Arling.-Alexan., DC-VA-MD-WV	177
Waterloo-Cedar Falls, IA	41
Watertown-Fort Drum, NY	9
Wausau, WI	6
Weirton-Steubenville, WV-OH	no data
Wenatchee, WA	18
Wheeling, WV-OH	156
Wichita, KS	69
Wichita Falls, TX	17
Williamsport, PA	23
Wilmington, NC	113
Winchester, VA-WV	40
Winston-Salem, NC	104
Worcester, MA-CT	44
Yakima, WA	3
York-Hanover, PA	31
Youngstown-Warren-Boardman, OH-PA	33
Yuba City, CA	6
Yuma, AZ	4

Sales per Company by Segments

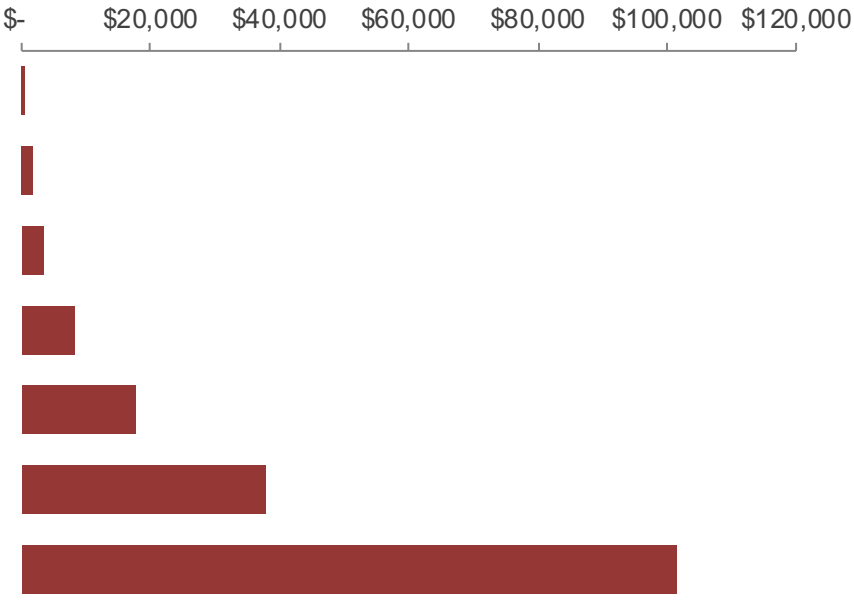
Below is the average sales per company for industry segmentations including concentration, business size by employees, business structure and franchises.

All figures in $ thousands

Concentration Segments	
4 largest firms	$360,414
Next 4 largest	$171,054
Next 12 largest	$111,448
Next 30 largest	$64,391



Business Size (# employees)	
1-4	$517
5-9	$1,768
10-19	$3,377
20-49	$8,176
50-99	$17,620
100-249	$37,795
250+	$101,493



Business Structure Segments	
C-corporations	$2,189
S-corporations	$1,114
Sole Proprietorships	$692
Partnerships	$2,380

Industry Average	$1,289

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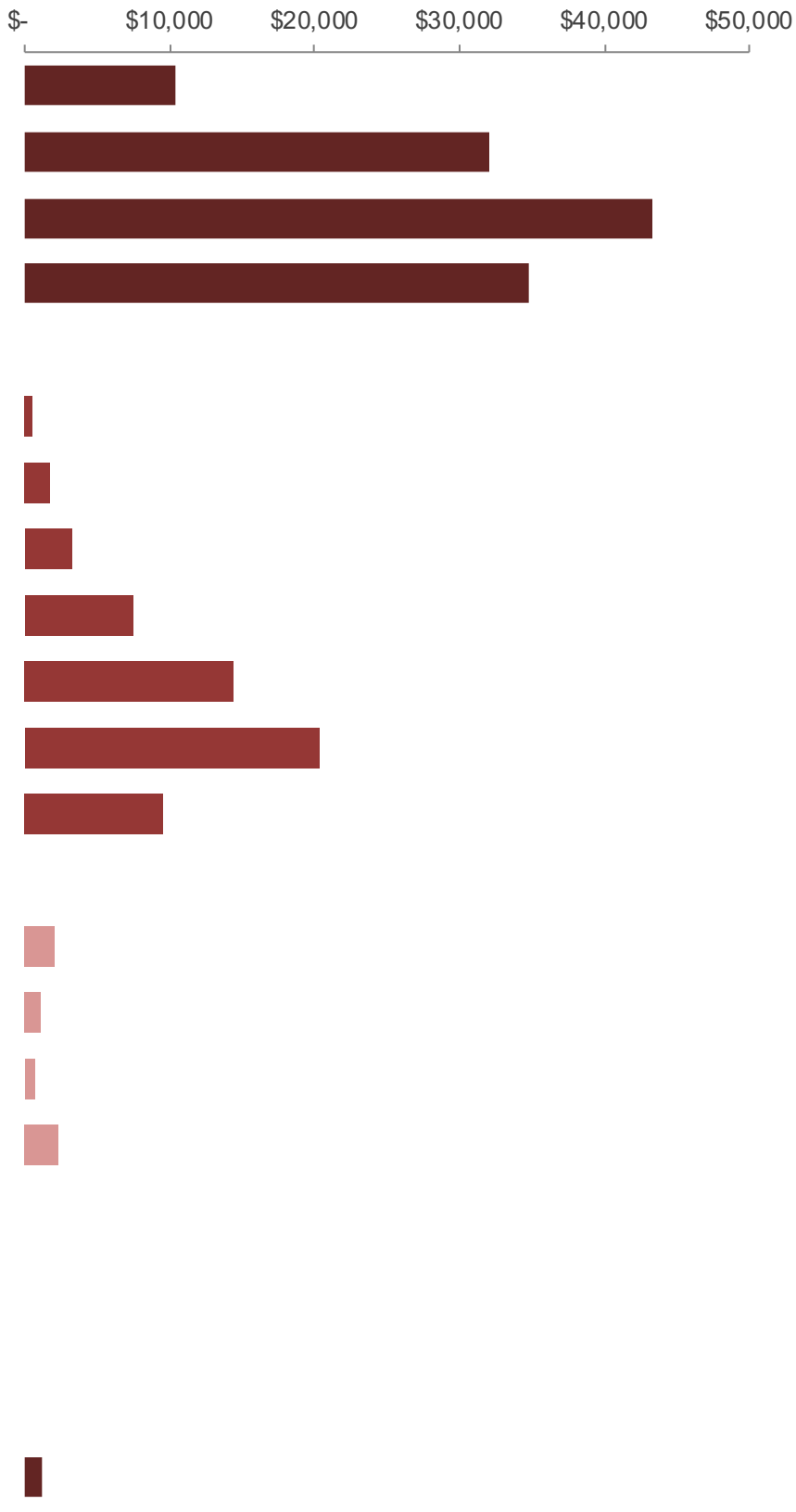
Sales per Location by Segments

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

Concentration Segments	
4 largest firms	$10,477
Next 4 largest	$32,072
Next 12 largest	$43,233
Next 30 largest	$34,826
Business Size (# employees)	
1-4	$516
5-9	$1,756
10-19	$3,258
20-49	$7,460
50-99	$14,422
100-249	$20,334
250+	$9,538
Business Structure Segments	
C-corporations	$2,058
S-corporations	$1,103
Sole Proprietorships	$688
Partnerships	$2,319
Franchise Segments	
Franchisee-Owned	no data
Franchisor-Owned	no data
Industry Average	$1,268



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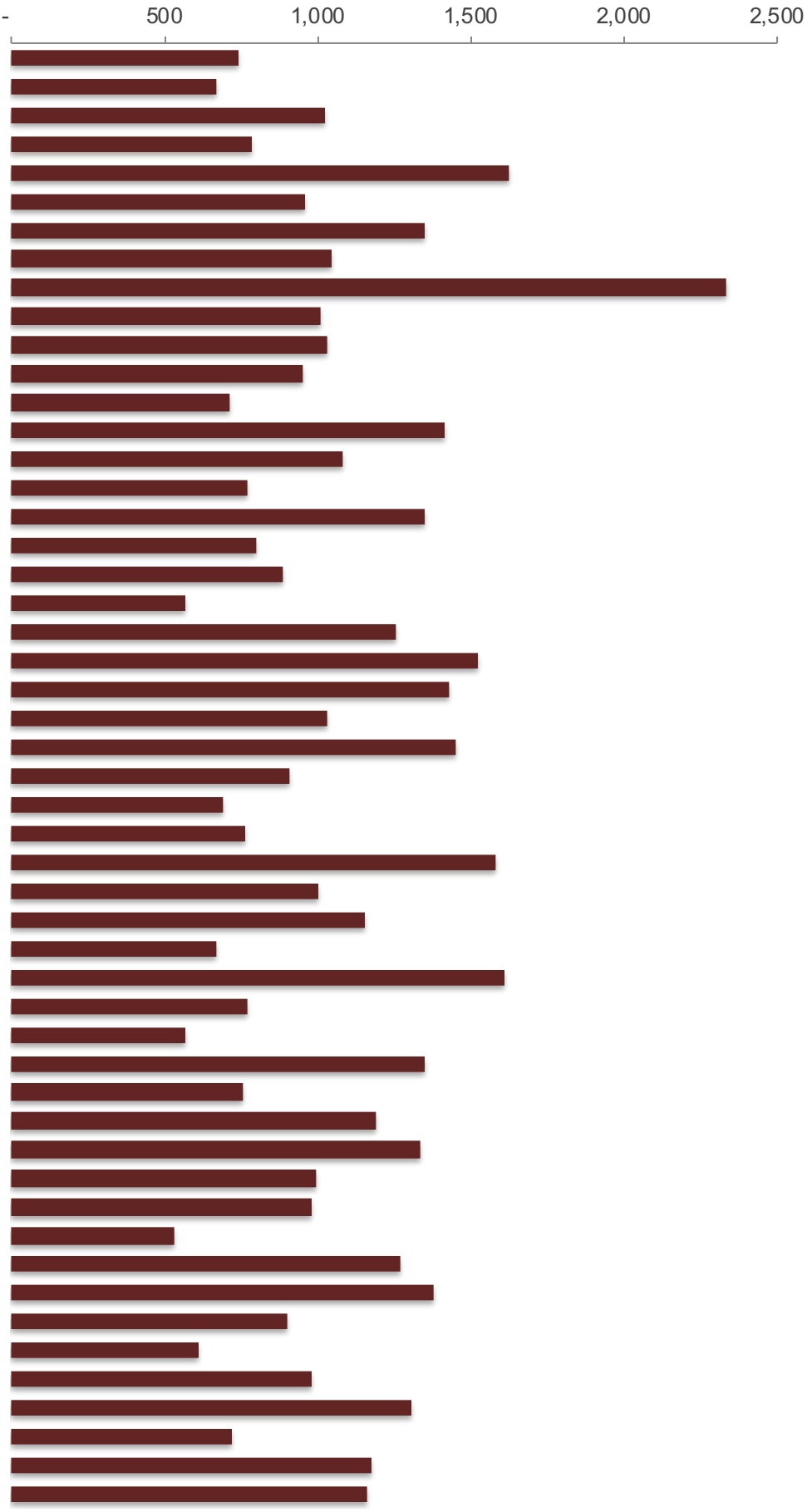
Sales per Location by State

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

	Rank	$ 000s
Alabama	42	738
Alaska	47	671
Arizona	25	1,025
Arkansas	37	785
California	2	1,623
Colorado	31	962
Connecticut	11	1,352
Delaware	22	1,049
D.C.	1	2,337
Florida	26	1,007
Georgia	23	1,035
Hawaii	32	950
Idaho	44	710
Illinois	8	1,416
Indiana	21	1,085
Iowa	38	773
Kansas	12	1,347
Kentucky	36	797
Louisiana	35	888
Maine	50	570
Maryland	16	1,255
Massachusetts	5	1,520
Michigan	7	1,427
Minnesota	24	1,035
Mississippi	6	1,449
Missouri	33	907
Montana	45	688
Nebraska	40	765
Nevada	4	1,578
New Hampshire	27	1,002
New Jersey	20	1,154
New Mexico	46	672
New York	3	1,611
North Carolina	39	770
North Dakota	49	571
Ohio	10	1,353
Oklahoma	41	755
Oregon	17	1,188
Pennsylvania	13	1,335
Rhode Island	28	994
South Carolina	29	983
South Dakota	51	532
Tennessee	15	1,270
Texas	9	1,377
Utah	34	902
Vermont	48	613
Virginia	30	980
Washington	14	1,309
West Virginia	43	718
Wisconsin	18	1,179
Wyoming	19	1,158



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
Abilene, TX	840
Akron, OH	821
Albany, GA	377
Albany, OR	5,472
Albany-Schenectady-Troy, NY	561
Albuquerque, NM	2,164
Alexandria, LA	14,008
Allentown-Bethlehem-Easton, PA-NJ	1,068
Altoona, PA	361
Amarillo, TX	462
Ames, IA	292
Anchorage, AK	667
Ann Arbor, MI	900
Anniston-Oxford-Jacksonville, AL	667
Appleton, WI	671
Asheville, NC	568
Athens-Clarke County, GA	529
Atlanta-Sandy Springs-Roswell, GA	1,080
Atlantic City-Hammonton, NJ	2,680
Auburn-Opelika, AL	1,124
Augusta-Richmond County, GA-SC	1,165
Austin-Round Rock, TX	1,464
Bakersfield, CA	1,329
Baltimore-Columbia-Towson, MD	1,193
Bangor, ME	406
Barnstable Town, MA	876
Baton Rouge, LA	1,182
Battle Creek, MI	4,337
Bay City, MI	888
Beaumont-Port Arthur, TX	1,370
Beckley, WV	3,048
Bellingham, WA	903
Bend-Redmond, OR	810
Billings, MT	224
Binghamton, NY	2,746
Birmingham-Hoover, AL	732
Bismarck, ND	2,707
Blacksburg-Christiansburg-Radford, VA	737
Bloomington, IL	529
Bloomington, IN	491
Bloomsburg-Berwick, PA	174
Boise City, ID	735
Boston-Cambridge-Newton, MA-NH	1,650
Boulder, CO	720
Bowling Green, KY	170
Bremerton-Silverdale, WA	541
Bridgeport-Stamford-Norwalk, CT	1,727
Brownsville-Harlingen, TX	531

Metropolitan Statistical Area	$000s
Brunswick, GA	1,277
Buffalo-Cheektowaga-Niagara Falls, NY	522
Burlington, NC	2,427
Burlington-South Burlington, VT	475
California-Lexington Park, MD	17,770
Canton-Massillon, OH	621
Cape Coral-Fort Myers, FL	996
Cape Girardeau, MO-IL	no data
Carbondale-Marion, IL	907
Carson City, NV	261
Casper, WY	374
Cedar Rapids, IA	575
Chambersburg-Waynesboro, PA	334
Champaign-Urbana, IL	327
Charleston, WV	272
Charleston-North Charleston, SC	924
Charlotte-Concord-Gastonia, NC-SC	769
Charlottesville, VA	468
Chattanooga, TN-GA	602
Cheyenne, WY	353
Chicago-Naperville-Elgin, IL-IN-WI	1,475
Chico, CA	2,286
Cincinnati, OH-KY-IN	1,825
Clarksville, TN-KY	236
Cleveland, TN	442
Cleveland-Elyria, OH	1,031
Coeur d'Alene, ID	2,228
College Station-Bryan, TX	281
Colorado Springs, CO	1,305
Columbia, MO	1,251
Columbia, SC	1,324
Columbus, GA-AL	306
Columbus, IN	2,425
Columbus, OH	1,533
Corpus Christi, TX	551
Corvallis, OR	1,769
Crestview-Fort Walton Beach-Destin, FL	537
Cumberland, MD-WV	320
Dallas-Fort Worth-Arlington, TX	1,596
Dalton, GA	762
Danville, IL	no data
Daphne-Fairhope-Foley, AL	1,704
Davenport-Moline-Rock Island, IA-IL	837
Dayton, OH	1,671
Decatur, AL	505
Decatur, IL	293
Deltona-Daytona Beach-Ormond, FL	1,179
Denver-Aurora-Lakewood, CO	1,010

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
Des Moines-West Des Moines, IA	1,088
Detroit-Warren-Dearborn, MI	1,869
Dothan, AL	7,490
Dover, DE	268
Dubuque, IA	1,063
Duluth, MN-WI	1,995
Durham-Chapel Hill, NC	709
East Stroudsburg, PA	601
Eau Claire, WI	186
El Centro, CA	3,205
Elizabethtown-Fort Knox, KY	381
Elkhart-Goshen, IN	752
Elmira, NY	4,236
El Paso, TX	376
Enid, OK	no data
Erie, PA	241
Eugene, OR	526
Evansville, IN-KY	631
Fairbanks, AK	6,538
Fargo, ND-MN	345
Farmington, NM	2,859
Fayetteville, NC	6,905
Fayetteville-Springdale-Rogers, AR-MO	944
Flagstaff, AZ	4,255
Flint, MI	2,488
Florence, SC	453
Florence-Muscle Shoals, AL	5,932
Fond du Lac, WI	348
Fort Collins, CO	654
Fort Smith, AR-OK	802
Fort Wayne, IN	961
Fresno, CA	464
Gadsden, AL	3,286
Gainesville, FL	840
Gainesville, GA	2,395
Gettysburg, PA	8,579
Glens Falls, NY	827
Goldsboro, NC	11,266
Grand Forks, ND-MN	592
Grand Island, NE	9,615
Grand Junction, CO	233
Grand Rapids-Wyoming, MI	1,022
Grants Pass, OR	213
Great Falls, MT	466
Greeley, CO	353
Green Bay, WI	898
Greensboro-High Point, NC	803
Greenville, NC	1,844
Greenville-Anderson-Mauldin, SC	1,150
Gulfport-Biloxi-Pascagoula, MS	933
Hagerstown-Martinsburg, MD-WV	3,607
Hammond, LA	9,687
Hanford-Corcoran, CA	719
Harrisburg-Carlisle, PA	970
Harrisonburg, VA	426
Hartford-West Hartford-East Hartford, CT	701
Hattiesburg, MS	986
Hickory-Lenoir-Morganton, NC	1,216
Hilton Head Island-Bluffton-Beaufort, SC	1,006
Hinesville, GA	8,805
Homosassa Springs, FL	688
Hot Springs, AR	706
Houma-Thibodaux, LA	196
Houston-The Woodlands-Sugar Land, TX	1,379
Huntington-Ashland, WV-KY-OH	4,026
Huntsville, AL	531
Idaho Falls, ID	3,271
Indianapolis-Carmel-Anderson, IN	768
Iowa City, IA	907
Ithaca, NY	508
Jackson, MI	527
Jackson, MS	770
Jackson, TN	18,727
Jacksonville, FL	690
Jacksonville, NC	803
Janesville-Beloit, WI	4,297
Jefferson City, MO	302
Johnson City, TN	1,053
Johnstown, PA	2,153
Jonesboro, AR	6,432
Joplin, MO	912
Kahului-Wailuku-Lahaina, HI	401
Kalamazoo-Portage, MI	1,378
Kankakee, IL	508
Kansas City, MO-KS	1,316
Kennewick-Richland, WA	2,751
Killeen-Temple, TX	8,859
Kingsport-Bristol-Bristol, TN-VA	773
Kingston, NY	626
Knoxville, TN	759
Kokomo, IN	4,551
La Crosse-Onalaska, WI-MN	1,860
Lafayette, LA	413
Lafayette-West Lafayette, IN	819
Lake Charles, LA	158
Lake Havasu City-Kingman, AZ	3,380

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
Lakeland-Winter Haven, FL	516
Lancaster, PA	1,097
Lansing-East Lansing, MI	571
Laredo, TX	11,659
Las Cruces, NM	4,238
Las Vegas-Henderson-Paradise, NV	1,922
Lawrence, KS	457
Lawton, OK	11,688
Lebanon, PA	1,213
Lewiston, ID-WA	6,520
Lewiston-Auburn, ME	2,798
Lexington-Fayette, KY	758
Lima, OH	8,589
Lincoln, NE	989
Little Rock-North Little Rock-Conway, AR	872
Logan, UT-ID	690
Longview, TX	710
Longview, WA	283
Los Angeles-Long Beach-Anaheim, CA	1,668
Louisville/Jefferson County, KY-IN	841
Lubbock, TX	829
Lynchburg, VA	444
Macon-Bibb County, GA	324
Madera, CA	4,720
Madison, WI	1,034
Manchester-Nashua, NH	974
Manhattan, KS	2,654
Mankato-North Mankato, MN	2,127
Mansfield, OH	1,721
McAllen-Edinburg-Mission, TX	387
Medford, OR	339
Memphis, TN-MS-AR	1,257
Merced, CA	no data
Miami-Fort Lauderdale-West Palm Beach, FL	1,154
Michigan City-La Porte, IN	1,777
Midland, MI	1,480
Midland, TX	895
Milwaukee-Waukesha-West Allis, WI	1,654
Minneapolis-St. Paul-Bloomington, MN-WI	831
Missoula, MT	758
Mobile, AL	422
Modesto, CA	1,104
Monroe, LA	2,154
Monroe, MI	1,818
Montgomery, AL	714
Morgantown, WV	5,733
Morristown, TN	no data
Mount Vernon-Anacortes, WA	476

Metropolitan Statistical Area	$000s
Muncie, IN	2,301
Muskegon, MI	2,546
Myrtle-Conway-North Myrtle, SC-NC	958
Napa, CA	1,436
Naples-Immokalee-Marco Island, FL	1,249
Nashville-Davidson--Murfr.--Franklin, TN	1,473
New Bern, NC	2,545
New Haven-Milford, CT	857
New Orleans-Metairie, LA	880
New York-Newark-Jersey City, NY-NJ-PA	1,605
Niles-Benton Harbor, MI	1,204
North Port-Sarasota-Bradenton, FL	739
Norwich-New London, CT	2,569
Ocala, FL	571
Ocean City, NJ	1,272
Odessa, TX	no data
Ogden-Clearfield, UT	641
Oklahoma City, OK	650
Olympia-Tumwater, WA	2,151
Omaha-Council Bluffs, NE-IA	775
Orlando-Kissimmee-Sanford, FL	1,173
Oshkosh-Neenah, WI	1,829
Owensboro, KY	485
Oxnard-Thousand Oaks-Ventura, CA	741
Palm Bay-Melbourne-Titusville, FL	348
Panama City, FL	604
Parkersburg-Vienna, WV	2,774
Pensacola-Ferry Pass-Brent, FL	430
Peoria, IL	3,207
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	1,490
Phoenix-Mesa-Scottsdale, AZ	1,095
Pine Bluff, AR	2,513
Pittsburgh, PA	1,490
Pittsfield, MA	965
Pocatello, ID	1,904
Portland-South Portland, ME	639
Portland-Vancouver-Hillsboro, OR-WA	1,193
Port St. Lucie, FL	792
Prescott, AZ	1,344
Providence-Warwick, RI-MA	971
Provo-Orem, UT	609
Pueblo, CO	4,795
Punta Gorda, FL	399
Racine, WI	1,176
Raleigh, NC	803
Rapid City, SD	280
Reading, PA	954
Redding, CA	637

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
Reno, NV	435
Richmond, VA	813
Riverside-San Bernardino-Ontario, CA	887
Roanoke, VA	470
Rochester, MN	5,243
Rochester, NY	882
Rockford, IL	1,083
Rocky Mount, NC	15,014
Rome, GA	2,246
Sacramento--Roseville--Arden-Arcade, CA	1,230
Saginaw, MI	2,139
St. Cloud, MN	345
St. George, UT	1,151
St. Joseph, MO-KS	13,667
St. Louis, MO-IL	1,100
Salem, OR	1,101
Salinas, CA	1,028
Salisbury, MD-DE	788
Salt Lake City, UT	1,008
San Angelo, TX	509
San Antonio-New Braunfels, TX	1,024
San Diego-Carlsbad, CA	1,413
San Francisco-Oakland-Hayward, CA	2,174
San Jose-Sunnyvale-Santa Clara, CA	1,808
San Luis Obispo-Paso Robles-Arroyo Gr., CA	876
Santa Cruz-Watsonville, CA	923
Santa Fe, NM	503
Santa Maria-Santa Barbara, CA	1,377
Santa Rosa, CA	716
Savannah, GA	586
Scranton--Wilkes-Barre--Hazleton, PA	880
Seattle-Tacoma-Bellevue, WA	1,611
Sebastian-Vero Beach, FL	1,049
Sebring, FL	2,964
Sheboygan, WI	475
Sherman-Denison, TX	11,627
Shreveport-Bossier City, LA	618
Sierra Vista-Douglas, AZ	373
Sioux City, IA-NE-SD	3,953
Sioux Falls, SD	545
South Bend-Mishawaka, IN-MI	2,404
Spartanburg, SC	815
Spokane-Spokane Valley, WA	509
Springfield, IL	213
Springfield, MA	1,181
Springfield, MO	787
Springfield, OH	5,114
State College, PA	619

Metropolitan Statistical Area	$000s
Staunton-Waynesboro, VA	410
Stockton-Lodi, CA	7,918
Sumter, SC	5,466
Syracuse, NY	716
Tallahassee, FL	390
Tampa-St. Petersburg-Clearwater, FL	672
Terre Haute, IN	5,556
Texarkana, TX-AR	127
The Villages, FL	3,489
Toledo, OH	803
Topeka, KS	3,019
Trenton, NJ	1,290
Tucson, AZ	707
Tulsa, OK	945
Tuscaloosa, AL	2,767
Tyler, TX	677
Urban Honolulu, HI	924
Utica-Rome, NY	1,257
Valdosta, GA	243
Vallejo-Fairfield, CA	1,207
Victoria, TX	1,254
Vineland-Bridgeton, NJ	7,389
Virginia Beach-Norfolk-Newport, VA-NC	949
Visalia-Porterville, CA	4,120
Waco, TX	2,636
Walla Walla, WA	461
Warner Robins, GA	301
Washing.-Arling.-Alexan., DC-VA-MD-WV	1,471
Waterloo-Cedar Falls, IA	917
Watertown-Fort Drum, NY	202
Wausau, WI	252
Weirton-Steubenville, WV-OH	no data
Wenatchee, WA	205
Wheeling, WV-OH	4,056
Wichita, KS	841
Wichita Falls, TX	607
Williamsport, PA	807
Wilmington, NC	618
Winchester, VA-WV	530
Winston-Salem, NC	940
Worcester, MA-CT	835
Yakima, WA	166
York-Hanover, PA	604
Youngstown-Warren-Boardman, OH-PA	940
Yuba City, CA	511
Yuma, AZ	207

