

**The Economic Impact of Franchised Businesses**

**Volume II: Results for 2005**

**Prepared for**

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# **The Economic Impact of Franchised Businesses**

## **Volume II: Results for 2005**

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## **Volume II: Results for 2005**

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# ***The Economic Impact of Franchised Businesses In the United States***

## ***Volume II Results for 2005***

### **EXECUTIVE SUMMARY**

**Background**—In February of 2004, PricewaterhouseCoopers (PwC) released Volume I of *The Economic Impact of Franchised Businesses*, which provided measures of the total economic impact of franchised businesses in the United States using data for the year 2001. The report, the first of its kind, found that franchised businesses generate a significant amount of economic activity in the United States and that they stimulate still more economic activity in non-franchised businesses.

The purpose of this study is to provide updated measures of the total economic impacts of franchised businesses for the year 2005 (the latest year for which data are available). The estimates provided below pertain to the economies of the 50 States and the District of Columbia. The body of this report also provides detail at the Congressional District-level.

**What Happens In Franchised Businesses**—Franchised businesses operated 909,253 establishments in the United States in 2005, counting both establishments owned by franchisees and establishments owned by franchisors. These establishments amounted to 3.3 percent of all business establishments in the United States. Franchised businesses provided 11.0 million jobs, met a \$278.6 billion payroll, and produced \$880.9 billion of output. Franchised businesses accounted for 8.1 percent of all private non-farm jobs, 5.3 percent of all private-sector payroll, and 4.4 percent of all private sector output in 2005. To indicate economic size in a different way, franchised businesses provided more jobs in 2005 than all manufacturers of durable goods, such as computers, cars, trucks, planes, communications equipment, primary metals, wood products, and instruments.

These numbers illustrate significant growth since 2001. Overall, the number of franchised establishments in the U.S. grew at an average annual rate of 4.3 percent between 2001 and 2005. More importantly, the number of jobs in franchised businesses grew at an average annual rate of 3.0 percent over the same period. Payroll and output of franchised businesses grew at 5.0 percent and 9.0 percent per year, respectively, since 2001.

**What Happens Because of Franchised Businesses**—The economic impact of franchising goes beyond activities inside franchised businesses, because their purchases of products and services and the personal purchases of their owners and workers make non-franchised businesses bigger. As a result of these spillover effects, the total impact of franchising was to provide 21.0 million jobs (15.3 percent of all private-sector jobs) and \$660.9 billion of payroll (12.5 percent of all private-sector payroll) in 2005. Output produced because of franchised businesses grew from \$1.5 trillion in 2001 to more than \$2.3 trillion in 2005; an average growth of 10.9 percent per year. In 2005, output produced because of franchised businesses accounted for 11.4 percent of all private-sector output.

***Prevalence of Business Format Franchising***—Business format franchising was more prevalent than product distribution franchising in 2005, accounting for about 5.7 times as many establishments and nearly 4.5 times as many jobs. Franchisees owned most (73 percent) of the establishments that operated under a business format franchise. Business format franchises operated more establishments and met a greater payroll in Business Services than in any other single line of business; Quick Service Restaurants provided more jobs and generated more output. Among product distribution franchises Automotive and Truck Dealers provided the most jobs and greatest payroll.

***Franchised Businesses in States and Congressional Districts***—Franchised businesses operate in all 50 States, the District of Columbia, and in every Congressional District. Jobs and payrolls in franchised businesses were greatest in California, Texas, Florida, and Illinois in 2005. Relative to the size of the statewide economy, franchising had the greatest impact on jobs and payrolls in Nevada, New Mexico, Arizona and Mississippi. Franchising accounted for the largest share of State output in Nevada, Arizona, and Florida.

# ***The Economic Impact of Franchised Businesses In the United States***

## ***Volume II***

### **EXTENDED SUMMARY OF THE RESULTS FOR 2005**

#### **A. Background to the Study**

##### ***Introduction***

This is a study of the economic impact of franchising in the United States. More particularly, it is a study of the economic activity generated by and because of franchisors and franchisees who are engaged in business format franchising or product distribution franchising.

The report consists almost entirely of tables of estimates of economic impacts. In all, there are 550 tables: five relating to the U.S. economy [**Views US(1)-US(5)**], 105 relating to the economies of the States and District of Columbia [**Views S(1)-S(105)**], four illustrating the growth of franchising in the U.S. economy between 2001 and 2005 [**Views G(1)-G(4)**], and 436 relating to Congressional Districts and the District of Columbia [**Views CD(1)-CD(436)**]. The rest of the report consists of text—an **Executive Summary**, this **Extended Summary of the Results**, and an **Appendix** that addresses technical subjects.

The International Franchise Association Educational Foundation commissioned the National Economic Consulting practice of PricewaterhouseCoopers to perform the study.

##### ***Objectives***

**Activities in franchised businesses.**—The first objective of this report is to estimate the amount of economic activity that occurs *in* franchised businesses. We measure the—

- Number of establishments  
An establishment is a single physical location at which business is conducted or services or industrial operations are performed. A business may consist of more than one establishment. An establishment may be owned by the franchisor or the franchisee.
- Number of jobs  
Jobs are positions filled by part-time and full-time employees or by self-employed individuals.
- Annual payroll  
Payroll includes not only wages and salaries, but also commissions, vacation and sick-leave pay, fringe benefits, and all other forms of compensation.

- Annual output

The output of a business is the gross value of goods and services it produces. It is a concept that is comparable to sales for most industries. In government input-output accounts, the output of goods-producing industries is measured by the value of shipments. For most other industries, output is measured by receipts or revenues from goods and services sold. A special case is the output of the wholesale and retail industries, which is measured generally as the difference between receipts or revenues and the cost of goods sold--this difference is referred to as "margin."<sup>1</sup>

We measure these economic quantities—

- For the United States, aggregating all franchised businesses in the nation
- Separately for each State and the District of Columbia, aggregating all franchised businesses in a State
- Separately for each Congressional District, aggregating all franchised businesses in a Congress District

**Activities occurring *because of* franchised businesses.**—The second objective of this report is to estimate the amount of economic activity that occurs *because of* franchised businesses. Franchised businesses purchase products and services from other businesses, which provide more jobs and make larger payrolls in order to fill the orders from franchised businesses. Likewise, the employees and owners of franchised businesses spend their incomes on products and services from other businesses, which provide more jobs and make larger payrolls on that account.

In describing the amount of economic activity that occurs *because of* franchised businesses we combine activity *in* franchised businesses with the additional activity it stimulates in other businesses. For example, if the \$1000 of output of a franchised business results in an additional \$700 of output in other businesses, we report that \$1700 of output occurs *because of* franchised businesses. (In other economic studies the \$1000 is sometimes called the "direct impact," the \$700 is called the "indirect impact" or "ripple effect," and the \$1700 is called the "total impact.")

Thus we estimate the—

- Number of jobs filled because of franchised businesses
- Size of payrolls met because of franchised businesses
- Value of output produced because of franchised businesses

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<sup>1</sup> Several franchising lines of businesses (Automobile & Truck Dealers, Gasoline Service Stations, and Retail Food) are pure retailers. Two other lines (Automotive and Retail Products & Services) partly belong to the wholesale and retail industries.

We report these economic quantities—

- For the United States
- Separately for each State and the District of Columbia
- Separately for each Congressional District

**Detail by business model, line of business, and ownership.**—The other objectives of this report are to—

- Differentiate the economic contributions of companies that follow the product distribution model from those that follow the business format model.
- Differentiate, among business format franchises, the contributions of franchisor-owned establishments and franchisee-owned establishments.
- Estimate economic activity in franchised businesses operating in 13 lines of business. The table on page 5 below lists the 13 lines of business. A detailed crosswalk that links lines of business with codes in the North American Industrial Classification System is in the **Appendix**.

### **Methods**

**Data processing required.**—To our knowledge, the statistics that are presented in this report are not available anywhere else. To derive them we have fit together and processed data from several major sources. Each source contributes something, but no source has everything.

Our technical procedures are described in greater detail in the **Appendix**.

**Measuring activity in franchised businesses.**—We use three databases that contain different types of economic information about business establishments in every industry and every county of the country:

- *County Business Patterns*, produced by the U.S. Bureau of the Census
- *Nonemployer Statistics*, produced by the U.S. Bureau of the Census
- *IMPLAN*, produced by the Minnesota IMPLAN Group

Used together, these databases provide a systematic, comprehensive, and detailed accounting of establishments, jobs, payroll, and output. However, they do not identify which establishments are franchised businesses and which are not.<sup>2</sup> Therefore we meld the databases with two other sources that indicate franchising activity—namely,

- *MarketPlace DVD-ROM*, April-June 2006 edition, produced by Dun & Bradstreet

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<sup>2</sup> Data on the number of franchised establishments, employment, and sales in franchises for the limited and full service restaurant sectors were published in the 2002 Economic Census, released by the U.S. Census Bureau in December 2005. The 2007 Economic Census will include a franchise question for a large number of industries.



- A *Survey* conducted in 2006 by the International Franchise Association Educational Foundation

We use the latest version of each government data source available as of December 2007, which has the result that the statistics we compute are oriented to economic activity that occurred in 2005.

**Measuring activity occurring *because of* franchised businesses.**—We use the economic modeling system developed by the Minnesota IMPLAN Group in order to estimate the additional economic activity that occurs outside of franchised businesses because of the economic activity that occurs inside franchised businesses. IMPLAN is a well known tool of its kind and is similar to the Regional Input-Output Modeling System developed by the U.S. Department of Commerce.

IMPLAN is built around an “input-output” table in which are recorded the purchases that each industry has made from other industries in past years. When economic activity occurs *in* a franchised business, purchases are made in other industries according to the patterns recorded in the input-output table. These purchases in turn spark still more purchases, and so on. Meanwhile, employees and business owners make personal purchases out of the additional income that is generated by this process, sending more new demands rippling through the input-output table. When these iterations are complete, the model will have calculated the jobs, payroll, and output that occur throughout the economy *because of* the franchised business.

**Special note about Congressional Districts.**—Our measures of economic activity *in* and *because of* franchised businesses are compiled for each county (or group of counties when complete data for a single county are not obtainable) and hence aggregate to totals for each State. The county-level measures also aggregate to totals for a Congressional District when the district consists neatly of whole counties only. However, the county-level measures do not aggregate to a total for a Congressional District when a county falls into more than one Congressional District.

By necessity, therefore, a “Congressional District” in this report means a collection of those whole counties any portion (other than a *de minimis* portion) of which falls in the actual district. For example, in this research the 8th District of Virginia is defined as including all of Fairfax County (along with all of Alexandria City, Falls Church City, and Arlington County), whereas the actual districts includes only a portion of Fairfax County (plus all of the other jurisdictions mentioned). For an example of a different kind, Clark County, Nevada is actually composed of all of the 1st and 3rd Districts plus part of the 2nd District; in this study each Congressional District in Nevada is defined as including all of Clark County. In such cases the levels of economic activity in franchised businesses that we compute for the Congressional District exceed those in the actual district.

The exact mapping of counties in Congressional Districts is described in the **Appendix**.

## **Lines of Business**

### Business Format Franchising

1. **Automotive**  
Includes motor vehicle parts and supply stores, tire dealers, automotive equipment rental and leasing, and automotive repair and maintenance
2. **Commercial and Residential Services**  
Includes building, developing, and general contracting; heavy construction; special trade contractors; facilities support services; services to buildings and dwellings; and waste management and remediation services
3. **Quick Service Restaurants**  
Includes limited-service eating places, cafeterias, fast-food restaurants, beverage bars, ice cream parlors, pizza delivery establishments, carryout sandwich shops, and carryout service shops with on-premises baking of donuts, cookies, and bagels
4. **Table/Full Service Restaurants**
5. **Retail Food**  
Includes food and beverage stores, convenience stores, food service contractors, caterers, and retail bakeries
6. **Lodging**  
Includes hotels, motels, and other accommodations
7. **Real Estate**  
Includes lessors of buildings, self-storage units, and other real estate; real estate agents and brokers; and property management and other related activities
8. **Retail Products and Services**  
Includes furniture and home furnishings stores, electronics and appliance stores, building material and garden equipment and supplies dealers, health and personal care stores, clothing and general merchandise stores, florists and gift stores, consumer goods rentals, photographic services, and book and music stores
9. **Business Services**  
Includes printing, business transportation, warehousing and storage, data processing services, insurance agencies and brokerages, office administrative services, employment services, investigation and security services, tax preparation and payroll services, and heavy equipment leasing
10. **Personal Services**  
Includes educational services, health care, entertainment and recreation, personal and laundry services, veterinary services, loan brokers, credit intermediation and related activities, and personal transportation

### Product Distribution Franchising

11. **Automotive and Truck Dealers**
12. **Gasoline Service Stations**
13. **Beverage Bottling**  
Includes soft drink and bottled water manufacturing, beer and ale wholesalers, and beer, wine, and liquor stores

## B. Franchising in the United States in 2005: Measures of Economic Significance

< Detailed estimates for this section are in Views US(1) – US(5) >

### *Economic Activity In Franchised Businesses*

There were 909,253 establishments in franchise systems in the United States in 2005. **[View US(1)]** These businesses directly—

- Provided 11.0 million jobs
- Provided an annual payroll of \$278.6 billion
- Produced output worth \$880.9 billion

These businesses accounted for 3.3 percent of all U.S. business establishments. Their economic activity accounted for—

- 8.1 percent of all private-sector jobs
- 5.3 percent of all private-sector payrolls
- 4.4 percent of all private-sector output

As a point of reference, franchised businesses provided more jobs in the United States in 2005 than the manufacturers of durable goods. Durable goods include computers, engines and other industrial equipment and machinery; communications, lighting and other electronic equipment; cars, trucks, planes, and other transportation equipment; hardware, stampings, and other fabricated metal products; basic steel and other primary metals; lumber and wood products; medical, controlling, and other instruments; furniture and fixtures; and stone, clay, and glass products.

Looking at other points of reference, franchised businesses provided more jobs in 2005 than any one of the following industries: financial activities (including banks, insurance carriers, and real estate); construction; nondurable goods manufacturing; or information (including software and print publishing, motion pictures and videos, radio and television broadcasting, and telecommunications carriers and resellers).

### **Jobs by Economic Sector in 2005**

<b>Franchised businesses</b>	<b>11,029,000</b>
Durable goods manufacturing	8,955,000
Financial activities	8,153,000
Construction	7,336,000
Nondurable goods manufacturing	5,272,000
Information	3,061,000

Source: U.S. Department of Labor for data other than franchised businesses.

### ***Economic Activity Because of Franchised Businesses***

The economic significance of franchising is greater than indicated by the activity in franchised businesses alone, for it stimulates still more activity and causes many non-franchised businesses to be bigger. **[View US(2)]** Counting economic results both inside and outside of franchising, franchised businesses in the United States were the cause of—

- 21.0 million jobs, or 15.3 percent of private-sector jobs
- \$660.9 billion of payroll, or 12.5 percent of private-sector payrolls
- \$2.31 trillion of output, or 11.4 percent of private-sector output

The ratios of activity caused by franchised businesses to activity in franchised businesses are different for jobs (1.90), payroll (2.37), and output (2.62). To use a very round approximation, economic activity in franchised businesses stimulates about an equal amount of additional activity in non-franchised businesses.

### ***Business Model and Lines of Business***

**Overview.**—Comparing business format franchising to product distribution franchising **[View US(3)]** —

- About 5.7 times as many establishments operated under the business format model
- Business format franchising provided 4.5 times as many jobs
- Business format franchising generated 2.9 times the payroll
- Business format franchising produced nearly 3.1 times as much output

Business format franchising was the model in 773,436 establishments. These establishments provided 9.0 million jobs, provided \$206.9 billion in payroll, and produced \$665.3 billion of output. Thus, business format franchising provided more jobs in 2005 than the durable goods manufacturing industry.

Product distribution franchising was the model in 135,817 establishments, which provided 2.0 million jobs, provided \$71.7 billion in payroll, and produced \$215.6 billion of output.

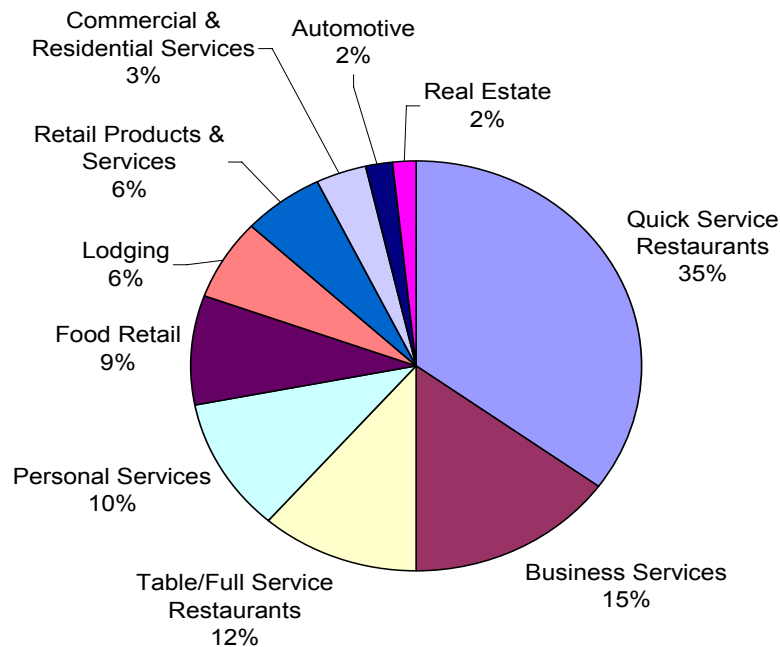
Taking the broader view and including economic activity that exists *because of* franchised businesses, 16.5 million jobs were provided, \$478.4 billion in payroll was distributed, and \$1.75 trillion of output was produced because of business format franchises. Likewise, 4.4 million jobs were provided, \$182.5 billion in payroll was distributed, and \$557.1 billion of output was produced because of product distribution franchises.

**Business Format Franchising.**—Business format franchising was economically significant in ten lines of business in 2005. **[View US(4)]** provides estimates of economic activity in franchised businesses in each of the ten business format lines of business, sorted by direct jobs.

- Quick Service Restaurants provided more jobs and generated more output than any other single line of business (35 percent of all jobs in business format franchises);

followed by Business Services (15 percent of all jobs in business format franchises). Business Services accounted for more establishments and met a greater payroll than any other line of business.

**Figure 1. Distribution of Jobs in Business Format Franchises**



- Judged by the ratio of franchised establishments to all establishments in a line of business, franchising was the most significant contributor in Quick Service Restaurants (56.3 percent), Lodging (25.3 percent), Table/Full Service Restaurants (13.3 percent), and Retail Food (16.9 percent). The same four lines were also at the top when comparing the ratio of jobs (or payroll) in franchised businesses to jobs (or payroll) in all companies operating in a line of business.
- Most establishments (approximately 73 percent) that use the business format model were owned by the franchisee; 27 percent were owned by the franchisor. Franchisee-owned establishments outnumbered company-owned establishments in every line of business, overwhelmingly so in these lines: Automotive, Commercial and Residential Services, Lodging, Real Estate, Business Services, and Personal Services.
- Similarly, franchisee-owned establishments provided more jobs (67 percent of jobs in business format franchising), payroll (74 percent), and output (72 percent) than franchisor-owned establishments.

**Product Distribution Franchising.**—Product distribution franchising was economically significant in three lines of business in 2005. **[View US(5)]**

The Automotive and Truck Dealer line of business provided more jobs, supported a greater payroll, and generated more output than any other single line of business in product distribution franchising. Gasoline Service Stations accounted for a greater number of establishments.

Judged by the ratio of franchised activity to all activity in a line of business, franchising dominated in the Automotive and Truck Dealers line of business, accounting for 30.4 percent of all business establishments and 87.6 percent of all jobs and payroll in the line. Franchising accounted for more than half of establishments, jobs, and payroll in the Gasoline Service Stations line of business.

Franchising is more important to Beverage Bottling than can be shown in the “% line of business” row of **View US(5)**. The reason is that government economic statistics are not available for that line of business alone. Consequently, activity levels in franchised establishments that bottle beverages are shown relative to a considerably larger industry that includes other business activities in addition to the bottling of beverages.

## C. Franchising in the States in 2005: Measures of Economic Significance

< Detailed estimates for this section are in Views S(1) – S(105) >

### **Jobs**

The number of jobs *in* franchised businesses in 2005 was greatest in California, Texas, Florida, Illinois, and Ohio. The number of jobs provided *because* of franchised businesses was greatest in those same States: California (2,290,058), Texas (1,585,513), Florida (1,486,306), Illinois (962,411), and Ohio (860,549). **[View S(1)]**

Considered relative to the size of a State's economy, franchising had the greatest impact on jobs in Nevada. Jobs filled because of franchised businesses were 21.4 percent of Nevada's private-sector workforce. New Mexico, Arizona, Mississippi, and South Dakota were close to the top in terms of the percentage impact of franchising on jobs in the State.

Jobs provided because of franchised businesses were at least 10 percent of the private-sector workforce in every State except New York and the District of Columbia.

### **Payroll**

The impact of franchising on payrolls in the States tracked its impact on jobs in 2005. The payrolls met *in* franchised businesses were greatest in California, Texas, Florida, Illinois, and New York. Likewise, the payrolls distributed *because* of franchised businesses were greatest in California (\$83.2 billion), Texas (\$48.8 billion), Florida (\$46.0 billion), Illinois (\$33.6 billion), and New York (\$31.4 billion). **[View S(2)]**

Considered relative to the size of a State's economy, franchising had the greatest impact on payrolls in Nevada, where payrolls distributed because of franchised businesses were 20.5 percent of Nevada's private-sector payrolls. This percentage was also relatively high in New Mexico, Arizona, South Dakota, and Mississippi.

Payrolls distributed because of franchised businesses were at least 10 percent of the private-sector payroll in all but five States and the District of Columbia.

### **Output**

In 2005 the value of output produced *in* franchised businesses was greatest in California, Texas, Florida, Illinois, and New York. Likewise, the value of output produced *because* of franchised businesses was greatest in California (\$285.8 billion), Texas (\$176.2 billion), Florida (\$160.4 billion), Illinois (\$114.2 billion), and New York (\$111.3 billion). **[View S(3)]**

Franchising was especially important to output in Nevada, Arizona, Florida, New Mexico, and South Dakota. Output produced because of franchised businesses was at its highest in these States, when gauged against all private-sector output in those States.

Overall, output produced because of franchised business made up at least 10 percent of the private-sector output in all but seven States and the District of Columbia.

### ***Business Model and Ownership***

Details concerning the respective economic activities in and because of business format and product distribution franchising and in franchisee-owned establishments and franchisor-owned establishments are shown in **Views S(4) – S(54)**. There is a separate view for each State and the District of Columbia. The views are ordered alphabetically.

Relationships that were noticed in the U.S. economy recurred in the State economies as well. In every State—

- There were more establishments operating under the business format model than the product distribution model. Business format franchising also provided more jobs than product distribution franchising.
- Franchisee-owned establishments outnumbered franchisor-owned establishments and also provided more jobs.

### ***Congressional Districts***

The number of jobs that existed in each Congressional District of a State in 2005, both in franchised businesses and because of franchised businesses, are shown in **Views S(55)-S(105)**. There is a separate view for each State and the District of Columbia. The views are ordered alphabetically.



## D. Franchising Growth, 2001-2005: National Results

< Detailed estimates for this section are in Views G(1) – G(4) >

### ***Growth of Activity In and Because of Franchised Businesses***

There was considerable growth in the number of franchised businesses operating in the United States between 2001 and 2005. These businesses supported strong growth in other, nonfranchised, businesses [View G(1)]:

#### Within franchised businesses:

- The number of franchised businesses increased from 767,483 in 2001 to 909,253 in 2005, an 18.5 percent increase. On average, the number of franchised businesses grew by 4.3 percent per year.
- The number of jobs provided by franchised businesses increased from 9.8 million in 2001 to over 11.0 million in 2005, by 12.6 percent. The number of jobs grew at an average annual rate of 3.0 percent per year over this period.
- Payrolls met at franchised businesses grew at an average annual rate of 5.0 percent between 2001 and 2005.
- Output generated by franchised businesses grew at an average annual rate of 9.0 percent.

#### In the larger economy:

- Jobs provided because of franchised businesses (i.e., jobs both inside and outside of franchising caused by the activity in franchised businesses) grew from 18.1 million in 2001 to nearly 21.0 million in 2005; an aggregate growth of 15.7 percent. On average, jobs because of franchised businesses grew by 3.7 percent per year.
- Payroll met because of franchised businesses grew at an average annual rate of 6.9 percent.
- Output produced because of franchised businesses grew at an average annual rate of 10.9 percent.

### ***Growth by Business Model and Lines of Business***

In general, economic activity in business format franchises grew faster over the 2001 to 2005 period than in product distribution franchises [View G(2)].

- Jobs in business format franchises grew at an average annual rate of 3.7 percent compared with virtually flat job growth in product distribution franchises.
- Payroll grew an average of 6.2 percent per year in business format franchises compared to 2.0 percent per year in product distribution franchises.
- Output grew an average of 9.7 percent per year in business format franchises compared to 7.0 percent per year in product distribution franchises.

- The number of business format franchises grew at an average annual rate of 5.6 percent between 2001 and 2005, while the number of product distribution franchises actually declined by an average of 1.7 percent per year.

**Growth in Business Format Franchises.**—In five out of the ten lines of business in which business format franchising is economically significant, the number of jobs in franchised businesses grew at an average annual rate of 5.0 percent or higher over the period from 2001 to 2005 [**View G(3)**].

- The number of jobs in business format franchises grew the fastest in the Lodging line of business (7.1 percent per year); followed by Food Retail (6.9 percent per year), Commercial & Residential Services (6.5 percent per year), and Retail Products & Services (5.7 percent per year).
- Payrolls met at business format franchises grew fastest in Lodging (11.1 percent per year); followed by Commercial & Residential Services (9.8 percent per year), Food Retail (9.3 percent per year), and Personal Services (9.1 percent per year).
- Output generated in business format franchises grew fastest in Food Retail (18.4 percent per year); followed by Automotive (17.8 percent per year), Commercial & Residential Services (16.5 percent per year), and Retail Products & Services (15.1 percent per year).

**Growth in Product Distribution Franchises.**—In general, growth in economic activity in the three product distribution business lines was lower than in business format franchises [**View G(4)**].

- Jobs and output in product distribution franchises grew fastest in the Beverage Bottlers line of business. The number of jobs in Beverage Bottlers grew at an average annual rate of 2.2 percent and output grew at a rate of 14.6 percent per year.
- Payroll met in product distribution franchises grew fastest in the Automotive & Truck Dealers line of business (2.3 percent per year).

## E. Franchising in Congressional Districts: Measures of Economic Significance

<Detailed estimates for this section are in Views CD(1)-CD(436)>

Estimates of the economic significance of franchising in a Congressional District in 2005 are shown in **Views CD(1)-CD(436)**. There is a separate view for every district. The views are ordered alphabetically by State (and the District of Columbia) and numerically within States. Therefore, **View CD(1)** is for the 1st District of Alabama, **View CD(2)** is for the 2nd District of Alabama, and so on.

A view displays the number of establishments, jobs, payroll, and output in franchised businesses in a Congressional District in 2005. The jobs, payroll, and output occurring in the district *because of* franchised businesses are also shown. Those estimates are displayed separately for business format franchising and product distribution franchising. The business format franchising estimates are shown separately for franchisee-owned and franchisor-owned establishments.

As explained above under **Special note about Congressional Districts**, a Congressional District in this report means a collection of those whole counties any portion of which (other than a *de minimis* portion) falls in the actual Congressional District. This convention is necessary because the government data that support this report are generally reported at the county level.

***Economic Impact of Franchised Businesses*****DIRECT CONTRIBUTIONS TO THE U.S. ECONOMY**

	<b><u>In Franchised Business</u></b>	<b><u>Percent of U.S. Private Sector</u></b>
<b>Jobs</b>	11,029,206	8.1 %
<b>Payroll</b>	\$ 278.6 billion	5.3 %
<b>Output</b>	\$ 880.9 billion	4.4 %
<b>Establishments</b>	909,253	3.3 %

- There are 909,253 franchised business establishments in the United States.
- Franchised businesses provide more than 11 million jobs, or 8.1 percent of the national private-sector workforce.
- Franchised businesses supply an annual payroll of \$278.6 billion, or 5.3 percent of all private-sector payrolls in the United States.
- Franchised business produce goods and services worth \$880.9 billion per year, or 4.4 percent of private-sector output in the United States.
- We include in “franchised businesses” all those establishments that are part of a franchise system – those businesses owned by franchisees and those owned by the franchisor.

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****TOTAL CONTRIBUTIONS TO THE U.S. ECONOMY**

	<b>Because of Franchised Businesses</b>	<b>Percent of U.S. Private Sector</b>
<b>Jobs</b>	20,974,636	15.3 %
<b>Payroll</b>	\$ 660.9 billion	12.5 %
<b>Output</b>	\$ 2.31 trillion	11.4 %

- Franchised businesses demand products and services from other businesses and provide income to their workers and owners, who then spend their income and create still more income for other parties. As this cycle repeats, the jobs, payroll, and output that exist *because of* franchised businesses grow beyond the jobs, payroll and output that are *in* franchised businesses alone.
- Franchised businesses are the cause of nearly 21 million jobs, or 15.3 percent of all U.S. private-sector jobs.
- Franchised businesses are the cause of \$660.9 billion of annual payrolls, or 12.5 percent of all private-sector payrolls in the United States.
- Franchised businesses are the cause of \$2.31 trillion of annual output, or 11.4 percent of all private-sector output in the United States.

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**BUSINESS FORMAT AND PRODUCT DISTRIBUTION FRANCHISES  
IN THE UNITED STATES**

	<b>In Franchised Businesses</b>			
	<b><u>Business Format (BF)</u></b>	<b><u>Product Distribution (PD)</u></b>	<b><u>Percent BF</u></b>	<b><u>Percent PD</u></b>
<b>Jobs</b>	9,017,267	2,011,938	81.8 %	18.2 %
<b>Payroll</b>	\$ 206.9 billion	\$ 71.7 billion	74.3 %	25.7 %
<b>Output</b>	\$ 665.3 billion	\$ 215.6 billion	75.5 %	24.5 %
<b>Establishments</b>	773,436	135,817	85.1 %	14.9 %
	<b>Because of Franchised Businesses</b>			
	<b><u>Business Format (BF)</u></b>	<b><u>Product Distribution (PD)</u></b>	<b><u>Percent BF</u></b>	<b><u>Percent PD</u></b>
<b>Jobs</b>	16,529,145	4,445,491	78.8 %	21.2 %
<b>Payroll</b>	\$ 478.4 billion	\$ 182.5 billion	72.4 %	27.6 %
<b>Output</b>	\$ 1,749.7 billion	\$ 557.1 billion	75.9 %	24.1 %

- Business format franchising accounts for 773,436 establishments and product distribution franchising accounts for 135,817 establishments.
- Business format franchising provides 9,017,267 jobs, or 4.5 times as many as product distribution franchising.
- Business format franchising is the cause of 16,529,145 jobs in the United States.
- Product distribution franchising is the cause of 4,445,491 jobs in the United States.

*Data pertain to 2005*

## ***Economic Impact of Franchised Businesses***

### **LINES OF BUSINESS AND OWNERSHIP OF BUSINESS FORMAT FRANCHISES IN THE UNITED STATES <Business Lines Sorted by Total Franchise Jobs>**

	<b><u>Jobs</u></b>	<b><u>Payroll</u></b>	<b><u>Output</u></b>	<b><u>Establishments</u></b>
<b><u>Quick Service Restaurants</u></b>				
<b>Franchisor-owned</b>	1,371,521	\$ 15.0 billion	\$ 66.1 billion	71,524
<b>Franchisee owned</b>	1,781,685	\$ 19.2 billion	\$ 85.9 billion	96,054
<b>Total</b>	3,153,207	\$ 34.2 billion	\$ 152.1 billion	167,578
<b>% of line of business</b>	79.3 %	78.9 %	N/A	56.3 %
<b><u>Business Services</u></b>				
<b>Franchisor owned</b>	240,406	\$ 11 billion	\$ 27 billion	34,438
<b>Franchisee owned</b>	1,107,344	\$ 50.1 billion	\$ 124 billion	158,625
<b>Total</b>	1,347,750	\$ 60.9 billion	\$ 151 billion	193,063
<b>% of line of business</b>	5.1 %	4.7 %	N/A	3.4 %
<b><u>Table/Full Service Restaurants</u></b>				
<b>Franchisor owned</b>	505,929	\$ 6.7 billion	\$ 24.4 billion	19,226
<b>Franchisee owned</b>	539,593	\$ 6.8 billion	\$ 26.0 billion	23,059
<b>Total</b>	1,045,522	\$ 13.5 billion	\$ 50.4 billion	42,285
<b>% of line of business</b>	22.0 %	21.4 %	N/A	13.3 %
<b><u>Personal Services</u></b>				
<b>Franchisor owned</b>	220,861	\$ 8.7 billion	\$ 22.6 billion	18,092
<b>Franchisee owned</b>	716,991	\$ 28 billion	\$ 73.5 billion	58,732
<b>Total</b>	937,853	\$ 37.1 billion	\$ 96.1 billion	76,824
<b>% of line of business</b>	2.7 %	2.6 %	N/A	1.1 %
<b><u>Food Retail</u></b>				
<b>Franchisor owned</b>	232,945	\$ 4.2 billion	\$ 14 billion	18,244
<b>Franchisee owned</b>	546,416	\$ 9.8 billion	\$ 33.0 billion	42,795
<b>Total</b>	779,360	\$ 14 billion	\$ 47.0 billion	61,039
<b>% of line of business</b>	21.6 %	21.9 %	N/A	16.9 %

- Business format franchising is economically significant in 10 lines of business.
- In total, and in every line of business, there are more establishments that are owned by franchisees than by the franchisor.
- Business Services accounted for more establishments and met a greater payroll than any other single line of business. Only Quick Service Restaurants provided more jobs and generated more output.
- Franchised establishments are the greatest percentage of all line-of-business establishments in Quick Service Restaurants, Lodging, and Retail Food.

*Data pertain to 2005*

## *Economic Impact of Franchised Businesses*

### LINES OF BUSINESS AND OWNERSHIP OF BUSINESS FORMAT FRANCHISES IN THE UNITED STATES <Business Lines Sorted by Total Franchise Jobs>

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>Establishments</u>
<b><u>Lodging</u></b>				
Franchisor owned	96,025	\$ 2.1 billion	\$ 8.1 billion	5,060
Franchisee owned	473,578	\$ 10.2 billion	\$ 39.9 billion	24,954
<b>Total</b>	<b>569,604</b>	<b>\$ 12.3 billion</b>	<b>\$ 48.0 billion</b>	<b>30,014</b>
<b>% of line of business</b>	<b>29.8 %</b>	<b>28.6 %</b>	N/A	<b>25.3 %</b>
<b><u>Retail Products &amp; Services</u></b>				
Franchisor owned	198,045	\$ 4.3 billion	\$ 13.4 billion	28,920
Franchisee owned	340,365	\$ 7.3 billion	\$ 23.0 billion	49,702
<b>Total</b>	<b>538,410</b>	<b>\$ 11.6 billion</b>	<b>\$ 36.5 billion</b>	<b>78,621</b>
<b>% of line of business</b>	<b>4.4 %</b>	<b>4.3 %</b>	N/A	<b>2.7 %</b>
<b><u>Commercial &amp; Residential Services</u></b>				
Franchisor owned	24,532	\$ 0.9 billion	\$ 2.6 billion	4,253
Franchisee owned	289,813	\$ 11 billion	\$ 30.3 billion	50,242
<b>Total</b>	<b>314,345</b>	<b>\$ 12 billion</b>	<b>\$ 32.9 billion</b>	<b>54,495</b>
<b>% of line of business</b>	<b>2.4 %</b>	<b>2.4 %</b>	N/A	<b>1.2 %</b>
<b><u>Automotive</u></b>				
Franchisor owned	47,324	\$ 1.4 billion	\$ 6.8 billion	9,585
Franchisee owned	128,534	\$ 3.8 billion	\$ 18.5 billion	26,032
<b>Total</b>	<b>175,858</b>	<b>\$ 5.2 billion</b>	<b>\$ 25.3 billion</b>	<b>35,616</b>
<b>% of line of business</b>	<b>7.9 %</b>	<b>8.1 %</b>	N/A	<b>5.7 %</b>
<b><u>Real Estate</u></b>				
Franchisor owned	6,487	\$ 0.2 billion	\$ 1.1 billion	1,416
Franchisee owned	148,872	\$ 5.7 billion	\$ 25.2 billion	32,484
<b>Total</b>	<b>155,359</b>	<b>\$ 6.0 billion</b>	<b>\$ 26.3 billion</b>	<b>33,900</b>
<b>% of line of business</b>	<b>4.0 %</b>	<b>4.0 %</b>	N/A	<b>1.3 %</b>
<b><u>All Business Format Franchises</u></b>				
Franchisor owned	2,944,077	\$ 54.4 billion	\$ 186.1 billion	210,756
Franchisee owned	6,073,191	\$ 152.5 billion	\$ 479.2 billion	562,680
<b>Total</b>	<b>9,017,267</b>	<b>\$ 206.9 billion</b>	<b>\$ 665.3 billion</b>	<b>773,436</b>

Data pertain to 2005



### ***Economic Impact of Franchised Businesses***

#### **LINES OF BUSINESS IN PRODUCT DISTRIBUTION FRANCHISES IN THE UNITED STATES <Business Lines Sorted by Total Franchise Jobs>**

	<b><u>Jobs</u></b>	<b><u>Payroll</u></b>	<b><u>Output</u></b>	<b><u>Establishments</u></b>
<b><u>Automotive &amp; Truck Dealers</u></b>				
	1,507,616	\$ 63.2 billion	\$ 162.3 billion	61,974
<b>% of line of business</b>	87.6 %	87.6 %	N/A	30.4 %
<b><u>Gasoline Service Stations</u></b>				
	480,239	\$ 7.9 billion	\$ 40.0 billion	70,990
<b>% of line of business</b>	52.3 %	53.4 %	N/A	56.4 %
<b><u>Beverage Bottling<sup>1</sup></u></b>				
	24,084	\$ 0.7 billion	\$ 13.3 billion	2,853
<b>% of line of business</b>	7.5 %	7.3 %	N/A	6.2 %

<sup>1</sup> Franchising is more important to Beverage Bottling than can be shown in the “% line of business” row because government statistics for this line of business include activities other than beverage bottling, such as ice manufacturing, breweries, wineries, and distilleries.

- Product distribution franchising is economically significant in three lines of business.
- Automotive and Truck Dealers provide more jobs, meet a greater payroll, and generate more output than any other single line of business; Gasoline Service Stations operate more establishments.

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING AND JOBS IN THE STATES**

<b>State</b>	<b>In Franchised Businesses</b>	<b>Because of Franchised Businesses</b>	<b>Jobs Caused by Franchising as Percent of State Jobs</b>
Alabama	184,612	333,898	17.1%
Alaska	17,428	33,221	11.8%
Arizona	262,812	511,179	20.3%
Arkansas	108,598	199,349	16.6%
California	1,162,888	2,290,058	14.3%
Colorado	197,294	381,830	16.3%
Connecticut	110,555	212,366	11.9%
Delaware	33,607	58,906	13.2%
District of Columbia	21,660	37,371	7.8%
Florida	728,200	1,486,306	17.3%
Georgia	390,534	723,186	17.4%
Hawaii	43,248	87,122	15.1%
Idaho	50,715	98,274	15.7%
Illinois	503,355	962,411	15.9%
Indiana	265,339	485,393	16.3%
Iowa	129,311	236,633	16.3%
Kansas	119,739	221,646	17.1%
Kentucky	176,272	309,311	17.4%
Louisiana	172,763	322,648	17.1%
Maine	43,286	85,205	13.9%
Maryland	206,876	418,259	16.3%
Massachusetts	199,909	388,054	11.2%
Michigan	328,908	610,298	13.8%
Minnesota	227,244	433,487	15.5%
Mississippi	123,203	221,048	20.3%
Missouri	257,311	500,140	17.9%
Montana	34,938	66,509	16.3%
Nebraska	82,392	156,671	17.6%
Nevada	141,002	267,971	21.4%
New Hampshire	49,404	96,695	14.5%
New Jersey	246,732	475,326	11.4%
New Mexico	75,057	147,500	20.7%
New York	432,387	842,500	9.5%
North Carolina	349,019	640,196	16.0%
North Dakota	28,206	52,598	16.7%
Ohio	473,421	860,549	15.8%
Oklahoma	146,685	275,794	18.7%
Oregon	132,483	258,496	15.6%
Pennsylvania	426,740	836,500	14.4%

*Data pertain to 2005*

<b>Rhode Island</b>	35,860	64,269	12.6%
<b>South Carolina</b>	181,813	328,298	17.8%
<b>South Dakota</b>	36,997	69,674	19.0%
<b>Tennessee</b>	270,085	510,050	18.2%
<b>Texas</b>	861,548	1,585,513	15.9%
<b>Utah</b>	94,352	183,350	15.9%
<b>Vermont</b>	19,167	38,227	11.9%
<b>Virginia</b>	336,901	627,460	17.8%
<b>Washington</b>	203,194	378,611	14.0%
<b>West Virginia</b>	66,610	116,882	17.8%
<b>Wisconsin</b>	216,621	408,498	14.7%
<b>Wyoming</b>	21,924	38,900	16.6%
<b>U.S. Total</b>	11,029,206	20,974,636	15.3%

- The number of jobs provided because of franchised businesses is greatest in California, Texas, Florida, Illinois, and Ohio.
- Franchising has the greatest percentage impact on jobs in Nevada—jobs held because of franchising are 21.4 percent of Nevada’s private-sector workforce. New Mexico, Arizona, Mississippi, and South Dakota are close to the top in terms of the percentage impact of franchising on jobs in the State.
- Jobs caused by franchising is at least 10 percent of a State’s private-sector workforce in every State except New York and the District of Columbia.

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING AND PAYROLLS IN THE STATES**

<b>State</b>	<b>In Franchised Businesses (in \$ millions)</b>	<b>Because of Franchised Businesses (in \$ millions)</b>	<b>Payroll Caused by Franchising as Percent of State Payroll</b>
Alabama	\$ 3,888.1	\$ 8,767.2	14.1%
Alaska	512.7	1,162.9	9.6%
Arizona	6,616.1	15,901.5	17.7%
Arkansas	2,212.2	4,995.8	14.0%
California	33,949.4	83,236.6	11.8%
Colorado	5,272.9	12,824.8	14.0%
Connecticut	3,628.7	8,656.8	9.8%
Delaware	1,031.7	2,136.8	11.2%
District of Columbia	688.3	1,510.2	5.5%
Florida	18,091.9	45,992.6	15.7%
Georgia	9,128.5	21,470.9	14.1%
Hawaii	1,113.1	2,714.4	14.0%
Idaho	1,098.2	2,570.8	13.7%
Illinois	13,972.9	33,617.6	13.3%
Indiana	5,802.3	13,195.7	13.2%
Iowa	2,757.7	6,183.9	13.6%
Kansas	2,608.5	5,970.7	14.1%
Kentucky	3,541.7	7,676.8	13.7%
Louisiana	3,531.6	8,158.1	13.8%
Maine	1,066.5	2,482.8	12.6%
Maryland	5,796.1	14,590.6	13.8%
Massachusetts	5,928.1	14,647.6	9.0%
Michigan	8,291.3	19,197.3	11.1%
Minnesota	6,007.7	14,308.8	12.8%
Mississippi	2,356.7	5,224.4	17.1%
Missouri	6,255.6	15,096.8	16.0%
Montana	708.6	1,637.0	14.4%
Nebraska	1,829.6	4,303.9	15.5%
Nevada	4,077.1	9,373.7	20.5%
New Hampshire	1,368.4	3,213.5	12.7%
New Jersey	7,914.9	18,719.0	9.7%
New Mexico	1,579.3	3,895.3	17.7%
New York	12,581.3	31,378.5	7.2%
North Carolina	8,026.2	17,946.9	13.3%
North Dakota	588.3	1,321.0	14.4%
Ohio	10,777.4	24,289.3	12.6%
Oklahoma	3,014.1	7,129.0	15.7%
Oregon	3,414.6	8,091.8	13.8%

Data pertain to 2005

<b>Pennsylvania</b>	10,982.4	26,826.2	12.3%
<b>Rhode Island</b>	870.2	1,896.2	10.3%
<b>South Carolina</b>	3,794.7	8,416.8	14.6%
<b>South Dakota</b>	779.6	1,815.5	17.2%
<b>Tennessee</b>	6,388.5	15,078.1	15.8%
<b>Texas</b>	21,250.5	48,757.3	12.9%
<b>Utah</b>	2,106.0	4,991.6	13.7%
<b>Vermont</b>	462.5	1,077.2	10.4%
<b>Virginia</b>	8,595.6	20,235.9	14.4%
<b>Washington</b>	5,399.4	12,394.4	11.2%
<b>West Virginia</b>	1,219.2	2,613.8	13.8%
<b>Wisconsin</b>	5,295.5	12,207.9	12.6%
<b>Wyoming</b>	470.7	1,019.6	13.3%
<b>U.S. Total</b>	<b>\$ 278,643.3</b>	<b>\$ 660,921.9</b>	<b>12.5%</b>

- Payrolls met because of franchised businesses are greatest in California, Texas, Florida, Illinois, and New York.
- Franchising makes the greatest percentage impact on payrolls in Nevada—payrolls met because of franchising are 20.5 percent of Nevada’s total private-sector payrolls.
- Payrolls caused by franchising are at least 10 percent of a State’s private-sector payrolls in 45 States.

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING AND OUTPUT IN THE STATES**

<u>State</u>	<u>In Franchised Businesses (in \$ millions)</u>	<u>Because of Franchised Businesses (in \$ millions)</u>	<u>Output Caused by Franchising as Percent of State Output</u>
Alabama	\$ 12,492.0	\$ 31,088.5	11.8%
Alaska	1,461.8	3,782.2	9.1%
Arizona	21,397.1	57,391.9	17.7%
Arkansas	7,128.4	17,638.2	11.6%
California	105,731.6	285,789.3	11.2%
Colorado	16,080.1	43,676.1	12.2%
Connecticut	11,218.8	29,314.6	9.6%
Delaware	3,022.0	6,972.6	10.3%
District of Columbia	2,281.1	5,263.6	6.7%
Florida	56,159.3	160,442.2	17.0%
Georgia	29,754.0	77,675.6	13.1%
Hawaii	3,575.5	9,913.5	14.4%
Idaho	3,437.5	8,856.3	12.0%
Illinois	43,041.7	114,235.6	12.0%
Indiana	18,169.0	45,287.7	10.0%
Iowa	8,698.0	21,493.1	10.7%
Kansas	8,218.6	20,920.6	10.8%
Kentucky	11,836.4	28,039.9	10.8%
Louisiana	12,283.2	31,164.2	10.0%
Maine	3,463.7	8,758.8	11.9%
Maryland	17,741.7	49,745.6	14.2%
Massachusetts	18,517.1	49,285.1	9.4%
Michigan	26,005.0	65,425.4	8.7%
Minnesota	18,208.9	47,788.4	12.0%
Mississippi	8,010.3	19,333.6	14.1%
Missouri	19,319.1	51,808.4	13.7%
Montana	2,472.1	6,327.4	12.3%
Nebraska	5,880.4	15,436.5	12.9%
Nevada	13,088.4	33,790.9	22.9%
New Hampshire	4,412.6	11,198.7	12.1%
New Jersey	24,648.1	63,970.3	9.4%
New Mexico	5,021.3	13,659.9	16.1%
New York	40,346.6	111,307.7	8.0%
North Carolina	26,118.1	64,055.4	11.7%
North Dakota	1,935.0	4,817.3	12.5%
Ohio	33,918.7	83,736.6	10.5%
Oklahoma	9,453.9	24,800.8	12.0%
Oregon	10,215.2	26,780.6	12.3%
Pennsylvania	34,887.4	94,006.2	11.0%

Data pertain to 2005

<b>Rhode Island</b>	2,779.3	6,616.4	10.6%
<b>South Carolina</b>	12,318.3	30,120.4	12.9%
<b>South Dakota</b>	2,465.6	6,314.3	14.7%
<b>Tennessee</b>	20,941.0	54,278.6	13.2%
<b>Texas</b>	68,785.6	176,235.3	10.0%
<b>Utah</b>	6,986.2	18,262.1	12.7%
<b>Vermont</b>	1,492.3	3,770.5	9.7%
<b>Virginia</b>	26,807.6	69,454.1	14.0%
<b>Washington</b>	16,896.4	42,774.3	10.4%
<b>West Virginia</b>	4,353.8	10,150.9	11.0%
<b>Wisconsin</b>	15,886.1	40,194.1	10.2%
<b>Wyoming</b>	1,552.8	3,662.8	10.1%
<b>U.S. Total</b>	\$ 880,914.7	\$ 2,306,812.8	11.4%

- The value of output produced because of franchised businesses is greatest in California, Texas, Florida, Illinois, and New York.
- Franchising makes the great percentage impact on output in Nevada—output produced because of franchised businesses is 22.9 percent of Nevada’s total private-sector output.
- Franchised businesses are the cause of at least 10 percent of a State’s private-sector output in 43 States.