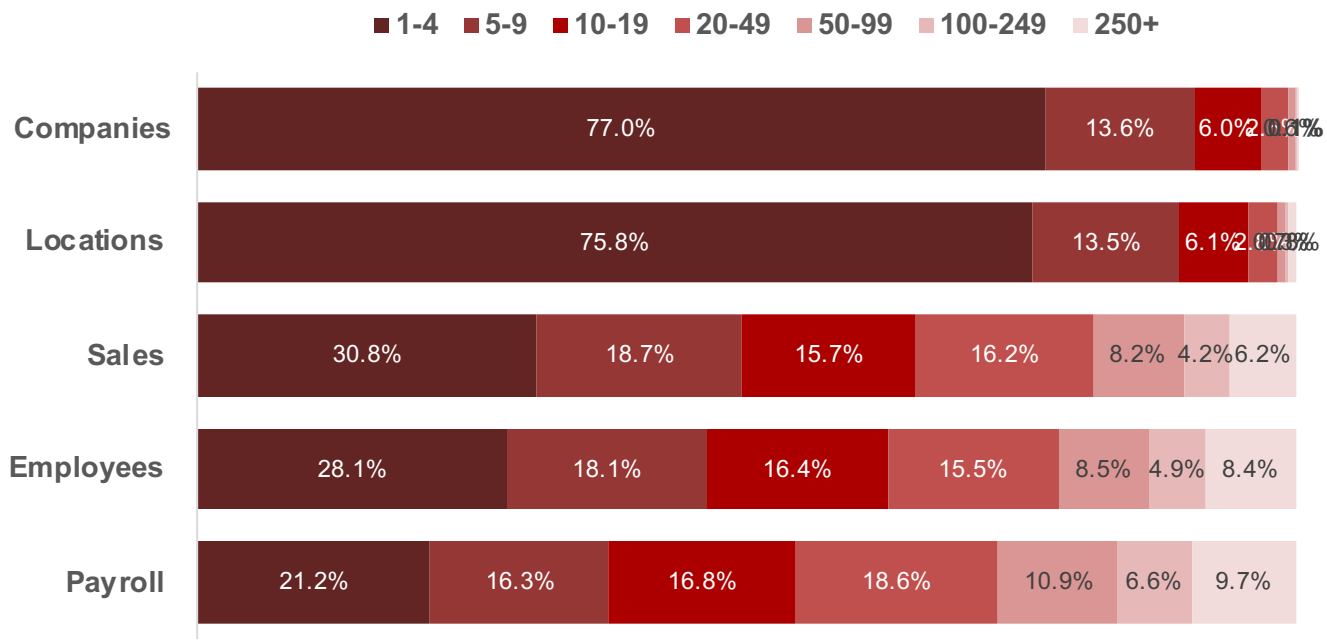
Industry Segmentation by Business Size

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	26,468	4,691	2,059	879	205	50	27
Locations	26,501	4,724	2,134	964	251	92	286
Sales ($ M)	13,672	8,293	6,954	7,190	3,618	1,873	2,731
Employees	38,532	24,845	22,518	21,216	11,586	6,675	11,572
Payroll ($ M)	2,204	1,697	1,746	1,934	1,136	687	1,008

	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%



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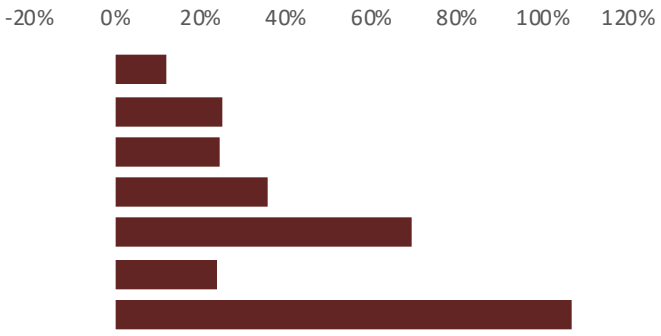
Industry Consolidation Analysis

Below is the consolidation anaylsis for the industry outlining sales, number of companies, locations and employees by size of company based on number of employees for 2020 and 2025.

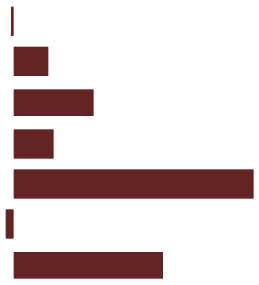
Sales ($ M)

# of Empl.	2020	2025	Growth
1-4	12,221	13,672	12%
5-9	6,619	8,293	25%
10-19	5,573	6,954	25%
20-49	5,308	7,190	35%
50-99	2,132	3,618	70%
100-249	1,510	1,873	24%
250+	1,320	2,731	107%



Number of Companies

# of Empl.	2020	2025	Growth
1-4	26,597	26,468	0%
5-9	4,346	4,691	8%
10-19	1,731	2,059	19%
20-49	803	879	9%
50-99	132	205	56%
100-249	50	50	-2%
250+	20	27	35%

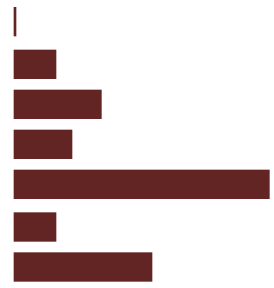


Number of Locations

# of Empl.	2020	2025	Growth
1-4	26,478	26,501	0%
5-9	4,344	4,724	9%
10-19	1,789	2,134	19%
20-49	892	964	8%
50-99	187	251	34%
100-249	97	92	-5%
250+	146	286	96%

Number of Employees

# of Empl.	2020	2025	Growth
1-4	38,442	38,532	0%
5-9	22,592	24,845	10%
10-19	18,654	22,518	21%
20-49	18,641	21,216	14%
50-99	7,247	11,586	60%
100-249	6,057	6,675	10%
250+	8,745	11,572	32%



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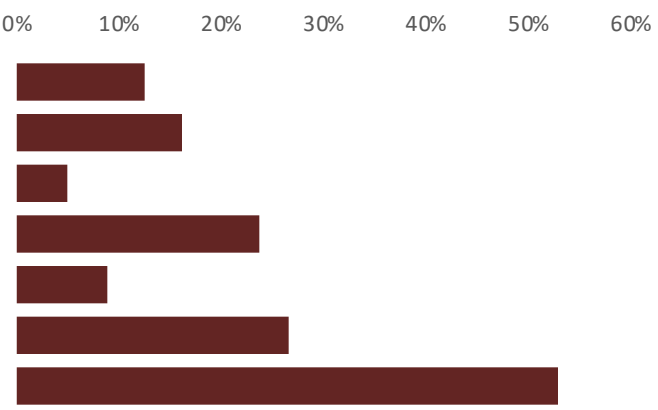
Industry Consolidation Benchmarks

Below are consolidation benchmarks including sales per company, location and employee by size of company based on number of employees for 2020 and 2025.

Sales per Company ($ thousands)

# of Empl.	2020	2025	Growth
1-4	459	517	12%
5-9	1,523	1,768	16%
10-19	3,220	3,377	5%
20-49	6,607	8,176	24%
50-99	16,203	17,620	9%
100-249	29,893	37,795	26%
250+	66,350	101,493	53%

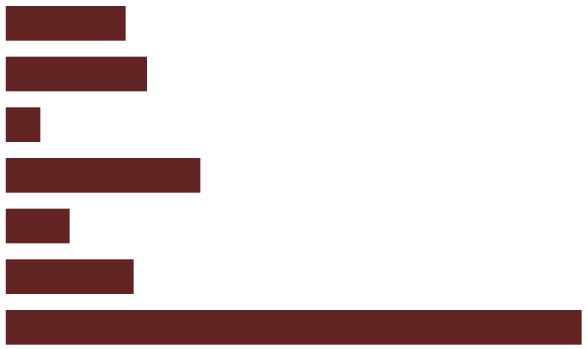


Sales per Location ($ thousands)

# of Empl.	2020	2025	Growth
1-4	462	516	12%
5-9	1,524	1,756	15%
10-19	3,114	3,258	5%
20-49	5,947	7,460	25%
50-99	11,383	14,422	27%
100-249	15,487	20,334	31%
250+	9,028	9,538	6%

Sales per Employee ($)

# of Empl.	2020	2025	Growth
1-4	317,902	354,827	12%
5-9	292,992	333,775	14%
10-19	298,739	308,796	3%
20-49	284,735	338,876	19%
50-99	294,239	312,268	6%
100-249	249,211	280,627	13%
250+	150,939	235,981	56%



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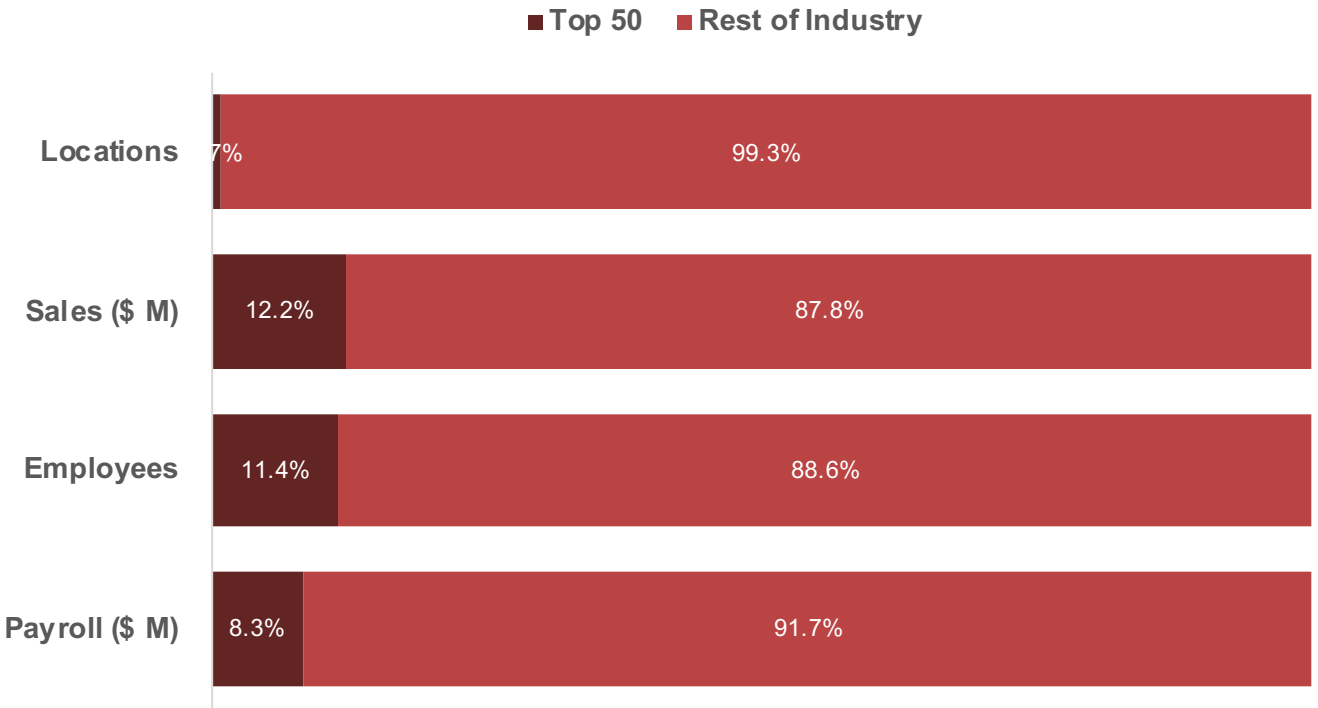
Industry Segmentation by Concentration

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	34,329
Locations	138	21	31	55	245	34,707
Sales ($ M)	1,442	684	1,337	1,932	5,395	38,935
Employees	4,374	2,109	3,927	5,238	15,650	121,294
Payroll ($ M)	295	120	188	263	867	9,545

	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%



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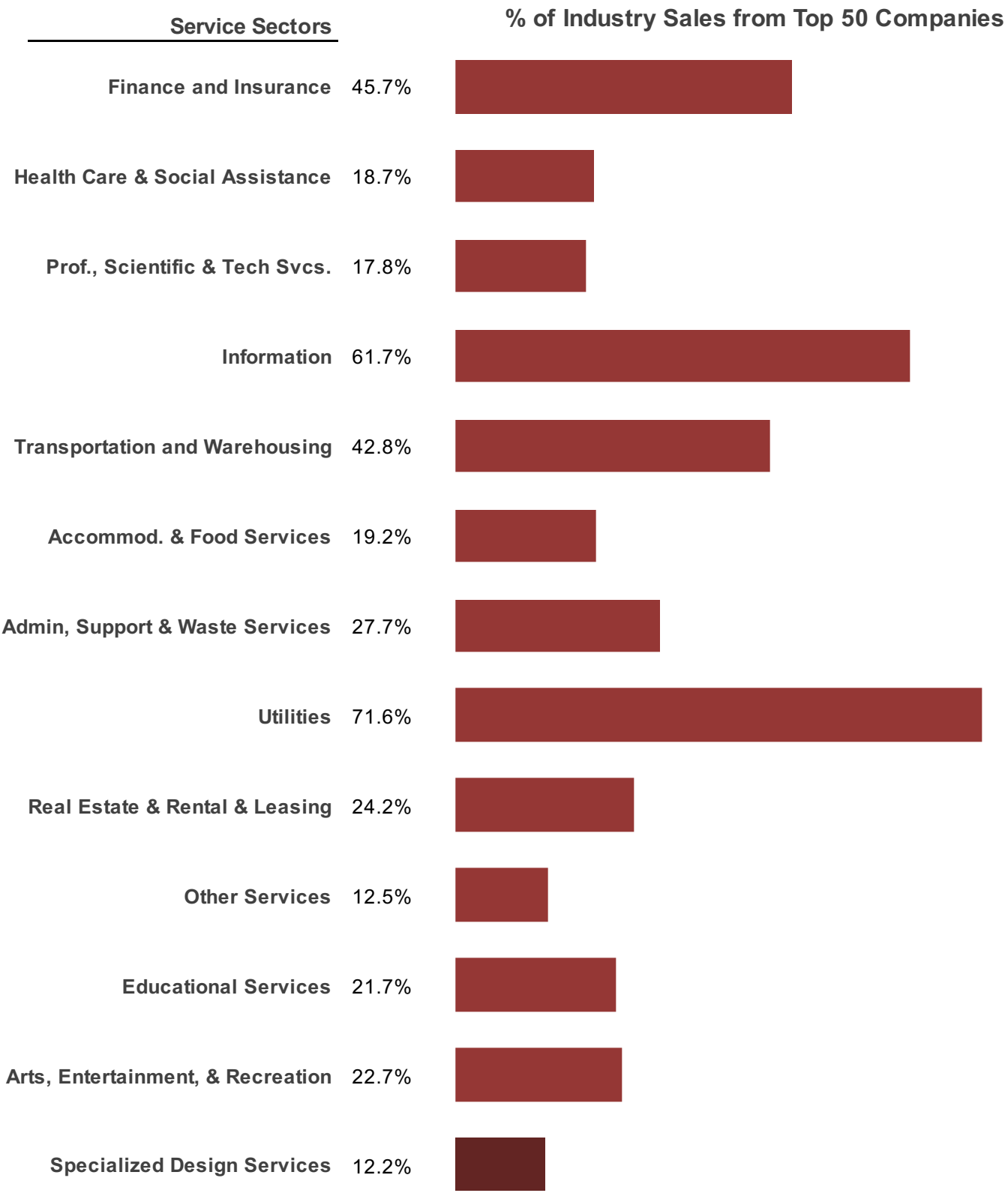
Sector Concentration Benchmarks

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.



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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.

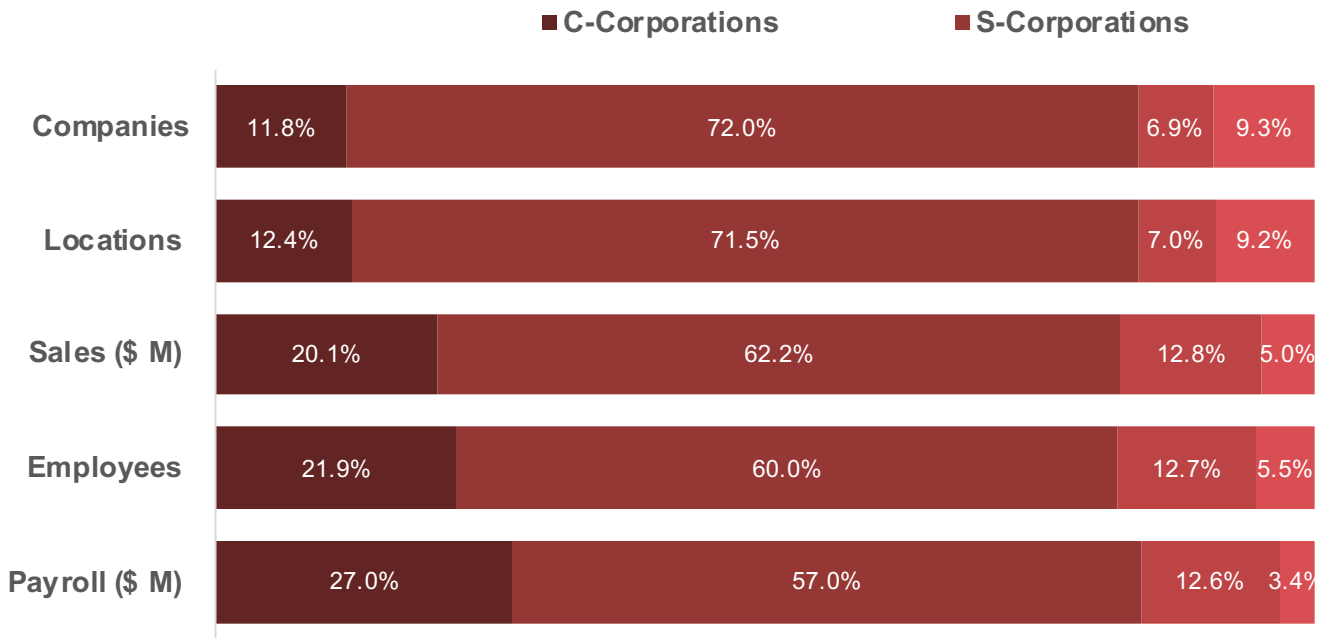
Specialized Design Services Segmentation by Business Structure

Business Structure

	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	4,070	24,741	2,379	3,190
Locations	4,328	24,977	2,441	3,208
Sales ($ M)	8,908	27,554	5,661	2,207
Employees	29,991	82,133	17,334	7,486
Payroll ($ M)	2,812	5,937	1,311	352

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%



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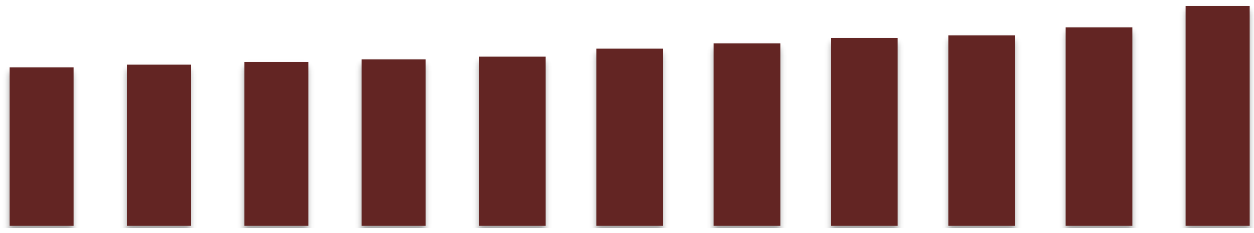
Pricing & Inflation

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)



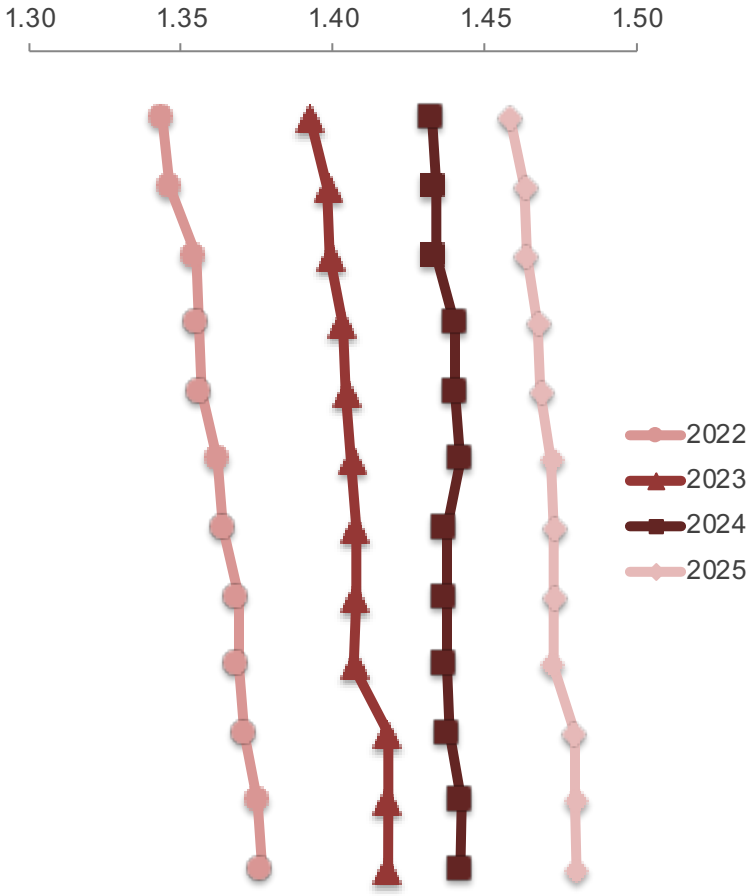
	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Avg. Inflation	1.21	1.24	1.27	1.27	1.30	1.36	1.41	1.44	1.47	1.52	1.70
Annual Growth		2.4%	2.1%	0.3%	2.5%	4.6%	3.3%	2.2%	2.3%	3.4%	2.8%

Compound Annual Growth Rate **2.6%** 3-Year **3.0%** 5-Year

Specialized Design Services Industry Inflation

(Indexed at 100 in 2006)

	2022	2023	2024	2025
Jan.	1.34	1.39	1.43	1.46
Feb.	1.35	1.40	1.43	1.46
Mar.	1.35	1.40	1.43	1.46
Apr.	1.36	1.40	1.44	1.47
May	1.36	1.40	1.44	1.47
Jun.	1.36	1.41	1.44	1.47
Jul.	1.36	1.41	1.44	1.47
Aug.	1.37	1.41	1.44	1.47
Sep.	1.37	1.41	1.44	1.47
Oct.	1.37	1.42	1.44	1.48
Nov.	1.38	1.42	1.44	1.48
Dec.	1.38	1.42	1.44	1.48