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN ALABAMA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	184,612		333,898	
<b>Payroll (in \$ millions)</b>	\$ 3,888		\$ 8,767	
<b>Output (in \$ millions)</b>	\$ 12,492		\$ 31,088	
<b>Establishments</b>	15,557			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	148,296	258,939	36,317	74,959
<b>Payroll (in \$ millions)</b>	\$ 2,804	\$ 6,168	\$ 1,084	\$ 2,599
<b>Output (in \$ millions)</b>	\$ 9,214	\$ 23,065	\$ 3,278	\$ 8,024
<b>Establishments</b>	11,948		3,609	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	40,379		107,917	
<b>Payroll (in \$ millions)</b>	\$ 668		\$ 2,136	
<b>Output (in \$ millions)</b>	\$ 2,299		\$ 6,915	
<b>Establishments</b>	2,985		8,963	

*Data pertain to 2005*



**Economic Impact of Franchised Businesses****FRANCHISING IN ALASKA**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	17,428	33,221
<b>Payroll (in \$ millions)</b>	\$ 513	\$ 1,163
<b>Output (in \$ millions)</b>	\$ 1,462	\$ 3,782
<b>Establishments</b>	1,576	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	13,260	24,004	4,168	9,217
<b>Payroll (in \$ millions)</b>	\$ 348	\$ 772	\$ 165	\$ 391
<b>Output (in \$ millions)</b>	\$ 998	\$ 2,592	\$ 464	\$ 1,190
<b>Establishments</b>	1,378		198	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	2,877	10,383
<b>Payroll (in \$ millions)</b>	\$ 72	\$ 276
<b>Output (in \$ millions)</b>	\$ 208	\$ 790
<b>Establishments</b>	311	1,067

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN ARIZONA**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	262,812	511,179
<b>Payroll (in \$ millions)</b>	\$ 6,616	\$ 15,902
<b>Output (in \$ millions)</b>	\$ 21,397	\$ 57,392
<b>Establishments</b>	20,098	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	217,574	408,279	45,238	102,900
<b>Payroll (in \$ millions)</b>	\$ 4,889	\$ 11,512	\$ 1,727	\$ 4,389
<b>Output (in \$ millions)</b>	\$ 16,182	\$ 43,646	\$ 5,216	\$ 13,746
<b>Establishments</b>	17,801		2,298	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	65,655	151,919
<b>Payroll (in \$ millions)</b>	\$ 1,236	\$ 3,654
<b>Output (in \$ millions)</b>	\$ 4,275	\$ 11,907
<b>Establishments</b>	4,868	12,933

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN ARKANSAS**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	108,598		199,349	
<b>Payroll (in \$ millions)</b>	\$ 2,212		\$ 4,996	
<b>Output (in \$ millions)</b>	\$ 7,128		\$ 17,638	
<b>Establishments</b>	10,070			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	88,295	156,521	20,302	42,827
<b>Payroll (in \$ millions)</b>	\$ 1,631	\$ 3,603	\$ 581	\$ 1,393
<b>Output (in \$ millions)</b>	\$ 5,335	\$ 13,276	\$ 1,793	\$ 4,362
<b>Establishments</b>	8,150		1,920	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	21,959		66,337	
<b>Payroll (in \$ millions)</b>	\$ 361		\$ 1,270	
<b>Output (in \$ millions)</b>	\$ 1,227		\$ 4,108	
<b>Establishments</b>	1,790		6,360	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN CALIFORNIA**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	1,162,888	2,290,058
<b>Payroll (in \$ millions)</b>	\$ 33,949	\$ 83,237
<b>Output (in \$ millions)</b>	\$ 105,732	\$ 285,789
<b>Establishments</b>	97,191	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	954,175	1,791,944	208,713	498,113
<b>Payroll (in \$ millions)</b>	\$ 24,905	\$ 59,463	\$ 9,044	\$ 23,774
<b>Output (in \$ millions)</b>	\$ 78,247	\$ 212,489	\$ 27,485	\$ 73,300
<b>Establishments</b>	86,194		10,997	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	342,933	611,242
<b>Payroll (in \$ millions)</b>	\$ 6,935	\$ 17,970
<b>Output (in \$ millions)</b>	\$ 23,261	\$ 54,986
<b>Establishments</b>	24,290	61,904

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN COLORADO**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	197,294	381,830
<b>Payroll (in \$ millions)</b>	\$ 5,273	\$ 12,825
<b>Output (in \$ millions)</b>	\$ 16,080	\$ 43,676
<b>Establishments</b>	18,135	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	167,298	314,485	29,996	67,346
<b>Payroll (in \$ millions)</b>	\$ 4,099	\$ 9,741	\$ 1,174	\$ 3,084
<b>Output (in \$ millions)</b>	\$ 12,805	\$ 34,966	\$ 3,275	\$ 8,710
<b>Establishments</b>	16,390		1,745	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	50,354	116,944
<b>Payroll (in \$ millions)</b>	\$ 1,015	\$ 3,084
<b>Output (in \$ millions)</b>	\$ 3,326	\$ 9,478
<b>Establishments</b>	4,047	12,344

Data pertain to 2005

**Economic Impact of Franchised Businesses****FRANCHISING IN CONNECTICUT**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	110,555	212,366
<b>Payroll (in \$ millions)</b>	\$ 3,629	\$ 8,657
<b>Output (in \$ millions)</b>	\$ 11,219	\$ 29,315
<b>Establishments</b>	9,451	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	87,891	162,027	22,665	50,340
<b>Payroll (in \$ millions)</b>	\$ 2,682	\$ 6,235	\$ 946	\$ 2,421
<b>Output (in \$ millions)</b>	\$ 8,231	\$ 21,602	\$ 2,987	\$ 7,713
<b>Establishments</b>	8,121		1,330	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	25,491	62,400
<b>Payroll (in \$ millions)</b>	\$ 647	\$ 2,036
<b>Output (in \$ millions)</b>	\$ 2,084	\$ 6,147
<b>Establishments</b>	2,054	6,067

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN DELAWARE**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	33,607		58,906	
<b>Payroll (in \$ millions)</b>	\$ 1,032		\$ 2,137	
<b>Output (in \$ millions)</b>	\$ 3,022		\$ 6,973	
<b>Establishments</b>	2,721			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	26,246	44,795	7,361	14,111
<b>Payroll (in \$ millions)</b>	\$ 770	\$ 1,554	\$ 262	\$ 583
<b>Output (in \$ millions)</b>	\$ 2,270	\$ 5,262	\$ 752	\$ 1,710
<b>Establishments</b>	2,271		450	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	8,230		18,016	
<b>Payroll (in \$ millions)</b>	\$ 191		\$ 578	
<b>Output (in \$ millions)</b>	\$ 597		\$ 1,673	
<b>Establishments</b>	656		1,615	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN THE DISTRICT OF COLUMBIA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	21,660			37,371
<b>Payroll (in \$ millions)</b>	\$ 688			\$ 1,510
<b>Output (in \$ millions)</b>	\$ 2,281			\$ 5,264
<b>Establishments</b>	1,293			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	20,771	35,301	888	2,070
<b>Payroll (in \$ millions)</b>	\$ 666	\$ 1,419	\$ 23	\$ 91
<b>Output (in \$ millions)</b>	\$ 2,186	\$ 5,075	\$ 95	\$ 189
<b>Establishments</b>	1,161		132	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	6,747		14,024	
<b>Payroll (in \$ millions)</b>	\$ 171		\$ 495	
<b>Output (in \$ millions)</b>	\$ 577		\$ 1,609	
<b>Establishments</b>	450		711	

*Data pertain to 2005*



**Economic Impact of Franchised Businesses****FRANCHISING IN FLORIDA**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	728,200	1,486,306
<b>Payroll (in \$ millions)</b>	\$ 18,092	\$ 45,993
<b>Output (in \$ millions)</b>	\$ 56,159	\$ 160,442
<b>Establishments</b>	61,649	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	592,149	1,154,510	136,051	331,796
<b>Payroll (in \$ millions)</b>	\$ 12,801	\$ 31,854	\$ 5,291	\$ 14,139
<b>Output (in \$ millions)</b>	\$ 41,564	\$ 119,210	\$ 14,596	\$ 41,232
<b>Establishments</b>	51,176		10,473	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	198,509	393,640
<b>Payroll (in \$ millions)</b>	\$ 3,483	\$ 9,318
<b>Output (in \$ millions)</b>	\$ 12,201	\$ 29,362
<b>Establishments</b>	13,953	37,223

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN GEORGIA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	390,534		723,186	
<b>Payroll (in \$ millions)</b>	\$ 9,129		\$ 21,471	
<b>Output (in \$ millions)</b>	\$ 29,754		\$ 77,676	
<b>Establishments</b>	32,680			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	323,589	578,430	66,946	144,756
<b>Payroll (in \$ millions)</b>	\$ 6,769	\$ 15,507	\$ 2,360	\$ 5,964
<b>Output (in \$ millions)</b>	\$ 22,692	\$ 59,477	\$ 7,062	\$ 18,199
<b>Establishments</b>	27,743		4,937	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	120,403		203,186	
<b>Payroll (in \$ millions)</b>	\$ 1,969		\$ 4,799	
<b>Output (in \$ millions)</b>	\$ 7,170		\$ 15,521	
<b>Establishments</b>	8,248		19,495	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN HAWAII**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	43,248		87,122	
<b>Payroll (in \$ millions)</b>	\$ 1,113		\$ 2,714	
<b>Output (in \$ millions)</b>	\$ 3,576		\$ 9,914	
<b>Establishments</b>	3,017			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	35,905	69,631	7,343	17,491
<b>Payroll (in \$ millions)</b>	\$ 827	\$ 1,965	\$ 286	\$ 749
<b>Output (in \$ millions)</b>	\$ 2,748	\$ 7,657	\$ 827	\$ 2,256
<b>Establishments</b>	2,712		305	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	11,614		24,291	
<b>Payroll (in \$ millions)</b>	\$ 218		\$ 608	
<b>Output (in \$ millions)</b>	\$ 765		\$ 1,983	
<b>Establishments</b>	767		1,945	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN IDAHO**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	50,715		98,274	
<b>Payroll (in \$ millions)</b>	\$ 1,098		\$ 2,571	
<b>Output (in \$ millions)</b>	\$ 3,437		\$ 8,856	
<b>Establishments</b>	4,915			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	39,998	74,352	10,717	23,922
<b>Payroll (in \$ millions)</b>	\$ 757	\$ 1,737	\$ 341	\$ 834
<b>Output (in \$ millions)</b>	\$ 2,486	\$ 6,431	\$ 952	\$ 2,425
<b>Establishments</b>	4,276		639	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	11,096		28,902	
<b>Payroll (in \$ millions)</b>	\$ 176		\$ 581	
<b>Output (in \$ millions)</b>	\$ 619		\$ 1,867	
<b>Establishments</b>	1,005		3,271	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN ILLINOIS**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	503,355		962,411	
<b>Payroll (in \$ millions)</b>	\$ 13,973		\$ 33,618	
<b>Output (in \$ millions)</b>	\$ 43,042		\$ 114,236	
<b>Establishments</b>	39,116			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	427,425	799,205	75,930	163,206
<b>Payroll (in \$ millions)</b>	\$ 11,194	\$ 26,210	\$ 2,778	\$ 7,408
<b>Output (in \$ millions)</b>	\$ 35,057	\$ 93,432	\$ 7,984	\$ 20,804
<b>Establishments</b>	34,923		4,193	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	152,522		274,904	
<b>Payroll (in \$ millions)</b>	\$ 2,998		\$ 8,197	
<b>Output (in \$ millions)</b>	\$ 10,090		\$ 24,968	
<b>Establishments</b>	10,589		24,334	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN INDIANA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	265,339		485,393	
<b>Payroll (in \$ millions)</b>	\$ 5,802		\$ 13,196	
<b>Output (in \$ millions)</b>	\$ 18,169		\$ 45,288	
<b>Establishments</b>	19,608			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	221,394	392,094	43,945	93,300
<b>Payroll (in \$ millions)</b>	\$ 4,389	\$ 9,745	\$ 1,414	\$ 3,451
<b>Output (in \$ millions)</b>	\$ 14,132	\$ 35,317	\$ 4,037	\$ 9,971
<b>Establishments</b>	16,997		2,612	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	64,826		156,569	
<b>Payroll (in \$ millions)</b>	\$ 1,081		\$ 3,308	
<b>Output (in \$ millions)</b>	\$ 3,693		\$ 10,439	
<b>Establishments</b>	4,354		12,643	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN IOWA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	129,311		236,633	
<b>Payroll (in \$ millions)</b>	\$ 2,758		\$ 6,184	
<b>Output (in \$ millions)</b>	\$ 8,698		\$ 21,493	
<b>Establishments</b>	10,662			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	105,870	187,791	23,442	48,842
<b>Payroll (in \$ millions)</b>	\$ 2,045	\$ 4,498	\$ 713	\$ 1,686
<b>Output (in \$ millions)</b>	\$ 6,592	\$ 16,410	\$ 2,106	\$ 5,083
<b>Establishments</b>	9,153		1,510	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	31,363		74,507	
<b>Payroll (in \$ millions)</b>	\$ 507		\$ 1,538	
<b>Output (in \$ millions)</b>	\$ 1,734		\$ 4,857	
<b>Establishments</b>	2,366		6,787	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN KANSAS**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	119,739	221,646
<b>Payroll (in \$ millions)</b>	\$ 2,609	\$ 5,971
<b>Output (in \$ millions)</b>	\$ 8,219	\$ 20,921
<b>Establishments</b>	9,991	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	102,789	185,622	16,950	36,024
<b>Payroll (in \$ millions)</b>	\$ 2,060	\$ 4,603	\$ 549	\$ 1,367
<b>Output (in \$ millions)</b>	\$ 6,648	\$ 17,024	\$ 1,570	\$ 3,897
<b>Establishments</b>	8,743		1,247	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	31,815	70,974
<b>Payroll (in \$ millions)</b>	\$ 522	\$ 1,538
<b>Output (in \$ millions)</b>	\$ 1,824	\$ 4,824
<b>Establishments</b>	2,246	6,497

*Data pertain to 2005*



**Economic Impact of Franchised Businesses****FRANCHISING IN KENTUCKY**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	176,272		309,311	
<b>Payroll (in \$ millions)</b>	\$ 3,542		\$ 7,677	
<b>Output (in \$ millions)</b>	\$ 11,836		\$ 28,040	
<b>Establishments</b>	14,286			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	146,966	251,071	29,306	58,240
<b>Payroll (in \$ millions)</b>	\$ 2,691	\$ 5,695	\$ 851	\$ 1,982
<b>Output (in \$ millions)</b>	\$ 9,242	\$ 22,022	\$ 2,594	\$ 6,018
<b>Establishments</b>	11,718		2,568	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	44,765		102,202	
<b>Payroll (in \$ millions)</b>	\$ 700		\$ 1,991	
<b>Output (in \$ millions)</b>	\$ 2,543		\$ 6,699	
<b>Establishments</b>	2,815		8,904	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN LOUISIANA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	172,763		322,648	
<b>Payroll (in \$ millions)</b>	\$ 3,532		\$ 8,158	
<b>Output (in \$ millions)</b>	\$ 12,283		\$ 31,164	
<b>Establishments</b>	13,760			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	138,705	249,641	34,058	73,007
<b>Payroll (in \$ millions)</b>	\$ 2,538	\$ 5,717	\$ 993	\$ 2,441
<b>Output (in \$ millions)</b>	\$ 9,008	\$ 22,959	\$ 3,275	\$ 8,205
<b>Establishments</b>	11,448		2,312	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	48,891		89,814	
<b>Payroll (in \$ millions)</b>	\$ 710		\$ 1,828	
<b>Output (in \$ millions)</b>	\$ 2,716		\$ 6,292	
<b>Establishments</b>	3,257		8,190	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN MAINE**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	43,286		85,205	
<b>Payroll (in \$ millions)</b>	\$ 1,066		\$ 2,483	
<b>Output (in \$ millions)</b>	\$ 3,464		\$ 8,759	
<b>Establishments</b>	3,934			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	30,028	55,125	13,258	30,081
<b>Payroll (in \$ millions)</b>	\$ 661	\$ 1,494	\$ 405	\$ 989
<b>Output (in \$ millions)</b>	\$ 1,987	\$ 5,081	\$ 1,476	\$ 3,678
<b>Establishments</b>	2,956		978	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	8,806		21,222	
<b>Payroll (in \$ millions)</b>	\$ 172		\$ 489	
<b>Output (in \$ millions)</b>	\$ 530		\$ 1,457	
<b>Establishments</b>	699		2,256	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN MARYLAND**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	206,876		418,259	
<b>Payroll (in \$ millions)</b>	\$ 5,796		\$ 14,591	
<b>Output (in \$ millions)</b>	\$ 17,742		\$ 49,746	
<b>Establishments</b>	15,935			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	164,021	318,881	42,855	99,378
<b>Payroll (in \$ millions)</b>	\$ 4,201	\$ 10,301	\$ 1,595	\$ 4,290
<b>Output (in \$ millions)</b>	\$ 13,014	\$ 36,704	\$ 4,727	\$ 13,041
<b>Establishments</b>	13,565		2,370	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	56,664		107,358	
<b>Payroll (in \$ millions)</b>	\$ 1,116		\$ 3,085	
<b>Output (in \$ millions)</b>	\$ 3,733		\$ 9,281	
<b>Establishments</b>	3,898		9,667	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN MASSACHUSETTS**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	199,909		388,054	
<b>Payroll (in \$ millions)</b>	\$ 5,928		\$ 14,648	
<b>Output (in \$ millions)</b>	\$ 18,517		\$ 49,285	
<b>Establishments</b>	15,768			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	159,842	298,371	40,067	89,683
<b>Payroll (in \$ millions)</b>	\$ 4,362	\$ 10,474	\$ 1,566	\$ 4,174
<b>Output (in \$ millions)</b>	\$ 13,820	\$ 36,902	\$ 4,697	\$ 12,383
<b>Establishments</b>	12,932		2,836	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	61,848		97,994	
<b>Payroll (in \$ millions)</b>	\$ 1,286		\$ 3,076	
<b>Output (in \$ millions)</b>	\$ 4,325		\$ 9,495	
<b>Establishments</b>	3,792		9,140	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN MICHIGAN**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	328,908		610,298	
<b>Payroll (in \$ millions)</b>	\$ 8,291		\$ 19,197	
<b>Output (in \$ millions)</b>	\$ 26,005		\$ 65,425	
<b>Establishments</b>	28,139			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	276,872	497,115	52,036	113,183
<b>Payroll (in \$ millions)</b>	\$ 6,391	\$ 14,394	\$ 1,900	\$ 4,803
<b>Output (in \$ millions)</b>	\$ 20,511	\$ 51,734	\$ 5,494	\$ 13,692
<b>Establishments</b>	24,175		3,964	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	93,317		183,555	
<b>Payroll (in \$ millions)</b>	\$ 1,659		\$ 4,732	
<b>Output (in \$ millions)</b>	\$ 5,615		\$ 14,896	
<b>Establishments</b>	6,481		17,693	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN MINNESOTA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	227,244		433,487	
<b>Payroll (in \$ millions)</b>	\$ 6,008		\$ 14,309	
<b>Output (in \$ millions)</b>	\$ 18,209		\$ 47,788	
<b>Establishments</b>	17,952			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	190,545	354,301	36,698	79,185
<b>Payroll (in \$ millions)</b>	\$ 4,743	\$ 11,005	\$ 1,264	\$ 3,304
<b>Output (in \$ millions)</b>	\$ 14,508	\$ 38,259	\$ 3,701	\$ 9,530
<b>Establishments</b>	15,960		1,992	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	64,606		125,939	
<b>Payroll (in \$ millions)</b>	\$ 1,248		\$ 3,495	
<b>Output (in \$ millions)</b>	\$ 4,113		\$ 10,395	
<b>Establishments</b>	4,269		11,691	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN MISSISSIPPI**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	123,203		221,048	
<b>Payroll (in \$ millions)</b>	\$ 2,357		\$ 5,224	
<b>Output (in \$ millions)</b>	\$ 8,010		\$ 19,334	
<b>Establishments</b>	10,279			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	99,334	173,477	23,869	47,572
<b>Payroll (in \$ millions)</b>	\$ 1,731	\$ 3,742	\$ 625	\$ 1,483
<b>Output (in \$ millions)</b>	\$ 6,033	\$ 14,642	\$ 1,977	\$ 4,692
<b>Establishments</b>	7,966		2,313	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	30,186		69,148	
<b>Payroll (in \$ millions)</b>	\$ 436		\$ 1,296	
<b>Output (in \$ millions)</b>	\$ 1,617		\$ 4,417	
<b>Establishments</b>	2,187		5,780	

*Data pertain to 2005*



**Economic Impact of Franchised Businesses****FRANCHISING IN MISSOURI**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	257,311		500,140	
<b>Payroll (in \$ millions)</b>	\$ 6,256		\$ 15,097	
<b>Output (in \$ millions)</b>	\$ 19,319		\$ 51,808	
<b>Establishments</b>	20,957			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	214,436	406,487	42,875	93,653
<b>Payroll (in \$ millions)</b>	\$ 4,811	\$ 11,332	\$ 1,444	\$ 3,764
<b>Output (in \$ millions)</b>	\$ 15,279	\$ 41,162	\$ 4,040	\$ 10,646
<b>Establishments</b>	18,038		2,919	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	71,163		143,273	
<b>Payroll (in \$ millions)</b>	\$ 1,240		\$ 3,571	
<b>Output (in \$ millions)</b>	\$ 4,284		\$ 10,995	
<b>Establishments</b>	4,813		13,225	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN MONTANA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	34,938		66,509	
<b>Payroll (in \$ millions)</b>	\$ 709		\$ 1,637	
<b>Output (in \$ millions)</b>	\$ 2,472		\$ 6,327	
<b>Establishments</b>	3,478			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	27,262	49,008	7,675	17,501
<b>Payroll (in \$ millions)</b>	\$ 482	\$ 1,089	\$ 227	\$ 549
<b>Output (in \$ millions)</b>	\$ 1,661	\$ 4,274	\$ 811	\$ 2,054
<b>Establishments</b>	3,069		409	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	5,448		21,814	
<b>Payroll (in \$ millions)</b>	\$ 96		\$ 386	
<b>Output (in \$ millions)</b>	\$ 312		\$ 1,349	
<b>Establishments</b>	611		2,458	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN NEBRASKA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	82,392		156,671	
<b>Payroll (in \$ millions)</b>	\$ 1,830		\$ 4,304	
<b>Output (in \$ millions)</b>	\$ 5,880		\$ 15,437	
<b>Establishments</b>	6,799			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	70,218	130,303	12,174	26,369
<b>Payroll (in \$ millions)</b>	\$ 1,423	\$ 3,286	\$ 406	\$ 1,018
<b>Output (in \$ millions)</b>	\$ 4,717	\$ 12,467	\$ 1,164	\$ 2,970
<b>Establishments</b>	6,012		787	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	20,344		49,874	
<b>Payroll (in \$ millions)</b>	\$ 346		\$ 1,078	
<b>Output (in \$ millions)</b>	\$ 1,194		\$ 3,523	
<b>Establishments</b>	1,505		4,506	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN NEVADA**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	141,002	267,971
<b>Payroll (in \$ millions)</b>	\$ 4,077	\$ 9,374
<b>Output (in \$ millions)</b>	\$ 13,088	\$ 33,791
<b>Establishments</b>	8,184	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	123,295	231,070	17,707	36,901
<b>Payroll (in \$ millions)</b>	\$ 3,300	\$ 7,426	\$ 777	\$ 1,947
<b>Output (in \$ millions)</b>	\$ 11,018	\$ 28,563	\$ 2,070	\$ 5,228
<b>Establishments</b>	7,390		795	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	36,471	86,824
<b>Payroll (in \$ millions)</b>	\$ 806	\$ 2,494
<b>Output (in \$ millions)</b>	\$ 2,744	\$ 8,274
<b>Establishments</b>	2,015	5,375