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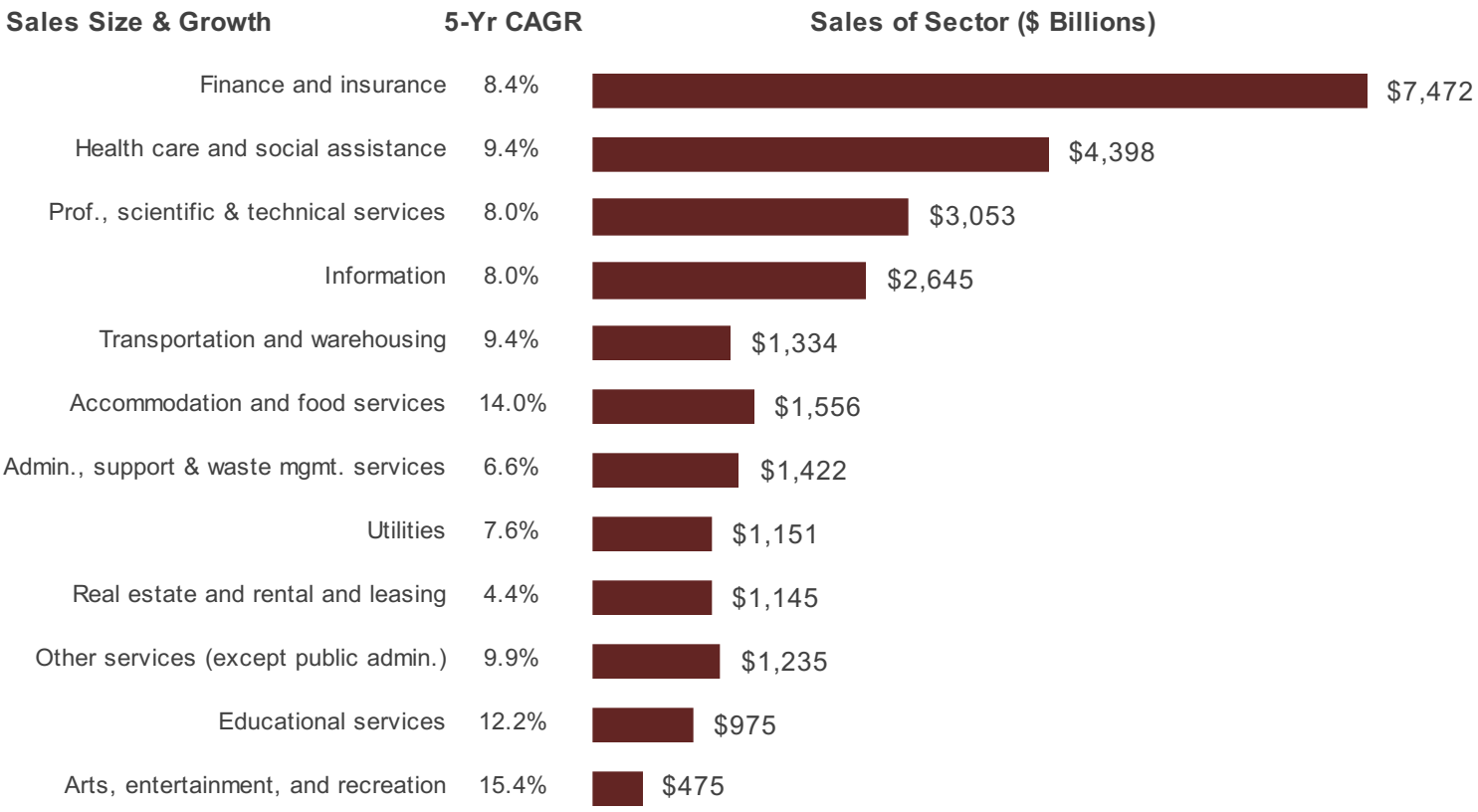
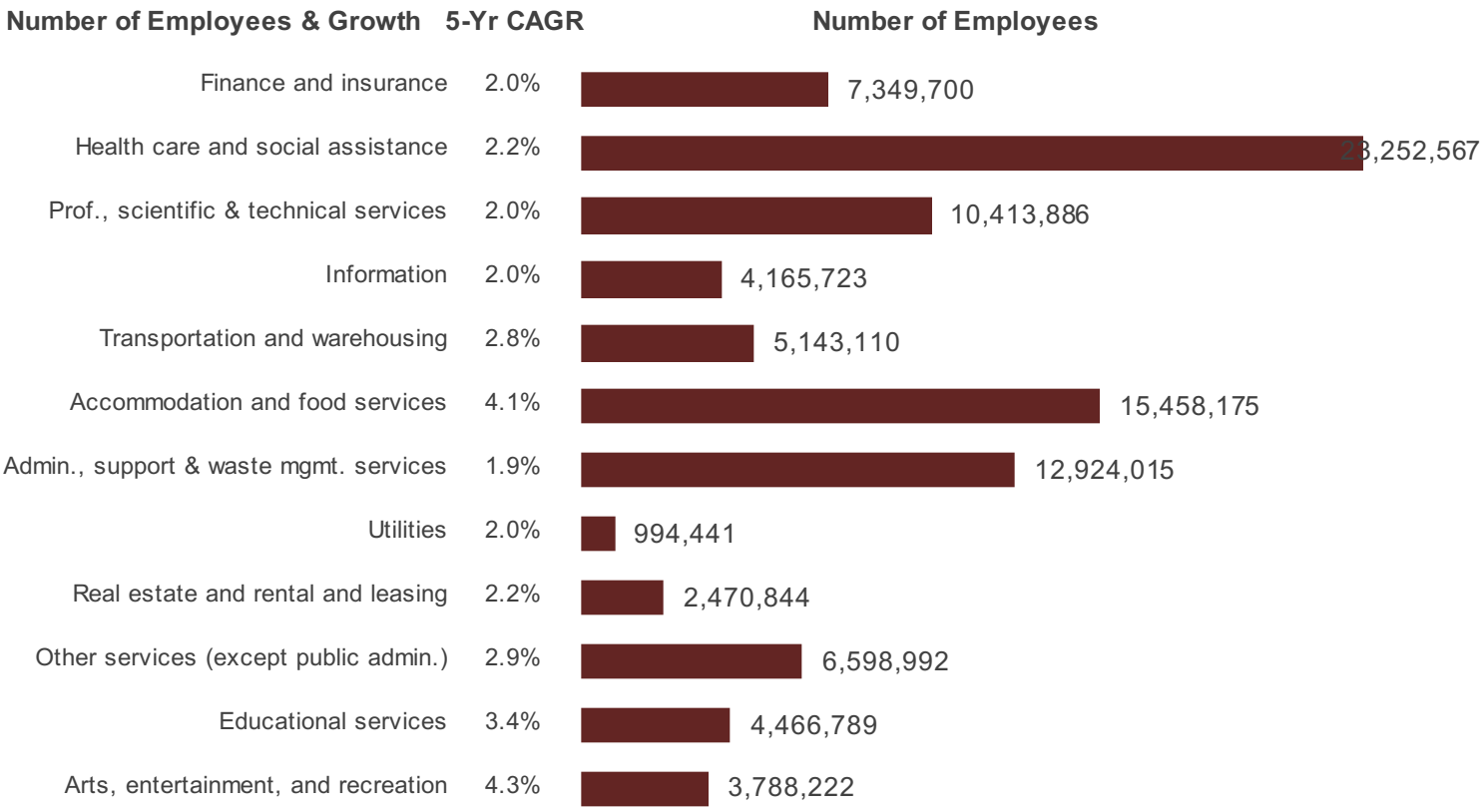
Services Sector Growth

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.





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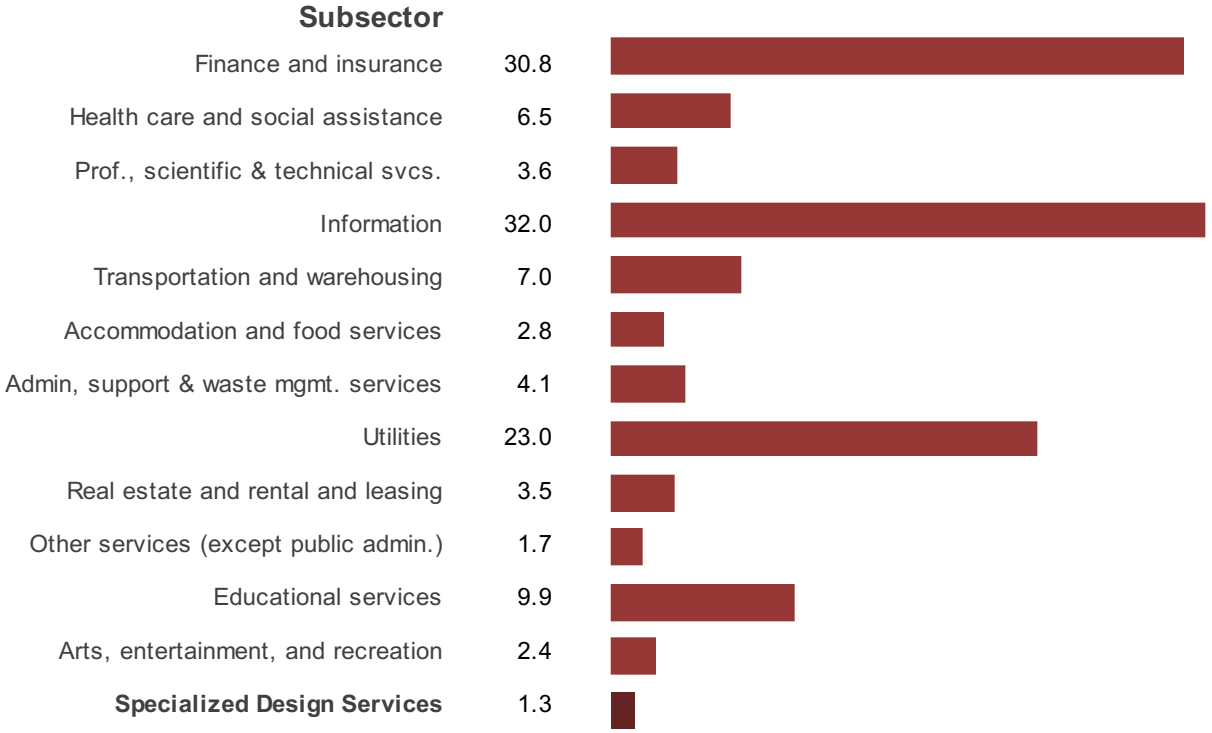
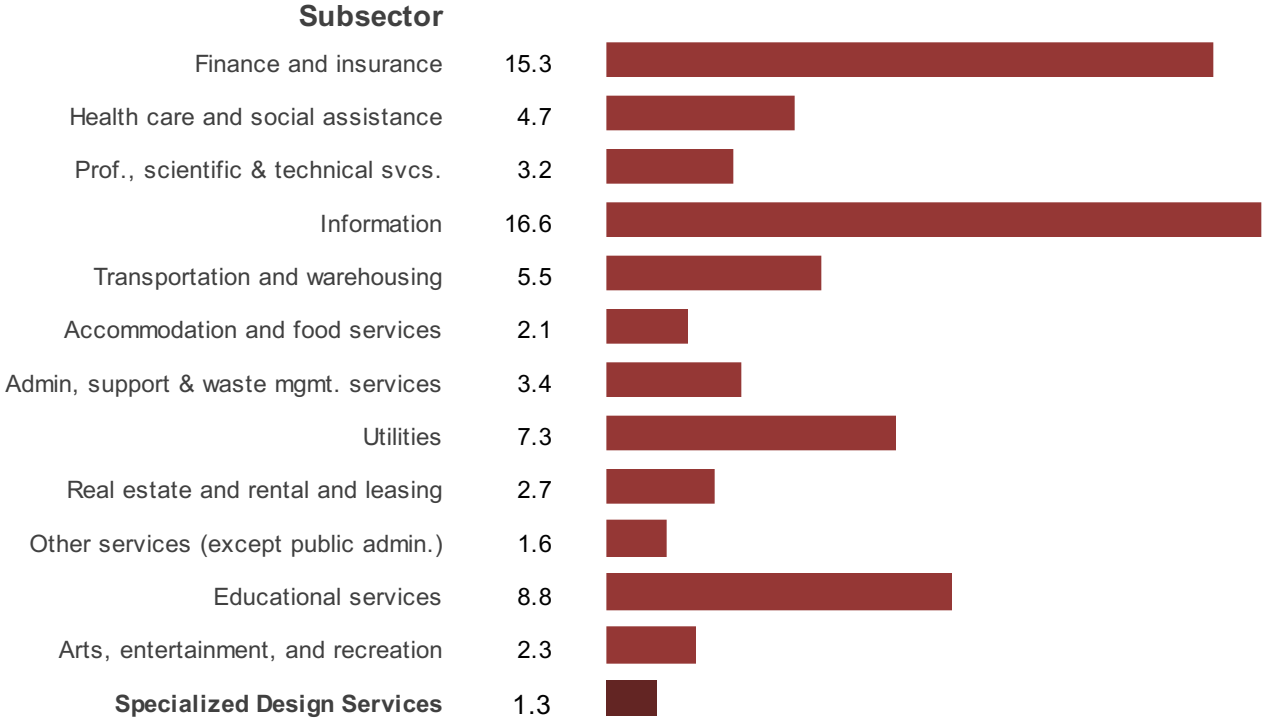
Subsector Analysis (1/2)

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)



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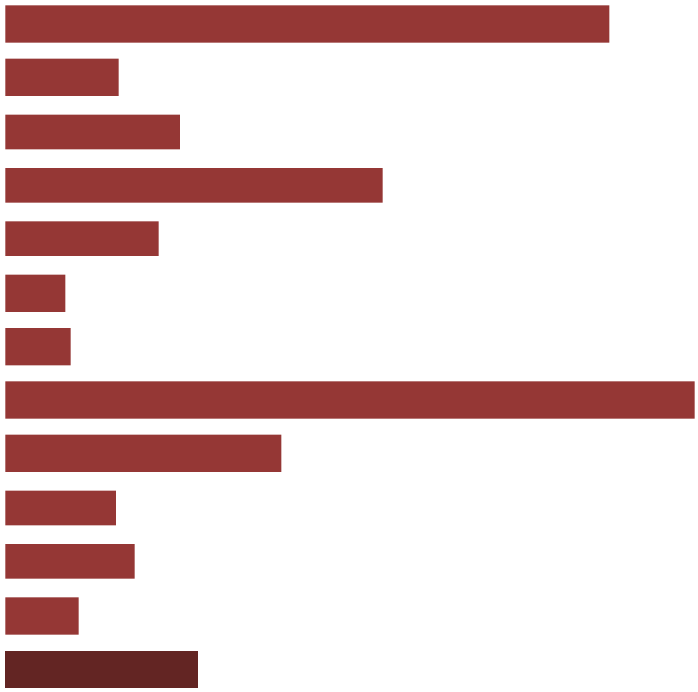
Subsector Analysis (2/2)

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.

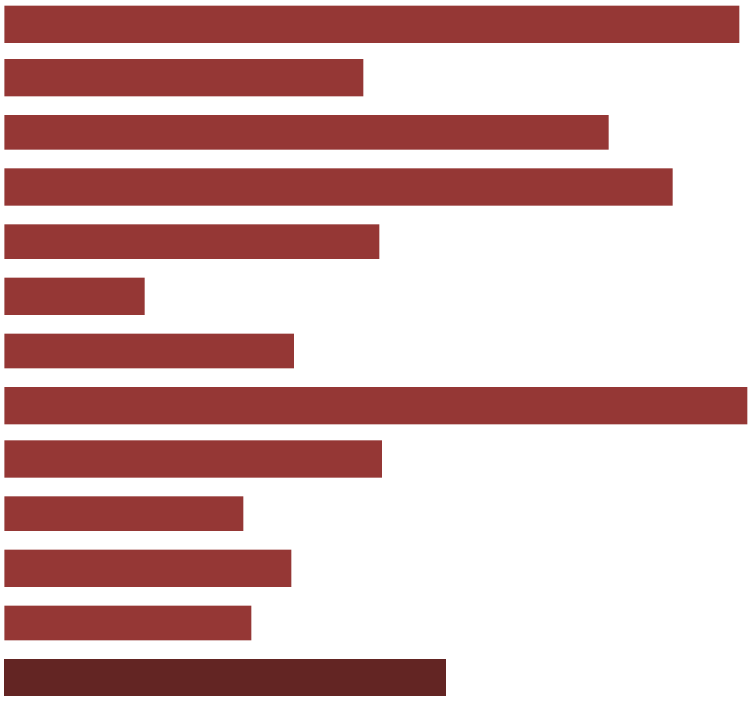
Sales per Employee ($ 000s)

Subsector	
Finance and insurance	1,016.7
Health care and social assistance	189.1
Prof., scientific & technical svcs.	293.2
Information	635.0
Transportation and warehousing	259.4
Accommodation and food services	100.6
Admin, support & waste mgmt. services	110.0
Utilities	1,157.0
Real estate and rental and leasing	463.6
Other services (except public admin.)	187.2
Educational services	218.3
Arts, entertainment, and recreation	125.4
Specialized Design Services	323.7



Payroll per Employee ($ 000s)

Subsector	
Finance and insurance	126.6
Health care and social assistance	61.8
Prof., scientific & technical svcs.	104.3
Information	115.1
Transportation and warehousing	64.6
Accommodation and food services	24.2
Admin, support & waste mgmt. services	49.9
Utilities	127.9
Real estate and rental and leasing	65.3
Other services (except public admin.)	41.1
Educational services	49.4
Arts, entertainment, and recreation	42.7
Specialized Design Services	76.0



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Section Two

Cost & Financial Analysis

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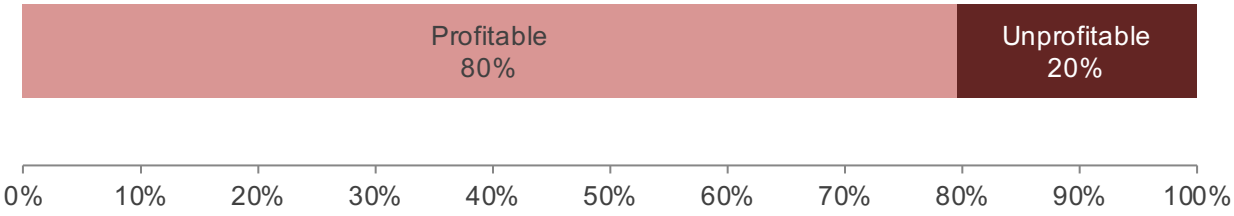
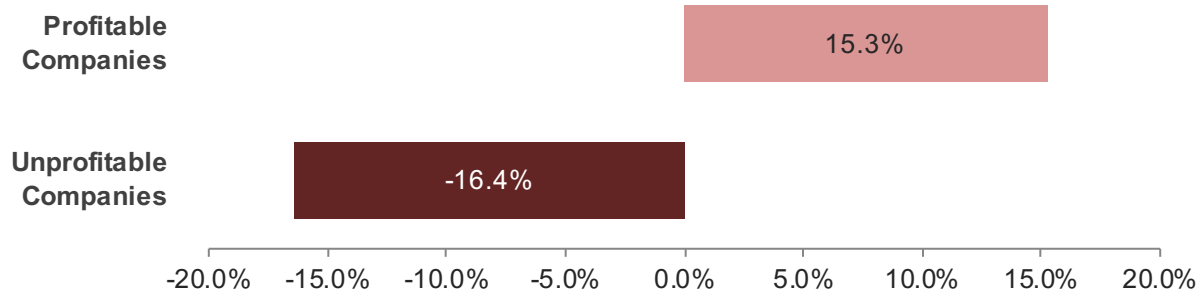
Profitability & Financial Ratio Analysis

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.

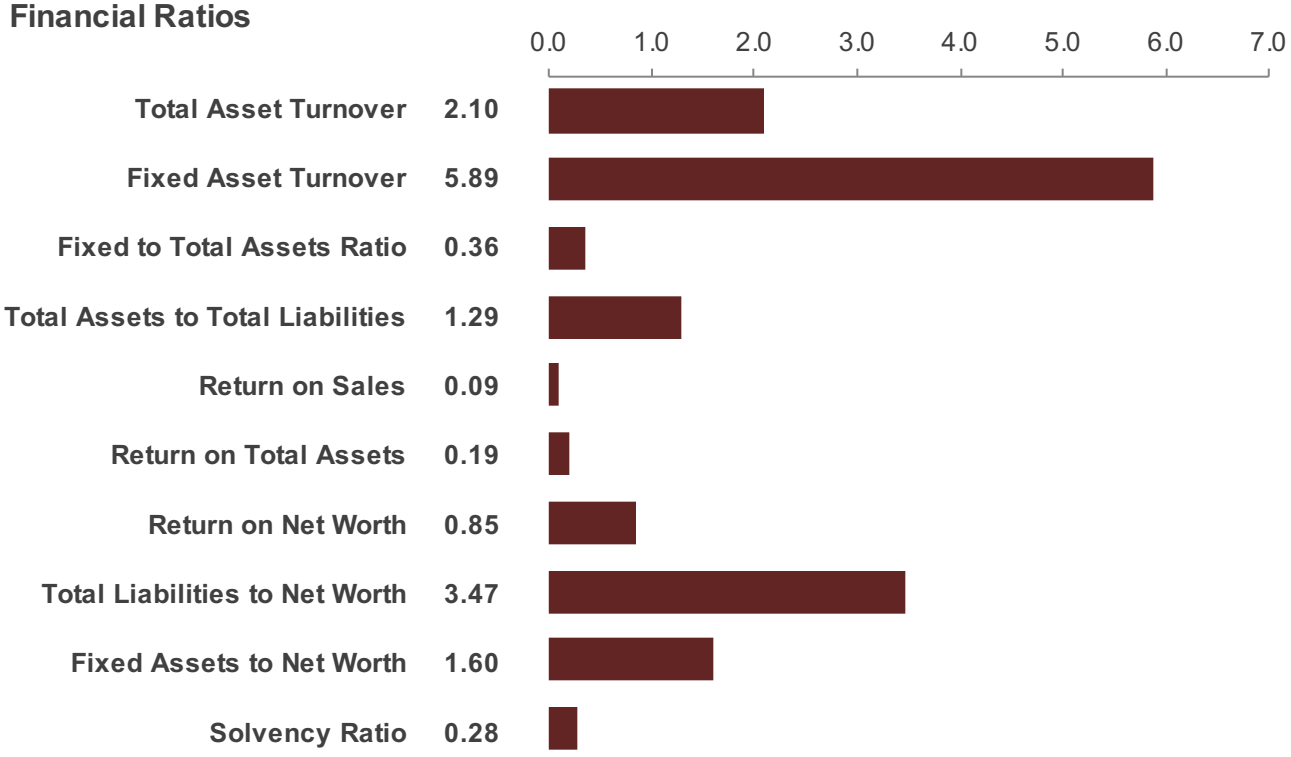
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenue



Financial Ratios



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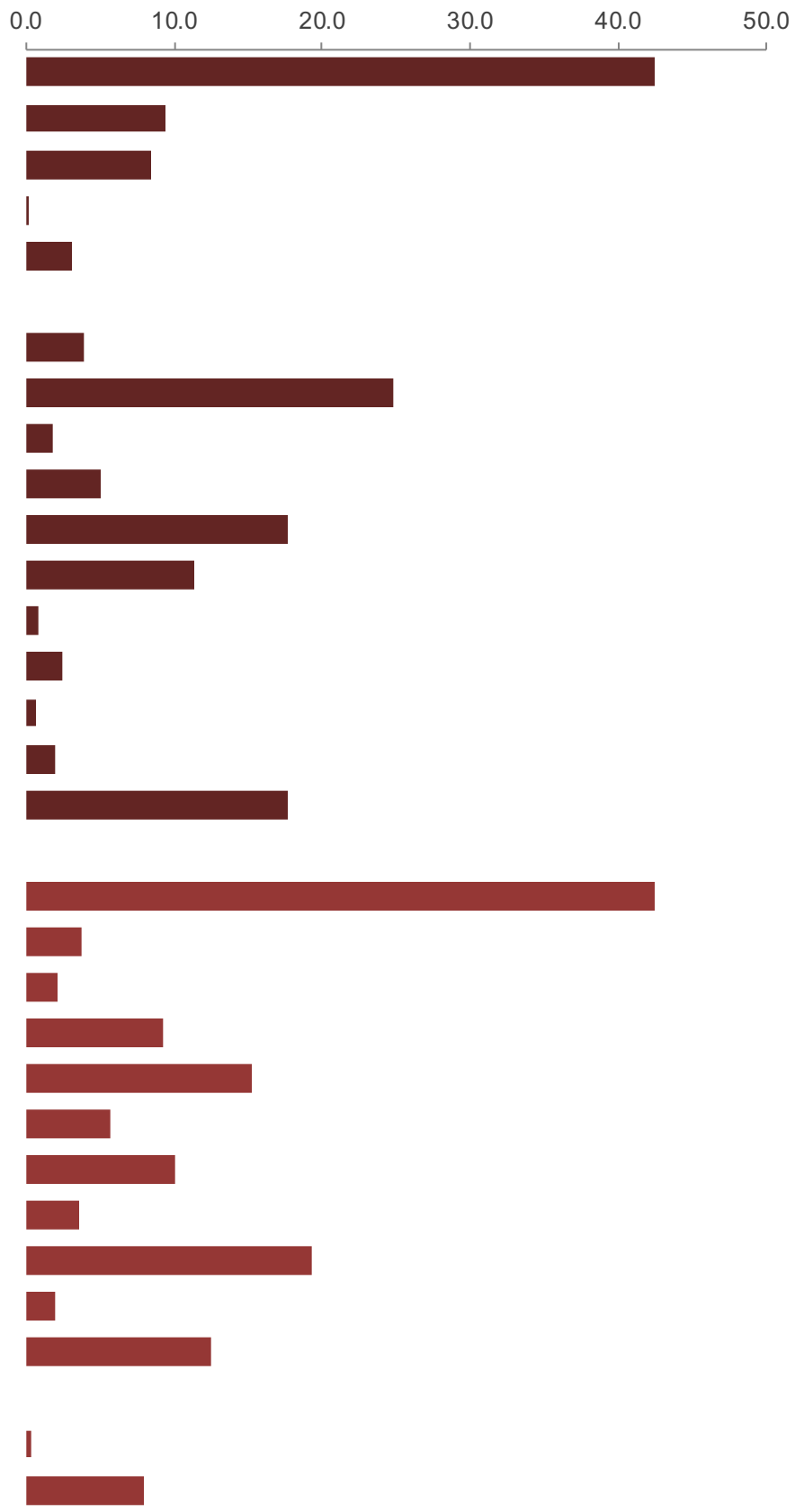
Balance Sheet Benchmarks - Assets, Liabilities & Equity

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

TOTAL ASSETS	**42.4**
Cash	9.5
Notes & Accounts Receivable	8.4
Less: Allowance for Bad Debts	0.0
Inventories	3.1
Treasuries & Securities	0.0
Other Current Assets	3.9
TOTAL CURRENT ASSETS	**24.8**
Loans to Shareholders / Mortgage	1.8
Other Investments	5.0
Depreciable Assets	17.6
Less: Accumulated Depreciation	11.3
Land	0.8
Intangible Assets (Amortizable)	2.5
Less: Accumulated Amortization	0.6
Other Assets	1.9
FIXED & NON-CURRENT ASSETS	**17.62**
TOTAL LIABILITIES	**42.4**
Accounts Payable	3.7
Mortgages, Notes, Bonds < 1 Yr.	2.2
Other Current Liabilities	9.3
TOTAL SHORT-TERM LIABILITIES	**15.2**
Loans from Shareholders	5.7
Mortgages, Notes, Bonds > 1 Yr.	10.0
Other Liabilities	3.6
TOTAL LONG-TERM LIABILITIES	**19.2**
Capital Stock	1.9
Additional Paid-in Capital	12.5
Retained Earnings	-6.1
Less: Cost of Treasury Stock	0.3
TOTAL NET WORTH	**8.0**



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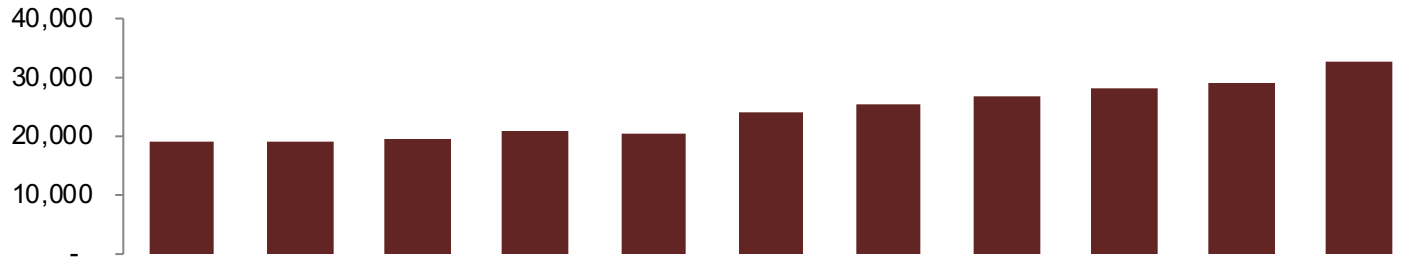
Operating Expenses

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 historicals and forecasts.

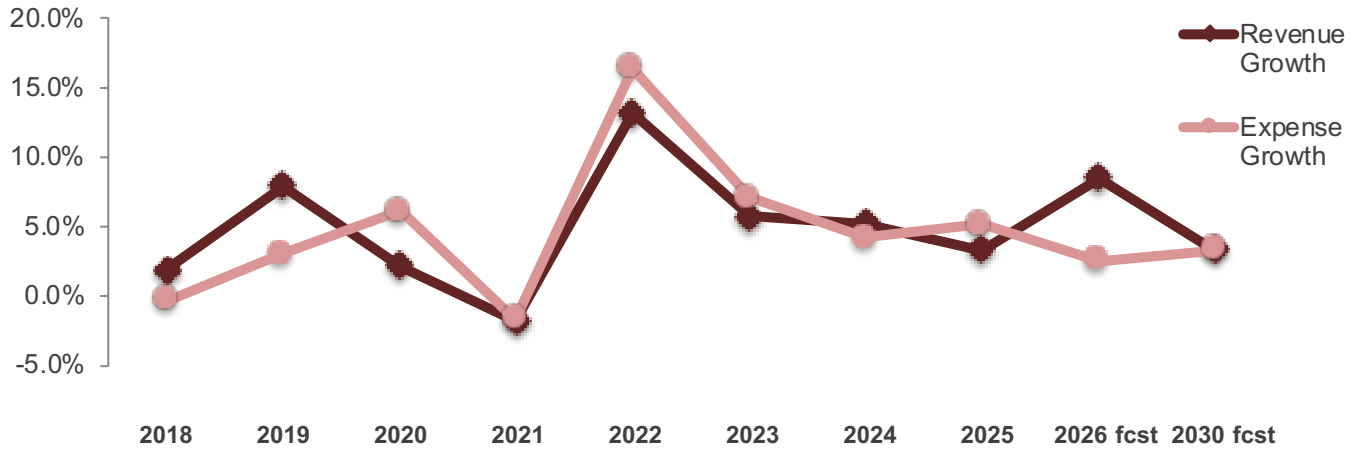
Industry Operating Expenses



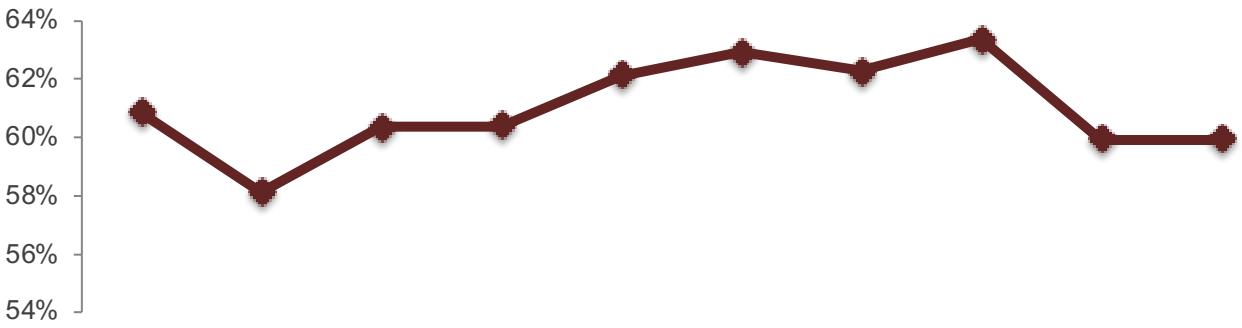
	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Millions)	19,198	19,143	19,729	20,934	20,587	23,951	25,645	26,720	28,100	28,831	32,899
Annual Growth		-0.3%	3.1%	6.1%	-1.7%	16.3%	7.1%	4.2%	5.2%	2.6%	3.4%

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

Industry Revenue vs. Operating Expense Growth



Operating Expense as a Percent of Revenue



	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
OPEX / Revenue	61%	58.1%	60.4%	60.4%	62.1%	62.9%	62.3%	63.4%	59.9%	59.9%

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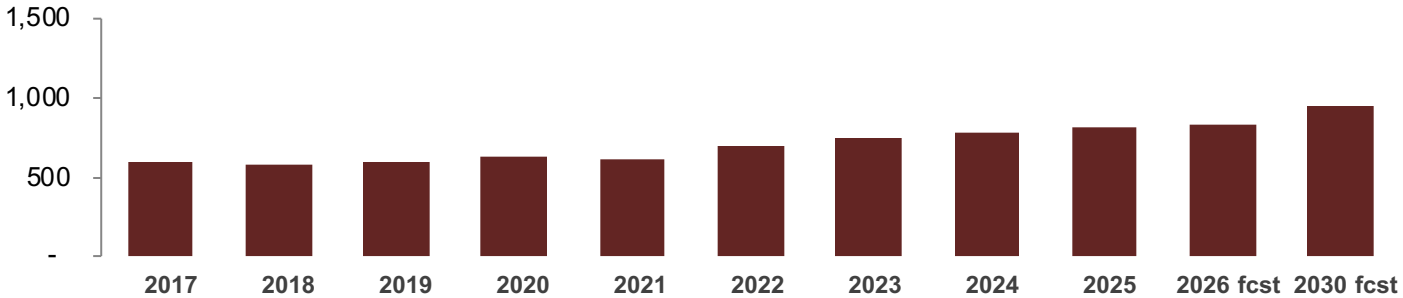
Operating Expenses per Company & Location

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.

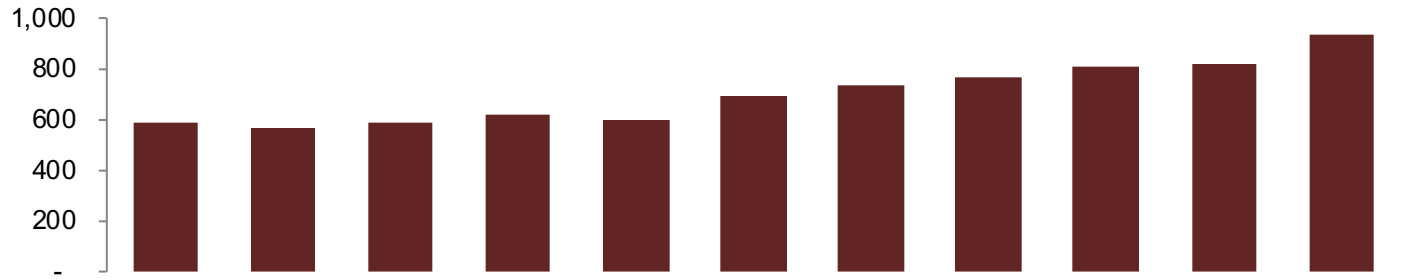
Industry Operating Expenses per Company



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	589	575	589	622	606	701	747	776	817	834	953
Annual Growth		-2.5%	2.5%	5.5%	-2.5%	15.7%	6.7%	3.9%	5.3%	2.0%	3.4%

Compound Annual Growth Rate **5.3%** 3-Year **5.6%** 5-Year

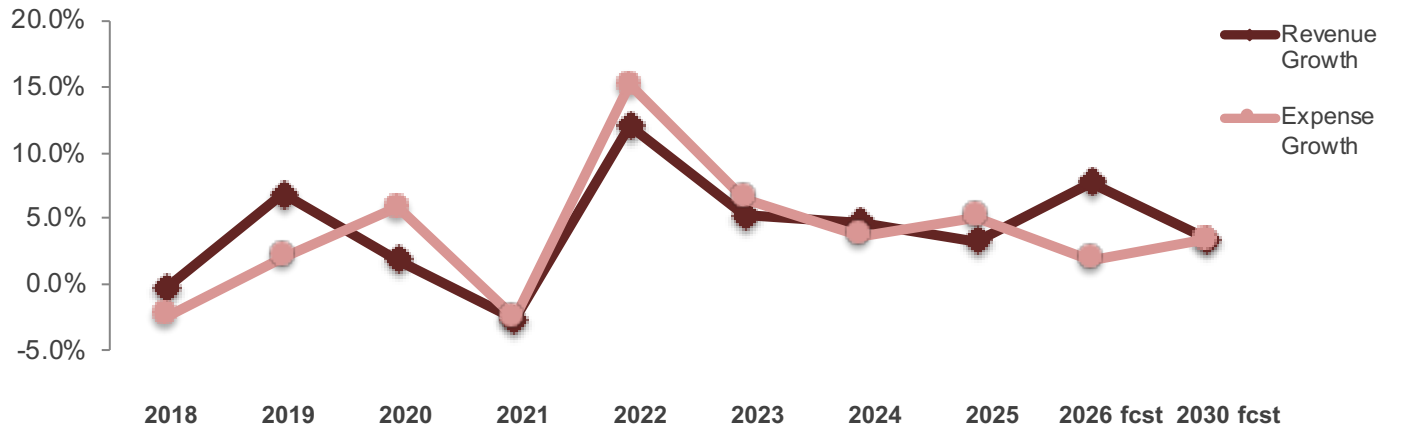
Industry Operating Expenses per Location



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	585	571	583	617	601	693	738	765	804	819	937
Annual Growth		-2.4%	2.1%	5.8%	-2.5%	15.2%	6.6%	3.7%	5.1%	1.8%	3.4%

Compound Annual Growth Rate **5.1%** 3-Year **5.4%** 5-Year

Revenue Growth per Location vs. Operating Expense Growth per Location



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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 Expenses	**56.7%**
Annual Payroll	**44.8%**
Health Insurance	**3.0%**
Defined Benefit Pension Plans	**0.5%**
Defined Contribution Plans	**1.1%**
Other Fringe Benefits	**4.4%**
Contract Labor Costs, Incl. Temporary Help	**3.0%**
Property Expenses	**5.7%**
Lease and Rent for Buildings, Offices, Stores	**4.8%**
Repairs and Maintenance to Buildings	**0.2%**
Purchased Electricity	**0.4%**
Purchased Fuels (except motor fuels)	**0.1%**
Water, Sewer, Refuse, Other Utility Payments	**0.1%**
Equipment Expenses	**13.0%**
Expensed Equipment	**0.8%**
Lease and Rent for Machinery and Equip.	**0.5%**
Repairs, Maint. to Machinery and Equip.	**0.3%**
Depreciation and Amortization Charges	**1.6%**
Other Materials, Parts, and Supplies	**9.7%**
IT Expenses	**2.8%**
Data Processing & Other Computer Services	**0.7%**
Communication Services	**1.3%**
Expensed Purchases of Software	**0.9%**
Miscellaneous Expenses	**7.7%**
Advertising and Promotional Services	**1.6%**
Professional and Technical Services	**5.2%**
Taxes and License Fees	**0.9%**
Other Operating Expenses	**14.1%**
Other Operating Expenses	**14.1%**

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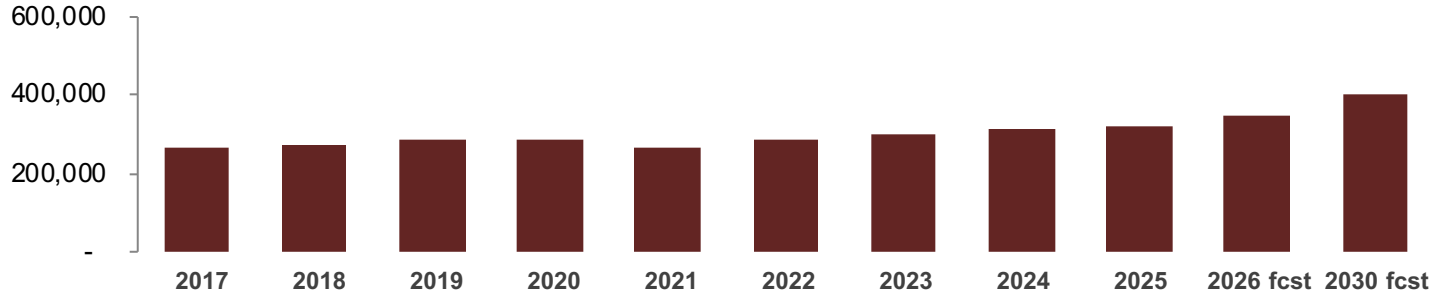
Employee Productivity & Industry Employment

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

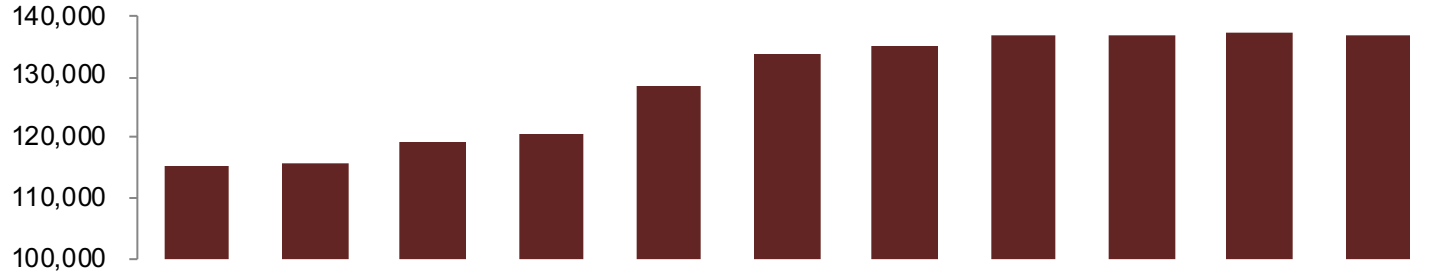
Productivity - Revenue (output) per Employee



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Rev. per Emp. ($)	268,103	271,290	284,205	288,111	264,815	288,749	301,493	313,674	323,708	350,291	401,283
Annual Growth		1.2%	4.8%	1.4%	-8.1%	9.0%	4.4%	4.0%	3.2%	8.2%	3.5%

Compound Annual Growth Rate **3.9%** 3-Year **2.4%** 5-Year

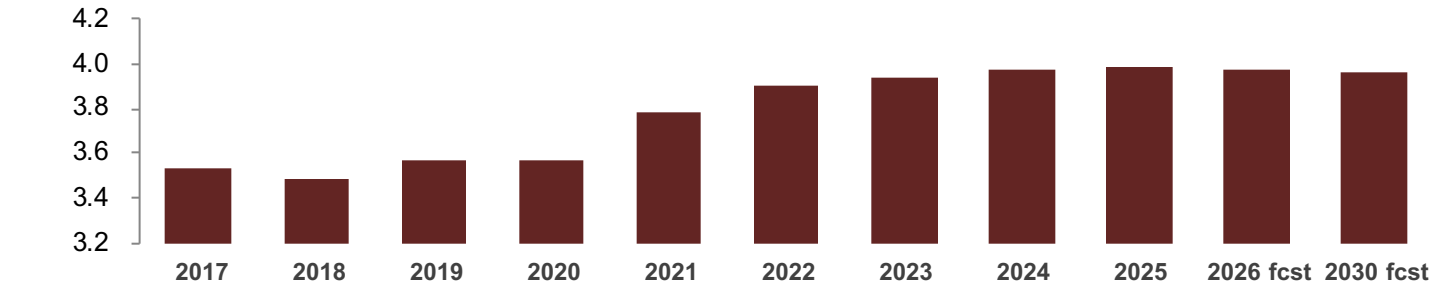
Total Industry Employees



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
# of Employees	115,152	115,962	119,447	120,378	128,672	133,535	135,194	136,761	136,944	137,363	136,829
Annual Growth		0.7%	3.0%	0.8%	6.9%	3.8%	1.2%	1.2%	0.1%	0.3%	-0.1%

Compound Annual Growth Rate **0.8%** 3-Year **2.6%** 5-Year

Employees per Company



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Emp. / Company	3.5	3.5	3.6	3.6	3.8	3.9	3.9	4.0	4.0	4.0	4.0
Annual Growth		-1.5%	2.4%	0.2%	5.9%	3.2%	0.9%	0.8%	0.3%	-0.3%	-0.1%

Compound Annual Growth Rate **0.7%** 3-Year **2.2%** 5-Year

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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.

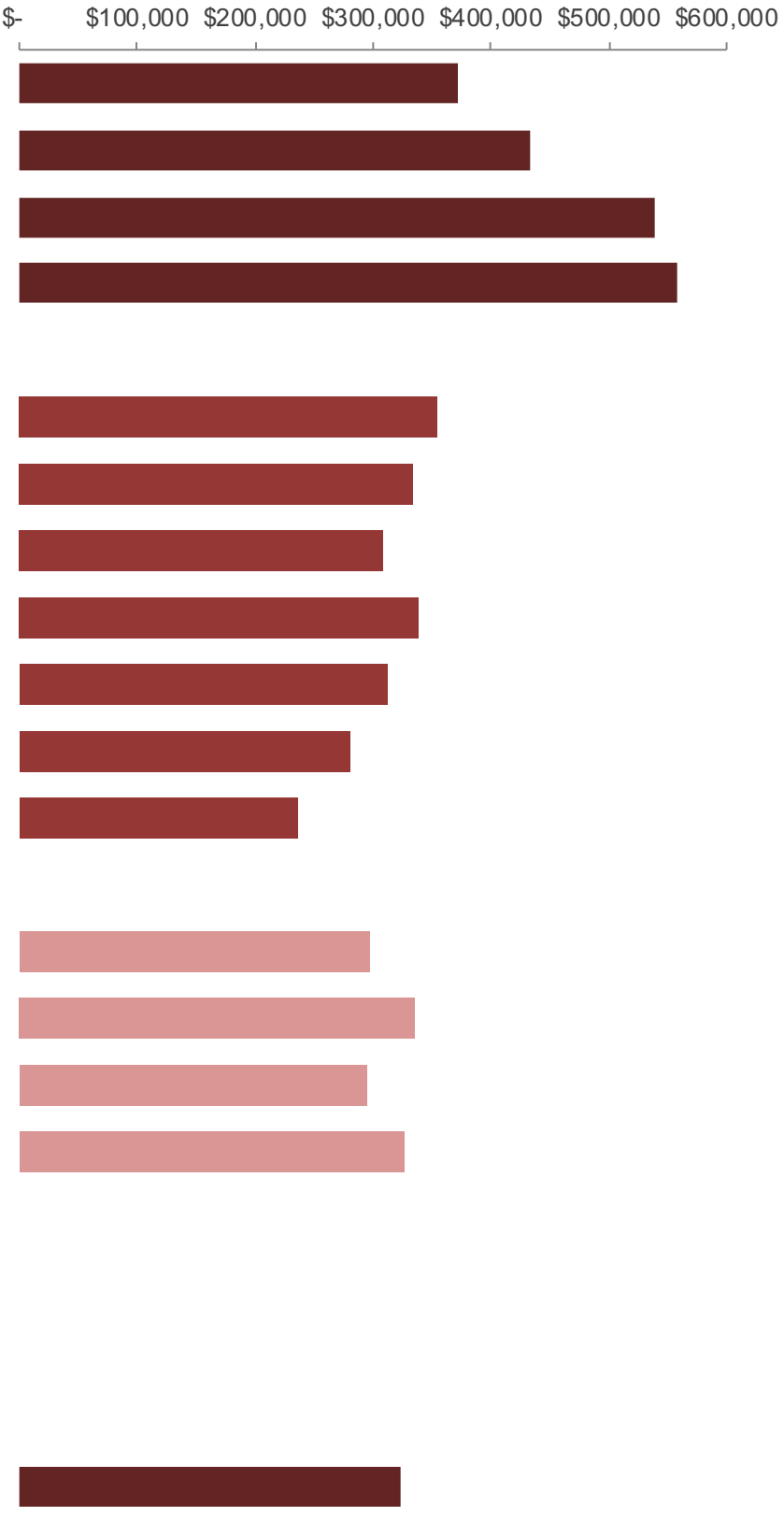
Concentration Segments	
4 largest firms	$371,272
Next 4 largest	$432,747
Next 12 largest	$539,840
Next 30 largest	$558,273

Business Size (# employees)	
1-4	$354,827
5-9	$333,775
10-19	$308,796
20-49	$338,876
50-99	$312,268
100-249	$280,627
250+	$235,981

Business Structure Segments	
C-corporations	$297,008
S-corporations	$335,486
Sole Proprietorships	$294,826
Partnerships	$326,569

Franchise Segments	
Franchisee-Owned	no data
Franchisor-Owned	no data

Total Industry Sales	$323,708



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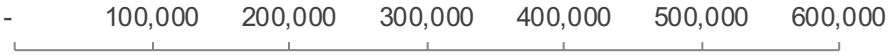
Productivity by State - Revenue (output) per Employee

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

	Rank	$
Alabama	33	326,631
Alaska	35	297,719
Arizona	14	377,720
Arkansas	17	368,199
California	7	412,207
Colorado	23	345,029
Connecticut	2	491,120
Delaware	10	384,605
D.C.	8	410,731
Florida	6	418,802
Georgia	22	348,419
Hawaii	5	419,362
Idaho	45	261,556
Illinois	28	335,136
Indiana	47	246,011
Iowa	48	242,195
Kansas	1	533,984
Kentucky	44	275,749
Louisiana	36	297,242
Maine	37	295,564
Maryland	25	341,892
Massachusetts	9	385,655
Michigan	46	250,844
Minnesota	12	382,385
Mississippi	29	332,558
Missouri	40	290,306
Montana	15	369,719
Nebraska	38	292,876
Nevada	21	352,286
New Hampshire	34	304,076
New Jersey	19	364,289
New Mexico	32	327,538
New York	4	428,397
North Carolina	43	286,650
North Dakota	50	205,367
Ohio	41	287,548
Oklahoma	42	286,708
Oregon	27	336,789
Pennsylvania	18	364,981
Rhode Island	16	368,825
South Carolina	13	379,583
South Dakota	49	237,135
Tennessee	26	338,455
Texas	20	363,305
Utah	24	342,089
Vermont	39	291,886
Virginia	30	328,238
Washington	11	382,589
West Virginia	51	205,317
Wisconsin	31	327,668
Wyoming	3	439,038



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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
Abilene, TX	109
Akron, OH	228
Albany, GA	306
Albany, OR	315
Albany-Schenectady-Troy, NY	208
Albuquerque, NM	323
Alexandria, LA	316
Allentown-Bethlehem-Easton, PA-NJ	217
Altoona, PA	228
Amarillo, TX	256
Ames, IA	323
Anchorage, AK	264
Ann Arbor, MI	81
Anniston-Oxford-Jacksonville, AL	230
Appleton, WI	392
Asheville, NC	250
Athens-Clarke County, GA	187
Atlanta-Sandy Springs-Roswell, GA	323
Atlantic City-Hammonton, NJ	321
Auburn-Opelika, AL	395
Augusta-Richmond County, GA-SC	217
Austin-Round Rock, TX	345
Bakersfield, CA	322
Baltimore-Columbia-Towson, MD	275
Bangor, ME	154
Barnstable Town, MA	324
Baton Rouge, LA	280
Battle Creek, MI	316
Bay City, MI	281
Beaumont-Port Arthur, TX	335
Beckley, WV	321
Bellingham, WA	291
Bend-Redmond, OR	323
Billings, MT	177
Binghamton, NY	321
Birmingham-Hoover, AL	326
Bismarck, ND	321
Blacksburg-Christiansburg-Radford, VA	161
Bloomington, IL	293
Bloomington, IN	149
Bloomsburg-Berwick, PA	248
Boise City, ID	247
Boston-Cambridge-Newton, MA-NH	334
Boulder, CO	198
Bowling Green, KY	242
Bremerton-Silverdale, WA	157
Bridgeport-Stamford-Norwalk, CT	514
Brownsville-Harlingen, TX	168

Metropolitan Statistical Area	$000s
Brunswick, GA	656
Buffalo-Cheektowaga-Niagara Falls, NY	215
Burlington, NC	321
Burlington-South Burlington, VT	236
California-Lexington Park, MD	318
Canton-Massillon, OH	228
Cape Coral-Fort Myers, FL	329
Cape Girardeau, MO-IL	no data
Carbondale-Marion, IL	134
Carson City, NV	206
Casper, WY	149
Cedar Rapids, IA	192
Chambersburg-Waynesboro, PA	96
Champaign-Urbana, IL	145
Charleston, WV	150
Charleston-North Charleston, SC	365
Charlotte-Concord-Gastonia, NC-SC	296
Charlottesville, VA	183
Chattanooga, TN-GA	210
Cheyenne, WY	446
Chicago-Naperville-Elgin, IL-IN-WI	303
Chico, CA	320
Cincinnati, OH-KY-IN	247
Clarksville, TN-KY	102
Cleveland, TN	112
Cleveland-Elyria, OH	285
Coeur d'Alene, ID	322
College Station-Bryan, TX	110
Colorado Springs, CO	257
Columbia, MO	307
Columbia, SC	349
Columbus, GA-AL	242
Columbus, IN	321
Columbus, OH	262
Corpus Christi, TX	205
Corvallis, OR	315
Crestview-Fort Walton Beach-Destin, FL	325
Cumberland, MD-WV	135
Dallas-Fort Worth-Arlington, TX	335
Dalton, GA	321
Danville, IL	no data
Daphne-Fairhope-Foley, AL	570
Davenport-Moline-Rock Island, IA-IL	246
Dayton, OH	201
Decatur, AL	169
Decatur, IL	107
Deltona-Daytona Beach-Ormond, FL	521
Denver-Aurora-Lakewood, CO	297