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN NEW HAMPSHIRE**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	49,404		96,695	
<b>Payroll (in \$ millions)</b>	\$ 1,368		\$ 3,213	
<b>Output (in \$ millions)</b>	\$ 4,413		\$ 11,199	
<b>Establishments</b>	4,234			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	35,586	65,024	13,818	31,671
<b>Payroll (in \$ millions)</b>	\$ 851	\$ 1,944	\$ 517	\$ 1,270
<b>Output (in \$ millions)</b>	\$ 2,675	\$ 6,828	\$ 1,738	\$ 4,371
<b>Establishments</b>	3,368		866	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	8,945		26,641	
<b>Payroll (in \$ millions)</b>	\$ 192		\$ 659	
<b>Output (in \$ millions)</b>	\$ 622		\$ 2,052	
<b>Establishments</b>	769		2,599	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN NEW JERSEY**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	246,732		475,326	
<b>Payroll (in \$ millions)</b>	\$ 7,915		\$ 18,719	
<b>Output (in \$ millions)</b>	\$ 24,648		\$ 63,970	
<b>Establishments</b>	20,636			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	196,194	361,648	50,538	113,678
<b>Payroll (in \$ millions)</b>	\$ 5,710	\$ 13,182	\$ 2,205	\$ 5,537
<b>Output (in \$ millions)</b>	\$ 18,043	\$ 46,923	\$ 6,605	\$ 17,047
<b>Establishments</b>	17,530		3,106	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	63,322		132,873	
<b>Payroll (in \$ millions)</b>	\$ 1,443		\$ 4,267	
<b>Output (in \$ millions)</b>	\$ 4,809		\$ 13,234	
<b>Establishments</b>	4,597		12,933	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN NEW MEXICO**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	75,057		147,500	
<b>Payroll (in \$ millions)</b>	\$ 1,579		\$ 3,895	
<b>Output (in \$ millions)</b>	\$ 5,021		\$ 13,660	
<b>Establishments</b>	5,968			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	59,833	112,228	15,224	35,272
<b>Payroll (in \$ millions)</b>	\$ 1,108	\$ 2,668	\$ 471	\$ 1,227
<b>Output (in \$ millions)</b>	\$ 3,583	\$ 9,781	\$ 1,438	\$ 3,879
<b>Establishments</b>	4,914		1,054	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	13,357		46,476	
<b>Payroll (in \$ millions)</b>	\$ 239		\$ 869	
<b>Output (in \$ millions)</b>	\$ 770		\$ 2,813	
<b>Establishments</b>	1,038		3,876	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN NEW YORK**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	432,387		842,500	
<b>Payroll (in \$ millions)</b>	\$ 12,581		\$ 31,378	
<b>Output (in \$ millions)</b>	\$ 40,347		\$ 111,308	
<b>Establishments</b>	40,579			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	352,198	665,327	80,189	177,173
<b>Payroll (in \$ millions)</b>	\$ 9,497	\$ 22,992	\$ 3,084	\$ 8,387
<b>Output (in \$ millions)</b>	\$ 31,545	\$ 87,320	\$ 8,802	\$ 23,988
<b>Establishments</b>	34,727		5,851	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	114,241		237,956	
<b>Payroll (in \$ millions)</b>	\$ 2,508		\$ 6,989	
<b>Output (in \$ millions)</b>	\$ 8,577		\$ 22,968	
<b>Establishments</b>	10,940		23,787	

*Data pertain to 2005*



**Economic Impact of Franchised Businesses****FRANCHISING IN NORTH CAROLINA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	349,019		640,196	
<b>Payroll (in \$ millions)</b>	\$ 8,026		\$ 17,947	
<b>Output (in \$ millions)</b>	\$ 26,118		\$ 64,055	
<b>Establishments</b>	28,693			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	282,525	493,501	66,494	146,695
<b>Payroll (in \$ millions)</b>	\$ 5,825	\$ 12,678	\$ 2,201	\$ 5,269
<b>Output (in \$ millions)</b>	\$ 18,447	\$ 45,530	\$ 7,671	\$ 18,526
<b>Establishments</b>	22,815		5,877	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	81,922		200,602	
<b>Payroll (in \$ millions)</b>	\$ 1,433		\$ 4,393	
<b>Output (in \$ millions)</b>	\$ 4,790		\$ 13,657	
<b>Establishments</b>	5,488		17,327	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN NORTH DAKOTA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	28,206		52,598	
<b>Payroll (in \$ millions)</b>	\$ 588		\$ 1,321	
<b>Output (in \$ millions)</b>	\$ 1,935		\$ 4,817	
<b>Establishments</b>	2,348			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	22,303	39,845	5,903	12,753
<b>Payroll (in \$ millions)</b>	\$ 422	\$ 933	\$ 167	\$ 388
<b>Output (in \$ millions)</b>	\$ 1,371	\$ 3,437	\$ 564	\$ 1,380
<b>Establishments</b>	2,070		278	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	5,900		16,404	
<b>Payroll (in \$ millions)</b>	\$ 97		\$ 324	
<b>Output (in \$ millions)</b>	\$ 329		\$ 1,042	
<b>Establishments</b>	532		1,538	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN OHIO**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	473,421		860,549	
<b>Payroll (in \$ millions)</b>	\$ 10,777		\$ 24,289	
<b>Output (in \$ millions)</b>	\$ 33,919		\$ 83,737	
<b>Establishments</b>	34,941			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	398,389	701,199	75,032	159,350
<b>Payroll (in \$ millions)</b>	\$ 8,313	\$ 18,222	\$ 2,465	\$ 6,067
<b>Output (in \$ millions)</b>	\$ 26,597	\$ 65,825	\$ 7,322	\$ 17,911
<b>Establishments</b>	30,545		4,396	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	122,791		275,598	
<b>Payroll (in \$ millions)</b>	\$ 2,094		\$ 6,219	
<b>Output (in \$ millions)</b>	\$ 7,213		\$ 19,384	
<b>Establishments</b>	7,853		22,692	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN OKLAHOMA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	146,685		275,794	
<b>Payroll (in \$ millions)</b>	\$ 3,014		\$ 7,129	
<b>Output (in \$ millions)</b>	\$ 9,454		\$ 24,801	
<b>Establishments</b>	12,660			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	123,242	223,224	23,443	52,570
<b>Payroll (in \$ millions)</b>	\$ 2,263	\$ 5,247	\$ 751	\$ 1,882
<b>Output (in \$ millions)</b>	\$ 7,257	\$ 19,115	\$ 2,197	\$ 5,686
<b>Establishments</b>	11,018		1,643	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	37,835		85,407	
<b>Payroll (in \$ millions)</b>	\$ 579		\$ 1,684	
<b>Output (in \$ millions)</b>	\$ 2,009		\$ 5,247	
<b>Establishments</b>	2,667		8,350	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN OREGON**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	132,483		258,496	
<b>Payroll (in \$ millions)</b>	\$ 3,415		\$ 8,092	
<b>Output (in \$ millions)</b>	\$ 10,215		\$ 26,781	
<b>Establishments</b>	12,588			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	103,155	192,802	29,329	65,694
<b>Payroll (in \$ millions)</b>	\$ 2,422	\$ 5,619	\$ 993	\$ 2,472
<b>Output (in \$ millions)</b>	\$ 7,295	\$ 19,190	\$ 2,920	\$ 7,590
<b>Establishments</b>	11,023		1,565	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	31,771		71,384	
<b>Payroll (in \$ millions)</b>	\$ 622		\$ 1,800	
<b>Output (in \$ millions)</b>	\$ 1,984		\$ 5,311	
<b>Establishments</b>	2,652		8,371	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN PENNSYLVANIA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	426,740		836,500	
<b>Payroll (in \$ millions)</b>	\$ 10,982		\$ 26,826	
<b>Output (in \$ millions)</b>	\$ 34,887		\$ 94,006	
<b>Establishments</b>	35,735			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	336,087	637,547	90,652	198,953
<b>Payroll (in \$ millions)</b>	\$ 8,129	\$ 19,354	\$ 2,853	\$ 7,472
<b>Output (in \$ millions)</b>	\$ 25,902	\$ 70,098	\$ 8,985	\$ 23,908
<b>Establishments</b>	29,915		5,820	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	107,315		228,772	
<b>Payroll (in \$ millions)</b>	\$ 2,032		\$ 6,097	
<b>Output (in \$ millions)</b>	\$ 6,940		\$ 18,963	
<b>Establishments</b>	8,620		21,295	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN RHODE ISLAND**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	35,860		64,269	
<b>Payroll (in \$ millions)</b>	\$ 870		\$ 1,896	
<b>Output (in \$ millions)</b>	\$ 2,779		\$ 6,616	
<b>Establishments</b>	3,076			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	29,263	50,524	6,596	13,745
<b>Payroll (in \$ millions)</b>	\$ 639	\$ 1,362	\$ 231	\$ 535
<b>Output (in \$ millions)</b>	\$ 2,061	\$ 4,947	\$ 719	\$ 1,669
<b>Establishments</b>	2,667		410	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	11,052		18,211	
<b>Payroll (in \$ millions)</b>	\$ 193		\$ 446	
<b>Output (in \$ millions)</b>	\$ 672		\$ 1,388	
<b>Establishments</b>	827		1,840	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN SOUTH CAROLINA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	181,813		328,298	
<b>Payroll (in \$ millions)</b>	\$ 3,795		\$ 8,417	
<b>Output (in \$ millions)</b>	\$ 12,318		\$ 30,120	
<b>Establishments</b>	15,063			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	149,916	261,702	31,897	66,596
<b>Payroll (in \$ millions)</b>	\$ 2,819	\$ 6,109	\$ 976	\$ 2,308
<b>Output (in \$ millions)</b>	\$ 9,343	\$ 22,961	\$ 2,975	\$ 7,159
<b>Establishments</b>	12,335		2,729	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	43,429		106,487	
<b>Payroll (in \$ millions)</b>	\$ 704		\$ 2,115	
<b>Output (in \$ millions)</b>	\$ 2,442		\$ 6,901	
<b>Establishments</b>	3,183		9,152	

*Data pertain to 2005*



**Economic Impact of Franchised Businesses****FRANCHISING IN SOUTH DAKOTA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	36,997		69,674	
<b>Payroll (in \$ millions)</b>	\$ 780		\$ 1,816	
<b>Output (in \$ millions)</b>	\$ 2,466		\$ 6,314	
<b>Establishments</b>	3,204			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	30,129	54,491	6,868	15,183
<b>Payroll (in \$ millions)</b>	\$ 574	\$ 1,310	\$ 206	\$ 505
<b>Output (in \$ millions)</b>	\$ 1,794	\$ 4,627	\$ 672	\$ 1,688
<b>Establishments</b>	2,776		428	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	6,569		23,560	
<b>Payroll (in \$ millions)</b>	\$ 123		\$ 451	
<b>Output (in \$ millions)</b>	\$ 378		\$ 1,416	
<b>Establishments</b>	670		2,106	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN TENNESSEE**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	270,085		510,050	
<b>Payroll (in \$ millions)</b>	\$ 6,389		\$ 15,078	
<b>Output (in \$ millions)</b>	\$ 20,941		\$ 54,279	
<b>Establishments</b>	21,562			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	224,301	410,284	45,784	99,766
<b>Payroll (in \$ millions)</b>	\$ 4,841	\$ 11,157	\$ 1,547	\$ 3,921
<b>Output (in \$ millions)</b>	\$ 16,145	\$ 42,013	\$ 4,796	\$ 12,266
<b>Establishments</b>	17,754		3,808	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	66,193		158,109	
<b>Payroll (in \$ millions)</b>	\$ 1,198		\$ 3,643	
<b>Output (in \$ millions)</b>	\$ 4,175		\$ 11,971	
<b>Establishments</b>	4,491		13,263	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN TEXAS**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	861,548		1,585,513	
<b>Payroll (in \$ millions)</b>	\$ 21,251		\$ 48,757	
<b>Output (in \$ millions)</b>	\$ 68,786		\$ 176,235	
<b>Establishments</b>	71,219			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	696,390	1,230,936	165,158	354,577
<b>Payroll (in \$ millions)</b>	\$ 15,458	\$ 34,609	\$ 5,793	\$ 14,148
<b>Output (in \$ millions)</b>	\$ 50,866	\$ 130,626	\$ 17,919	\$ 45,610
<b>Establishments</b>	58,882		12,337	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	262,308		434,083	
<b>Payroll (in \$ millions)</b>	\$ 4,496		\$ 10,961	
<b>Output (in \$ millions)</b>	\$ 16,027		\$ 34,839	
<b>Establishments</b>	17,595		41,286	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN UTAH**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	94,352		183,350	
<b>Payroll (in \$ millions)</b>	\$ 2,106		\$ 4,992	
<b>Output (in \$ millions)</b>	\$ 6,986		\$ 18,262	
<b>Establishments</b>	7,669			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	77,531	144,642	16,821	38,708
<b>Payroll (in \$ millions)</b>	\$ 1,531	\$ 3,551	\$ 575	\$ 1,441
<b>Output (in \$ millions)</b>	\$ 5,193	\$ 13,667	\$ 1,793	\$ 4,595
<b>Establishments</b>	6,749		920	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	23,142		54,389	
<b>Payroll (in \$ millions)</b>	\$ 382		\$ 1,149	
<b>Output (in \$ millions)</b>	\$ 1,348		\$ 3,845	
<b>Establishments</b>	1,657		5,092	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN VERMONT**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	19,167		38,227	
<b>Payroll (in \$ millions)</b>	\$ 463		\$ 1,077	
<b>Output (in \$ millions)</b>	\$ 1,492		\$ 3,771	
<b>Establishments</b>	1,982			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	12,556	23,363	6,611	14,864
<b>Payroll (in \$ millions)</b>	\$ 265	\$ 605	\$ 197	\$ 473
<b>Output (in \$ millions)</b>	\$ 845	\$ 2,142	\$ 647	\$ 1,628
<b>Establishments</b>	1,438		543	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	3,758		8,799	
<b>Payroll (in \$ millions)</b>	\$ 69		\$ 197	
<b>Output (in \$ millions)</b>	\$ 227		\$ 618	
<b>Establishments</b>	342		1,096	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN VIRGINIA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	336,901		627,460	
<b>Payroll (in \$ millions)</b>	\$ 8,596		\$ 20,236	
<b>Output (in \$ millions)</b>	\$ 26,808		\$ 69,454	
<b>Establishments</b>	26,028			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	272,086	490,660	64,815	136,801
<b>Payroll (in \$ millions)</b>	\$ 6,362	\$ 14,498	\$ 2,233	\$ 5,738
<b>Output (in \$ millions)</b>	\$ 20,033	\$ 52,173	\$ 6,775	\$ 17,281
<b>Establishments</b>	21,379		4,650	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	84,691		187,395	
<b>Payroll (in \$ millions)</b>	\$ 1,598		\$ 4,764	
<b>Output (in \$ millions)</b>	\$ 5,308		\$ 14,725	
<b>Establishments</b>	5,733		15,646	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN WASHINGTON**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	203,194		378,611	
<b>Payroll (in \$ millions)</b>	\$ 5,399		\$ 12,394	
<b>Output (in \$ millions)</b>	\$ 16,896		\$ 42,774	
<b>Establishments</b>	18,741			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	160,920	287,626	42,274	90,984
<b>Payroll (in \$ millions)</b>	\$ 3,857	\$ 8,639	\$ 1,542	\$ 3,755
<b>Output (in \$ millions)</b>	\$ 12,204	\$ 31,045	\$ 4,692	\$ 11,729
<b>Establishments</b>	16,197		2,543	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	59,822		101,098	
<b>Payroll (in \$ millions)</b>	\$ 1,127		\$ 2,730	
<b>Output (in \$ millions)</b>	\$ 3,857		\$ 8,347	
<b>Establishments</b>	4,632		11,565	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN WEST VIRGINIA**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	66,610		116,882	
<b>Payroll (in \$ millions)</b>	\$ 1,219		\$ 2,614	
<b>Output (in \$ millions)</b>	\$ 4,354		\$ 10,151	
<b>Establishments</b>	5,595			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	51,594	87,190	15,016	29,692
<b>Payroll (in \$ millions)</b>	\$ 856	\$ 1,792	\$ 364	\$ 821
<b>Output (in \$ millions)</b>	\$ 3,040	\$ 7,145	\$ 1,313	\$ 3,006
<b>Establishments</b>	4,242		1,353	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	14,308		37,287	
<b>Payroll (in \$ millions)</b>	\$ 210		\$ 646	
<b>Output (in \$ millions)</b>	\$ 773		\$ 2,267	
<b>Establishments</b>	1,103		3,139	

*Data pertain to 2005*



**Economic Impact of Franchised Businesses****FRANCHISING IN WISCONSIN**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	216,621		408,498	
<b>Payroll (in \$ millions)</b>	\$ 5,295		\$ 12,208	
<b>Output (in \$ millions)</b>	\$ 15,886		\$ 40,194	
<b>Establishments</b>	17,438			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	171,568	313,439	45,053	95,059
<b>Payroll (in \$ millions)</b>	\$ 3,854	\$ 8,694	\$ 1,441	\$ 3,514
<b>Output (in \$ millions)</b>	\$ 11,804	\$ 30,046	\$ 4,082	\$ 10,149
<b>Establishments</b>	14,940		2,499	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	47,343		124,224	
<b>Payroll (in \$ millions)</b>	\$ 908		\$ 2,946	
<b>Output (in \$ millions)</b>	\$ 2,909		\$ 8,895	
<b>Establishments</b>	3,627		11,313	

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING IN WYOMING**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	21,924		38,900	
<b>Payroll (in \$ millions)</b>	\$ 471		\$ 1,020	
<b>Output (in \$ millions)</b>	\$ 1,553		\$ 3,663	
<b>Establishments</b>	2,091			
	<b><u>Business Format Franchises</u></b>		<b><u>Product Distribution Franchises</u></b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	17,052	29,165	4,872	9,735
<b>Payroll (in \$ millions)</b>	\$ 328	\$ 696	\$ 143	\$ 324
<b>Output (in \$ millions)</b>	\$ 1,102	\$ 2,609	\$ 451	\$ 1,054
<b>Establishments</b>	1,788		303	
	<b><u>In Business Format Franchises</u></b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	4,783		12,269	
<b>Payroll (in \$ millions)</b>	\$ 79		\$ 249	
<b>Output (in \$ millions)</b>	\$ 267		\$ 835	
<b>Establishments</b>	418		1,370	

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF ALABAMA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	28,658	38,917
<b>#2</b>	29,128	39,718
<b>#3</b>	29,946	39,673
<b>#4</b>	26,858	34,347
<b>#5</b>	30,121	37,866
<b>#6</b>	55,539	74,194
<b>#7</b>	48,357	63,792

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF ALASKA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	17,428	33,221

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF ARIZONA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	26,666	35,163
<b>#2</b>	190,536	273,640
<b>#3</b>	172,463	246,791
<b>#4</b>	172,463	246,791
<b>#5</b>	172,463	246,791
<b>#6</b>	177,957	255,311
<b>#7</b>	230,349	332,428
<b>#8</b>	55,140	80,339

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF ARKANSAS**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	21,392	27,517
<b>#2</b>	33,785	46,428
<b>#3</b>	33,111	45,282
<b>#4</b>	20,310	25,284

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF CALIFORNIA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
#1	33,272	48,692
#2	25,630	38,310
#3	61,114	89,094
#4	76,422	112,618
#5	46,815	67,506
#6	22,747	34,090
#7	44,506	60,452
#8	25,830	35,103
#9	46,956	66,902
#10	138,278	196,797
#11	157,832	220,613
#12	54,137	74,794
#13	46,956	66,902
#14	95,978	131,607
#15	60,398	79,910
#16	60,398	79,910
#17	20,831	30,297
#18	65,193	94,336
#19	43,185	62,759
#20	47,267	67,104
#21	32,172	46,836
#22	317,269	466,189
#23	50,904	73,274
#24	41,354	59,316
#25	348,186	515,123
#26	345,987	511,692
#27	287,162	421,667
#28	287,162	421,667
#29	287,162	421,667
#30	287,162	421,667
#31	287,162	421,667
#32	287,162	421,667
#33	287,162	421,667
#34	287,162	421,667
#35	287,162	421,667

*Data pertain to 2005*

<b>#36</b>	287,162	421,667
<b>#37</b>	287,162	421,667
<b>#38</b>	287,162	421,667
<b>#39</b>	287,162	421,667
<b>#40</b>	128,729	183,336
<b>#41</b>	117,643	172,730
<b>#42</b>	474,716	696,791
<b>#43</b>	58,824	86,531
<b>#44</b>	187,547	270,501
<b>#45</b>	58,818	85,025
<b>#46</b>	415,891	606,905
<b>#47</b>	128,729	183,336
<b>#48</b>	128,729	183,336
<b>#49</b>	173,539	256,839
<b>#50</b>	114,721	168,825
<b>#51</b>	118,763	174,651
<b>#52</b>	114,721	168,825
<b>#53</b>	114,721	168,825

*Data pertain to 2005*



***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF COLORADO**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	94,353	132,828
<b>#2</b>	63,365	90,800
<b>#3</b>	24,908	36,468
<b>#4</b>	35,231	49,408
<b>#5</b>	26,765	38,724
<b>#6</b>	59,509	85,228
<b>#7</b>	65,577	94,387

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF CONNECTICUT**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	41,820	58,581
<b>#2</b>	79,758	113,444
<b>#3</b>	54,689	77,325
<b>#4</b>	50,146	70,939
<b>#5</b>	87,424	123,930

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF DELAWARE**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	33,607	58,906

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE DISTRICT OF COLUMBIA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	21,660	37,371

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF FLORIDA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
#1	31,090	45,473
#2	39,274	55,500
#3	192,744	283,549
#4	62,418	89,278
#5	58,175	85,344
#6	77,044	115,544
#7	126,420	185,776
#8	104,791	150,750
#9	104,531	157,947
#10	39,236	59,242
#11	103,331	154,015
#12	84,372	124,815
#13	32,241	50,725
#14	40,676	62,317
#15	56,955	83,140
#16	73,512	112,561
#17	148,791	225,643
#18	79,279	117,229
#19	124,492	188,614
#20	148,791	225,643
#21	148,791	225,643
#22	124,492	188,614
#23	139,112	211,308
#24	138,530	200,098
#25	91,864	136,328

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF GEORGIA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	39,700	52,899
<b>#2</b>	31,436	40,805
<b>#3</b>	46,292	61,956
<b>#4</b>	66,435	94,175
<b>#5</b>	105,427	138,875
<b>#6</b>	135,645	182,980
<b>#7</b>	44,615	61,036
<b>#8</b>	29,027	37,469
<b>#9</b>	24,739	32,041
<b>#10</b>	31,238	41,473
<b>#11</b>	52,039	72,152
<b>#12</b>	34,857	45,990
<b>#13</b>	152,925	205,791

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF HAWAII**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	30,923	45,455
<b>#2</b>	43,248	64,598