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
Des Moines-West Des Moines, IA	228
Detroit-Warren-Dearborn, MI	290
Dothan, AL	323
Dover, DE	254
Dubuque, IA	207
Duluth, MN-WI	322
Durham-Chapel Hill, NC	255
East Stroudsburg, PA	304
Eau Claire, WI	147
El Centro, CA	320
Elizabethtown-Fort Knox, KY	83
Elkhart-Goshen, IN	200
Elmira, NY	321
El Paso, TX	183
Enid, OK	no data
Erie, PA	143
Eugene, OR	190
Evansville, IN-KY	181
Fairbanks, AK	318
Fargo, ND-MN	179
Farmington, NM	319
Fayetteville, NC	323
Fayetteville-Springdale-Rogers, AR-MO	355
Flagstaff, AZ	323
Flint, MI	149
Florence, SC	153
Florence-Muscle Shoals, AL	322
Fond du Lac, WI	110
Fort Collins, CO	293
Fort Smith, AR-OK	296
Fort Wayne, IN	284
Fresno, CA	318
Gadsden, AL	312
Gainesville, FL	159
Gainesville, GA	320
Gettysburg, PA	313
Glens Falls, NY	185
Goldsboro, NC	314
Grand Forks, ND-MN	281
Grand Island, NE	315
Grand Junction, CO	177
Grand Rapids-Wyoming, MI	282
Grants Pass, OR	202
Great Falls, MT	177
Greeley, CO	207
Green Bay, WI	280
Greensboro-High Point, NC	172
Greenville, NC	206
Greenville-Anderson-Mauldin, SC	376
Gulfport-Biloxi-Pascagoula, MS	168
Hagerstown-Martinsburg, MD-WV	324
Hammond, LA	317
Hanford-Corcoran, CA	273
Harrisburg-Carlisle, PA	298
Harrisonburg, VA	189
Hartford-West Hartford-East Hartford, CT	323
Hattiesburg, MS	220
Hickory-Lenoir-Morganton, NC	249
Hilton Head Island-Bluffton-Beaufort, SC	290
Hinesville, GA	321
Homosassa Springs, FL	261
Hot Springs, AR	239
Houma-Thibodaux, LA	248
Houston-The Woodlands-Sugar Land, TX	334
Huntington-Ashland, WV-KY-OH	322
Huntsville, AL	264
Idaho Falls, ID	321
Indianapolis-Carmel-Anderson, IN	187
Iowa City, IA	299
Ithaca, NY	241
Jackson, MI	250
Jackson, MS	289
Jackson, TN	323
Jacksonville, FL	289
Jacksonville, NC	339
Janesville-Beloit, WI	320
Jefferson City, MO	184
Johnson City, TN	174
Johnstown, PA	319
Jonesboro, AR	321
Joplin, MO	103
Kahului-Wailuku-Lahaina, HI	239
Kalamazoo-Portage, MI	323
Kankakee, IL	307
Kansas City, MO-KS	457
Kennewick-Richland, WA	323
Killeen-Temple, TX	323
Kingsport-Bristol-Bristol, TN-VA	83
Kingston, NY	323
Knoxville, TN	181
Kokomo, IN	320
La Crosse-Onalaska, WI-MN	321
Lafayette, LA	196
Lafayette-West Lafayette, IN	247
Lake Charles, LA	105
Lake Havasu City-Kingman, AZ	321

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
Lakeland-Winter Haven, FL	197
Lancaster, PA	235
Lansing-East Lansing, MI	160
Laredo, TX	321
Las Cruces, NM	322
Las Vegas-Henderson-Paradise, NV	319
Lawrence, KS	319
Lawton, OK	317
Lebanon, PA	329
Lewiston, ID-WA	309
Lewiston-Auburn, ME	322
Lexington-Fayette, KY	269
Lima, OH	319
Lincoln, NE	279
Little Rock-North Little Rock-Conway, AR	361
Logan, UT-ID	245
Longview, TX	139
Longview, WA	202
Los Angeles-Long Beach-Anaheim, CA	381
Louisville/Jefferson County, KY-IN	244
Lubbock, TX	254
Lynchburg, VA	246
Macon-Bibb County, GA	154
Madera, CA	320
Madison, WI	233
Manchester-Nashua, NH	229
Manhattan, KS	321
Mankato-North Mankato, MN	319
Mansfield, OH	316
McAllen-Edinburg-Mission, TX	163
Medford, OR	193
Memphis, TN-MS-AR	291
Merced, CA	no data
Miami-Fort Lauderdale-West Palm Beach, FL	408
Michigan City-La Porte, IN	312
Midland, MI	301
Midland, TX	356
Milwaukee-Waukesha-West Allis, WI	365
Minneapolis-St. Paul-Bloomington, MN-WI	268
Missoula, MT	300
Mobile, AL	144
Modesto, CA	193
Monroe, LA	224
Monroe, MI	318
Montgomery, AL	226
Morgantown, WV	320
Morristown, TN	no data
Mount Vernon-Anacortes, WA	150

Metropolitan Statistical Area	$000s
Muncie, IN	323
Muskegon, MI	232
Myrtle-Conway-North Myrtle, SC-NC	345
Napa, CA	312
Naples-Immokalee-Marco Island, FL	519
Nashville-Davidson--Murfr.--Franklin, TN	364
New Bern, NC	318
New Haven-Milford, CT	324
New Orleans-Metairie, LA	278
New York-Newark-Jersey City, NY-NJ-PA	377
Niles-Benton Harbor, MI	326
North Port-Sarasota-Bradenton, FL	373
Norwich-New London, CT	322
Ocala, FL	206
Ocean City, NJ	442
Odessa, TX	no data
Ogden-Clearfield, UT	208
Oklahoma City, OK	242
Olympia-Tumwater, WA	322
Omaha-Council Bluffs, NE-IA	256
Orlando-Kissimmee-Sanford, FL	404
Oshkosh-Neenah, WI	347
Owensboro, KY	184
Oxnard-Thousand Oaks-Ventura, CA	332
Palm Bay-Melbourne-Titusville, FL	47
Panama City, FL	382
Parkersburg-Vienna, WV	319
Pensacola-Ferry Pass-Brent, FL	181
Peoria, IL	198
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	369
Phoenix-Mesa-Scottsdale, AZ	353
Pine Bluff, AR	311
Pittsburgh, PA	300
Pittsfield, MA	473
Pocatello, ID	314
Portland-South Portland, ME	283
Portland-Vancouver-Hillsboro, OR-WA	290
Port St. Lucie, FL	326
Prescott, AZ	319
Providence-Warwick, RI-MA	326
Provo-Orem, UT	229
Pueblo, CO	317
Punta Gorda, FL	253
Racine, WI	212
Raleigh, NC	246
Rapid City, SD	171
Reading, PA	274
Redding, CA	302

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
Reno, NV	211
Richmond, VA	253
Riverside-San Bernardino-Ontario, CA	284
Roanoke, VA	283
Rochester, MN	321
Rochester, NY	256
Rockford, IL	288
Rocky Mount, NC	324
Rome, GA	316
Sacramento--Roseville--Arden-Arcade, CA	482
Saginaw, MI	189
St. Cloud, MN	295
St. George, UT	429
St. Joseph, MO-KS	316
St. Louis, MO-IL	277
Salem, OR	321
Salinas, CA	319
Salisbury, MD-DE	273
Salt Lake City, UT	309
San Angelo, TX	276
San Antonio-New Braunfels, TX	228
San Diego-Carlsbad, CA	351
San Francisco-Oakland-Hayward, CA	363
San Jose-Sunnyvale-Santa Clara, CA	337
San Luis Obispo-Paso Robles-Arroyo Gr., CA	319
Santa Cruz-Watsonville, CA	284
Santa Fe, NM	318
Santa Maria-Santa Barbara, CA	480
Santa Rosa, CA	306
Savannah, GA	248
Scranton--Wilkes-Barre--Hazleton, PA	172
Seattle-Tacoma-Bellevue, WA	363
Sebastian-Vero Beach, FL	523
Sebring, FL	312
Sheboygan, WI	150
Sherman-Denison, TX	315
Shreveport-Bossier City, LA	281
Sierra Vista-Douglas, AZ	177
Sioux City, IA-NE-SD	323
Sioux Falls, SD	207
South Bend-Mishawaka, IN-MI	322
Spartanburg, SC	458
Spokane-Spokane Valley, WA	198
Springfield, IL	147
Springfield, MA	280
Springfield, MO	232
Springfield, OH	323
State College, PA	254
Staunton-Waynesboro, VA	195
Stockton-Lodi, CA	323
Sumter, SC	314
Syracuse, NY	228
Tallahassee, FL	185
Tampa-St. Petersburg-Clearwater, FL	292
Terre Haute, IN	323
Texarkana, TX-AR	363
The Villages, FL	320
Toledo, OH	222
Topeka, KS	322
Trenton, NJ	320
Tucson, AZ	281
Tulsa, OK	279
Tuscaloosa, AL	324
Tyler, TX	398
Urban Honolulu, HI	338
Utica-Rome, NY	279
Valdosta, GA	185
Vallejo-Fairfield, CA	322
Victoria, TX	no data
Vineland-Bridgeton, NJ	319
Virginia Beach-Norfolk-Newport, VA-NC	324
Visalia-Porterville, CA	323
Waco, TX	319
Walla Walla, WA	656
Warner Robins, GA	191
Washing.-Arling.-Alexan., DC-VA-MD-WV	337
Waterloo-Cedar Falls, IA	320
Watertown-Fort Drum, NY	106
Wausau, WI	239
Weirton-Steubenville, WV-OH	no data
Wenatchee, WA	102
Wheeling, WV-OH	321
Wichita, KS	229
Wichita Falls, TX	288
Williamsport, PA	287
Wilmington, NC	256
Winchester, VA-WV	335
Winston-Salem, NC	289
Worcester, MA-CT	248
Yakima, WA	262
York-Hanover, PA	323
Youngstown-Warren-Boardman, OH-PA	206
Yuba City, CA	194
Yuma, AZ	262

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

	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($)	61,159	62,859	64,324	63,456	66,305	69,436	71,836	74,038	76,034	77,853	82,310
Annual Growth		2.8%	2.3%	-1.3%	4.5%	4.7%	3.5%	3.1%	2.7%	2.4%	1.4%

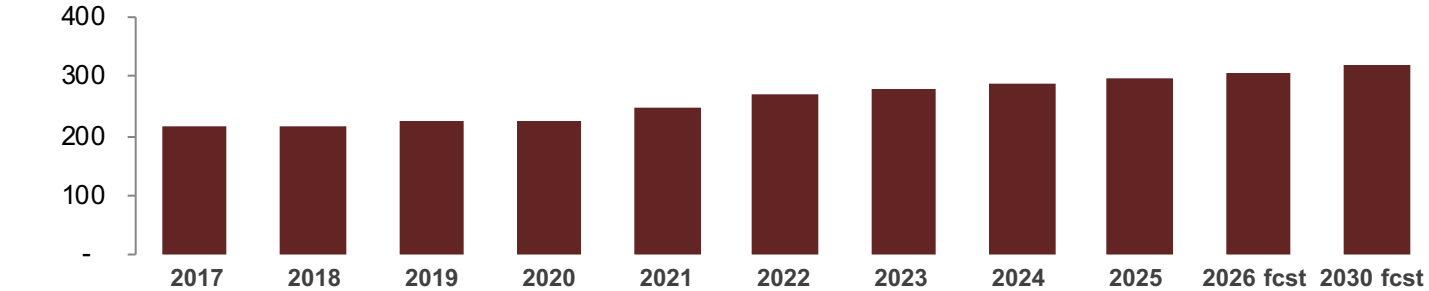
Compound Annual Growth Rate **3.1%** 3-Year **3.7%** 5-Year

Payroll per Company

	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	216	219	229	227	251	271	283	294	303	309	326
Annual Growth		1.3%	4.8%	-1.1%	10.7%	8.0%	4.4%	3.9%	3.0%	2.1%	1.3%

Compound Annual Growth Rate **3.7%** 3-Year **6.0%** 5-Year

Payroll per Location



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	215	217	227	225	249	268	279	290	298	304	321
Annual Growth		1.3%	4.4%	-0.8%	10.7%	7.6%	4.3%	3.7%	2.8%	1.9%	1.4%

Compound Annual Growth Rate **3.6%** 3-Year **5.8%** 5-Year

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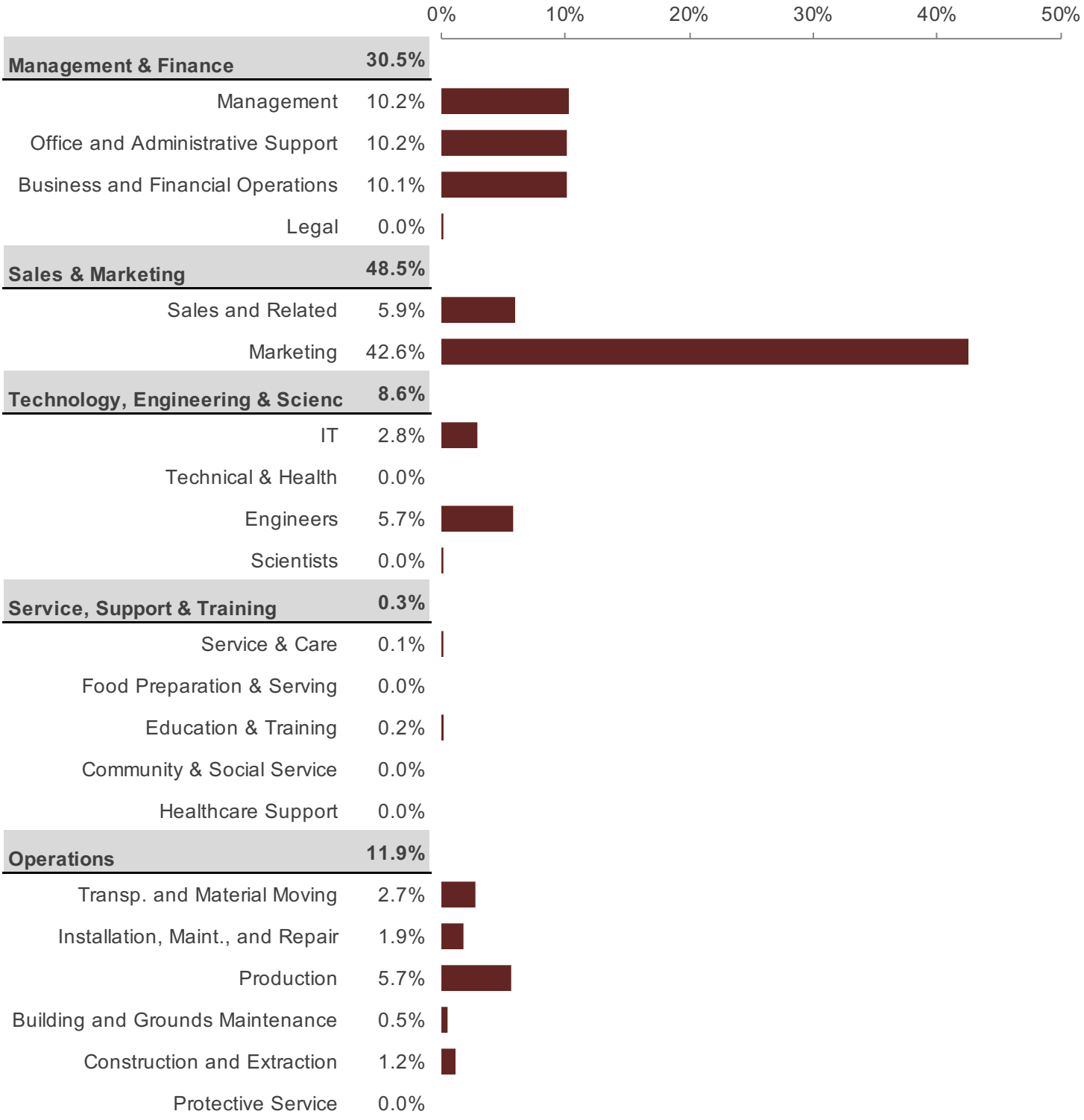
Workforce Composition Benchmarks

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



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Job Categorization Pay Ranges

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

Specialized Design Services

Industry Pay Ranges

	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
Management & Finance					
Management	$27.02	$37.37	$67.46	$81.78	$109.67
Office and Administrative Support	$15.40	$18.94	$25.46	$29.49	$37.87
Business and Financial Operations	$22.54	$27.92	$40.45	$49.37	$64.01
Legal	$38.08	$48.01	$89.11	$108.56	#
Sales & Marketing					
Sales and Related	$15.71	$18.84	$33.45	$42.72	$57.89
Arts, Design, Entertainment, Media	$18.29	$23.82	$35.59	$41.08	$55.43
Technology, Engineering & Science					
Computers	$23.91	$29.49	$47.77	$60.46	$80.66
Technical & Healthcare	#	#	#	#	#
Engineering & Architecture	$24.99	$33.57	$47.75	$57.47	$72.00
Life, Physical & Social Science	$33.57	$39.26	$58.05	$69.60	$85.03
Service, Support & Training					
Personal Service & Care	$14.80	$16.36	$19.76	$19.87	$28.30
Food Preparation & Serving	#	#	#	#	#
Education, Training & Library	$10.11	$13.27	$17.23	$20.99	$25.81
Community & Social Service	#	#	#	#	#
Healthcare Support	#	#	#	#	#
Operations					
Transportation and Material Moving	$15.66	$17.48	$21.63	$24.27	$29.87
Installation, Maint., and Repair	$16.74	$18.94	$27.16	$31.12	$41.96
Production	$13.78	$17.07	$22.70	$26.96	$33.65
Building and Grounds Maintenance	$13.44	$16.50	$20.39	$23.03	$30.81
Construction and Extraction	$18.01	$21.82	$28.06	$32.73	$38.99
Protective Service	#	#	#	#	#

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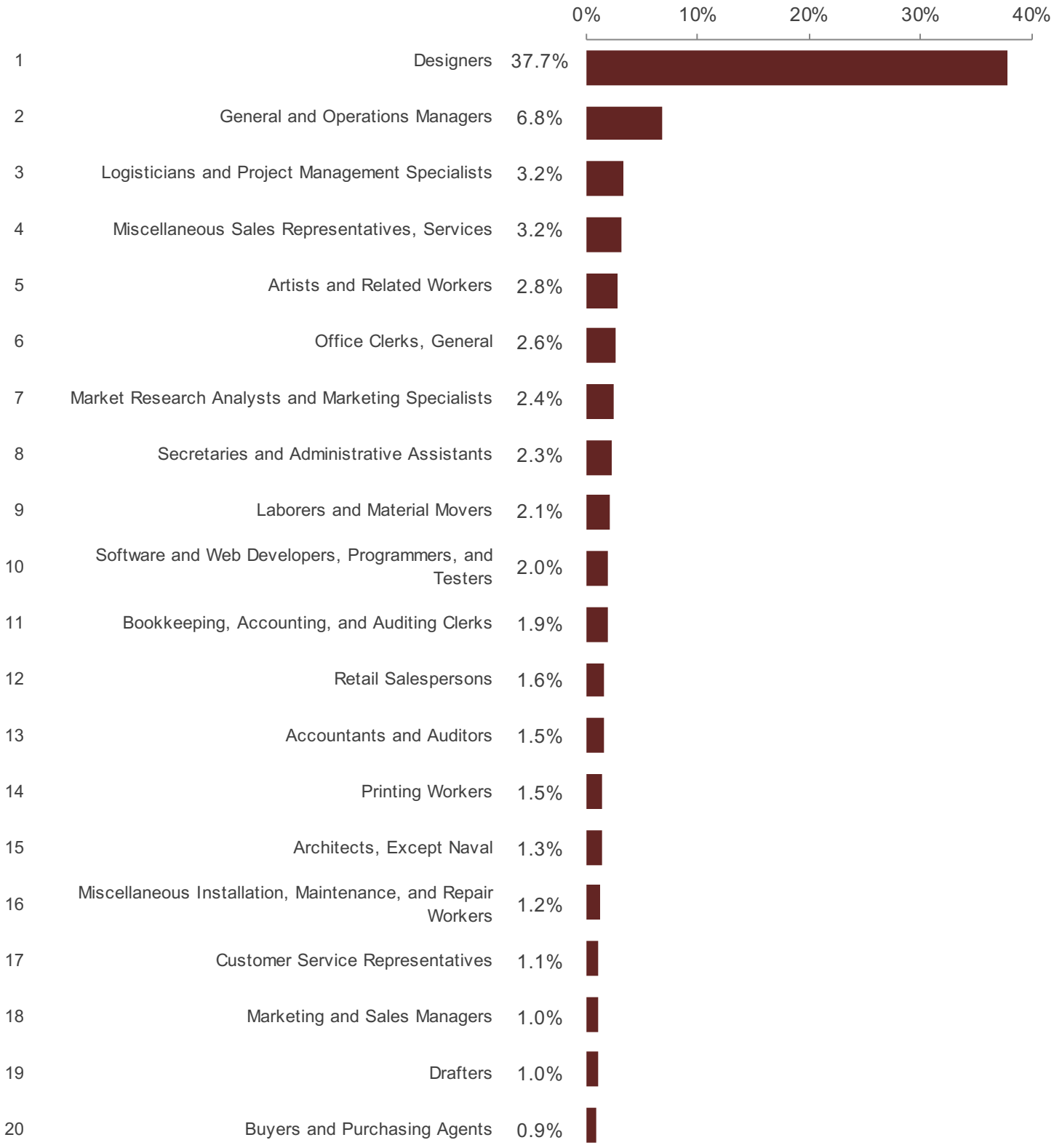
Top 20 Industry Jobs - Percent of Employment

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



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Top 20 Jobs - Pay Bands

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

Top Detailed Jobs - Pay Bands		Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
1	Designers	$18.17	$23.58	$34.29	$39.77	$51.35
2	General and Operations Managers	$24.66	$34.35	$64.91	$75.94	$108.93
3	Logisticians and Project Management Specialists	$24.00	$28.96	$42.11	$50.37	$64.39
4	Miscellaneous Sales Representatives, Services	$18.44	$22.81	$38.07	$47.79	$64.53
5	Artists and Related Workers	$25.52	$32.09	$51.46	$63.61	$85.79
6	Office Clerks, General	$13.37	$17.27	$22.53	$25.91	$34.25
7	Market Research Analysts and Marketing Specialists	$18.05	$24.85	$37.62	$45.78	$68.74
8	Secretaries and Administrative Assistants	$17.48	$21.32	$26.43	$28.96	$37.87
9	Laborers and Material Movers	$15.47	$17.21	$20.47	$22.98	$26.65
10	Software and Web Developers, Programmers, and Testers	$23.33	$29.62	$48.63	$61.76	$80.90
11	Bookkeeping, Accounting, and Auditing Clerks	$16.89	$20.19	$26.60	$31.62	$39.76
12	Retail Salespersons	$14.16	$16.34	$21.12	$23.09	$28.15
13	Accountants and Auditors	$26.00	$31.52	$44.27	$53.52	$63.65
14	Printing Workers	$13.61	$16.43	$19.95	$22.14	$27.83
15	Architects, Except Naval	$24.99	$35.07	$46.58	$52.67	$64.34
16	Miscellaneous Installation, Maintenance, and Repair Workers	$16.42	$18.67	$25.21	$29.27	$38.63
17	Customer Service Representatives	$13.33	$18.23	$24.10	$28.04	$37.01
18	Marketing and Sales Managers	$31.08	$38.83	$65.56	$81.68	$105.82
19	Drafters	$17.97	$24.68	$32.34	$36.42	$54.09
20	Buyers and Purchasing Agents	$24.13	$26.41	$37.37	$46.85	$52.47

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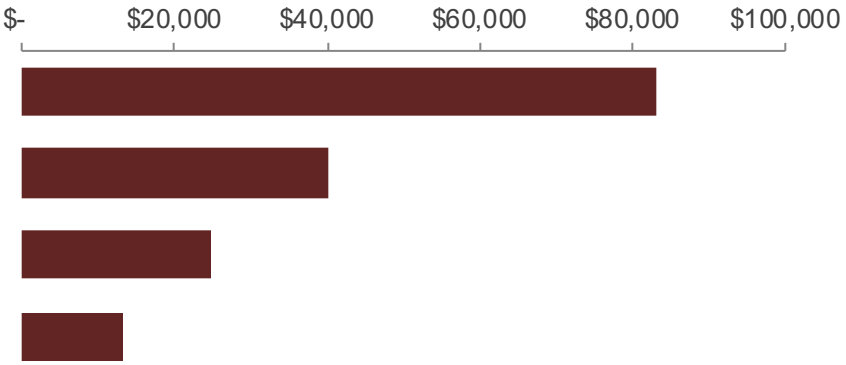
Payroll per Company by Segments

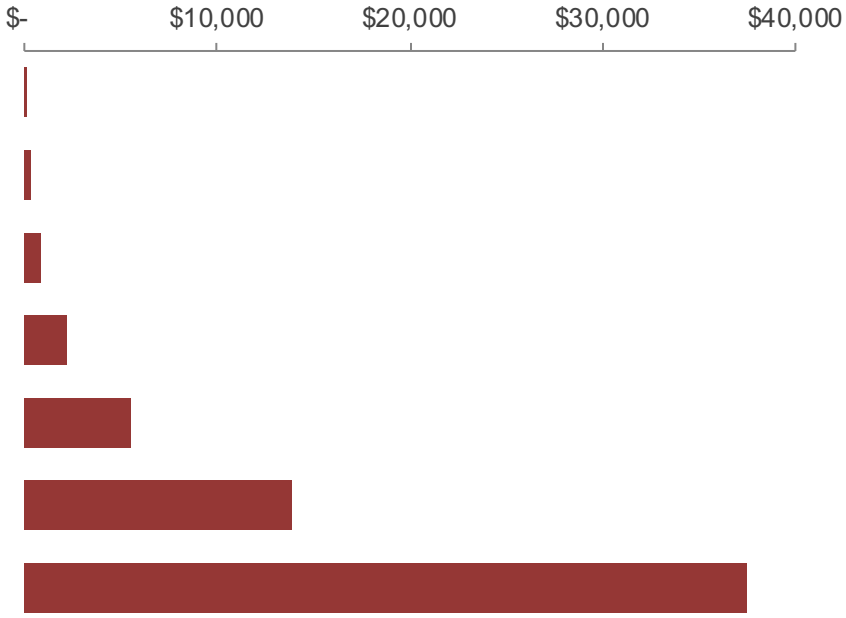
Below are payroll per company statistics for various industry segmentations including concentration, business size by employees, business structure and franchises.

$ thousands

Concentration Segments	
4 largest firms	$83,148
Next 4 largest	$40,098
Next 12 largest	$24,885
Next 30 largest	$13,277



Business Size (# employees)	
1-4	$83
5-9	$362
10-19	$848
20-49	$2,199
50-99	$5,531
100-249	$13,860
250+	$37,465



Business Structure Segments	
C-corporations	$680
S-corporations	$236
Sole Proprietorships	$109
Partnerships	$542

Industry Average	$303

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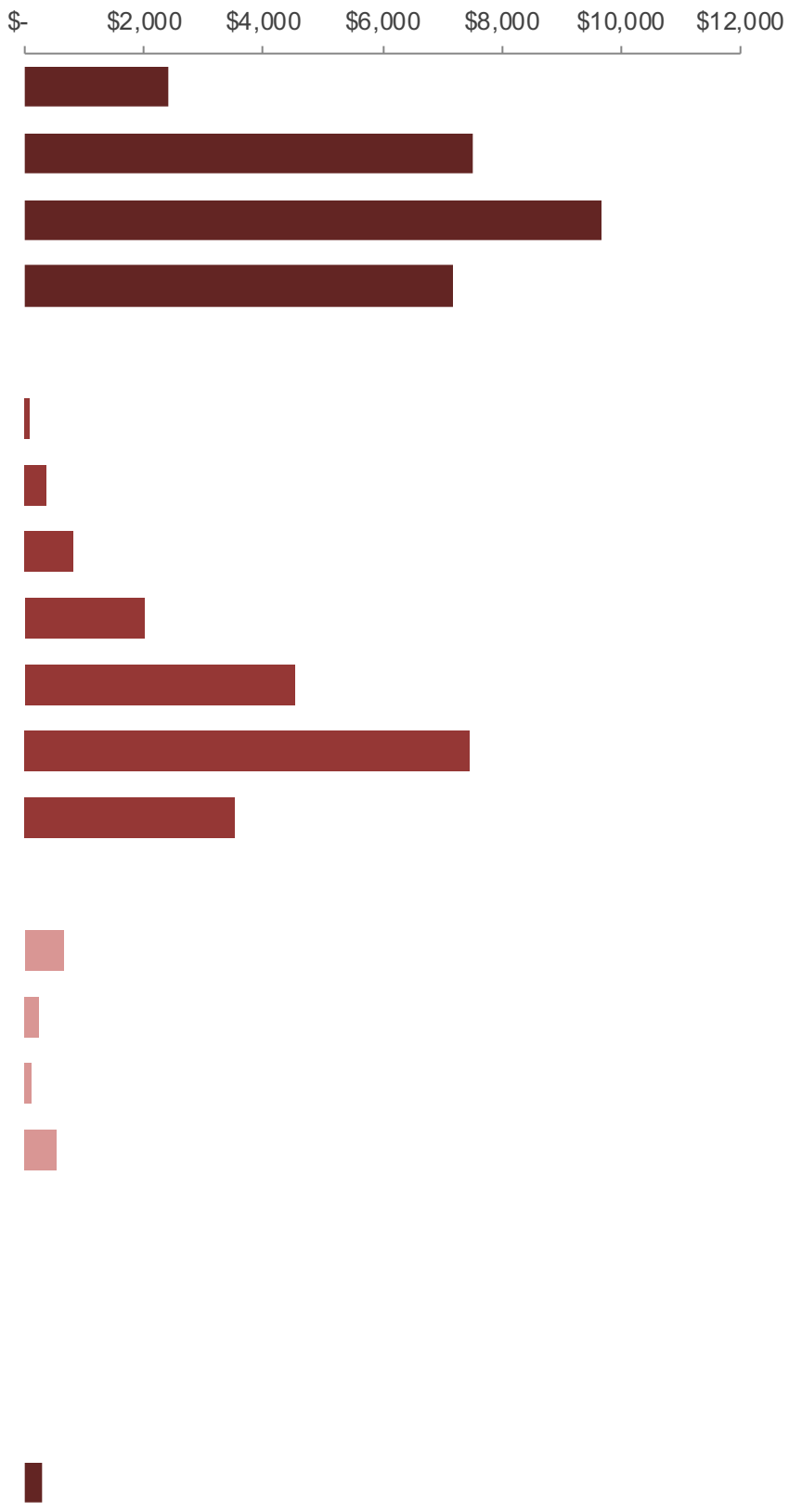
Payroll per Location by Segments

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

$ thousands

Concentration Segments	
4 largest firms	$2,417
Next 4 largest	$7,518
Next 12 largest	$9,653
Next 30 largest	$7,181
Business Size (# employees)	
1-4	$83
5-9	$359
10-19	$818
20-49	$2,006
50-99	$4,528
100-249	$7,457
250+	$3,521
Business Structure Segments	
C-corporations	$650
S-corporations	$238
Sole Proprietorships	$110
Partnerships	$537
Franchise Segments	
Franchisee-Owned	no data
Franchisor-Owned	no data
Industry Average	$298



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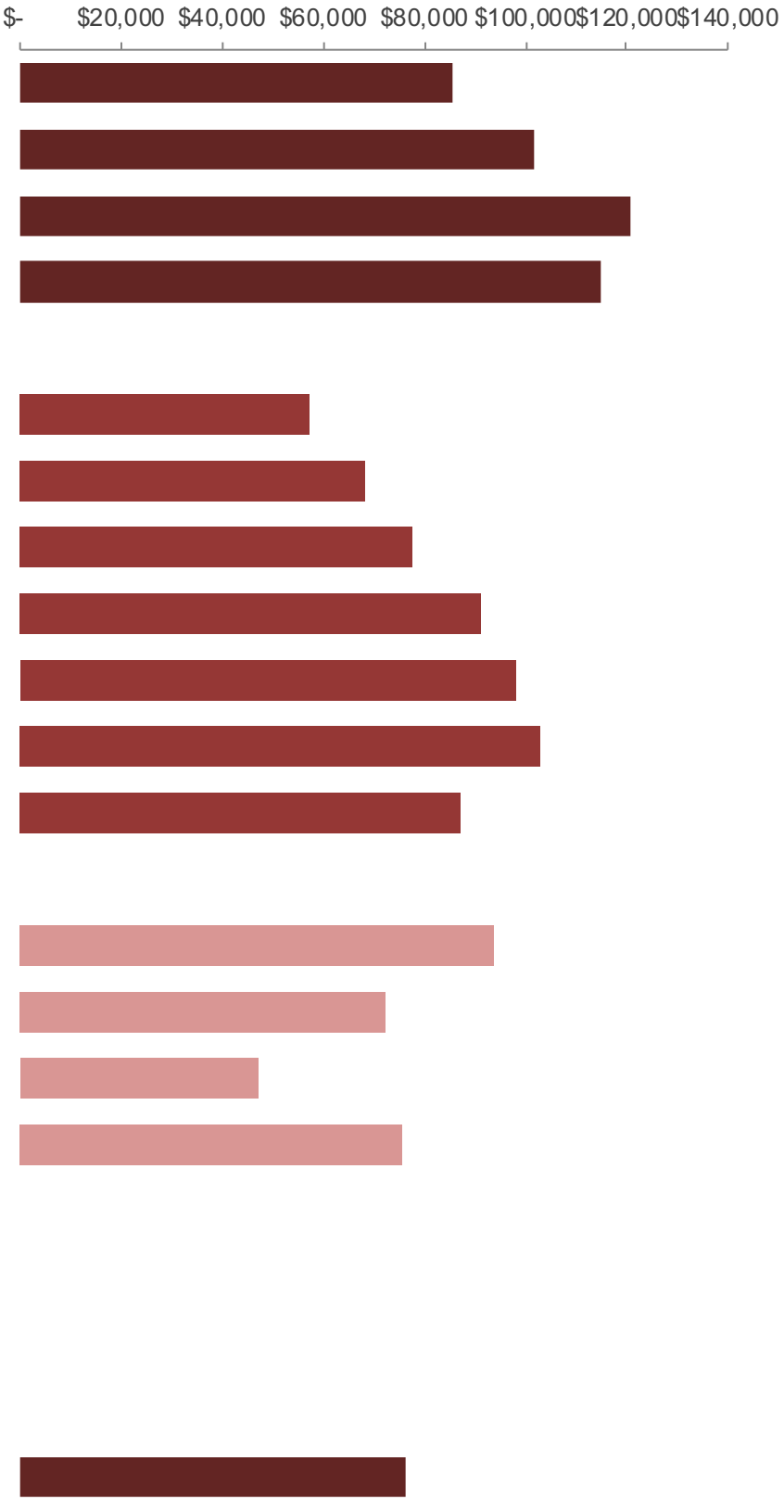
Payroll per Employee by Segments

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

Concentration Segments	
4 largest firms	$85,653
Next 4 largest	$101,444
Next 12 largest	$120,541
Next 30 largest	$115,110
Business Size (# employees)	
1-4	$57,212
5-9	$68,308
10-19	$77,559
20-49	$91,138
50-99	$98,030
100-249	$102,910
250+	$87,110
Business Structure Segments	
C-corporations	$93,770
S-corporations	$72,283
Sole Proprietorships	$47,069
Partnerships	$75,629
Franchise Segments	
Franchisee-Owned	no data
Franchisor-Owned	no data
Industry Average	$76,034



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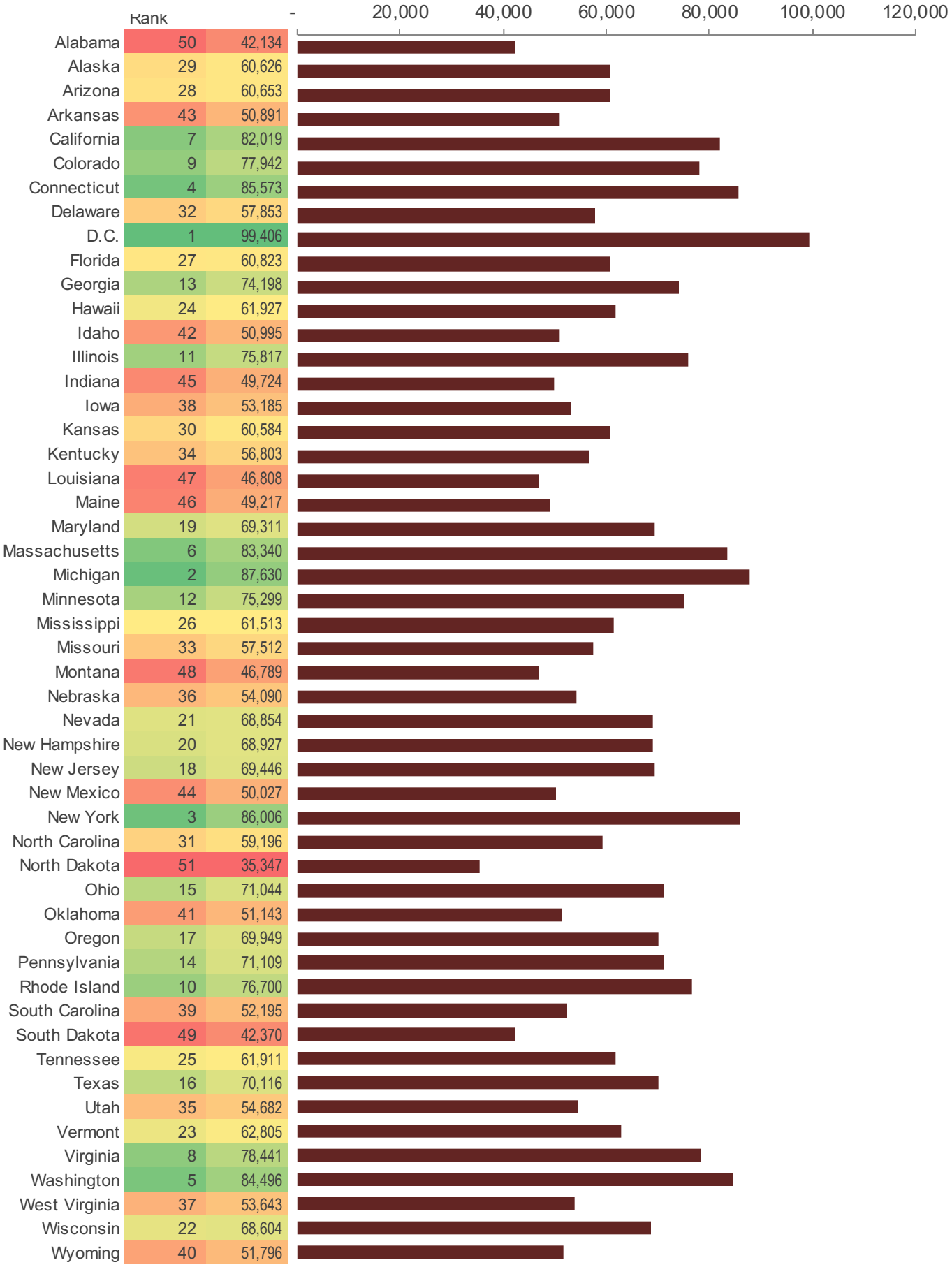
Payroll per Employee by State

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.



	Rank	
Alabama	50	42,134
Alaska	29	60,626
Arizona	28	60,653
Arkansas	43	50,891
California	7	82,019
Colorado	9	77,942
Connecticut	4	85,573
Delaware	32	57,853
D.C.	1	99,406
Florida	27	60,823
Georgia	13	74,198
Hawaii	24	61,927
Idaho	42	50,995
Illinois	11	75,817
Indiana	45	49,724
Iowa	38	53,185
Kansas	30	60,584
Kentucky	34	56,803
Louisiana	47	46,808
Maine	46	49,217
Maryland	19	69,311
Massachusetts	6	83,340
Michigan	2	87,630
Minnesota	12	75,299
Mississippi	26	61,513
Missouri	33	57,512
Montana	48	46,789
Nebraska	36	54,090
Nevada	21	68,854
New Hampshire	20	68,927
New Jersey	18	69,446
New Mexico	44	50,027
New York	3	86,006
North Carolina	31	59,196
North Dakota	51	35,347
Ohio	15	71,044
Oklahoma	41	51,143
Oregon	17	69,949
Pennsylvania	14	71,109
Rhode Island	10	76,700
South Carolina	39	52,195
South Dakota	49	42,370
Tennessee	25	61,911
Texas	16	70,116
Utah	35	54,682
Vermont	23	62,805
Virginia	8	78,441
Washington	5	84,496
West Virginia	37	53,643
Wisconsin	22	68,604
Wyoming	40	51,796

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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	$
Abilene, TX	30,845
Akron, OH	53,042
Albany, GA	52,721
Albany, OR	51,949
Albany-Schenectady-Troy, NY	47,037
Albuquerque, NM	62,969
Alexandria, LA	52,685
Allentown-Bethlehem-Easton, PA-NJ	51,750
Altoona, PA	41,532
Amarillo, TX	32,011
Ames, IA	96,685
Anchorage, AK	68,132
Ann Arbor, MI	92,099
Anniston-Oxford-Jacksonville, AL	34,590
Appleton, WI	86,465
Asheville, NC	51,566
Athens-Clarke County, GA	42,609
Atlanta-Sandy Springs-Roswell, GA	78,080
Atlantic City-Hammonton, NJ	66,449
Auburn-Opelika, AL	52,845
Augusta-Richmond County, GA-SC	61,326
Austin-Round Rock, TX	79,008
Bakersfield, CA	66,180
Baltimore-Columbia-Towson, MD	75,137
Bangor, ME	35,235
Barnstable Town, MA	50,387
Baton Rouge, LA	46,990
Battle Creek, MI	67,201
Bay City, MI	48,380
Beaumont-Port Arthur, TX	59,149
Beckley, WV	54,851
Bellingham, WA	84,025
Bend-Redmond, OR	70,027
Billings, MT	56,158
Binghamton, NY	63,356
Birmingham-Hoover, AL	47,756
Bismarck, ND	69,291
Blacksburg-Christiansburg-Radford, VA	38,028
Bloomington, IL	54,036
Bloomington, IN	42,175
Bloomsburg-Berwick, PA	58,279
Boise City, ID	56,655
Boston-Cambridge-Newton, MA-NH	87,511
Boulder, CO	124,195
Bowling Green, KY	47,312
Bremerton-Silverdale, WA	59,331
Bridgeport-Stamford-Norwalk, CT	96,800
Brownsville-Harlingen, TX	42,227

Metropolitan Statistical Area	$
Brunswick, GA	49,124
Buffalo-Cheektowaga-Niagara Falls, NY	50,578
Burlington, NC	57,188
Burlington-South Burlington, VT	74,496
California-Lexington Park, MD	77,017
Canton-Massillon, OH	41,231
Cape Coral-Fort Myers, FL	55,267
Cape Girardeau, MO-IL	no data
Carbondale-Marion, IL	38,811
Carson City, NV	46,016
Casper, WY	32,436
Cedar Rapids, IA	46,497
Chambersburg-Waynesboro, PA	41,707
Champaign-Urbana, IL	38,685
Charleston, WV	52,179
Charleston-North Charleston, SC	48,817
Charlotte-Concord-Gastonia, NC-SC	59,105
Charlottesville, VA	59,763
Chattanooga, TN-GA	58,120
Cheyenne, WY	51,357
Chicago-Naperville-Elgin, IL-IN-WI	79,947
Chico, CA	65,689
Cincinnati, OH-KY-IN	76,488
Clarksville, TN-KY	29,109
Cleveland, TN	35,280
Cleveland-Elyria, OH	75,646
Coeur d'Alene, ID	55,912
College Station-Bryan, TX	37,276
Colorado Springs, CO	109,322
Columbia, MO	40,377
Columbia, SC	60,963
Columbus, GA-AL	50,464
Columbus, IN	81,862
Columbus, OH	75,527
Corpus Christi, TX	37,670
Corvallis, OR	70,041
Crestview-Fort Walton Beach-Destin, FL	44,350
Cumberland, MD-WV	29,623
Dallas-Fort Worth-Arlington, TX	76,106
Dalton, GA	58,888
Danville, IL	no data
Daphne-Fairhope-Foley, AL	55,980
Davenport-Moline-Rock Island, IA-IL	49,391
Dayton, OH	77,976
Decatur, AL	34,124
Decatur, IL	45,654
Deltona-Daytona Beach-Ormond, FL	50,240
Denver-Aurora-Lakewood, CO	67,959

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	$
Des Moines-West Des Moines, IA	67,871
Detroit-Warren-Dearborn, MI	87,015
Dothan, AL	65,006
Dover, DE	59,752
Dubuque, IA	55,101
Duluth, MN-WI	63,413
Durham-Chapel Hill, NC	69,942
East Stroudsburg, PA	57,546
Eau Claire, WI	21,882
El Centro, CA	59,759
Elizabethtown-Fort Knox, KY	24,734
Elkhart-Goshen, IN	51,355
Elmira, NY	63,127
El Paso, TX	36,238
Enid, OK	no data
Erie, PA	20,632
Eugene, OR	44,294
Evansville, IN-KY	57,727
Fairbanks, AK	83,588
Fargo, ND-MN	35,330
Farmington, NM	59,129
Fayetteville, NC	54,455
Fayetteville-Springdale-Rogers, AR-MO	68,870
Flagstaff, AZ	72,125
Flint, MI	62,753
Florence, SC	34,355
Florence-Muscle Shoals, AL	56,718
Fond du Lac, WI	24,258
Fort Collins, CO	63,358
Fort Smith, AR-OK	38,930
Fort Wayne, IN	57,672
Fresno, CA	58,867
Gadsden, AL	52,708
Gainesville, FL	35,599
Gainesville, GA	70,198
Gettysburg, PA	55,724
Glens Falls, NY	35,188
Goldsboro, NC	64,005
Grand Forks, ND-MN	65,982
Grand Island, NE	65,081
Grand Junction, CO	25,723
Grand Rapids-Wyoming, MI	74,505
Grants Pass, OR	78,375
Great Falls, MT	24,919
Greeley, CO	39,937
Green Bay, WI	60,863
Greensboro-High Point, NC	78,489
Greenville, NC	30,144
Greenville-Anderson-Mauldin, SC	58,130
Gulfport-Biloxi-Pascagoula, MS	47,880
Hagerstown-Martinsburg, MD-WV	55,572
Hammond, LA	52,469
Hanford-Corcoran, CA	54,531
Harrisburg-Carlisle, PA	91,485
Harrisonburg, VA	45,916
Hartford-West Hartford-East Hartford, CT	74,718
Hattiesburg, MS	42,084
Hickory-Lenoir-Morganton, NC	49,432
Hilton Head Island-Bluffton-Beaufort, SC	62,978
Hinesville, GA	62,326
Homosassa Springs, FL	35,369
Hot Springs, AR	22,400
Houma-Thibodaux, LA	67,523
Houston-The Woodlands-Sugar Land, TX	78,324
Huntington-Ashland, WV-KY-OH	53,172
Huntsville, AL	59,485
Idaho Falls, ID	70,877
Indianapolis-Carmel-Anderson, IN	63,281
Iowa City, IA	47,124
Ithaca, NY	60,791
Jackson, MI	21,034
Jackson, MS	45,923
Jackson, TN	61,145
Jacksonville, FL	46,590
Jacksonville, NC	35,726
Janesville-Beloit, WI	62,772
Jefferson City, MO	34,833
Johnson City, TN	41,416
Johnstown, PA	55,842
Jonesboro, AR	62,372
Joplin, MO	70,145
Kahului-Wailuku-Lahaina, HI	65,533
Kalamazoo-Portage, MI	70,705
Kankakee, IL	39,461
Kansas City, MO-KS	68,771
Kennewick-Richland, WA	69,732
Killeen-Temple, TX	57,318
Kingsport-Bristol-Bristol, TN-VA	19,666
Kingston, NY	66,290
Knoxville, TN	56,069
Kokomo, IN	64,966
La Crosse-Onalaska, WI-MN	74,374
Lafayette, LA	33,876
Lafayette-West Lafayette, IN	31,240
Lake Charles, LA	23,178
Lake Havasu City-Kingman, AZ	53,236

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	$
Lakeland-Winter Haven, FL	39,183
Lancaster, PA	54,036
Lansing-East Lansing, MI	51,514
Laredo, TX	52,780
Las Cruces, NM	54,315
Las Vegas-Henderson-Paradise, NV	73,628
Lawrence, KS	63,175
Lawton, OK	54,985
Lebanon, PA	59,969
Lewiston, ID-WA	61,743
Lewiston-Auburn, ME	66,196
Lexington-Fayette, KY	48,677
Lima, OH	80,747
Lincoln, NE	49,673
Little Rock-North Little Rock-Conway, AR	48,986
Logan, UT-ID	49,445
Longview, TX	40,238
Longview, WA	55,934
Los Angeles-Long Beach-Anaheim, CA	79,132
Louisville/Jefferson County, KY-IN	64,430
Lubbock, TX	41,017
Lynchburg, VA	27,130
Macon-Bibb County, GA	23,111
Madera, CA	52,808
Madison, WI	68,626
Manchester-Nashua, NH	62,565
Manhattan, KS	69,143
Mankato-North Mankato, MN	68,854
Mansfield, OH	54,832
McAllen-Edinburg-Mission, TX	44,658
Medford, OR	41,050
Memphis, TN-MS-AR	61,913
Merced, CA	no data
Miami-Fort Lauderdale-West Palm Beach, FL	66,213
Michigan City-La Porte, IN	54,918
Midland, MI	76,301
Midland, TX	57,393
Milwaukee-Waukesha-West Allis, WI	76,875
Minneapolis-St. Paul-Bloomington, MN-WI	86,200
Missoula, MT	43,393
Mobile, AL	29,314
Modesto, CA	43,912
Monroe, LA	51,957
Monroe, MI	55,285
Montgomery, AL	45,382
Morgantown, WV	66,794
Morristown, TN	no data
Mount Vernon-Anacortes, WA	36,061
Muncie, IN	56,742
Muskegon, MI	46,285
Myrtle-Conway-North Myrtle, SC-NC	47,434
Napa, CA	70,257
Naples-Immokalee-Marco Island, FL	62,907
Nashville-Davidson--Murfr.--Franklin, TN	76,288
New Bern, NC	58,498
New Haven-Milford, CT	75,171
New Orleans-Metairie, LA	54,873
New York-Newark-Jersey City, NY-NJ-PA	87,805
Niles-Benton Harbor, MI	79,045
North Port-Sarasota-Bradenton, FL	65,019
Norwich-New London, CT	76,974
Ocala, FL	38,087
Ocean City, NJ	78,330
Odessa, TX	no data
Ogden-Clearfield, UT	54,705
Oklahoma City, OK	47,600
Olympia-Tumwater, WA	64,459
Omaha-Council Bluffs, NE-IA	60,972
Orlando-Kissimmee-Sanford, FL	65,814
Oshkosh-Neenah, WI	81,501
Owensboro, KY	39,254
Oxnard-Thousand Oaks-Ventura, CA	76,706
Palm Bay-Melbourne-Titusville, FL	72,851
Panama City, FL	51,580
Parkersburg-Vienna, WV	52,518
Pensacola-Ferry Pass-Brent, FL	48,193
Peoria, IL	59,980
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	78,030
Phoenix-Mesa-Scottsdale, AZ	63,471
Pine Bluff, AR	54,179
Pittsburgh, PA	77,402
Pittsfield, MA	64,567
Pocatello, ID	52,754
Portland-South Portland, ME	51,124
Portland-Vancouver-Hillsboro, OR-WA	75,331
Port St. Lucie, FL	44,793
Prescott, AZ	56,207
Providence-Warwick, RI-MA	79,207
Provo-Orem, UT	48,211
Pueblo, CO	52,249
Punta Gorda, FL	41,030
Racine, WI	89,000
Raleigh, NC	61,938
Rapid City, SD	27,847
Reading, PA	62,298
Redding, CA	50,240

Payroll per Employee per Metropolitan Area

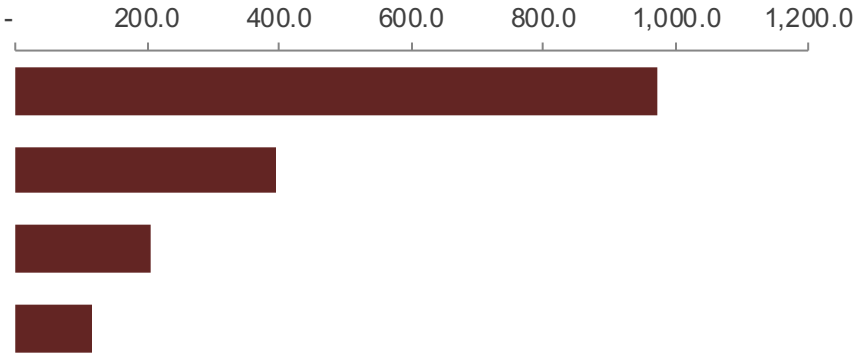
Payroll per employee for each MSA. When it states "no data", there wasn't a sufficient sample size for the MSA.