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF IDAHO**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	32,562	46,601
<b>#2</b>	34,767	49,441

*Data pertain to 2005*



***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF ILLINOIS**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
#1	198,325	275,651
#2	218,050	304,820
#3	198,325	275,651
#4	198,325	275,651
#5	198,325	275,651
#6	251,892	353,418
#7	198,325	275,651
#8	238,198	333,417
#9	198,325	275,651
#10	228,157	317,992
#11	43,556	58,944
#12	30,955	41,579
#13	271,617	382,767
#14	83,189	119,707
#15	39,128	51,637
#16	32,571	44,103
#17	50,856	68,021
#18	43,575	58,726
#19	43,033	58,571

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF INDIANA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	27,957	36,537
<b>#2</b>	41,029	54,687
<b>#3</b>	32,428	42,760
<b>#4</b>	84,312	111,103
<b>#5</b>	81,077	107,859
<b>#6</b>	49,898	67,654
<b>#7</b>	50,016	64,526
<b>#8</b>	28,216	37,018
<b>#9</b>	33,254	44,213

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF IOWA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	26,493	36,463
<b>#2</b>	27,052	35,987
<b>#3</b>	32,054	43,595
<b>#4</b>	20,897	27,138
<b>#5</b>	22,815	30,836

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF KANSAS**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	23,896	31,277
<b>#2</b>	30,832	41,863
<b>#3</b>	41,937	58,328
<b>#4</b>	30,698	41,217

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF KENTUCKY**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	22,754	28,775
<b>#2</b>	70,783	91,597
<b>#3</b>	44,455	56,705
<b>#4</b>	32,090	40,235
<b>#5</b>	19,555	25,131
<b>#6</b>	35,173	45,488

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF LOUISIANA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	55,272	77,723
<b>#2</b>	40,543	56,633
<b>#3</b>	45,117	62,260
<b>#4</b>	24,208	33,621
<b>#5</b>	21,997	30,506
<b>#6</b>	30,722	40,566
<b>#7</b>	26,090	35,031

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MAINE**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	25,876	37,961
<b>#2</b>	22,589	33,130

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MARYLAND**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	80,431	119,617
<b>#2</b>	80,001	118,851
<b>#3</b>	83,511	123,121
<b>#4</b>	64,545	97,089
<b>#5</b>	63,099	92,948
<b>#6</b>	102,260	152,583
<b>#7</b>	59,713	87,629
<b>#8</b>	64,545	97,089

*Data pertain to 2005*



***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MASSACHUSETTS**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	91,045	132,939
<b>#2</b>	61,691	90,451
<b>#3</b>	110,257	158,769
<b>#4</b>	102,992	148,001
<b>#5</b>	89,382	129,764
<b>#6</b>	67,831	98,097
<b>#7</b>	72,509	96,879
<b>#8</b>	72,509	96,879
<b>#9</b>	80,888	112,627
<b>#10</b>	45,356	66,661

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MICHIGAN**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
#1	22,702	30,713
#2	43,166	60,755
#3	25,803	35,710
#4	24,966	35,109
#5	28,476	38,136
#6	25,824	35,088
#7	30,013	40,845
#8	77,061	104,945
#9	57,411	78,429
#10	37,410	48,597
#11	112,527	150,877
#12	87,043	119,203
#13	55,116	72,411
#14	55,116	72,411
#15	72,159	95,294

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MINNESOTA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	29,130	39,307
<b>#2</b>	38,877	52,933
<b>#3</b>	76,139	103,677
<b>#4</b>	51,563	72,320
<b>#5</b>	102,057	138,825
<b>#6</b>	125,439	173,198
<b>#7</b>	29,399	40,968
<b>#8</b>	22,837	31,337

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MISSISSIPPI**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	29,047	38,603
<b>#2</b>	36,135	47,800
<b>#3</b>	49,185	65,157
<b>#4</b>	35,832	46,076

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MISSOURI**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	79,049	109,591
<b>#2</b>	79,887	114,572
<b>#3</b>	85,811	120,503
<b>#4</b>	55,178	78,789
<b>#5</b>	35,538	50,280
<b>#6</b>	59,358	84,589
<b>#7</b>	30,887	46,180
<b>#8</b>	23,235	31,585
<b>#9</b>	39,625	55,516

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF MONTANA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	34,938	66,509

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NEBRASKA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	31,015	43,258
<b>#2</b>	35,538	50,908
<b>#3</b>	21,503	29,180

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NEVADA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	107,882	154,717
<b>#2</b>	141,002	200,921
<b>#3</b>	107,882	154,717

*Data pertain to 2005*



***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NEW HAMPSHIRE**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	41,441	59,371
<b>#2</b>	44,377	63,697

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NEW JERSEY**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	38,860	55,621
<b>#2</b>	58,771	85,969
<b>#3</b>	43,640	64,223
<b>#4</b>	61,264	90,617
<b>#5</b>	44,779	64,474
<b>#6</b>	69,306	97,349
<b>#7</b>	53,252	74,532
<b>#8</b>	25,991	36,229
<b>#9</b>	49,990	70,777
<b>#10</b>	40,207	55,199
<b>#11</b>	59,301	82,668
<b>#12</b>	71,639	101,583
<b>#13</b>	65,112	89,279

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NEW MEXICO**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	41,292	60,441
<b>#2</b>	53,656	77,464
<b>#3</b>	53,564	77,581

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NEW YORK**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
#1	39,172	57,412
#2	78,090	115,467
#3	78,090	115,467
#4	38,918	57,860
#5	65,436	97,261
#6	26,519	37,583
#7	37,853	53,610
#8	77,059	100,152
#9	47,661	68,087
#10	21,143	29,988
#11	21,143	29,988
#12	103,578	139,103
#13	27,043	38,539
#14	82,435	107,223
#15	93,769	124,026
#16	11,334	15,795
#17	39,104	58,796
#18	27,770	41,113
#19	45,915	68,262
#20	26,885	38,903
#21	29,911	43,358
#22	35,056	50,017
#23	22,550	30,567
#24	30,359	41,304
#25	46,466	66,703
#26	67,746	95,645
#27	36,227	50,753
#28	63,833	89,900
#29	37,706	53,931

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NORTH CAROLINA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	40,339	52,589
<b>#2</b>	68,765	93,318
<b>#3</b>	40,733	53,776
<b>#4</b>	55,362	73,754
<b>#5</b>	37,419	50,636
<b>#6</b>	43,663	60,244
<b>#7</b>	37,249	49,600
<b>#8</b>	77,613	101,088
<b>#9</b>	58,607	76,940
<b>#10</b>	31,962	43,827
<b>#11</b>	25,316	34,916
<b>#12</b>	103,168	134,960
<b>#13</b>	72,281	97,563

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF NORTH DAKOTA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	28,206	52,598

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF OHIO**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	55,964	73,601
<b>#2</b>	62,136	83,050
<b>#3</b>	37,807	50,490
<b>#4</b>	24,342	30,574
<b>#5</b>	44,331	58,743
<b>#6</b>	29,632	40,272
<b>#7</b>	83,401	111,011
<b>#8</b>	47,920	63,683
<b>#9</b>	35,492	48,123
<b>#10</b>	59,156	77,376
<b>#11</b>	59,156	77,376
<b>#12</b>	74,691	99,155
<b>#13</b>	99,957	133,185
<b>#14</b>	112,089	149,258
<b>#15</b>	65,629	85,497
<b>#16</b>	26,343	35,859
<b>#17</b>	46,951	63,378
<b>#18</b>	29,100	37,390

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF OKLAHOMA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	41,092	57,198
<b>#2</b>	19,713	25,143
<b>#3</b>	23,060	29,713
<b>#4</b>	67,322	94,061
<b>#5</b>	43,153	58,693

*Data pertain to 2005*



***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF OREGON**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	57,318	79,319
<b>#2</b>	24,402	36,096
<b>#3</b>	44,365	62,859
<b>#4</b>	26,408	37,281
<b>#5</b>	61,189	87,534

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF PENNSYLVANIA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
#1	48,588	68,265
#2	68,827	95,651
#3	26,865	37,080
#4	88,666	126,920
#5	27,515	36,598
#6	79,951	113,586
#7	70,176	99,125
#8	92,606	131,767
#9	58,510	85,692
#10	35,658	51,181
#11	27,737	40,225
#12	94,641	137,125
#13	68,827	95,651
#14	58,079	81,271
#15	71,025	102,117
#16	47,035	67,423
#17	30,816	44,429
#18	82,453	118,396
#19	27,726	39,882

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF RHODE ISLAND**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	23,628	31,257
<b>#2</b>	31,668	41,744

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF SOUTH CAROLINA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	47,855	64,805
<b>#2</b>	48,393	63,925
<b>#3</b>	23,592	29,723
<b>#4</b>	36,186	47,578
<b>#5</b>	29,629	38,742
<b>#6</b>	71,497	94,288

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF SOUTH DAKOTA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	36,997	69,674

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF TENNESSEE**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	30,540	41,630
<b>#2</b>	37,836	53,159
<b>#3</b>	31,495	43,660
<b>#4</b>	28,767	38,907
<b>#5</b>	44,426	61,362
<b>#6</b>	27,095	34,847
<b>#7</b>	114,310	160,209
<b>#8</b>	77,293	108,403
<b>#9</b>	52,501	72,551

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF TEXAS**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
#1	25,739	34,950
#2	155,230	204,809
#3	140,973	189,607
#4	46,751	61,492
#5	121,523	162,687
#6	78,016	105,494
#7	142,636	188,623
#8	22,983	30,133
#9	154,599	205,599
#10	192,964	254,395
#11	24,510	32,254
#12	75,541	102,405
#13	24,051	30,235
#14	36,253	42,503
#15	37,115	51,111
#16	26,192	35,228
#17	25,624	33,863
#18	142,636	188,623
#19	26,372	34,768
#20	67,368	94,725
#21	117,939	159,341
#22	170,890	225,760
#23	100,047	139,019
#24	202,809	274,464
#25	52,959	69,401
#26	204,217	276,405
#27	30,575	39,946
#28	100,464	143,032
#29	142,636	188,623
#30	113,128	150,608
#31	24,964	33,191
#32	113,128	150,608

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF UTAH**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	68,435	97,902
<b>#2</b>	68,599	97,397
<b>#3</b>	61,095	86,560

*Data pertain to 2005*



***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF VERMONT**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	19,167	38,227

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF VIRGINIA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	54,453	75,169
<b>#2</b>	45,353	61,020
<b>#3</b>	63,318	81,460
<b>#4</b>	34,413	46,646
<b>#5</b>	23,420	31,962
<b>#6</b>	36,948	51,375
<b>#7</b>	50,862	68,422
<b>#8</b>	70,010	96,217
<b>#9</b>	26,025	33,926
<b>#10</b>	84,238	117,214
<b>#11</b>	68,286	95,863

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF WASHINGTON**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	100,011	133,855
<b>#2</b>	104,921	140,185
<b>#3</b>	23,503	32,145
<b>#4</b>	20,203	28,187
<b>#5</b>	21,006	30,049
<b>#6</b>	34,255	49,198
<b>#7</b>	72,275	94,998
<b>#8</b>	95,280	127,412
<b>#9</b>	102,364	137,467

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF WEST VIRGINIA**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	21,781	27,714
<b>#2</b>	24,037	31,550
<b>#3</b>	20,792	26,699

*Data pertain to 2005*

***Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF WISCONSIN**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	78,863	109,551
<b>#2</b>	40,898	56,670
<b>#3</b>	27,718	39,567
<b>#4</b>	37,560	51,141
<b>#5</b>	67,928	94,349
<b>#6</b>	34,547	46,871
<b>#7</b>	24,495	33,511
<b>#8</b>	32,092	44,990

*Data pertain to 2005*

***Economic Impact of Franchised Businesses***

**FRANCHISING AND JOBS  
IN THE CONGRESSIONAL DISTRICTS OF WYOMING**

<b><u>Congressional District</u></b>	<b><u>Jobs in Franchised Businesses</u></b>	<b><u>Jobs Created by Franchised Businesses</u></b>
<b>#1</b>	21,924	38,900

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****DIRECT AND TOTAL CONTRIBUTIONS TO THE U.S. ECONOMY: 2001 AND 2005**

	<b>In Franchised Businesses</b>			
	<b>2001</b>	<b>2005</b>	<b>Percent Change 2001-2005</b>	<b>Average Annual Growth Rate</b>
Jobs	9,797,117	11,029,206	12.6 %	3.0 %
Payroll	\$ 229.1 billion	\$ 278.6 billion	21.6 %	5.0 %
Output	\$ 624.6 billion	\$ 880.9 billion	41.0 %	9.0 %
Establishments	767,483	909,253	18.5 %	4.3 %
	<b>Because of Franchised Businesses</b>			
	<b>2001</b>	<b>2005</b>	<b>Percent Change 2001-2005</b>	<b>Average Annual Growth Rate</b>
Jobs	18,121,595	20,974,636	15.7 %	3.7 %
Payroll	\$ 506.6 billion	\$ 660.9 billion	30.5 %	6.9 %
Output	\$ 1,525.3 billion	\$ 2,306.8 billion	51.2 %	10.9 %

*Data pertain to 2005*

**Economic Impact of Franchised Businesses****ECONOMIC CONTRIBUTIONS TO THE U.S. ECONOMY  
BY TYPE OF FRANCHISE: 2001 AND 2005**

	<b>In Business Format Franchises</b>			
	<b>2001</b>	<b>2005</b>	<b>Percent Change 2001-2005</b>	<b>Average Annual Growth Rate</b>
Jobs	7,787,454	9,017,267	15.8 %	3.7 %
Payroll	\$ 162.9 billion	\$ 206.9 billion	27.0 %	6.2 %
Output	\$ 460.0 billion	\$ 665.3 billion	44.6 %	9.7 %
Establishments	622,272	773,436	24.3 %	5.6 %
	<b>Because of Business Format Franchises</b>			
	<b>2001</b>	<b>2005</b>	<b>Percent Change 2001-2005</b>	<b>Average Annual Growth Rate</b>
Jobs	14,161,252	16,529,145	16.7 %	3.9 %
Payroll	\$ 369.4 billion	\$ 478.4 billion	29.5 %	6.7 %
Output	\$ 1,151.0 billion	\$ 1,749.7 billion	52.0 %	11.0 %
	<b>In Product Distribution Franchises</b>			
	<b>2001</b>	<b>2005</b>	<b>Percent Change 2001-2005</b>	<b>Average Annual Growth Rate</b>
Jobs	2,009,663	2,011,938	0.1 %	0.0 %
Payroll	\$ 66.2 billion	\$ 71.7 billion	8.4 %	2.0 %
Output	\$ 164.6 billion	\$ 215.6 billion	31.0 %	7.0 %
Establishments	145,211	135,817	-6.5 %	-1.7 %
	<b>Because of Product Distribution Franchises</b>			
	<b>2001</b>	<b>2005</b>	<b>Percent Change 2001-2005</b>	<b>Average Annual Growth Rate</b>
Jobs	3,960,343	4,445,491	12.3 %	2.9 %
Payroll	\$ 137.2 billion	\$ 182.5 billion	33.0 %	7.4 %
Output	\$ 374.2 billion	\$ 557.1 billion	48.9 %	10.5 %

Data pertain to 2005



**Economic Impact of Franchised Businesses**

**DIRECT CONTRIBUTIONS OF BUSINESS FORMAT FRANCHISES:  
2001 AND 2005**

<Business Lines Sorted by Average Annual Job Growth Rate>

	2001	2005	Percent Change 2001-2005	Average Annual Growth Rate
<b><u>Lodging</u></b>				
Jobs	433,616	569,604	31.4 %	7.1 %
Payroll	\$ 8.1 billion	\$ 12.3 billion	52.3 %	11.1 %
Output	\$ 29.0 billion	\$ 48.0 billion	65.8 %	13.5 %
Establishments	20,450	30,014	46.8 %	10.1 %
<b><u>Food Retail</u></b>				
Jobs	597,311	779,360	30.5 %	6.9 %
Payroll	\$ 9.9 billion	\$ 14.0 billion	42.6 %	9.3 %
Output	\$ 23.9 billion	\$ 47.0 billion	96.8 %	18.4 %
Establishments	45,539	61,039	34.0 %	7.6 %
<b><u>Commercial &amp; Residential Services</u></b>				
Jobs	244,142	314,345	28.8 %	6.5 %
Payroll	\$ 8.3 billion	\$ 12.1 billion	45.1 %	9.8 %
Output	\$ 17.8 billion	\$ 32.9 billion	84.5 %	16.5 %
Establishments	38,744	54,495	40.7 %	8.9 %
<b><u>Retail Product &amp; Services</u></b>				
Jobs	431,590	538,410	24.8 %	5.7 %
Payroll	\$ 8.8 billion	\$ 11.6 billion	32.5 %	7.3 %
Output	\$ 20.8 billion	\$ 36.5 billion	75.7 %	15.1 %
Establishments	61,166	78,621	28.5 %	6.5 %
<b><u>Personal Services</u></b>				
Jobs	753,793	937,853	24.4 %	5.6 %
Payroll	\$ 26.2 billion	\$ 37.1 billion	41.4 %	9.1 %
Output	\$ 62.5 billion	\$ 96.1 billion	53.8 %	11.4 %
Establishments	54,826	76,824	40.1 %	8.8 %
<b><u>Automotive</u></b>				
Jobs	148,397	175,858	18.5 %	4.3 %
Payroll	\$ 4.0 billion	\$ 5.2 billion	30.7 %	6.9 %
Output	\$ 13.1 billion	\$ 25.3 billion	92.6 %	17.8 %
Establishments	28,755	35,616	23.9 %	5.5 %

*Data pertain to 2005*

**Economic Impact of Franchised Businesses**

**DIRECT CONTRIBUTIONS OF BUSINESS FORMAT FRANCHISES:  
2001 AND 2005**

<Business Lines Sorted by Average Annual Job Growth Rate>

	2001	2005	Percent Change 2001-2005	Average Annual Growth Rate
<b>Quick Service Restaurants</b>				
Jobs	2,736,566	3,153,207	15.2 %	3.6 %
Payroll	\$ 27.8 billion	\$ 34.2 billion	22.9 %	5.3 %
Output	\$ 106.7 billion	\$ 152.1 billion	42.6 %	9.3 %
Establishments	144,357	167,578	16.1 %	3.8 %
<b>Table/Full Service Restaurants</b>				
Jobs	954,681	1,045,522	9.5 %	2.3 %
Payroll	\$ 11.3 billion	\$ 13.5 billion	19.3 %	4.5 %
Output	\$ 37.2 billion	\$ 50.4 billion	35.5 %	7.9 %
Establishments	38,961	42,285	8.5 %	2.1 %
<b>Real Estate</b>				
Jobs	148,771	155,359	4.4 %	1.1 %
Payroll	\$ 4.7 billion	\$ 6.0 billion	25.9 %	5.9 %
Output	\$ 29.2 billion	\$ 26.3 billion	-9.9 %	-2.6 %
Establishments	29,365	33,900	15.4 %	3.7 %
<b>Business Services</b>				
Jobs	1,338,586	1,347,750	0.7 %	0.2 %
Payroll	\$ 53.8 billion	\$ 60.9 billion	13.2 %	3.2 %
Output	\$ 119.8 billion	\$ 150.7 billion	25.8 %	5.9 %
Establishments	160,108	193,063	20.6 %	4.8 %

*Data pertain to 2005*

**Economic Impact of Franchised Businesses**

**DIRECT CONTRIBUTIONS OF PRODUCT DISTRIBUTION FRANCHISES:  
2001 AND 2005**

<Business Lines Sorted by Average Annual Job Growth Rate>

	2001	2005	Percent Change 2001-2005	Average Annual Growth Rate
<b><u>Beverage Bottlers</u></b>				
Jobs	22,075	24,084	9.1 %	2.2 %
Payroll	\$ 0.7 billion	\$ 0.7 billion	6.4 %	1.6 %
Output	\$ 7.7 billion	\$ 13.3 billion	72.4 %	14.6 %
Establishments	2,595	2,853	10.0 %	2.4 %
<b><u>Automotive &amp; Truck Dealers</u></b>				
Jobs	1,458,906	1,507,616	3.3 %	0.8 %
Payroll	\$ 57.6 billion	\$ 63.2 billion	9.6 %	2.3 %
Output	\$ 115.2 billion	\$ 162.3 billion	40.9 %	9.0 %
Establishments	60,263	61,974	2.8 %	0.7 %
<b><u>Gasoline Service Stations</u></b>				
Jobs	528,682	480,239	-9.2 %	-2.4 %
Payroll	\$ 7.9 billion	\$ 7.9 billion	-0.4 %	-0.1 %
Output	\$ 41.7 billion	\$ 40.0 billion	-4.2 %	-1.1 %
Establishments	82,353	70,990	-14 %	-3.6 %

*Data pertain to 2005*

## Appendix

### A. Geographic Details

#### ***Geographic Cells***

The main databases used for this study contain information down to the county (or county-like-unit) level within each state. They do not give complete information for some sparsely populated counties, in order to avoid disclosing information that could be linked back to a specific establishment within a county. This disclosure issue becomes less of a problem when data are aggregated up to higher geographic levels. Therefore, we formed geographic “cells” by combining counties that were fully within a single Congressional District. Any county that is split between Congressional Districts was not combined with others, and therefore is a geographic cell itself. For example, the two geographic cells for Nevada are (1) Clark County and (2) all Nevada counties except Clark County.

This structure allowed us to aggregate data to the three geographic reporting levels of this study: Congressional District, State, and National.

#### ***Congressional District – County Mappings***

A Congressional District in this report is the collection of geographic cells that include a portion of the actual Congressional District. To continue to illustrate with Nevada, the 1st District (which falls entirely in Clark County) is Clark County, the 2nd District (which includes part of Clark County plus all other counties in Nevada) is all of Nevada, and the 3rd District (which falls entirely in Clark County) is Clark County.

This convention is necessary because the government data that support this study are generally reported at the county level. **Exhibit 1** relates counties and county-like units (e.g. parishes in Louisiana) to Congressional Districts for the 110<sup>th</sup> Congress.

Notwithstanding the general rule for forming Congressional Districts for this report, we do not want to include an entire county in a Congressional District if only a *de minimis* portion of the county is in the actual district.