Metropolitan Statistical Area	$
Reno, NV	48,876
Richmond, VA	69,898
Riverside-San Bernardino-Ontario, CA	55,092
Roanoke, VA	41,207
Rochester, MN	76,124
Rochester, NY	63,109
Rockford, IL	67,023
Rocky Mount, NC	65,991
Rome, GA	51,894
Sacramento--Roseville--Arden-Arcade, CA	60,282
Saginaw, MI	60,008
St. Cloud, MN	66,306
St. George, UT	46,293
St. Joseph, MO-KS	70,112
St. Louis, MO-IL	60,973
Salem, OR	65,066
Salinas, CA	77,778
Salisbury, MD-DE	41,755
Salt Lake City, UT	59,121
San Angelo, TX	31,580
San Antonio-New Braunfels, TX	46,586
San Diego-Carlsbad, CA	83,958
San Francisco-Oakland-Hayward, CA	103,349
San Jose-Sunnyvale-Santa Clara, CA	100,401
San Luis Obispo-Paso Robles-Arroyo Gr., CA	78,567
Santa Cruz-Watsonville, CA	68,556
Santa Fe, NM	65,602
Santa Maria-Santa Barbara, CA	82,034
Santa Rosa, CA	74,008
Savannah, GA	45,180
Scranton--Wilkes-Barre--Hazleton, PA	46,497
Seattle-Tacoma-Bellevue, WA	93,934
Sebastian-Vero Beach, FL	63,814
Sebring, FL	52,162
Sheboygan, WI	44,770
Sherman-Denison, TX	54,697
Shreveport-Bossier City, LA	45,929
Sierra Vista-Douglas, AZ	41,532
Sioux City, IA-NE-SD	77,681
Sioux Falls, SD	49,005
South Bend-Mishawaka, IN-MI	62,180
Spartanburg, SC	80,484
Spokane-Spokane Valley, WA	47,387
Springfield, IL	35,739
Springfield, MA	74,436
Springfield, MO	57,365
Springfield, OH	57,202
State College, PA	67,204
Staunton-Waynesboro, VA	52,324
Stockton-Lodi, CA	55,151
Sumter, SC	53,361
Syracuse, NY	56,056
Tallahassee, FL	41,684
Tampa-St. Petersburg-Clearwater, FL	64,022
Terre Haute, IN	55,784
Texarkana, TX-AR	22,508
The Villages, FL	53,108
Toledo, OH	64,596
Topeka, KS	70,894
Trenton, NJ	80,251
Tucson, AZ	44,765
Tulsa, OK	63,165
Tuscaloosa, AL	56,170
Tyler, TX	59,842
Urban Honolulu, HI	65,123
Utica-Rome, NY	73,999
Valdosta, GA	20,364
Vallejo-Fairfield, CA	74,143
Victoria, TX	no data
Vineland-Bridgeton, NJ	60,909
Virginia Beach-Norfolk-Newport, VA-NC	61,329
Visalia-Porterville, CA	54,171
Waco, TX	52,635
Walla Walla, WA	116,558
Warner Robins, GA	26,348
Washing.-Arling.-Alexan., DC-VA-MD-WV	89,239
Waterloo-Cedar Falls, IA	82,394
Watertown-Fort Drum, NY	19,054
Wausau, WI	48,901
Weirton-Steubenville, WV-OH	no data
Wenatchee, WA	30,885
Wheeling, WV-OH	74,026
Wichita, KS	47,438
Wichita Falls, TX	28,637
Williamsport, PA	62,118
Wilmington, NC	51,951
Winchester, VA-WV	65,915
Winston-Salem, NC	60,754
Worcester, MA-CT	37,933
Yakima, WA	52,018
York-Hanover, PA	60,038
Youngstown-Warren-Boardman, OH-PA	69,598
Yuba City, CA	45,551
Yuma, AZ	43,497

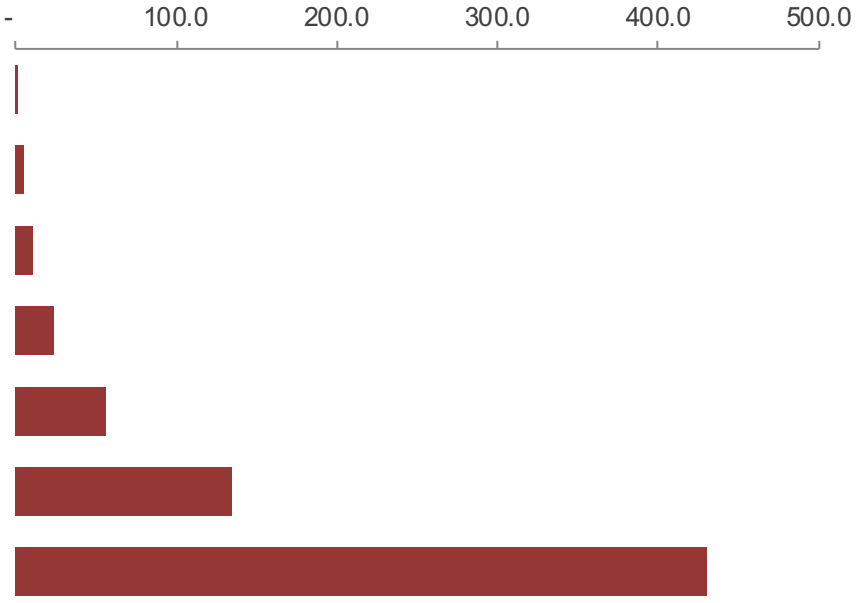
Employees per Company by Segments

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

Concentration Segments	
4 largest firms	970.8
Next 4 largest	395.3
Next 12 largest	206.4
Next 30 largest	115.3



Business Size (# employees)	
1-4	1.5
5-9	5.3
10-19	10.9
20-49	24.1
50-99	56.4
100-249	134.7
250+	430.1



Business Structure Segments	
C-corporations	7.4
S-corporations	3.3
Sole Proprietorships	2.3
Partnerships	7.3

Industry Average	4.0

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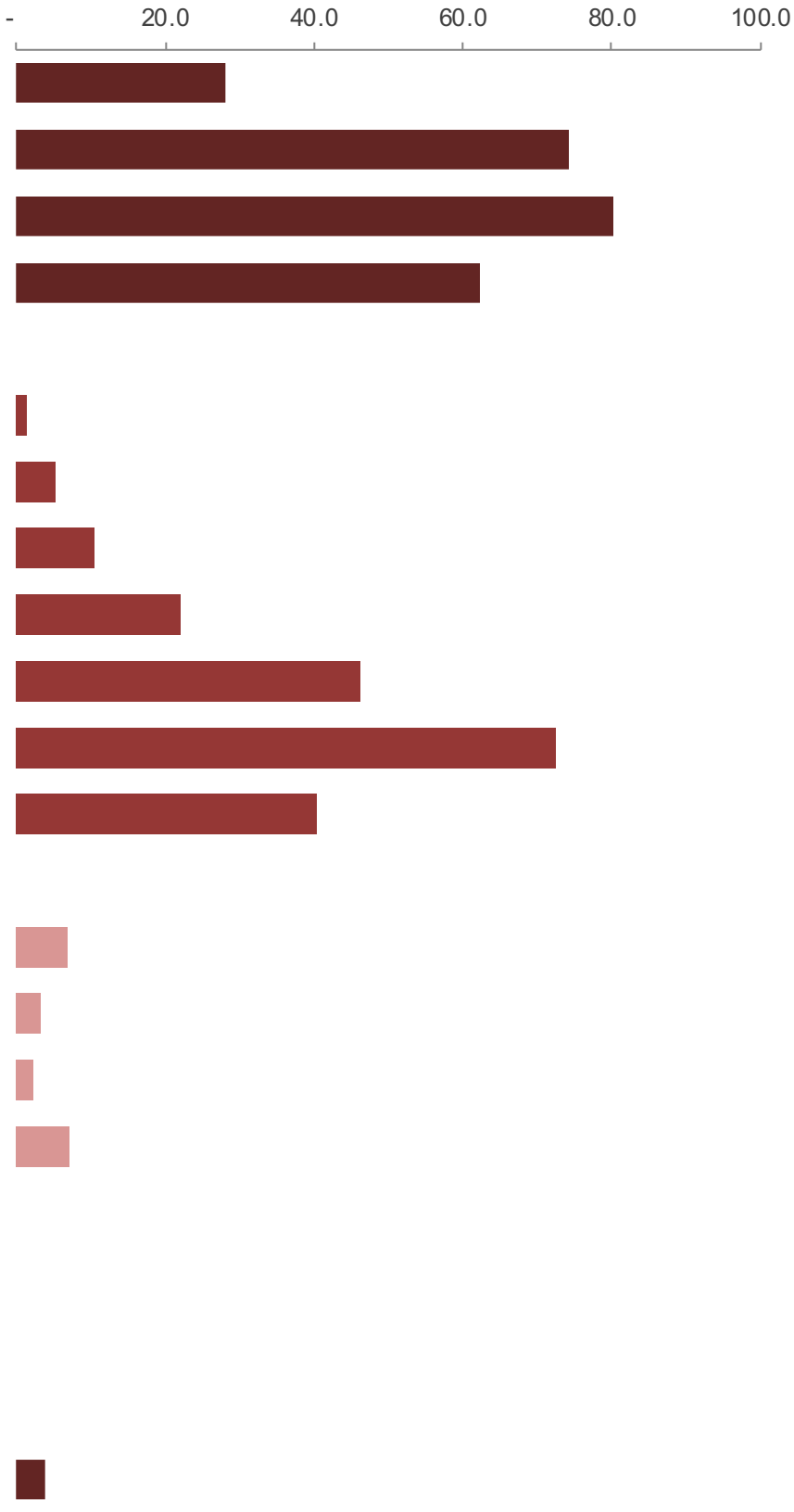
Employees per Location by Segments

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

Concentration Segments	
4 largest firms	28.2
Next 4 largest	74.1
Next 12 largest	80.1
Next 30 largest	62.4
Business Size (# employees)	
1-4	1.5
5-9	5.3
10-19	10.6
20-49	22.0
50-99	46.2
100-249	72.5
250+	40.4
Business Structure Segments	
C-corporations	6.9
S-corporations	3.3
Sole Proprietorships	2.3
Partnerships	7.1
Franchise Segments	
Franchisee-Owned	no data
Franchisor-Owned	no data
Industry Average	3.92



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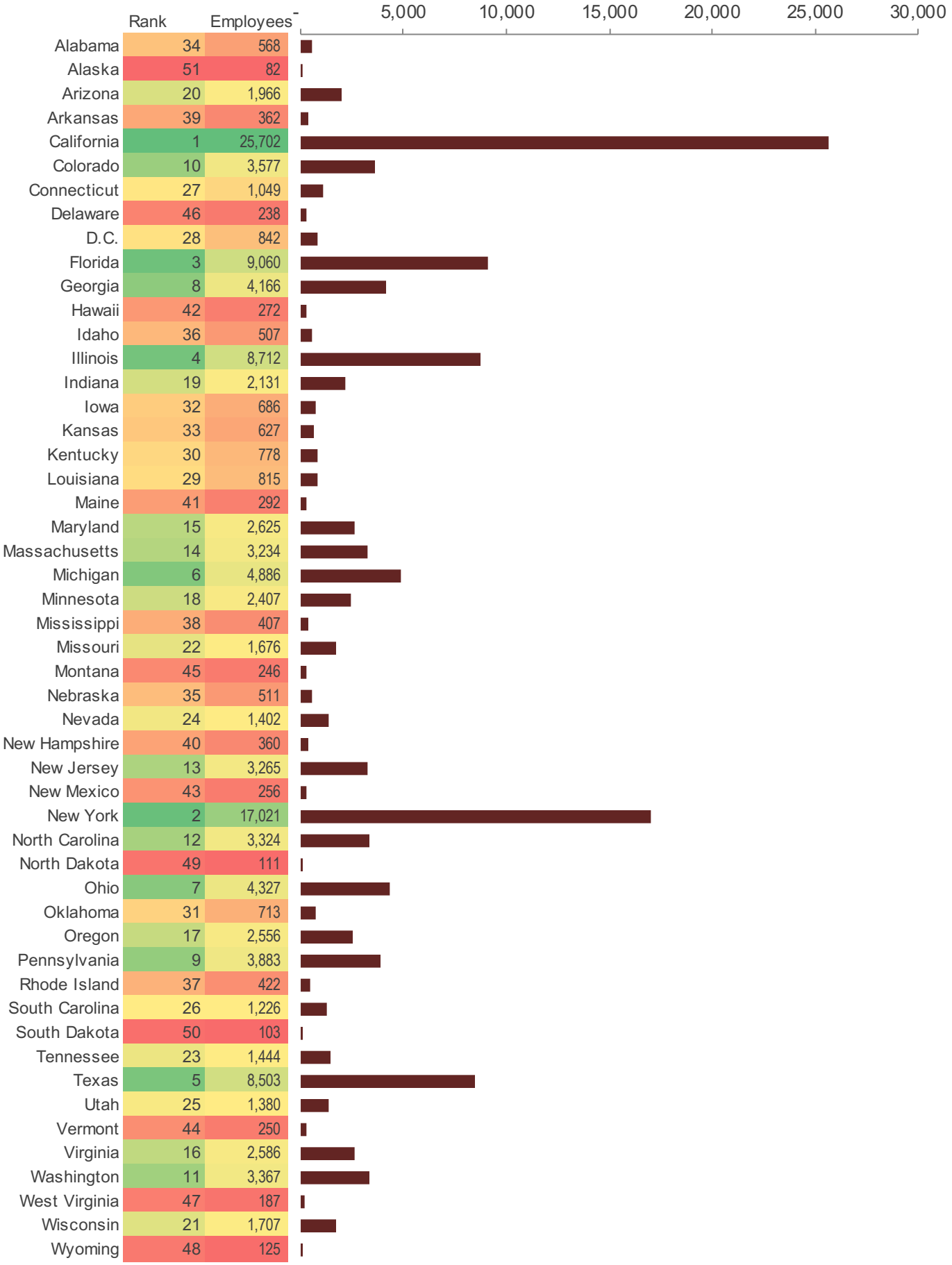
Total Employees by State

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



	Rank	Employees
Alabama	34	568
Alaska	51	82
Arizona	20	1,966
Arkansas	39	362
California	1	25,702
Colorado	10	3,577
Connecticut	27	1,049
Delaware	46	238
D.C.	28	842
Florida	3	9,060
Georgia	8	4,166
Hawaii	42	272
Idaho	36	507
Illinois	4	8,712
Indiana	19	2,131
Iowa	32	686
Kansas	33	627
Kentucky	30	778
Louisiana	29	815
Maine	41	292
Maryland	15	2,625
Massachusetts	14	3,234
Michigan	6	4,886
Minnesota	18	2,407
Mississippi	38	407
Missouri	22	1,676
Montana	45	246
Nebraska	35	511
Nevada	24	1,402
New Hampshire	40	360
New Jersey	13	3,265
New Mexico	43	256
New York	2	17,021
North Carolina	12	3,324
North Dakota	49	111
Ohio	7	4,327
Oklahoma	31	713
Oregon	17	2,556
Pennsylvania	9	3,883
Rhode Island	37	422
South Carolina	26	1,226
South Dakota	50	103
Tennessee	23	1,444
Texas	5	8,503
Utah	25	1,380
Vermont	44	250
Virginia	16	2,586
Washington	11	3,367
West Virginia	47	187
Wisconsin	21	1,707
Wyoming	48	125

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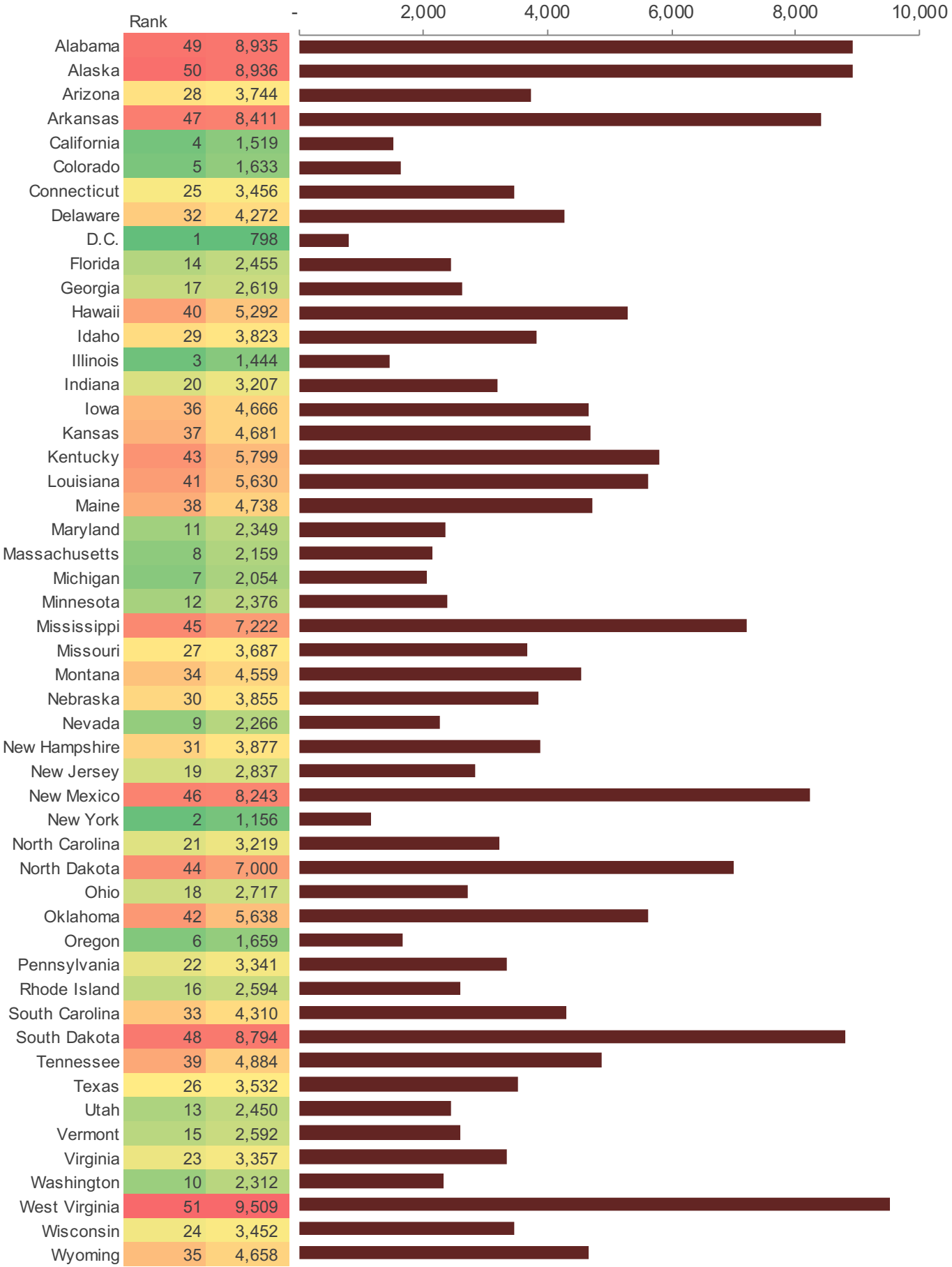
State Population to Every Industry Employee

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.



	Rank	
Alabama	49	8,935
Alaska	50	8,936
Arizona	28	3,744
Arkansas	47	8,411
California	4	1,519
Colorado	5	1,633
Connecticut	25	3,456
Delaware	32	4,272
D.C.	1	798
Florida	14	2,455
Georgia	17	2,619
Hawaii	40	5,292
Idaho	29	3,823
Illinois	3	1,444
Indiana	20	3,207
Iowa	36	4,666
Kansas	37	4,681
Kentucky	43	5,799
Louisiana	41	5,630
Maine	38	4,738
Maryland	11	2,349
Massachusetts	8	2,159
Michigan	7	2,054
Minnesota	12	2,376
Mississippi	45	7,222
Missouri	27	3,687
Montana	34	4,559
Nebraska	30	3,855
Nevada	9	2,266
New Hampshire	31	3,877
New Jersey	19	2,837
New Mexico	46	8,243
New York	2	1,156
North Carolina	21	3,219
North Dakota	44	7,000
Ohio	18	2,717
Oklahoma	42	5,638
Oregon	6	1,659
Pennsylvania	22	3,341
Rhode Island	16	2,594
South Carolina	33	4,310
South Dakota	48	8,794
Tennessee	39	4,884
Texas	26	3,532
Utah	13	2,450
Vermont	15	2,592
Virginia	23	3,357
Washington	10	2,312
West Virginia	51	9,509
Wisconsin	24	3,452
Wyoming	35	4,658

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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	#
Abilene, TX	49
Akron, OH	223
Albany, GA	8
Albany, OR	37
Albany-Schenectady-Troy, NY	155
Albuquerque, NM	328
Alexandria, LA	47
Allentown-Bethlehem-Easton, PA-NJ	226
Altoona, PA	10
Amarillo, TX	13
Ames, IA	7
Anchorage, AK	62
Ann Arbor, MI	473
Anniston-Oxford-Jacksonville, AL	12
Appleton, WI	15
Asheville, NC	220
Athens-Clarke County, GA	57
Atlanta-Sandy Springs-Roswell, GA	3,446
Atlantic City-Hammonton, NJ	98
Auburn-Opelika, AL	30
Augusta-Richmond County, GA-SC	115
Austin-Round Rock, TX	1,526
Bakersfield, CA	48
Baltimore-Columbia-Towson, MD	1,428
Bangor, ME	22
Barnstable Town, MA	92
Baton Rouge, LA	243
Battle Creek, MI	15
Bay City, MI	10
Beaumont-Port Arthur, TX	35
Beckley, WV	30
Bellingham, WA	60
Bend-Redmond, OR	85
Billings, MT	13
Binghamton, NY	82
Birmingham-Hoover, AL	216
Bismarck, ND	54
Blacksburg-Christiansburg-Radford, VA	29
Bloomington, IL	13
Bloomington, IN	28
Bloomsburg-Berwick, PA	2
Boise City, ID	289
Boston-Cambridge-Newton, MA-NH	2,979
Boulder, CO	493
Bowling Green, KY	2
Bremerton-Silverdale, WA	110
Bridgeport-Stamford-Norwalk, CT	649
Brownsville-Harlingen, TX	30

Metropolitan Statistical Area	#
Brunswick, GA	27
Buffalo-Cheektowaga-Niagara Falls, NY	163
Burlington, NC	48
Burlington-South Burlington, VT	97
California-Lexington Park, MD	60
Canton-Massillon, OH	55
Cape Coral-Fort Myers, FL	365
Cape Girardeau, MO-IL	no data
Carbondale-Marion, IL	36
Carson City, NV	7
Casper, WY	21
Cedar Rapids, IA	57
Chambersburg-Waynesboro, PA	26
Champaign-Urbana, IL	36
Charleston, WV	21
Charleston-North Charleston, SC	308
Charlotte-Concord-Gastonia, NC-SC	877
Charlottesville, VA	120
Chattanooga, TN-GA	85
Cheyenne, WY	3
Chicago-Naperville-Elgin, IL-IN-WI	8,266
Chico, CA	69
Cincinnati, OH-KY-IN	1,544
Clarksville, TN-KY	12
Cleveland, TN	17
Cleveland-Elyria, OH	847
Coeur d'Alene, ID	52
College Station-Bryan, TX	19
Colorado Springs, CO	396
Columbia, MO	65
Columbia, SC	170
Columbus, GA-AL	7
Columbus, IN	48
Columbus, OH	1,044
Corpus Christi, TX	57
Corvallis, OR	36
Crestview-Fort Walton Beach-Destin, FL	65
Cumberland, MD-WV	10
Dallas-Fort Worth-Arlington, TX	3,441
Dalton, GA	10
Danville, IL	no data
Daphne-Fairhope-Foley, AL	57
Davenport-Moline-Rock Island, IA-IL	109
Dayton, OH	267
Decatur, AL	19
Decatur, IL	15
Deltona-Daytona Beach-Ormond, FL	133
Denver-Aurora-Lakewood, CO	2,117