**Exhibit 1.**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Alabama (7)	1	Baldwin, Clarke, Escambia, Mobile, Monroe, Washington
	2	Autauga, Barbour, Bullock, Butler, Coffee, Conecuh, Covington, Crenshaw, Dale, Elmore, Geneva, Henry, Houston, Lowndes, Montgomery, Pike
	3	Calhoun, Chambers, Cherokee, Clay, Cleburne, Coosa, Lee, Macon, Montgomery, Randolph, Russell, Talladega, Tallapoosa
	4	Blount, Cullman, De Kalb, Etowah, Fayette, Franklin, Lamar, Marion, Marshall, Morgan, Pickens, St Clair, Walker, Winston
	5	Colbert, Jackson, Lauderdale, Lawrence, Limestone, Madison, Morgan
	6	Bibb, Chilton, Coosa, Jefferson, St Clair, Shelby, Tuscaloosa
	7	Choctaw, Clarke, Dallas, Greene, Hale, Jefferson, Marengo, Perry, Pickens, Sumter, Tuscaloosa, Wilcox
Alaska (1)	1	Aleutians East, Aleutians West, Anchorage, Bethel, Bristol Bay, Denali, Dillingham, Fairbanks North Star, Haines, Juneau, Kenai Peninsula, Ketchikan Gateway, Kodiak, Island, Lake And Peninsula, Matanuska-Susitna, Nome, North Slope, Northwest Arctic, Prince-Wales-Ketchik, Sitka, Skagway-Hoonah-Angoon, Southeast Fairbanks, Valdez-Cordova, Wade Hampton, Wrangell-Petersburg, Yakutat, Yukon-Koyukuk
Arizona (8)	1	Apache, Coconino, Gila, Graham, Greenlee, Navajo, Pinal, Yavapai
	2	Coconino, La Paz, Maricopa, Mohave, Navajo
	3	Maricopa
	4	Maricopa
	5	Maricopa
	6	Maricopa, Pinal
	7	La Paz, Maricopa, Pima, Pinal, Santa Cruz, Yuma
	8	Cochise, Pima, Pinal, Santa Cruz

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Arkansas (4)	1	Arkansas, Baxter, Clay, Cleburne, Craighead, Crittenden, Cross, Fulton, Greene, Independence, IZard, Jackson, Lawrence, Lee, Lonoke, Mississippi, Monroe, Phillips, Poinsett, Prairie, Randolph, St Francis, Searcy, Sharp, Stone, Woodruff
	2	Conway, Faulkner, Perry, Pulaski, Saline, Van Buren, White, Yell
	3	Benton, Boone, Carroll, Crawford, Franklin, Johnson, Madison, Marion, Newton, Pope, Sebastian, Washington
	4	Ashley, Bradley, Calhoun, Chicot, Clark, Cleveland, Columbia, Dallas, Desha, Drew, Garland, Grant, Hempstead, Hot Spring, Howard, Jefferson, Lafayette, Lincoln, Little River, Logan, Miller, Montgomery, Nevada, Ouachita, Pike, Polk, Scott, Sevier, Union
California (53)	1	Del Norte, Humboldt, Lake, Mendocino, Napa, Sonoma, Yolo
	2	Butte, Colusa, Glenn, Shasta, Siskiyou, Sutter, Tehama, Trinity, Yolo, Yuba
	3	Alpine, Amador, Calaveras, Sacramento, Solano
	4	Butte, El Dorado, Lassen, Modoc, Nevada, Placer, Plumas, Sacramento, Sierra
	5	Sacramento
	6	Marin, Sonoma
	7	Contra Costa, Solano
	8	San Francisco
	9	Alameda
	10	Alameda, Contra Costa, Sacramento, Solano
	11	Alameda, Contra Costa, San Joaquin, Santa Clara
	12	San Francisco, San Mateo
	13	Alameda
	14	San Mateo, Santa Clara, Santa Cruz
	15	Santa Clara
	16	Santa Clara
	17	Monterey, San Benito, Santa Cruz
	18	Fresno, Madera, Merced, San Joaquin, Stanislaus
	19	Fresno, Madera, Mariposa, Stanislaus, Tuolumne

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
California (53)	20	Fresno, Kern, Kings
	21	Fresno, Tulare
	22	Kern, Los Angeles, San Luis Obispo
	23	San Luis Obispo, Santa Barbara, Ventura
	24	Santa Barbara, Ventura
	25	Inyo, Los Angeles, Mono, San Bernardino
	26	Los Angeles, San Bernardino
	27	Los Angeles
	28	Los Angeles
	29	Los Angeles
	30	Los Angeles
	31	Los Angeles
	32	Los Angeles
	33	Los Angeles
	34	Los Angeles
	35	Los Angeles
	36	Los Angeles
	37	Los Angeles
	38	Los Angeles
	39	Los Angeles
	40	Orange
	41	Riverside, San Bernardino
	42	Los Angeles, Orange, San Bernardino
	43	San Bernardino
	44	Orange, Riverside
	45	Riverside
	46	Los Angeles, Orange
	47	Orange
	48	Orange
	49	Riverside, San Diego
	50	San Diego
	51	Imperial, San Diego
	52	San Diego
	53	San Diego

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Colorado (7)	1	Adams, Arapahoe, Denver, Jefferson
	2	Adams, Boulder, Broomfield, Clear Creek, Eagle, Gilpin, Grand, Jefferson, Summit, Weld
	3	Alamosa, Archuleta, Conejos, Costilla, Custer, Delta, Dolores, Garfield, Gunnison, Hinsdale, Huerfano, Jackson, La Plata, Las Animas, Mesa, Mineral, Moffat, Montezuma, Montrose, Otero, Ouray, Pitkin, Pueblo, Rio Blanco, Rio Grande, Routt, Saguache, San Juan, San Miguel
	4	Baca, Bent, Boulder, Cheyenne, Crowley, Kiowa, Kit Carson, Larimer, Lincoln, Logan, Morgan, Otero, Phillips, Prowers, Sedgwick, Washington, Weld, Yuma
	5	Chaffee, El Paso, Fremont, Lake, Park, Teller
	6	Arapahoe, Douglas, Elbert, Jefferson, Park
	7	Adams, Arapahoe, Jefferson
Connecticut (5)	1	Hartford, Litchfield, Middlesex
	2	Hartford, Middlesex, New Haven, New London, Tolland, Windham
	3	Fairfield, Middlesex, New Haven
	4	Fairfield, New Haven
	5	Fairfield, Hartford, Litchfield, New Haven
Delaware (1)	1	Kent, New Castle, Sussex
Florida (25)	1	Escambia, Holmes, Okaloosa, Santa Rosa, Walton, Washington
	2	Bay, Calhoun, Dixie, Franklin, Gadsden, Gulf, Jackson, Jefferson, Lafayette, Leon, Liberty, Okaloosa, Suwannee, Taylor, Wakulla, Walton
	3	Alachua, Clay, Duval, Lake, Marion, Orange, Putnam, Seminole, Volusia
	4	Baker, Columbia, Duval, Hamilton, Jefferson, Leon, Madison, Nassau, Union
	5	Citrus, Hernando, Lake, Levy, Marion, Pasco, Polk, Sumter
	6	Alachua, Bradford, Clay, Duval, Gilchrist, Lake, Levy, Marion
	7	Flagler, Orange, Putnam, St Johns, Seminole, Volusia



**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Florida (25)	8	Lake, Marion, Orange, Osceola
	9	Hillsborough, Pasco, Pinellas
	10	Pinellas
	11	Hillsborough, Manatee, Pinellas
	12	Hillsborough, Osceola, Polk
	13	Charlotte, De Soto, Hardee, Manatee, Sarasota
	14	Charlotte, Collier, Lee
	15	Brevard, Indian River, Osceola, Polk
	16	Charlotte, Glades, Hendry, Highlands, Martin, Okeechobee, Palm Beach, St Lucie
	17	Broward, Miami-Dade
	18	Miami-Dade, Monroe
	19	Broward, Palm Beach
	20	Broward, Miami-Dade
	21	Broward, Miami-Dade
	22	Broward, Palm Beach
	23	Broward, Hendry, Martin, Palm Beach, St Lucie
	24	Brevard, Orange, Seminole, Volusia
25	Collier, Miami-Dade, Monroe	
Georgia (13)	1	Appling, Atkinson, Bacon, Berrien, Brantley, Bryan, Camden, Charlton, Chatham, Clinch, Coffee, Cook, Echols, Glynn, Jeff Davis, Lanier, Liberty, Long, Lowndes, McIntosh, Pierce, Telfair, Ware, Wayne, Wheeler
	2	Baker, Brooks, Calhoun, Chattahoochee, Clay, Crisp, Decatur, Dooly, Dougherty, Early, Grady, Lee, Lowndes, Macon, Marion, Miller, Mitchell, Muscogee, Peach, Quitman, Randolph, Schley, Seminole, Stewart, Sumter, Talbot, Taylor, Terrell, Thomas, Webster, Worth
	3	Carroll, Coweta, Douglas, Fayette, Harris, Heard, Henry, Lamar, Meriwether, Muscogee, Pike, Rockdale, Spalding, Troup, Upson
	4	De Kalb, Gwinnett, Rockdale
	5	Clayton, De Kalb, Fulton
	6	Cherokee, Cobb, De Kalb, Fulton
	7	Barrow, Forsyth, Gwinnett, Newton, Walton

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Georgia (13)	8	Baldwin, Ben Hill, Bibb, Bleckley, Butts, Colquitt, Dodge, Houston, Irwin, Jasper, Jones, Laurens, Monroe, Newton, Pulaski, Tift, Turner, Twiggs, Wilcox, Wilkinson, Worth
	9	Catoosa, Dade, Dawson, Fannin, Forsyth, Gilmer, Gordon, Hall, Lumpkin, Murray, Pickens, Union, Walker, White, Whitfield
	10	Banks, Clarke, Columbia, Elbert, Franklin, Greene, Habersham, Hart, Jackson, Lincoln, Madison, McDuffie, Morgan, Oconee, Oglethorpe, Putnam, Rabun, Richmond, Stephens, Towns, Wilkes
	11	Bartow, Carroll, Chattooga, Cobb, Floyd, Gordon, Haralson, Paulding, Polk
	12	Baldwin, Bulloch, Burke, Candler, Chatham, Effingham, Emanuel, Evans, Glascock, Hancock, Jefferson, Jenkins, Johnson, Montgomery, Richmond, Screven, Taliaferro, Tattnall, Toombs, Treutlen, Warren, Washington
	13	Clayton, Cobb, De Kalb, Douglas, Fulton, Henry
Hawaii (2)	1	Honolulu
	2	Hawaii, Honolulu, Kauai, Maui
Idaho (2)	1	Ada, Adams, Benewah, Boise, Bonner, Boundary, Canyon, Clearwater, Gem, Idaho, Kootenai, Latah, Lewis, Nez Perce, Owyhee, Payette, Shoshone, Valley, Washington
	2	Ada, Bannock, Bear Lake, Bingham, Blaine, Bonneville, Butte, Camas, Caribou, Cassia, Clark, Custer, Elmore, Franklin, Fremont, Gooding, Jefferson, Jerome, Lemhi, Lincoln, Madison, Minidoka, Oneida, Power, Teton, Twin Falls
Illinois (19)	1	Cook
	2	Cook, Will
	3	Cook
	4	Cook
	5	Cook
	6	Cook, Du Page
	7	Cook
	8	Cook, Lake, McHenry
	9	Cook

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Illinois (19)	10	Cook, Lake
	11	Bureau, Grundy, Kankakee, La Salle, Livingston, Mclean, Will, Woodford
	12	Alexander, Franklin, Jackson, Madison, Monroe, Perry, Pulaski, Randolph, St Clair, Union, Williamson
	13	Cook, Du Page, Will
	14	Bureau, De Kalb, Du Page, Henry, Kane, Kendall, Lee, Whiteside
	15	Champaign, Clark, Coles, Crawford, Cumberland, De Witt, Douglas, Edgar, Edwards, Ford, Gallatin, Iroquois, Lawrence, Livingston, Mclean, Macon, Moultrie, Piatt, Saline, Vermilion, Wabash, White
	16	Boone, Carroll, De Kalb, Jo Daviess, McHenry, Ogle, Stephenson, Whiteside, Winnebago
	17	Adams, Calhoun, Christian, Fayette, Fulton, Greene, Hancock, Henderson, Henry, Jersey, Knox, McDonough, Macon, Macoupin, Madison, Mercer, Montgomery, Pike, Rock Island, Sangamon, Shelby, Warren, Whiteside
	18	Adams, Brown, Bureau, Cass, Knox, Logan, Macon, Marshall, Mason, Menard, Morgan, Peoria, Pike, Putnam, Sangamon, Schuyler, Scott, Stark, Tazewell, Woodford
19	Bond, Christian, Clay, Clinton, Edwards, Effingham, Fayette, Gallatin, Greene, Hamilton, Hardin, Jasper, Jefferson, Jersey, Johnson, Lawrence, Madison, Marion, Massac, Montgomery, Pope, Richland, Saline, Sangamon, Shelby, Wabash, Washington, Wayne, White, Williamson	
Indiana (9)	1	Benton, Jasper, Lake, Newton, Porter
	2	Carroll, Cass, Elkhart, Fulton, Howard, La Porte, Marshall, Porter, Pulaski, St Joseph, Starke, White
	3	Allen, De Kalb, Elkhart, Kosciusko, Lagrange, Noble, Steuben, Whitley
	4	Boone, Clinton, Fountain, Hendricks, Johnson, Lawrence, Marion, Monroe, Montgomery, Morgan, Tippecanoe, White
	5	Grant, Hamilton, Hancock, Howard, Huntington, Johnson, Marion, Miami, Shelby, Tipton, Wabash

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Indiana (9)	6	Adams, Allen, Bartholomew, Blackford, Dearborn, Decatur, Delaware, Fayette, Franklin, Henry, Jay, Johnson, Madison, Randolph, Rush, Shelby, Union, Wayne, Wells
	7	Marion
	8	Clay, Daviess, Fountain, Gibson, Greene, Knox, Martin, Owen, Parke, Pike, Posey, Putnam, Sullivan, Vanderburgh, Vermillion, Vigo, Warren, Warrick
	9	Bartholomew, Brown, Clark, Crawford, Dearborn, Dubois, Floyd, Harrison, Jackson, Jefferson, Jennings, Monroe, Ohio, Orange, Perry, Ripley, Scott, Spencer, Switzerland, Washington
Iowa (5)	1	Black Hawk, Bremer, Buchanan, Butler, Clayton, Clinton, Delaware, Dubuque, Fayette, Jackson, Jones, Scott
	2	Appanoose, Cedar, Davis, Des Moines, Henry, Jefferson, Johnson, Lee, Linn, Louisa, Muscatine, Van Buren, Wapello, Washington, Wayne
	3	Benton, Grundy, Iowa, Jasper, Keokuk, Lucas, Mahaska, Marion, Monroe, Polk, Poweshiek, Tama
	4	Allamakee, Boone, Calhoun, Cerro Gordo, Chickasaw, Dallas, Emmet, Floyd, Franklin, Greene, Hamilton, Hancock, Hardin, Howard, Humboldt, Kossuth, Madison, Marshall, Mitchell, Palo Alto, Pocahontas, Story, Warren, Webster, Winnebago, Winneshiek, Worth, Wright
	5	Adair, Adams, Audubon, Buena Vista, Carroll, Cass, Cherokee, Clarke, Clay, Crawford, Decatur, Dickinson, Fremont, Guthrie, Harrison, Ida, Lyon, Mills, Monona, Montgomery, O'Brien, Osceola, Page, Plymouth, Pottawattamie, Ringgold, Sac, Shelby, Sioux, Taylor, Union, Woodbury

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Kansas (4)	1	Barber, Barton, Chase, Cheyenne, Clark, Clay, Cloud, Comanche, Decatur, Dickinson, Edwards, Ellis, Ellsworth, Finney, Ford, Geary, Gove, Graham, Grant, Gray, Greeley, Greenwood, Hamilton, Haskell, Hodgeman, Jewell, Kearny, Kiowa, Lane, Lincoln, Logan, Lyon, McPherson, Marion, Marshall, Meade, Mitchell, Morris, Morton, Nemaha, Ness, Norton, Osborne, Ottawa, Pawnee, Phillips, Pratt, Rawlins, Reno, Republic, Rice, Rooks, Rush, Russell, Saline, Scott, Seward, Sheridan, Sherman, Smith, Stafford, Stanton, Stevens, Thomas, Trego, Wabaunsee, Wallace, Washington, Wichita
	2	Allen, Anderson, Atchison, Bourbon, Brown, Cherokee, Coffey, Crawford, Doniphan, Douglas, Franklin, Geary, Jackson, Jefferson, Labette, Leavenworth, Linn, Miami, Nemaha, Neosho, Osage, Pottawatomie, Riley, Shawnee, Wilson, Woodson
	3	Douglas, Johnson, Wyandotte
	4	Butler, Chautauqua, Cowley, Elk, Greenwood, Harper, Harvey, Kingman, Montgomery, Sedgwick, Sumner
Kentucky (6)	1	Adair, Allen, Ballard, Butler, Caldwell, Calloway, Carlisle, Casey, Christian, Clinton, Crittenden, Cumberland, Fulton, Graves, Henderson, Hickman, Hopkins, Lincoln, Livingston, Logan, Lyon, McCracken, Mclean, Marshall, Metcalfe, Monroe, Muhlenberg, Ohio, Russell, Simpson, Todd, Trigg, Union, Webster
	2	Barren, Breckinridge, Bullitt, Daviess, Edmonson, Grayson, Green, Hancock, Hardin, Hart, Jefferson, Larue, Marion, Meade, Nelson, Ohio, Shelby, Spencer, Taylor, Warren, Washington
	3	Jefferson
	4	Bath, Boone, Boyd, Bracken, Campbell, Carroll, Carter, Elliott, Fleming, Gallatin, Grant, Greenup, Harrison, Henry, Kenton, Lewis, Mason, Nicholas, Oldham, Owen, Pendleton, Robertson, Scott, Trimble

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Kentucky (6)	5	Bath, Bell, Breathitt, Clay, Floyd, Harlan, Jackson, Johnson, Knott, Knox, Laurel, Lawrence, Lee, Leslie, Letcher, McCreary, Magoffin, Martin, Menifee, Morgan, Owsley, Perry, Pike, Pulaski, Rockcastle, Rowan, Wayne, Whitley, Wolfe
	6	Anderson, Bourbon, Boyle, Clark, Estill, Fayette, Franklin, Garrard, Jessamine, Lincoln, Madison, Mercer, Montgomery, Powell, Scott, Woodford
Louisiana (7)	1	Jefferson, Orleans, St Charles, St Tammany, Tangipahoa, Washington
	2	Jefferson, Orleans
	3	Ascension, Assumption, Iberia, Jefferson, Lafourche, Plaquemines, St Bernard, St Charles, St James, St John The Baptist, St Martin, St Mary, Terrebonne
	4	Allen, Beauregard, Bienville, Bossier, Caddo, Claiborne, De Soto, Grant, Natchitoches, Red River, Sabine, Vernon, Webster
	5	Allen, Avoyelles, Caldwell, Catahoula, Concordia, East Carroll, Evangeline, Franklin, Iberville, Jackson, La Salle, Lincoln, Madison, Morehouse, Ouachita, Pointe Coupee, Rapides, Richland, Tensas, Union, West Carroll, Winn
	6	Ascension, East Baton Rouge, East Feliciana, Iberville, Livingston, Pointe Coupee, St Helena, West Baton Rouge, West Feliciana
	7	Acadia, Calcasieu, Cameron, Evangeline, Jefferson Davis, Lafayette, St Landry, Vermilion
Maine (2)	1	Cumberland, Kennebec, Knox, Lincoln, Sagadahoc, York
	2	Androscoggin, Aroostook, Franklin, Hancock, Kennebec, Oxford, Penobscot, Piscataquis, Somerset, Waldo, Washington
Maryland (8)	1	Anne Arundel, Baltimore, Caroline, Cecil, Dorchester, Harford, Kent, Queen Anne's, Somerset, Talbot, Wicomico, Worcester
	2	Anne Arundel, Baltimore, Harford, Baltimore (City)
	3	Anne Arundel, Baltimore, Howard, Baltimore (City)
	4	Montgomery, Prince Georges
	5	Anne Arundel, Calvert, Charles, Prince Georges, St Mary's

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Maryland (8)	6	Allegany, Baltimore, Carroll, Frederick, Garrett, Harford, Montgomery, Washington
	7	Baltimore, Howard, Baltimore (City)
	8	Montgomery, Prince Georges
Massachusetts (10)	1	Berkshire, Franklin, Hampden, Hampshire, Middlesex, Worcester
	2	Hampden, Hampshire, Norfolk, Worcester
	3	Bristol, Middlesex, Norfolk, Worcester
	4	Bristol, Middlesex, Norfolk, Plymouth
	5	Essex, Middlesex, Worcester
	6	Essex, Middlesex
	7	Middlesex, Suffolk
	8	Middlesex, Suffolk
	9	Bristol, Norfolk, Plymouth, Suffolk
	10	Barnstable, Dukes, Nantucket, Norfolk, Plymouth
Michigan (15)	1	Alcona, Alger, Alpena, Antrim, Arenac, Baraga, Bay, Charlevoix, Cheboygan, Chippewa, Crawford, Delta, Dickinson, Emmet, Gladwin, Gogebic, Houghton, Iosco, Iron, Keweenaw, Luce, Mackinac, Marquette, Menominee, Montmorency, Ogemaw, Ontonagon, Oscoda, Otsego, Presque Isle, Schoolcraft
	2	Allegan, Benzie, Kent, Lake, Manistee, Mason, Muskegon, Newaygo, Oceana, Ottawa, Wexford
	3	Barry, Ionia, Kent
	4	Clare, Grand Traverse, Gratiot, Isabella, Kalkaska, Leelanau, Mecosta, Midland, Missaukee, Montcalm, Osceola, Roscommon, Saginaw, Shiawassee
	5	Bay, Genesee, Saginaw, Tuscola
	6	Allegan, Berrien, Calhoun, Cass, Kalamazoo, St Joseph, Van Buren
	7	Branch, Calhoun, Eaton, Hillsdale, Jackson, Lenawee, Washtenaw
	8	Clinton, Ingham, Livingston, Oakland, Shiawassee
	9	Oakland
	10	Huron, Lapeer, Macomb, St Clair, Sanilac
	11	Oakland, Wayne
	12	Macomb, Oakland
	13	Wayne

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Michigan (15)	14	Wayne
	15	Monroe, Washtenaw, Wayne
Minnesota (8)	1	Blue Earth, Brown, Cottonwood, Dodge, Faribault, Fillmore, Freeborn, Houston, Jackson, Le Sueur, Martin, Mower, Murray, Nicollet, Nobles, Olmsted, Pipestone, Rock, Steele, Wabasha, Waseca, Watonwan, Winona
	2	Carver, Dakota, Goodhue, Le Sueur, Rice, Scott, Washington
	3	Anoka, Hennepin
	4	Dakota, Ramsey, Washington
	5	Anoka, Hennepin, Ramsey
	6	Anoka, Benton, Hennepin, Ramsey, Sherburne, Stearns, Washington, Wright
	7	Becker, Beltrami, Big Stone, Chippewa, Clay, Clearwater, Douglas, Grant, Kandiyohi, Kittson, Lac Qui Parle, Lake Of The Woods, Lincoln, Lyon, McLeod, Mahnommen, Marshall, Meeker, Norman, Otter Tail, Pennington, Polk, Pope, Red Lake, Redwood, Renville, Roseau, Sibley, Stearns, Stevens, Swift, Todd, Traverse, Wilkin, Yellow Medicine
	8	Aitkin, Beltrami, Carlton, Cass, Chisago, Cook, Crow Wing, Hubbard, Isanti, Itasca, Kanabec, Koochiching, Lake, Mille Lacs, Morrison, Pine, St Louis, Wadena
Mississippi (4)	1	Alcorn, Benton, Calhoun, Chickasaw, Choctaw, Clay, De Soto, Grenada, Itawamba, Lafayette, Lee, Lowndes, Marshall, Monroe, Panola, Pontotoc, Prentiss, Tate, Tippah, Tishomingo, Union, Webster, Winston, Yalobusha
	2	Attala, Bolivar, Carroll, Claiborne, Coahoma, Copiah, Hinds, Holmes, Humphreys, Issaquena, Jefferson, Leake, Leflore, Madison, Montgomery, Quitman, Sharkey, Sunflower, Tallahatchie, Tunica, Warren, Washington, Yazoo



**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Mississippi (4)	3	Adams, Amite, Covington, Franklin, Hinds, Jasper, Jefferson Davis, Jones, Kemper, Lauderdale, Lawrence, Leake, Lincoln, Madison, Marion, Neshoba, Newton, Noxubee, Oktibbeha, Pike, Rankin, Scott, Simpson, Smith, Walthall, Webster, Wilkinson, Winston
	4	Clarke, Forrest, George, Greene, Hancock, Harrison, Jackson, Jasper, Jones, Lamar, Marion, Pearl River, Perry, Stone, Wayne
Missouri (9)	1	St Louis, St Louis (City)
	2	Lincoln, St Charles, St Louis
	3	Jefferson, St Genevieve, St Louis, St Louis (City)
	4	Barton, Bates, Benton, Camden, Cass, Cedar, Cole, Dade, Dallas, Henry, Hickory, Jackson, Johnson, Laclede, Lafayette, Moniteau, Morgan, Pettis, Polk, Pulaski, Ray, St Clair, Saline, Vernon, Webster
	5	Cass, Jackson
	6	Andrew, Atchison, Buchanan, Caldwell, Carroll, Chariton, Clay, Clinton, Cooper, Daviess, De Kalb, Gentry, Grundy, Harrison, Holt, Howard, Jackson, Linn, Livingston, Mercer, Nodaway, Platte, Putnam, Schuyler, Sullivan, Worth
	7	Barry, Christian, Greene, Jasper, Lawrence, McDonald, Newton, Polk, Stone, Taney
	8	Bollinger, Butler, Cape Girardeau, Carter, Dent, Douglas, Dunklin, Howell, Iron, Madison, Mississippi, New Madrid, Oregon, Ozark, Pemiscot, Perry, Phelps, Reynolds, Ripley, St Francois, Scott, Shannon, Stoddard, Taney, Texas, Washington, Wayne, Wright
	9	Adair, Audrain, Boone, Callaway, Camden, Clark, Crawford, Franklin, Gasconade, Knox, Lewis, Macon, Maries, Marion, Miller, Monroe, Montgomery, Osage, Pike, Ralls, Randolph, St Charles, Scotland, Shelby, Warren

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Montana (1)	1	Beaverhead, Big Horn, Blaine, Broadwater, Carbon, Carter, Cascade, Chouteau, Custer, Daniels, Dawson, Deer Lodge, Fallon, Fergus, Flathead, Gallatin, Garfield, Glacier, Golden Valley, Granite, Hill, Jefferson, Judith Basin, Lake, Lewis And Clark, Liberty, Lincoln, McCone, Madison, Meagher, Mineral, Missoula, Musselshell, Park, Petroleum, Phillips, Pondera, Powder River, Powell, Prairie, Ravalli, Richland, Roosevelt, Rosebud, Sanders, Sheridan, Silver Bow, Stillwater, Sweet Grass, Teton, Toole, Treasure, Valley, Wheatland, Wibaux, Yellowstone
Nebraska (3)	1	Burt, Butler, Cass, Cedar, Colfax, Cuming, Dakota, Dixon, Dodge, Gage, Johnson, Lancaster, Madison, Nemaha, Otoe, Pawnee, Richardson, Sarpy, Saunders, Seward, Stanton, Thurston, Washington, Wayne
	2	Douglas, Sarpy
	3	Adams, Antelope, Arthur, Banner, Blaine, Boone, Box Butte, Boyd, Brown, Buffalo, Cedar, Chase, Cherry, Cheyenne, Clay, Custer, Dawes, Dawson, Deuel, Dundy, Fillmore, Franklin, Frontier, Furnas, Garden, Garfield, Gosper, Grant, Greeley, Hall, Hamilton, Harlan, Hayes, Hitchcock, Holt, Hooker, Howard, Jefferson, Kearney, Keith, Keya Paha, Kimball, Knox, Lincoln, Logan, Loup, McPherson, Merrick, Morrill, Nance, Nuckolls, Perkins, Phelps, Pierce, Platte, Polk, Red Willow, Rock, Saline, Scotts Bluff, Sheridan, Sherman, Sioux, Thayer, Thomas, Valley, Webster, Wheeler, York
Nevada (3)	1	Clark
	2	Churchill, Clark, Douglas, Elko, Esmeralda, Eureka, Humboldt, Lander, Lincoln, Lyon, Mineral, Nye, Pershing, Storey, Washoe, White Pine, Carson City (City)
	3	Clark
New Hampshire (2)	1	Belknap, Carroll, Hillsborough, Merrimack, Rockingham, Strafford
	2	Belknap, Cheshire, Coos, Grafton, Hillsborough, Merrimack, Rockingham, Sullivan

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
New Jersey (13)	1	Burlington, Camden, Gloucester
	2	Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Salem
	3	Burlington, Camden, Ocean
	4	Burlington, Mercer, Monmouth, Ocean
	5	Bergen, Passaic, Sussex, Warren
	6	Middlesex, Monmouth, Somerset, Union
	7	Hunterdon, Middlesex, Somerset, Union
	8	Essex, Passaic
	9	Bergen, Hudson, Passaic
	10	Essex, Hudson, Union
	11	Essex, Morris, Passaic, Somerset, Sussex
	12	Hunterdon, Mercer, Middlesex, Monmouth, Somerset
	13	Essex, Hudson, Middlesex, Union
New Mexico (3)	1	Bernalillo, Sandoval, Santa Fe, Torrance, Valencia
	2	Bernalillo, Catron, Chaves, Cibola, De Baca, Dona Ana, Eddy, Grant, Guadalupe, Hidalgo, Lea, Lincoln, Luna, McKinley, Otero, Sierra, Socorro, Valencia
	3	Bernalillo, Colfax, Curry, Harding, Los Alamos, McKinley, Mora, Quay, Rio Arriba, Roosevelt, Sandoval, San Juan, San Miguel, Santa Fe, Taos, Union
New York (29)	1	Suffolk
	2	Nassau, Suffolk
	3	Nassau, Suffolk
	4	Nassau
	5	Nassau, Queens
	6	Queens
	7	Bronx, Queens
	8	Kings, New York
	9	Kings, Queens
	10	Kings
	11	Kings
	12	Kings, New York, Queens
	13	Kings, Richmond
	14	New York, Queens

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
New York (29)	15	Bronx, New York, Queens
	16	Bronx
	17	Bronx, Rockland, Westchester
	18	Rockland, Westchester
	19	Dutchess, Orange, Putnam, Rockland, Westchester
	20	Columbia, Delaware, Dutchess, Essex, Greene, Otsego, Rensselaer, Saratoga, Warren, Washington
	21	Albany, Fulton, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie
	22	Broome, Delaware, Dutchess, Orange, Sullivan, Tioga, Tompkins, Ulster
	23	Clinton, Essex, Franklin, Fulton, Hamilton, Jefferson, Lewis, Madison, Oneida, Oswego, St Lawrence
	24	Broome, Cayuga, Chenango, Cortland, Herkimer, Oneida, Ontario, Otsego, Seneca, Tioga, Tompkins
	25	Cayuga, Monroe, Onondaga, Wayne
	26	Erie, Genesee, Livingston, Monroe, Niagara, Orleans, Wyoming
	27	Chautauqua, Erie
	28	Erie, Monroe, Niagara, Orleans
29	Allegany, Cattaraugus, Chemung, Monroe, Ontario, Schuyler, Steuben, Yates	
North Carolina (13)	1	Beaufort, Bertie, Chowan, Craven, Edgecombe, Gates, Granville, Greene, Halifax, Hertford, Jones, Lenoir, Martin, Nash, Northampton, Pasquotank, Perquimans, Pitt, Vance, Warren, Washington, Wayne, Wilson
	2	Chatham, Cumberland, Franklin, Harnett, Johnston, Lee, Nash, Sampson, Vance, Wake
	3	Beaufort, Camden, Carteret, Craven, Currituck, Dare, Duplin, Hyde, Jones, Lenoir, Nash, Onslow, Pamlico, Pitt, Tyrrell, Wayne, Wilson
	4	Chatham, Durham, Orange, Wake
	5	Alexander, Alleghany, Ashe, Davie, Forsyth, Iredell, Rockingham, Stokes, Surry, Watauga, Wilkes, Yadkin
	6	Alamance, Davidson, Guilford, Moore, Randolph, Rowan

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
North Carolina (13)	7	Bladen, Brunswick, Columbus, Cumberland, Duplin, New Hanover, Pender, Robeson, Sampson, Scotland
	8	Anson, Cabarrus, Cumberland, Hoke, Mecklenburg, Montgomery, Richmond, Scotland, Stanly, Union
	9	Gaston, Mecklenburg, Union
	10	Avery, Burke, Caldwell, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mitchell, Rutherford
	11	Buncombe, Cherokee, Clay, Graham, Haywood, Henderson, Jackson, McDowell, Macon,
	11	Madison, Polk, Rutherford, Swain, Transylvania, Yancey
	12	Cabarrus, Davidson, Forsyth, Guilford, Mecklenburg, Rowan
	13	Alamance, Caswell, Granville, Guilford, Person, Rockingham, Wake
North Dakota (1)	1	Adams, Barnes, Benson, Billings, Bottineau, Bowman, Burke, Burleigh, Cass, Cavalier, Dickey, Divide, Dunn, Eddy, Emmons, Foster, Golden Valley, Grand Forks, Grant, Griggs, Hettinger, Kidder, Lamoure, Logan, McHenry, McIntosh, McKenzie, Mclean, Mercer, Morton, Mountrail, Nelson, Oliver, Pembina, Pierce, Ramsey, Ransom, Renville, Richland, Rolette, Sargent, Sheridan, Sioux, Slope, Stark, Steele, Stutsman, Towner, Traill, Walsh, Ward, Wells, Williams
Ohio (18)	1	Butler, Hamilton
	2	Adams, Brown, Clermont, Hamilton, Pike, Scioto, Warren
	3	Clinton, Highland, Montgomery, Warren
	4	Allen, Auglaize, Champaign, Hancock, Hardin, Logan, Marion, Morrow, Richland, Shelby, Wyandot
	5	Ashland, Crawford, Defiance, Fulton, Henry, Huron, Lucas, Mercer, Paulding, Putnam, Sandusky, Seneca, Van Wert, Williams, Wood, Wyandot
	6	Athens, Belmont, Columbiana, Gallia, Jefferson, Lawrence, Mahoning, Meigs, Monroe, Noble, Scioto, Washington
	7	Clark, Fairfield, Fayette, Franklin, Greene, Perry, Pickaway, Ross
	8	Butler, Darke, Mercer, Miami, Montgomery, Preble

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Ohio (18)	9	Erie, Lorain, Lucas, Ottawa
	10	Cuyahoga
	11	Cuyahoga
	12	Delaware, Franklin, Licking
	13	Cuyahoga, Lorain, Medina, Summit
	14	Ashtabula, Cuyahoga, Geauga, Lake, Portage, Summit, Trumbull
	15	Franklin, Madison, Union
	16	Ashland, Medina, Stark, Wayne
	17	Mahoning, Portage, Summit, Trumbull
Oklahoma (5)	18	Athens, Belmont, Carroll, Coshocton, Guernsey, Harrison, Hocking, Holmes, Jackson, Knox, Licking, Morgan, Muskingum, Ross, Tuscarawas, Vinton
	1	Creek, Rogers, Tulsa, Wagoner, Washington
	2	Adair, Atoka, Bryan, Cherokee, Choctaw, Coal, Craig, Delaware, Haskell, Hughes, Johnston, Latimer, Le Flore, McCurtain, McIntosh, Mayes, Muskogee, Nowata, Okfuskee, Okmulgee, Ottawa, Pittsburg, Pushmataha, Rogers, Sequoyah
	3	Alfalfa, Beaver, Beckham, Blaine, Caddo, Canadian, Cimarron, Creek, Custer, Dewey, Ellis, Garfield, Grant, Greer, Harmon, Harper, Jackson, Kay, Kingfisher, Kiowa, Lincoln, Logan, Major, Noble, Osage, Pawnee, Payne, Roger Mills, Texas, Washita, Woods, Woodward
	4	Canadian, Carter, Cleveland, Comanche, Cotton, Garvin, Grady, Jefferson, Love, McClain, Marshall, Murray, Oklahoma, Pontotoc, Stephens, Tillman
Oregon (5)	5	Oklahoma, Pottawatomie, Seminole
	1	Clatsop, Columbia, Multnomah, Washington, Yamhill
	2	Baker, Crook, Deschutes, Gilliam, Grant, Harney, Hood River, Jackson, Jefferson, Josephine, Klamath, Lake, Malheur, Morrow, Sherman, Umatilla, Union, Wallowa, Wasco, Wheeler
	3	Clackamas, Multnomah
	4	Benton, Coos, Curry, Douglas, Josephine, Lane, Linn
5	Benton, Clackamas, Lincoln, Marion, Multnomah, Polk, Tillamook	

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Pennsylvania (19)	1	Delaware, Philadelphia
	2	Montgomery, Philadelphia
	3	Armstrong, Butler, Crawford, Erie, Mercer, Venango, Warren
	4	Allegheny, Beaver, Butler, Lawrence, Mercer, Westmoreland
	5	Cameron, Centre, Clarion, Clearfield, Clinton, Crawford, Elk, Forest, Jefferson, Juniata, Lycoming, McKean, Mifflin, Potter, Tioga, Venango, Warren
	6	Berks, Chester, Montgomery, Lehigh
	7	Chester, Delaware, Montgomery
	8	Bucks, Montgomery, Philadelphia
	9	Bedford, Blair, Cambria, Clearfield, Cumberland, Fayette, Franklin, Fulton, Huntingdon, Indiana, Juniata, Mifflin, Perry, Somerset, Westmoreland
	10	Bradford, Lackawanna, Luzerne, Lycoming, Montour, Northumberland, Pike, Snyder, Sullivan, Susquehanna, Tioga, Union, Wayne, Wyoming
	11	Carbon, Columbia, Lackawanna, Luzerne, Monroe
	12	Allegheny, Armstrong, Cambria, Fayette, Greene, Indiana, Somerset, Washington, Westmoreland
	13	Montgomery, Philadelphia
	14	Allegheny
	15	Berks, Lehigh, Montgomery, Northampton
	16	Berks, Chester, Lancaster
	17	Berks, Dauphin, Lebanon, Perry, Schuylkill
	18	Allegheny, Beaver, Washington, Westmoreland
	19	Adams, Cumberland, York
Rhode Island (2)	1	Bristol, Newport, Providence
	2	Kent, Providence, Washington
South Carolina (6)	1	Berkeley, Charleston, Dorchester, Georgetown, Horry
	2	Aiken, Allendale, Barnwell, Beaufort, Calhoun, Hampton, Jasper, Lexington, Orangeburg, Richland
	3	Abbeville, Aiken, Anderson, Edgefield, Greenwood, Laurens, McCormick, Oconee, Pickens, Saluda
	4	Greenville, Laurens, Spartanburg, Union

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
South Carolina (6)	5	Cherokee, Chester, Chesterfield, Darlington, Dillon, Fairfield, Florence, Kershaw, Lancaster, Lee, Marlboro, Newberry, Sumter, York
	6	Bamberg, Berkeley, Calhoun, Charleston, Clarendon, Colleton, Dorchester, Florence, Georgetown, Lee, Marion, Orangeburg, Richland, Sumter, Williamsburg
South Dakota (1)	1	Aurora, Beadle, Bennett, Bon Homme, Brookings, Brown, Brule, Buffalo, Butte, Campbell, Charles Mix, Clark, Clay, Codington, Corson, Custer, Davison, Day, Deuel, Dewey, Douglas, Edmunds, Fall River, Faulk, Grant, Gregory, Haakon, Hamlin, Hand, Hanson, Harding, Hughes, Hutchinson, Hyde, Jackson, Jerauld, Jones, Kingsbury, Lake, Lawrence, Lincoln, Lyman, McCook, McPherson, Marshall, Meade, Mellette, Miner, Minnehaha, Moody, Pennington, Perkins, Potter, Roberts, Sanborn, Shannon, Spink, Stanley, Sully, Todd, Tripp, Turner, Union, Walworth, Yankton, Ziebach
Tennessee (9)	1	Carter, Cocke, Greene, Hamblen, Hancock, Hawkins, Jefferson, Johnson, Sevier, Sullivan, Unicoi, Washington
	2	Blount, Knox, Loudon, McMinn, Monroe, Sevier
	3	Anderson, Bradley, Claiborne, Grainger, Hamilton, Jefferson, Meigs, Polk, Rhea, Roane, Union
	4	Bledsoe, Campbell, Coffee, Cumberland, Fentress, Franklin, Giles, Grundy, Hickman, Lawrence, Lewis, Lincoln, Marion, Maury, Moore, Morgan, Pickett, Roane, Scott, Sequatchie, Van Buren, Warren, White, Williamson
	5	Cheatham, Davidson, Wilson
	6	Bedford, Cannon, Clay, De Kalb, Jackson, Macon, Marshall, Overton, Putnam, Robertson, Rutherford, Smith, Sumner, Trousdale, Wilson
	7	Cheatham, Chester, Davidson, Decatur, Fayette, Hardeman, Hardin, Henderson, Hickman, McNairy, Montgomery, Perry, Shelby, Wayne, Williamson
	8	Benton, Carroll, Crockett, Dickson, Dyer, Gibson, Haywood, Henry, Houston, Humphreys, Lake, Lauderdale, Madison, Montgomery, Obion, Shelby, Stewart, Tipton, Weakley
	9	Shelby



**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Texas (32)	1	Angelina, Cass, Gregg, Harrison, Marion, Nacogdoches, Panola, Rusk, Sabine, San Augustine, Shelby, Smith, Upshur
	2	Harris, Jefferson, Liberty
	3	Collin, Dallas
	4	Bowie, Camp, Cass, Collin, Delta, Fannin, Franklin, Grayson, Hopkins, Hunt, Lamar, Morris, Rains, Red River, Rockwall, Titus
	5	Anderson, Cherokee, Dallas, Henderson, Kaufman, Van Zandt, Wood
	6	Ellis, Freestone, Houston, Leon, Limestone, Navarro, Tarrant, Trinity
	7	Harris
	8	Hardin, Jasper, Liberty, Montgomery, Newton, Orange, Polk, San Jacinto, Trinity, Tyler, Walker
	9	Fort Bend, Harris
	10	Austin, Bastrop, Burleson, Harris, Lee, Travis, Waller, Washington
	11	Andrews, Brown, Burnet, Coke, Coleman, Comanche, Concho, Crane, Dawson, Ector, Gillespie, Glasscock, Irion, Kimble, Lampasas, Llano, Loving, Martin, Mason, McCulloch, Menard, Midland, Mills, Mitchell, Nolan, Reagan, Runnels, San Saba, Schleicher, Scurry, Sterling, Sutton, Tom Green, Upton, Ward, Winkler
	12	Parker, Tarrant, Wise
	13	Archer, Armstrong, Baylor, Briscoe, Carson, Childress, Clay, Collingsworth, Cooke, Cottle, Crosby, Dallam, Dickens, Donley, Foard, Gray, Hall, Hansford, Hardeman, Hartley, Haskell, Hemphill, Hutchinson, Jack, Jones, King, Knox, Lipscomb, Montague, Moore, Motley, Ochiltree, Oldham, Palo Pinto, Potter, Randall, Roberts, Sherman, Stonewall Swisher, Throckmorton Wheeler, Wichita, Wilbarger
	14	Aransas, Brazoria, Calhoun, Chambers, Fort Bend, Galveston, Jackson, Matagorda, Victoria, Wharton
	15	Bee, Brooks, Cameron, De Witt, Duval, Goliad, Hidalgo, Jim Wells, Karnes, Live Oak, Refugio, San Patricio
	16	El Paso

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Texas (32)	17	Bosque, Brazos, Burleson, Grimes, Hill, Hood, Johnson, Limestone, Madison, McLennan, Robertson, Somervell
	18	Harris
	19	Archer, Bailey, Borden, Callahan, Castro, Cochran, Deaf Smith, Eastland, Fisher, Floyd, Gaines, Garza, Hale, Hockley, Howard, Kent, Lamb, Lubbock, Lynn, Nolan, Parmer, Shackelford, Stephens, Taylor, Terry, Yoakum, Young
	20	Bexar
	21	Bandera, Bexar, Blanco, Comal, Kendall, Kerr, Real, Travis
	22	Brazoria, Fort Bend, Galveston, Harris
	23	Bexar, Brewster, Crockett, Culberson, Dimmit, Edwards, El Paso, Hudspeth, Jeff Davis, Kinney, Maverick, Medina, Pecos, Presidio, Reeves, Sutton, Terrell, Uvalde, Val Verde, Zavala
	24	Dallas, Denton, Tarrant
	25	Bastrop, Caldwell, Colorado, Fayette, Gonzales, Hays, Lavaca, Travis
	26	Cooke, Dallas, Denton, Tarrant
	27	Cameron, Kenedy, Kleberg, Nueces, San Patricio, Willacy
	28	Atascosa, Bexar, Frio, Guadalupe, Hidalgo, Jim Hogg, La Salle, McMullen, Starr, Webb, Wilson, Zapata
	29	Harris
	30	Dallas
	31	Bell, Coryell, Erath, Falls, Hamilton, Milam, Robertson, Williamson
32	Dallas	
Utah (3)	1	Box Elder, Cache, Davis, Juab, Morgan, Rich, Salt Lake, Summit, Tooele, Weber
	2	Carbon, Daggett, Duchesne, Emery, Garfield, Grand, Iron, Kane, Piute, Salt Lake, San Juan, Uintah, Utah, Wasatch, Washington, Wayne
	3	Beaver, Juab, Millard, Salt Lake, Sanpete, Sevier, Utah
Vermont (1)	1	Addison, Bennington, Caledonia, Chittenden, Essex, Franklin, Grand Isle, Lamoille, Orange, Orleans, Rutland, Washington, Windham, Windsor

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Virginia (11)	1	Caroline, Essex, Fauquier, Gloucester, James City, King And Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Prince William, Richmond, Spotsylvania, Stafford, Westmoreland, York, Fredericksburg (City), Hampton (City), Newport News (City), Poquoson (City), Williamsburg (City)
	2	Accomack, Northampton, Hampton (City), Norfolk (City), Virginia Beach (City)
	3	Charles City, Henrico, Isle Of Wight, James City, New Kent, Prince George, Surry, Hampton (City), Newport News (City), Norfolk (City), Portsmouth (City), Richmond (City)
	4	Amelia, Brunswick, Chesterfield, Dinwiddie, Greenville, Isle Of Wight, Nottoway, Powhatan, Prince George, Southampton, Sussex, Chesapeake (City), Colonial Heights (City), Emporia (City), Franklin (City), Hopewell (City), Petersburg (City), Suffolk (City)
	5	Albemarle, Appomattox, Bedford, Brunswick, Buckingham, Campbell, Charlotte, Cumberland, Fluvanna, Franklin, Greene, Halifax, Henry, Lunenburg, Mecklenburg, Nelson, Pittsylvania, Prince Edward, Bedford (City), Charlottesville (City), Danville (City), Martinsville (City)
	6	Alleghany, Amherst, Augusta, Bath, Bedford, Botetourt, Highland, Roanoke, Rockbridge, Rockingham, Shenandoah, Buena Vista (City), Covington (City), Harrisonburg (City), Lexington (City), Lynchburg (City), Roanoke (City), Salem (City), Staunton (City), Waynesboro (City)
	7	Caroline, Chesterfield, Culpeper, Goochland, Hanover, Henrico, Louisa, Madison, Orange, Page, Rappahannock, Spotsylvania, Richmond (City)
	8	Arlington, Fairfax, Alexandria (City), Falls Church (City)
	9	Alleghany, Bland, Buchanan, Carroll, Craig, Dickenson, Floyd, Giles, Grayson, Henry, Lee, Montgomery, Patrick, Pulaski, Roanoke, Russell, Scott, Smyth, Tazewell, Washington, Wise, Wythe, Bristol (City), Clifton Forge (City), Covington (City), Galax (City), Norton (City), Radford (City)

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Virginia (11)	10	Clarke, Fairfax, Fauquier, Frederick, Loudoun, Prince William, Warren, Manassas (City), Manassas Park (City), Winchester
	11	Fairfax, Prince William, Fairfax (City)
Washington (9)	1	King, Kitsap, Snohomish
	2	Island, King, San Juan, Skagit, Snohomish, Whatcom
	3	Clark, Cowlitz, Lewis, Pacific, Skamania, Thurston, Wahkiakum
	4	Adams, Benton, Chelan, Douglas, Franklin, Grant, Kittitas, Klickitat, Skamania, Yakima
	5	Adams, Asotin, Columbia, Ferry, Garfield, Lincoln, Okanogan, Pend Oreille, Spokane, Stevens, Walla Walla, Whitman
	6	Clallam, Grays Harbor, Jefferson, Kitsap, Mason, Pierce
	7	King
	8	King, Pierce
	9	King, Pierce, Thurston
West Virginia (3)	1	Barbour, Brooke, Doddridge, Gilmer, Grant, Hancock, Harrison, Marion, Marshall, Mineral, Monongalia, Ohio, Pleasants, Preston, Ritchie, Taylor, Tucker, Tyler, Wetzel, Wood
	2	Berkeley, Braxton, Calhoun, Clay, Hampshire, Hardy, Jackson, Jefferson, Kanawha, Lewis, Mason, Morgan, Pendleton, Putnam, Randolph, Roane, Upshur, Wirt
	3	Boone, Cabell, Fayette, Greenbrier, Lincoln, Logan, McDowell, Mercer, Mingo, Monroe, Nicholas, Pocahontas, Raleigh, Summers, Wayne, Webster, Wyoming
Wisconsin (8)	1	Kenosha, Milwaukee, Racine, Rock, Walworth, Waukesha
	2	Columbia, Dane, Green, Jefferson, Rock, Sauk, Walworth
	3	Buffalo, Clark, Crawford, Dunn, Eau Claire, Grant, Iowa, Jackson, Juneau, La Crosse, Lafayette, Monroe, Pepin, Pierce, Richland, St Croix, Sauk, Trempealeau, Vernon
	4	Milwaukee

**Exhibit 1 (Continued)**

<b>State Name (Number of CDs)</b>	<b>Congressional District</b>	<b>County (County-Like-Unit) Name</b>
Wisconsin (8)	5	Jefferson, Milwaukee, Ozaukee, Washington, Waukesha
	6	Adams, Calumet, Dodge, Fond Du Lac, Green Lake, Jefferson, Manitowoc, Marquette, Outagamie, Sheboygan, Waushara, Winnebago
	7	Ashland, Barron, Bayfield, Burnett, Chippewa, Clark, Douglas, Iron, Langlade, Lincoln, Marathon, Oneida, Polk, Portage, Price, Rusk, Sawyer, Taylor, Washburn, Wood
	8	Brown, Calumet, Door, Florence, Forest, Kewaunee, Langlade, Marinette, Menominee, Oconto, Oneida, Outagamie, Shawano, Vilas, Waupaca
Wyoming (1)	1	Albany, Big Horn, Campbell, Carbon, Converse, Crook, Fremont, Goshen, Hot Springs, Johnson, Laramie, Lincoln, Natrona, Niobrara, Park, Platte, Sheridan, Sublette, Sweetwater, Teton, Uinta, Washakie, Weston

## **B. Business Lines**

### ***Study Database Atom Structure***

In addition to breaking data down by geography, it was also broken down by business lines. The lowest level of detail at which the study data was managed is business line within a geographic cell. This is referred to as a database “atom.”