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	#
Des Moines-West Des Moines, IA	285
Detroit-Warren-Dearborn, MI	2,471
Dothan, AL	49
Dover, DE	6
Dubuque, IA	44
Duluth, MN-WI	106
Durham-Chapel Hill, NC	145
East Stroudsburg, PA	17
Eau Claire, WI	7
El Centro, CA	64
Elizabethtown-Fort Knox, KY	15
Elkhart-Goshen, IN	100
Elmira, NY	28
El Paso, TX	46
Enid, OK	no data
Erie, PA	9
Eugene, OR	109
Evansville, IN-KY	60
Fairbanks, AK	44
Fargo, ND-MN	25
Farmington, NM	38
Fayetteville, NC	160
Fayetteville-Springdale-Rogers, AR-MO	125
Flagstaff, AZ	56
Flint, MI	232
Florence, SC	16
Florence-Muscle Shoals, AL	39
Fond du Lac, WI	20
Fort Collins, CO	143
Fort Smith, AR-OK	20
Fort Wayne, IN	119
Fresno, CA	40
Gadsden, AL	22
Gainesville, FL	118
Gainesville, GA	88
Gettysburg, PA	29
Glens Falls, NY	38
Goldsboro, NC	38
Grand Forks, ND-MN	4
Grand Island, NE	33
Grand Junction, CO	17
Grand Rapids-Wyoming, MI	515
Grants Pass, OR	4
Great Falls, MT	11
Greeley, CO	24
Green Bay, WI	79
Greensboro-High Point, NC	607
Greenville, NC	38
Greenville-Anderson-Mauldin, SC	258
Gulfport-Biloxi-Pascagoula, MS	47
Hagerstown-Martinsburg, MD-WV	83
Hammond, LA	33
Hanford-Corcoran, CA	6
Harrisburg-Carlisle, PA	118
Harrisonburg, VA	17
Hartford-West Hartford-East Hartford, CT	148
Hattiesburg, MS	19
Hickory-Lenoir-Morganton, NC	130
Hilton Head Island-Bluffton-Beaufort, SC	155
Hinesville, GA	29
Homosassa Springs, FL	17
Hot Springs, AR	16
Houma-Thibodaux, LA	3
Houston-The Woodlands-Sugar Land, TX	2,089
Huntington-Ashland, WV-KY-OH	107
Huntsville, AL	47
Idaho Falls, ID	65
Indianapolis-Carmel-Anderson, IN	850
Iowa City, IA	26
Ithaca, NY	18
Jackson, MI	11
Jackson, MS	114
Jackson, TN	62
Jacksonville, FL	405
Jacksonville, NC	10
Janesville-Beloit, WI	57
Jefferson City, MO	16
Johnson City, TN	26
Johnstown, PA	36
Jonesboro, AR	43
Joplin, MO	47
Kahului-Wailuku-Lahaina, HI	39
Kalamazoo-Portage, MI	105
Kankakee, IL	12
Kansas City, MO-KS	678
Kennewick-Richland, WA	118
Killeen-Temple, TX	146
Kingsport-Bristol-Bristol, TN-VA	60
Kingston, NY	52
Knoxville, TN	156
Kokomo, IN	30
La Crosse-Onalaska, WI-MN	62
Lafayette, LA	63
Lafayette-West Lafayette, IN	25
Lake Charles, LA	11
Lake Havasu City-Kingman, AZ	45

Employees per Metropolitan Area

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

Metropolitan Statistical Area	#
Lakeland-Winter Haven, FL	87
Lancaster, PA	209
Lansing-East Lansing, MI	80
Laredo, TX	78
Las Cruces, NM	56
Las Vegas-Henderson-Paradise, NV	1,235
Lawrence, KS	21
Lawton, OK	39
Lebanon, PA	24
Lewiston, ID-WA	22
Lewiston-Auburn, ME	37
Lexington-Fayette, KY	138
Lima, OH	57
Lincoln, NE	147
Little Rock-North Little Rock-Conway, AR	150
Logan, UT-ID	36
Longview, TX	33
Longview, WA	4
Los Angeles-Long Beach-Anaheim, CA	13,611
Louisville/Jefferson County, KY-IN	407
Lubbock, TX	73
Lynchburg, VA	27
Macon-Bibb County, GA	18
Madera, CA	47
Madison, WI	413
Manchester-Nashua, NH	127
Manhattan, KS	53
Mankato-North Mankato, MN	43
Mansfield, OH	35
McAllen-Edinburg-Mission, TX	10
Medford, OR	28
Memphis, TN-MS-AR	249
Merced, CA	no data
Miami-Fort Lauderdale-West Palm Beach, FL	4,388
Michigan City-La Porte, IN	30
Midland, MI	16
Midland, TX	35
Milwaukee-Waukesha-West Allis, WI	692
Minneapolis-St. Paul-Bloomington, MN-WI	2,086
Missoula, MT	40
Mobile, AL	56
Modesto, CA	98
Monroe, LA	72
Monroe, MI	43
Montgomery, AL	51
Morgantown, WV	57
Morristown, TN	no data
Mount Vernon-Anacortes, WA	13
Muncie, IN	30
Muskegon, MI	82
Myrtle-Conway-North Myrtle, SC-NC	136
Napa, CA	133
Naples-Immokalee-Marco Island, FL	346
Nashville-Davidson--Murfr.--Franklin, TN	739
New Bern, NC	43
New Haven-Milford, CT	105
New Orleans-Metairie, LA	347
New York-Newark-Jersey City, NY-NJ-PA	18,699
Niles-Benton Harbor, MI	24
North Port-Sarasota-Bradenton, FL	288
Norwich-New London, CT	136
Ocala, FL	47
Ocean City, NJ	34
Odessa, TX	no data
Ogden-Clearfield, UT	181
Oklahoma City, OK	306
Olympia-Tumwater, WA	107
Omaha-Council Bluffs, NE-IA	319
Orlando-Kissimmee-Sanford, FL	1,231
Oshkosh-Neenah, WI	34
Owensboro, KY	11
Oxnard-Thousand Oaks-Ventura, CA	186
Palm Bay-Melbourne-Titusville, FL	292
Panama City, FL	13
Parkersburg-Vienna, WV	37
Pensacola-Ferry Pass-Brent, FL	81
Peoria, IL	225
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	2,468
Phoenix-Mesa-Scottsdale, AZ	1,586
Pine Bluff, AR	26
Pittsburgh, PA	900
Pittsfield, MA	35
Pocatello, ID	26
Portland-South Portland, ME	205
Portland-Vancouver-Hillsboro, OR-WA	2,120
Port St. Lucie, FL	111
Prescott, AZ	58
Providence-Warwick, RI-MA	482
Provo-Orem, UT	233
Pueblo, CO	48
Punta Gorda, FL	27
Racine, WI	89
Raleigh, NC	704
Rapid City, SD	16
Reading, PA	85
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	#
Reno, NV	108
Richmond, VA	442
Riverside-San Bernardino-Ontario, CA	724
Roanoke, VA	37
Rochester, MN	105
Rochester, NY	235
Rockford, IL	84
Rocky Mount, NC	49
Rome, GA	30
Sacramento--Roseville--Arden-Arcade, CA	316
Saginaw, MI	48
St. Cloud, MN	11
St. George, UT	63
St. Joseph, MO-KS	46
St. Louis, MO-IL	1,047
Salem, OR	73
Salinas, CA	62
Salisbury, MD-DE	58
Salt Lake City, UT	776
San Angelo, TX	8
San Antonio-New Braunfels, TX	657
San Diego-Carlsbad, CA	1,983
San Francisco-Oakland-Hayward, CA	6,251
San Jose-Sunnyvale-Santa Clara, CA	1,156
San Luis Obispo-Paso Robles-Arroyo Gr., CA	67
Santa Cruz-Watsonville, CA	125
Santa Fe, NM	51
Santa Maria-Santa Barbara, CA	165
Santa Rosa, CA	150
Savannah, GA	93
Scranton--Wilkes-Barre--Hazleton, PA	115
Seattle-Tacoma-Bellevue, WA	2,796
Sebastian-Vero Beach, FL	64
Sebring, FL	20
Sheboygan, WI	13
Sherman-Denison, TX	39
Shreveport-Bossier City, LA	26
Sierra Vista-Douglas, AZ	2
Sioux City, IA-NE-SD	65
Sioux Falls, SD	51
South Bend-Mishawaka, IN-MI	111
Spartanburg, SC	30
Spokane-Spokane Valley, WA	112
Springfield, IL	12
Springfield, MA	112
Springfield, MO	148
Springfield, OH	34
State College, PA	42

Metropolitan Statistical Area	#
Staunton-Waynesboro, VA	20
Stockton-Lodi, CA	235
Sumter, SC	37
Syracuse, NY	120
Tallahassee, FL	49
Tampa-St. Petersburg-Clearwater, FL	806
Terre Haute, IN	55
Texarkana, TX-AR	1
The Villages, FL	35
Toledo, OH	89
Topeka, KS	90
Trenton, NJ	146
Tucson, AZ	207
Tulsa, OK	314
Tuscaloosa, AL	82
Tyler, TX	24
Urban Honolulu, HI	187
Utica-Rome, NY	53
Valdosta, GA	6
Vallejo-Fairfield, CA	36
Victoria, TX	no data
Vineland-Bridgeton, NJ	49
Virginia Beach-Norfolk-Newport, VA-NC	313
Visalia-Porterville, CA	136
Waco, TX	106
Walla Walla, WA	2
Warner Robins, GA	10
Washing.-Arling.-Alexan., DC-VA-MD-WV	3,362
Waterloo-Cedar Falls, IA	21
Watertown-Fort Drum, NY	10
Wausau, WI	4
Weirton-Steubenville, WV-OH	no data
Wenatchee, WA	21
Wheeling, WV-OH	67
Wichita, KS	196
Wichita Falls, TX	9
Williamsport, PA	9
Wilmington, NC	126
Winchester, VA-WV	17
Winston-Salem, NC	243
Worcester, MA-CT	172
Yakima, WA	3
York-Hanover, PA	44
Youngstown-Warren-Boardman, OH-PA	88
Yuba City, CA	6
Yuma, AZ	3

Locations per Company by Segments

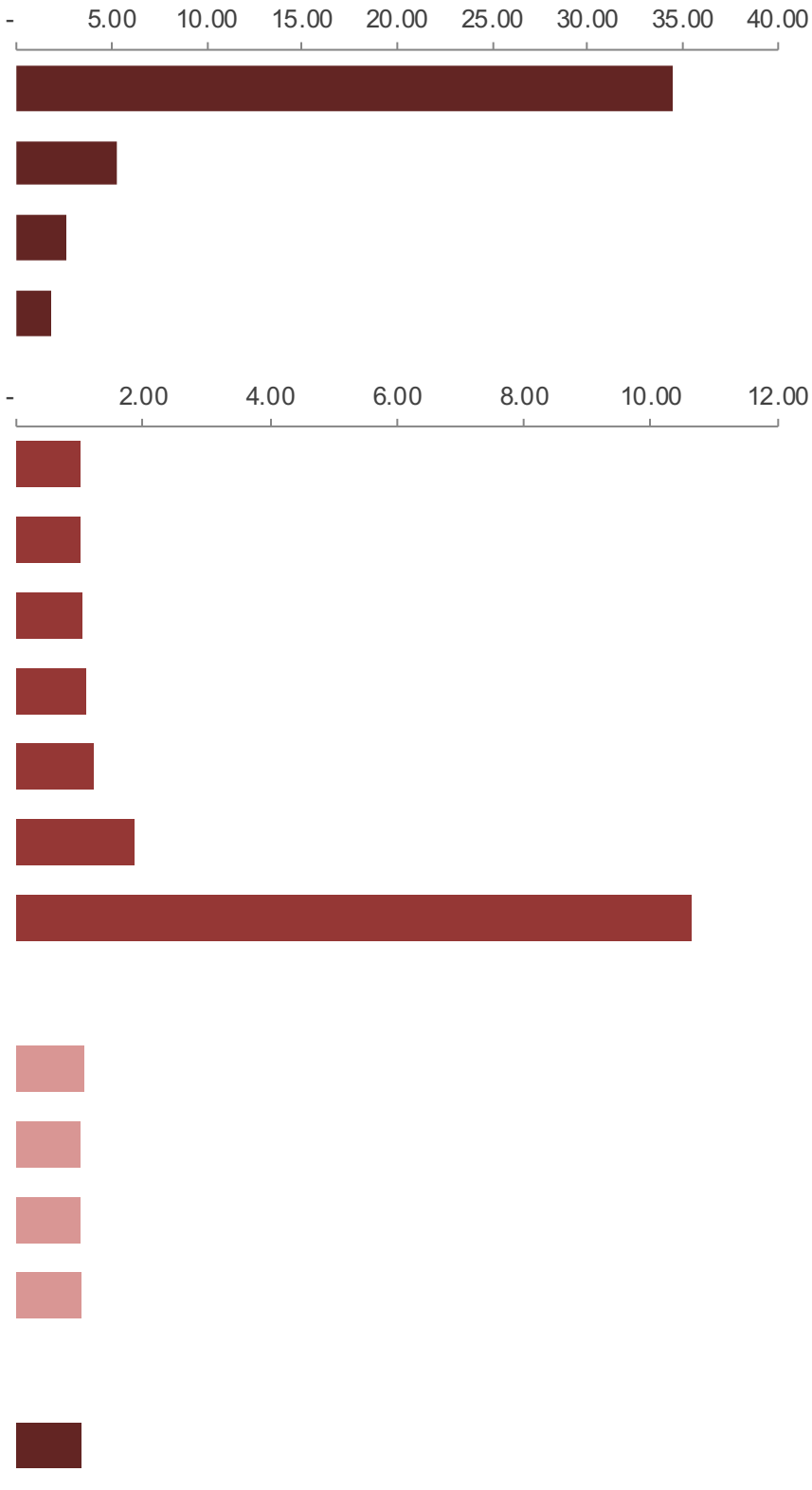
Below is the average locations per company for industry segmentations including concentration, business size by employees, and business structure.

Concentration Segments	
4 largest firms	34.40
Next 4 largest	5.33
Next 12 largest	2.58
Next 30 largest	1.85

Business Size (# employees)	
1-4	1.00
5-9	1.01
10-19	1.04
20-49	1.10
50-99	1.22
100-249	1.86
250+	10.64

Business Structure Segments	
C-corporations	1.06
S-corporations	1.01
Sole Proprietorships	1.01
Partnerships	1.03

Industry Average	1.02



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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	#
Abilene, TX	6
Akron, OH	62
Albany, GA	6
Albany, OR	2
Albany-Schenectady-Troy, NY	58
Albuquerque, NM	49
Alexandria, LA	1
Allentown-Bethlehem-Easton, PA-NJ	46
Altoona, PA	6
Amarillo, TX	7
Ames, IA	7
Anchorage, AK	25
Ann Arbor, MI	43
Anniston-Oxford-Jacksonville, AL	4
Appleton, WI	9
Asheville, NC	97
Athens-Clarke County, GA	20
Atlanta-Sandy Springs-Roswell, GA	1,029
Atlantic City-Hammonton, NJ	12
Auburn-Opelika, AL	11
Augusta-Richmond County, GA-SC	21
Austin-Round Rock, TX	359
Bakersfield, CA	12
Baltimore-Columbia-Towson, MD	330
Bangor, ME	9
Barnstable Town, MA	34
Baton Rouge, LA	58
Battle Creek, MI	1
Bay City, MI	3
Beaumont-Port Arthur, TX	9
Beckley, WV	3
Bellingham, WA	19
Bend-Redmond, OR	34
Billings, MT	11
Binghamton, NY	10
Birmingham-Hoover, AL	96
Bismarck, ND	6
Blacksburg-Christiansburg-Radford, VA	6
Bloomington, IL	7
Bloomington, IN	9
Bloomsburg-Berwick, PA	3
Boise City, ID	97
Boston-Cambridge-Newton, MA-NH	604
Boulder, CO	135
Bowling Green, KY	3
Bremerton-Silverdale, WA	32
Bridgeport-Stamford-Norwalk, CT	193
Brownsville-Harlingen, TX	10

Metropolitan Statistical Area	#
Brunswick, GA	14
Buffalo-Cheektowaga-Niagara Falls, NY	67
Burlington, NC	6
Burlington-South Burlington, VT	48
California-Lexington Park, MD	1
Canton-Massillon, OH	20
Cape Coral-Fort Myers, FL	121
Cape Girardeau, MO-IL	no data
Carbondale-Marion, IL	5
Carson City, NV	5
Casper, WY	9
Cedar Rapids, IA	19
Chambersburg-Waynesboro, PA	7
Champaign-Urbana, IL	16
Charleston, WV	12
Charleston-North Charleston, SC	122
Charlotte-Concord-Gastonia, NC-SC	338
Charlottesville, VA	47
Chattanooga, TN-GA	30
Cheyenne, WY	4
Chicago-Naperville-Elgin, IL-IN-WI	1,700
Chico, CA	10
Cincinnati, OH-KY-IN	209
Clarksville, TN-KY	5
Cleveland, TN	4
Cleveland-Elyria, OH	234
Coeur d'Alene, ID	7
College Station-Bryan, TX	7
Colorado Springs, CO	78
Columbia, MO	16
Columbia, SC	45
Columbus, GA-AL	5
Columbus, IN	6
Columbus, OH	178
Corpus Christi, TX	21
Corvallis, OR	6
Crestview-Fort Walton Beach-Destin, FL	39
Cumberland, MD-WV	4
Dallas-Fort Worth-Arlington, TX	723
Dalton, GA	4
Danville, IL	no data
Daphne-Fairhope-Foley, AL	19
Davenport-Moline-Rock Island, IA-IL	32
Dayton, OH	32
Decatur, AL	6
Decatur, IL	5
Deltona-Daytona Beach-Ormond, FL	59
Denver-Aurora-Lakewood, CO	623

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	#
Des Moines-West Des Moines, IA	60
Detroit-Warren-Dearborn, MI	383
Dothan, AL	2
Dover, DE	5
Dubuque, IA	9
Duluth, MN-WI	17
Durham-Chapel Hill, NC	52
East Stroudsburg, PA	9
Eau Claire, WI	5
El Centro, CA	6
Elizabethtown-Fort Knox, KY	3
Elkhart-Goshen, IN	27
Elmira, NY	2
El Paso, TX	22
Enid, OK	no data
Erie, PA	5
Eugene, OR	39
Evansville, IN-KY	17
Fairbanks, AK	2
Fargo, ND-MN	13
Farmington, NM	4
Fayetteville, NC	7
Fayetteville-Springdale-Rogers, AR-MO	47
Flagstaff, AZ	4
Flint, MI	14
Florence, SC	5
Florence-Muscle Shoals, AL	2
Fond du Lac, WI	6
Fort Collins, CO	64
Fort Smith, AR-OK	7
Fort Wayne, IN	35
Fresno, CA	28
Gadsden, AL	2
Gainesville, FL	22
Gainesville, GA	12
Gettysburg, PA	1
Glens Falls, NY	9
Goldsboro, NC	1
Grand Forks, ND-MN	2
Grand Island, NE	1
Grand Junction, CO	13
Grand Rapids-Wyoming, MI	142
Grants Pass, OR	4
Great Falls, MT	4
Greeley, CO	14
Green Bay, WI	25
Greensboro-High Point, NC	130
Greenville, NC	4
Greenville-Anderson-Mauldin, SC	84
Gulfport-Biloxi-Pascagoula, MS	9
Hagerstown-Martinsburg, MD-WV	7
Hammond, LA	1
Hanford-Corcoran, CA	2
Harrisburg-Carlisle, PA	36
Harrisonburg, VA	7
Hartford-West Hartford-East Hartford, CT	68
Hattiesburg, MS	4
Hickory-Lenoir-Morganton, NC	27
Hilton Head Island-Bluffton-Beaufort, SC	45
Hinesville, GA	1
Homosassa Springs, FL	6
Hot Springs, AR	5
Houma-Thibodaux, LA	4
Houston-The Woodlands-Sugar Land, TX	507
Huntington-Ashland, WV-KY-OH	9
Huntsville, AL	23
Idaho Falls, ID	6
Indianapolis-Carmel-Anderson, IN	207
Iowa City, IA	9
Ithaca, NY	9
Jackson, MI	5
Jackson, MS	43
Jackson, TN	1
Jacksonville, FL	170
Jacksonville, NC	4
Janesville-Beloit, WI	4
Jefferson City, MO	10
Johnson City, TN	4
Johnstown, PA	5
Jonesboro, AR	2
Joplin, MO	5
Kahului-Wailuku-Lahaina, HI	23
Kalamazoo-Portage, MI	25
Kankakee, IL	7
Kansas City, MO-KS	236
Kennewick-Richland, WA	14
Killeen-Temple, TX	5
Kingsport-Bristol-Bristol, TN-VA	6
Kingston, NY	27
Knoxville, TN	37
Kokomo, IN	2
La Crosse-Onalaska, WI-MN	11
Lafayette, LA	30
Lafayette-West Lafayette, IN	7
Lake Charles, LA	7
Lake Havasu City-Kingman, AZ	4

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	#
Lakeland-Winter Haven, FL	33
Lancaster, PA	45
Lansing-East Lansing, MI	22
Laredo, TX	2
Las Cruces, NM	4
Las Vegas-Henderson-Paradise, NV	205
Lawrence, KS	15
Lawton, OK	1
Lebanon, PA	6
Lewiston, ID-WA	1
Lewiston-Auburn, ME	4
Lexington-Fayette, KY	49
Lima, OH	2
Lincoln, NE	42
Little Rock-North Little Rock-Conway, AR	62
Logan, UT-ID	13
Longview, TX	6
Longview, WA	3
Los Angeles-Long Beach-Anaheim, CA	3,105
Louisville/Jefferson County, KY-IN	118
Lubbock, TX	22
Lynchburg, VA	15
Macon-Bibb County, GA	9
Madera, CA	3
Madison, WI	93
Manchester-Nashua, NH	30
Manhattan, KS	6
Mankato-North Mankato, MN	6
Mansfield, OH	6
McAllen-Edinburg-Mission, TX	4
Medford, OR	16
Memphis, TN-MS-AR	58
Merced, CA	no data
Miami-Fort Lauderdale-West Palm Beach, FL	1,553
Michigan City-La Porte, IN	5
Midland, MI	3
Midland, TX	14
Milwaukee-Waukesha-West Allis, WI	153
Minneapolis-St. Paul-Bloomington, MN-WI	672
Missoula, MT	16
Mobile, AL	19
Modesto, CA	17
Monroe, LA	7
Monroe, MI	7
Montgomery, AL	16
Morgantown, WV	3
Morristown, TN	no data
Mount Vernon-Anacortes, WA	4

Metropolitan Statistical Area	#
Muncie, IN	4
Muskegon, MI	7
Myrtle-Conway-North Myrtle, SC-NC	49
Napa, CA	29
Naples-Immokalee-Marco Island, FL	144
Nashville-Davidson--Murfr.--Franklin, TN	182
New Bern, NC	5
New Haven-Milford, CT	39
New Orleans-Metairie, LA	110
New York-Newark-Jersey City, NY-NJ-PA	4,386
Niles-Benton Harbor, MI	6
North Port-Sarasota-Bradenton, FL	145
Norwich-New London, CT	17
Ocala, FL	17
Ocean City, NJ	12
Odessa, TX	no data
Ogden-Clearfield, UT	59
Oklahoma City, OK	114
Olympia-Tumwater, WA	16
Omaha-Council Bluffs, NE-IA	106
Orlando-Kissimmee-Sanford, FL	425
Oshkosh-Neenah, WI	6
Owensboro, KY	4
Oxnard-Thousand Oaks-Ventura, CA	83
Palm Bay-Melbourne-Titusville, FL	39
Panama City, FL	9
Parkersburg-Vienna, WV	4
Pensacola-Ferry Pass-Brent, FL	34
Peoria, IL	14
Philadelphia-Camden-Wilm., PA-NJ-DE-MD	611
Phoenix-Mesa-Scottsdale, AZ	512
Pine Bluff, AR	3
Pittsburgh, PA	181
Pittsfield, MA	17
Pocatello, ID	4
Portland-South Portland, ME	91
Portland-Vancouver-Hillsboro, OR-WA	515
Port St. Lucie, FL	46
Prescott, AZ	14
Providence-Warwick, RI-MA	162
Provo-Orem, UT	87
Pueblo, CO	3
Punta Gorda, FL	17
Racine, WI	16
Raleigh, NC	215
Rapid City, SD	10
Reading, PA	25
Redding, CA	5

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	#
Reno, NV	52
Richmond, VA	138
Riverside-San Bernardino-Ontario, CA	231
Roanoke, VA	22
Rochester, MN	6
Rochester, NY	68
Rockford, IL	22
Rocky Mount, NC	1
Rome, GA	4
Sacramento--Roseville--Arden-Arcade, CA	124
Saginaw, MI	4
St. Cloud, MN	10
St. George, UT	23
St. Joseph, MO-KS	1
St. Louis, MO-IL	263
Salem, OR	21
Salinas, CA	19
Salisbury, MD-DE	20
Salt Lake City, UT	238
San Angelo, TX	4
San Antonio-New Braunfels, TX	146
San Diego-Carlsbad, CA	492
San Francisco-Oakland-Hayward, CA	1,044
San Jose-Sunnyvale-Santa Clara, CA	215
San Luis Obispo-Paso Robles-Arroyo Gr., CA	25
Santa Cruz-Watsonville, CA	38
Santa Fe, NM	32
Santa Maria-Santa Barbara, CA	58
Santa Rosa, CA	64
Savannah, GA	39
Scranton--Wilkes-Barre--Hazleton, PA	22
Seattle-Tacoma-Bellevue, WA	630
Sebastian-Vero Beach, FL	32
Sebring, FL	2
Sheboygan, WI	4
Sherman-Denison, TX	1
Shreveport-Bossier City, LA	12
Sierra Vista-Douglas, AZ	1
Sioux City, IA-NE-SD	5
Sioux Falls, SD	19
South Bend-Mishawaka, IN-MI	15
Spartanburg, SC	17
Spokane-Spokane Valley, WA	44
Springfield, IL	9
Springfield, MA	27
Springfield, MO	44
Springfield, OH	2
State College, PA	17
Staunton-Waynesboro, VA	10
Stockton-Lodi, CA	10
Sumter, SC	2
Syracuse, NY	38
Tallahassee, FL	23
Tampa-St. Petersburg-Clearwater, FL	350
Terre Haute, IN	3
Texarkana, TX-AR	3
The Villages, FL	3
Toledo, OH	25
Topeka, KS	10
Trenton, NJ	36
Tucson, AZ	82
Tulsa, OK	93
Tuscaloosa, AL	10
Tyler, TX	14
Urban Honolulu, HI	68
Utica-Rome, NY	12
Valdosta, GA	4
Vallejo-Fairfield, CA	10
Victoria, TX	9
Vineland-Bridgeton, NJ	2
Virginia Beach-Norfolk-Newport, VA-NC	107
Visalia-Porterville, CA	11
Waco, TX	13
Walla Walla, WA	3
Warner Robins, GA	6
Washing.-Arling.-Alexan., DC-VA-MD-WV	770
Waterloo-Cedar Falls, IA	7
Watertown-Fort Drum, NY	5
Wausau, WI	4
Weirton-Steubenville, WV-OH	no data
Wenatchee, WA	11
Wheeling, WV-OH	5
Wichita, KS	53
Wichita Falls, TX	4
Williamsport, PA	3
Wilmington, NC	52
Winchester, VA-WV	11
Winston-Salem, NC	75
Worcester, MA-CT	51
Yakima, WA	5
York-Hanover, PA	23
Youngstown-Warren-Boardman, OH-PA	19
Yuba City, CA	2
Yuma, AZ	4

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