### ***Industry Code Definitions***

When preparing Volume I, the IFA Educational Foundation supplied a list of Lines of Business to be used in the study. The same business lines were used in the preparation of this report. However, the federal government organizes economic information according to a different classification system, namely the 2002 North American Industry Classification System (NAICS). Therefore it was necessary to translate NAICS categories into the Lines of Business. **Exhibit 2** shows the crosswalk between Lines of Business and NAICS codes.

Some databases used in the study relied on the Standard Industry Classifications (SIC). **Exhibit 3** shows the crosswalk between Lines of Business and SIC codes, which in some cases have been expanded to the eight-digit level by Dun & Bradstreet.

**Exhibit 2**

<b>Business Line</b>	<b>NAICS Codes</b>
<i>Business Format Sectors</i>	
<b>Automotive</b>	423120-423140, 441300, 488410, 532100, 811100
<b>Commercial and Residential Services</b>	236000-238000, 541310-541320, 541340-541370, 541410, 561200, 561700, 562000
<b>Quick Service Restaurants</b>	722200
<b>Table/Full Service Restaurants</b>	722100, 722400
<b>Retail Food</b>	311811, 445100-445200, 722300
<b>Lodging</b>	721000
<b>Real Estate</b>	531000
<b>Retail Products and Services</b>	442000-444000, 446000, 448000-453920, 453990-454000, 532200-532300, 541920, 811200, 811400
<b>Business Services</b>	323000, 339950, 481112, 481212-483111, 483113, 483211, 484000, 488320, 488500-488900, 492000-493000, 518200, 522293-522294, 522320, 524130-524200, 532400-541200, 541330, 541380, 541420-541910, 541930, 541990-561100, 561300-561400, 561600, 561900, 811300
<b>Personal Services</b>	481111, 481211, 483112, 483114, 483212, 485000, 487000, 522100-522292, 522298, 522310, 522390-524120, 525000, 541940, 561500, 610000-713000, 812000
<i>Product Distribution Sectors</i>	
<b>Automotive and Truck Dealers</b>	423110, 441100-441200, 453930
<b>Gasoline Service Stations</b>	447000
<b>Beverage Bottling</b>	312111-312112, 424810, 445300
<i>Non-Franchise Sectors</i>	
<b>All Non-Business Format and Non-Product Distribution</b>	All NAICS categories not listed above

Note: NAICS 236000 includes all 6 digit codes between 236000 and 237000.

**Exhibit 3**

<b>Business Line</b>	<b>SIC Codes</b>
<i>Business Format Sectors</i>	
<b>Automotive</b>	5013-5015, 5531, 57319901, 7513-7515, 7519, 7532-7539, 7542, 7549, 76992400-76992403
<b>Commercial and Residential Services</b>	0781-0783, 1382, 1521-1522, 1531, 1541-1542, 1611, 1622-1623, 1629, 1711, 1721, 1731, 1741-1743, 1751-1752, 1761, 1771, 1781, 1791, 1793-1796, 1799, 4212-9907, 4581, 4785, 4953, 4959, 6552, 7217, 7342, 7349, 73599904, 73890200-73890211, 73890600-73890603, 73890800-73890802, 73899909-73899913, 73899948, 76990200-76990202, 76990300-76990304, 76990400-76990403, 76991700-76991705, 76992500-76992503, 76992600-76992601, 8712-8713, 8744, 87480201, 87480203
<b>Quick Service Restaurants</b>	58120000, 58120200-58120206, 58120300-58120315, 58120400-58120405, 58120600-58120602, 58129901, 58129905
<b>Table/Full Service Restaurants</b>	58120100-58120117, 58120500-58120502, 58120700-58120702, 58120800-58120802, 58129902, 58129904, 58129907, 58129909, 5813
<b>Retail Food</b>	47890201-47890202, 5411, 54210000, 54210100-54210102, 5431, 5441, 5451, 5461, 5499, 58129903, 58129906, 59630200-59630207
<b>Lodging</b>	7011, 7021, 7032-7033, 7041
<b>Real Estate</b>	42259902-42259903, 6512-6519, 6531
<b>Retail Products and Services</b>	5087, 5211, 5231, 5251, 5261, 5311, 5331, 5399, 54210201-54210202, 5611, 5621, 5632, 5641, 5651, 5661, 5699, 5712-5714, 5719, 5722, 57310100-57310101, 57310200-57310203, 57319902-57319910, 5734-5736, 5912, 5932, 5941-5949, 5961-5962, 59630100-59630103, 59630300-59630304, 59630400-59630405, 59639901-59639907, 5983-5984, 5989, 5992-5995, 5999, 72190100, 72190102, 72190104, 72190200-72190201, 72190203-72190204, 72199901, 7221, 7251, 72990900-72990904, 7335, 7352, 73590000, 73590100-73590103, 73590200-73590202, 73590300-73590301, 73590600-73590601, 73590700-73590706, 73590800-73590802, 73590900-73590901, 73599901-73599912, 7378, 73899905-73899906, 73899936, 73899954, 7622, 76230000, 76239901, 76239903, 7629, 7631, 7641, 76990000, 76990100-76990108, 76990700-76990703, 76990800-76990802, 76990900-76990909, 76991000-76991002, 76991300-76991303, 76991500-76991503, 76991600-76991603, 76991800-76991808, 76991811-76991812, 76991900-76991903, 76992000, 76992002-76992003, 76992100-76992102, 76992300-76992302, 76992700-76992701,



**Exhibit 3 (Continued)**

<b>Business Line</b>	<b>SIC Codes</b>
<b>Retail Products and Services (cont.)</b>	76999901-76999909, 76999911-76999912, 78190404, 7841, 79990201, 79990500-79990503, 79991400, 79991403, 79991406, 79991408- 79991411, 79991510, 79999911, 79999914, 80999903
<b>Business Services</b>	2396, 2732, 2752, 2754, 2759, 2761, 2782, 2789, 2791, 2796, 3721, 3724, 3728, 3761, 3764, 3769, 3993, 3999, 4011, 4013, 42120100-42120103, 42120200-42120202, 42120300-42120302, 42120400-42120402, 42129901-42129906, 42129908-42129913, 4213-4215, 4221-4222, 42259901, 4226, 4412, 4424, 4432, 4449, 4491, 4499, 45120000, 45129901, 4513, 45220000, 45229901, 4731, 4741, 4783, 5199, 6019, 6082, 60990000, 60990100-60990103, 60999903, 61110102-61110104, 61119902-61119903, 61119906, 61539901, 63119908, 63219905, 6371, 6411, 6541, 6712, 6719, 67330103, 6792, 6794, 7291, 72990401, 7311-7313, 7319, 7322-7323, 7331, 7334, 7336, 7338, 7353, 73590401-73590402, 73590500-73590506, 7361, 7363, 7371, 7373-7374, 7376-7377, 7379, 7381-7382, 73890000, 73890204-73890209, 73890300-73890303, 73890305-73890311, 73890400-73890401, 73890403-73890404, 73890409-73890412, 73890700-73890703, 73890900-73890903, 73891000-73891008, 73891104, 73891200-73891202, 73891300-73891301, 73891304-73891312, 73891400-73891408, 73891500-73891503, 73891600-73891603, 73891605, 73891700-73891704, 73891706, 73891800-73891803, 73891900-73891902, 73899904, 73899907-73899908, 73899910-73899912, 73899914-73899935, 73899938, 73899940-73899947, 73899949, 73899953, 73899955-73899962, 73899964-73899967, 76239904, 7692, 7694, 76990500-76990508, 76991100-76991103, 76991200-76991202, 76991204-76991207, 76991400-76991402, 76991706, 76992200-76992212, 76999910, 76999913-76999914, 78190100, 78190102-78190103, 78190105, 78190401, 79220103-79220104, 79220500-79220502, 8111, 8711, 8721, 8731-8734, 8741-8743, 87480000, 87480200, 87480202, 87480204, 87480300-87480302, 87480400-87480402, 87489901, 87489903-87489909
<b>Personal Services</b>	0741-0742, 0752, 4111, 4119, 4121, 4131, 4141-4142, 4151, 4481-4482, 4489, 4493, 45129903, 45220101-45220103, 45229902-45229904, 4724-4725, 4729, 47890301-47890302, 4899, 6021-6022, 6029, 6035-6036, 6061-6062, 6081, 6091, 60999902, 60999904-60999912, 61110100-61110101, 61110200-61110202, 61119901, 61119904-61119905, 61119907, 6141, 61530100-61530101, 61530200-61530202, 61530300-61539904, 6159, 6162-6163, 6211, 6221, 6231, 6282, 6289, 63110100-63110103, 63119901-63119907, 63210100-63210102, 63210200-63210203, 63219901-63219904, 6324, 6331, 6351, 6361, 6399, 6553, 6722, 6726,

**Exhibit 3 (Continued)**

<b>Business Line</b>	<b>SIC Codes</b>
<b>Personal Services (cont.)</b>	67330100-67330102, 67339901, 6798-6799, 7211-7213, 7215-7216, 7218, 72190101, 72190103, 72190300-72190302, 72190400-72190402, 72199902, 7231, 7241, 7261, 72990100-72990106, 72990200-72990203, 72990300-72990302, 72990400, 72990402, 72990500-72990504, 72990600-72990607, 72990700-72990702, 72990800-72990802, 72991000-72991002, 72991100-72991105, 72991200-72991203, 72999901-72999912, 7383-7384, 73890101-73890106, 73890402, 73890500-73890503, 73891106, 73891302-73891303, 73899901-73899903, 73899951-73899952, 73899963, 7521, 76992702, 78190104, 7911, 79220100-79220102, 79220105-79220106, 79220200-79220203, 79220300-79220307, 79220400-79220401, 79220403, 79220600-79220602, 79229901-79229904, 7929, 7933, 7941, 7948, 7991-7993, 7996-7997, 79990100-79990103, 79990200, 79990202-79990205, 79990300-79990303, 79990400-79990403, 79990600-79990603, 79990700-79990705, 79990800-79990804, 79990900-79990903, 79991000-79991007, 79991100-79991127, 79991200-79991205, 79991300-79991306, 79991401-79991402, 79991404-79991405, 79991407, 79991412, 79991500-79991509, 79991511-79991516, 79991600-79991604, 79999901-79999910, 79999912-79999913, 79999915-79999918, 8011, 8021, 8031, 8041-8043, 8049, 8051-8052, 8059, 8062-8063, 8069, 8071, 8082, 8092-8093, 80990100-80990104, 80990200-80990203, 80999901-80999902, 80999904-80999909, 8211, 8221-8222, 8243-8244, 8249, 8299, 8322, 8331, 8351, 8361, 8412, 8422, 8699, 87480101-87480102, 87489902
<i>Product Distribution Sectors</i>	
<b>Automotive and Truck Dealers</b>	5012, 5271, 5511, 5521, 5551, 5561, 5571, 5599
<b>Gasoline Service Stations</b>	5541
<b>Beverage Bottling</b>	2086, 5149, 5181, 5921
<i>Non-Franchise Sectors</i>	
<b>All Non-Business Format and Non-Product Distribution</b>	All NAICS categories not listed above

## C. Databases

### ***Key Economic Factors***

The key economic measures in this study are: jobs, payroll, output, and establishments. Total jobs, payroll, and establishment values were obtained at the atom level from two databases: *County Business Patterns* and *Nonemployer Statistics*. Output values were obtained from *IMPLAN* at the national and State levels and were differentiated by type of ownership.

***County Business Patterns (U.S. Census Bureau, 2005)*** – CBP contains data on the number of establishments, jobs, and payroll broken down by industry at the national, State, and county levels for establishments with at least one paid employee. Industry classifications are based on NAICS codes. CBP does not indicate whether an establishment is part of a franchise system.

***Nonemployer Statistics (U.S. Census Bureau, 2005)*** – NES contains data on the number of establishments at the national, State, and county levels that have no paid employees and annual business receipts of \$1,000 or more. Nonemployers are typically self-employed individuals or partnerships operating unincorporated businesses. Each nonemployer is assumed to have one employee-equivalent (i.e., one job). NES does not indicate whether an establishment is part of a franchise system.

***IMPLAN (Minnesota IMPLAN Group, Inc., 2005 projections from 2004 database)*** – IMPLAN is a regional input-output model that can address a wide range of impact topics in a given region (county, State, or the country as a whole). The model is primarily based on government data sources (Bureau of Economic Analysis, Bureau of Labor Statistics, and Census), and is used to estimate output in franchised businesses, as well as jobs, payroll, and output that exist because of franchised businesses.

### ***Franchise Indicators***

None of the above databases contain information on franchising. Data about franchising were obtained from two data sources: *D&B MarketPlace DVD-ROM* and a *Survey* of IFA members.

***D&B MarketPlace DVD-ROM, (Dun & Bradstreet, April-June 2006)*** – D&B has information on more than 13 million business establishments in the United States. The information includes the number of establishments and jobs at the national, State, and county levels, in addition to industry detail based on 1987 SIC codes. The database also indicates which establishments are franchised businesses, and includes a breakdown of franchise establishments into franchisor-owned or franchisee-owned.

***Survey (IFA-EF, August 2006)*** – The survey database contains responses to a questionnaire that the IFA Educational Foundation invited all IFA franchisor members to complete. Franchisors were asked for information about the number of units, the number of employees, total sales, and total payroll in the franchise system as of December 31, 2005. They were further asked to identify the business line of their operation and to breakout their responses by franchisor-owned and franchisee-owned establishments.

The survey questionnaire is provided in **Exhibit 4** on the next page.

#### Exhibit 4.



### IFA EDUCATIONAL FOUNDATION ECONOMIC IMPACT OF FRANCHISING SURVEY

The IFA Educational Foundation (“IFA-EF”) has engaged PricewaterhouseCoopers LLP (“PwC”) to conduct the second Economic Impact of Franchising Study. The information you provide through this survey will be used by PwC in this study. IFA-EF will ensure that your data is provided to PwC under strict confidentiality criteria.

#### **Follow these steps to complete the survey**

- Step 1:** Provide the contact information for the person in charge of completing the survey.
- Step 2:** Check the box for your system’s Primary Line of Business. If your system has franchises in more than one business line, ***complete a separate survey for each distinct business line.***
- Step 3:** Provide the requested data. If you do not have actual numbers, please provide your best estimate. For questions about Definitions and Terminology see enclosed.
- Step 4:** Submit the survey to PwC at this address -- Economic Impact Survey of Franchising, PricewaterhouseCoopers, LLP, 1301 K Street, NW, Suite 800W, Washington, DC 20005-3333.

## Exhibit 4 (Continued)

### Step 1—Survey Contact Information

Please provide contact information for the person in charge of completing this survey.

Company Name: \_\_\_\_\_  
Contact Person: \_\_\_\_\_  
Title: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
E-mail Address: \_\_\_\_\_

### Step 2—Primary Line of Business

Check only one box below to indicate your company's primary line of business. If your company has franchises in more than one distinct line of business, please complete another separate survey for each line of business.

- Automotive:** automotive repair, parts, and services
- Commercial & Residential Services:** construction, maintenance, restoration and repair, cleaning services, and lawn care
- Quick Service Restaurants:** fast food, pizza, and carryout
- Table/Full Service Restaurants**
- Food Retail:** beverages, coffee, snacks, candy, all other food
- Lodging:** hotels, campgrounds, etc.
- Real Estate**
- Retail Products & Services:** beauty products, computer products and services, party goods and services, pet products and services, photo products and services, video rental and sales, and other retail
- Business Services:** business services, printing and publishing, packaging services, and security services
- Personal Services:** health and fitness, hair care, travel services, sports and recreation, and other personal services
- Other:** other lines of business not included elsewhere

**Exhibit 4 (Continued)**

**Step 3—Franchise System Information**

Please provide the information requested below.

- The reference date for all responses is the calendar year 2005 ending December 31, 2005.
  - If available data is for the fiscal year 2005, indicate this below and provide the year end date.
- Responses should include only your U.S. based units.
- If you are unable to provide actual numbers, provide us with your best estimate and check the box on the right.
  - For example, if you do not know the actual number of employees in your franchised units, estimate it based on the number of employees per unit in company-owned units.

**NOTE: If you have a company report that contains this information, you may provide it as a substitute.**

Reference Date:  12/31/05  
 Another date (please specify) \_\_\_\_\_

1. Units open and operating in the U.S. on the reference date	a) Company-owned	_____
	b) Franchisee-owned	_____
	c) Franchisor offices	_____
2. Annual Gross Sales for the reference year (please use whole numbers)	a) Company-owned	_____
	b) Franchisee-owned	_____
	c) Franchisor offices: Direct sales through other distribution channels	_____
3. Employees on the reference date	a) Company-owned	_____
	b) Franchisee-owned	_____
	c) Franchisor offices	_____

**Step 4 – Mail the survey to PwC at this address -- Economic Impact Survey of Franchising, PricewaterhouseCoopers, LLP, 1301 K Street, NW, Suite 800W, Washington, DC 20005-3333.**

## Exhibit 4 (Continued)

### Definitions & Terminology

**Unit:** An establishment—a single physical location, regardless of the number of franchise brands, at which business is conducted, products are sold, or services are performed. Include only units in the 50 states and the District of Columbia. Include both franchisee-owned and company-owned units.

**Annual Gross Sales—Company- or Franchisee-owned units:** All receipts from the sale of goods or services to final consumers by units located within one of the 50 states or the District of Columbia.

**Annual Gross Sales—Franchisor Office Direct Sales through Other Distribution Channels:** Franchisor sales not conducted by a company- or franchisee-owned unit. This includes:

- *Direct sales to final customers by franchisor (e.g., Internet sales)*
- *Franchise fees, sales of new franchises, and real estate income*
- *All revenue from non-U.S. franchises (e.g., master license agreements) paid back to U.S. operations.*

Does not include:

- Sales of products and services to U.S.-based franchised units.
- Royalties and advertising fees received from U.S.-based franchised units.

**Employee:** An individual who receives a salary or wage for work at a company or franchisee-owned, unit, or a company office. Includes:

- Full-time and part-time individuals
- Individuals that work at franchisor offices
- If no additional individuals work for the franchise, the employee count should equal “one.”

Does not include:

- Outside consultants, service providers, and independent contractors

## D. Estimation Methods

### *Data Preparation*

**County Business Patterns** – The objective is to drive CBP establishment, jobs and payroll data down to the atom level, i.e., by business line within geographic cell. At the national level, establishment, jobs, and payroll values are complete within business lines. At the State level, establishments, jobs, and payroll values are complete, but not by business line. And at the atom level some information is suppressed due to government concerns over disclosure. To overcome these problems, we used a two-stage raking methodology to develop atom-level values of establishments, jobs and payroll. The following is a summary of the methodology as applied to the establishment data. An analogous process was applied to the jobs and payroll data.

First, a “national” level matrix was set up with 51 rows representing the States and the District of Columbia and 13 columns representing the Lines of Business. Thus, an element value at the intersection of a row and a column is the total number of establishments for a given State (row) and a given business line (column). When an exact total was not known for a cell, the midpoint of the range of values provided in the CBP database was used to determine an initial starting value. Because all the element values are not exactly specified, the column totals did not match the CBP national establishment counts for businesses in the 13 business lines. Similarly the row totals did not match the CBP State counts of establishments. A standard “raking” algorithm<sup>3</sup> was used to adjust the cell values so that both column and row totals matched the corresponding CBP business line and State establishment totals.

A similar process was then run for each State. In this case, the rows of the matrix were the geographic cells of a State, the columns are business lines within the State, and the column-row intersections are the State atoms. Raking was performed so that the rows totaled to the CBP number of establishments within each State geographic cell and the columns totaled to the number of establishment within each business line in the State. The State-business line establishment values are obtained from the first round of raking.

After the raking process was finished, we had establishment, jobs, and payroll values for each atom in every State. The total across all the atoms with respect to an economic variable was the CBP national total for that variable. The total of atom values within a business line equaled the CBP national business line total, and the total of atom values within a State equaled the CBP total for the State.

**Nonemployer Statistics** – NES establishment values were broken down by atom. A raking process similar to the one used on the CBP data was used to determine atom-level counts of nonemployer establishments. Each nonemployer was assumed to have one employee-equivalent (i.e., one job). Therefore the atom-level job count was set to the same value as the atom-level number of establishments. The atom-level payroll-equivalent for nonemployers was determined by multiplying the atom job count by the CBP payroll per job ratio for the same atom. After this process was completed, we had establishment, jobs, and payroll values for each atom in each State.

**“Government” Values** – The CBP and NES atom-level establishment, job, and payroll values were added together to obtain atom-level values based on government data (“government” values). For a few atoms, no government information was found, and the establishment, job, and payroll values were set to zero.

**D&B MarketPlace DVD-ROM** – D&B establishment and job data were broken down by atom. This information was merged with the government values.

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<sup>3</sup> Oh, H. L. and Scheuren, F. (1987). Modified Raking Ratio Estimation. *Survey Methodology*, vol. 13, no. 2, pp. 209-219.



However, D&B is only a partial listing of business establishments in the United States in that it lists about 13.5 million establishments while the government databases account for 27.9 million establishments. In many instances an atom has a government count of establishments but no D&B establishment count.

To “fill-in” the D&B establishment counts for atoms where the government databases showed establishments exist, a regression model is fit to the data within each business line. The government establishment value within all atoms of a business line was the independent variable, and the D&B establishment value was the dependent variable. The “fitted” regression model of a business line is used to impute a D&B establishment value into atoms of the business line where this information was missing. A similar process was used to impute missing D&B job values.

A second set of business line regression models were used to impute franchised establishment counts into atoms where D&B values were missing. For these regressions, the D&B establishment value was used as the independent variable, and the D&B franchised establishment value was the dependent variable. The “fitted” regression model is used to impute a franchised establishment value into atoms where this information was missing. Once this process is completed we have D&B establishment counts and franchised establishment counts for every atom in every state.

**IFA-EF Survey Responses** – The Survey response data was checked for consistency and quality of the information. Many respondents provided actual values for only the number of franchisor- and franchisee-owned units. The job, payroll, and sales values were generally estimated.

The data from respondents who were able to provide the complete details that were asked for in the survey were compared with the D&B data for the corresponding companies. As discussed below, the survey data were used to calculate adjustment factors that were used to “correct” the D&B counts of franchised businesses (franchisor-owned, franchisee-owned, and total) at the national-level in each of the 10 Lines of Business in which business format franchising is found.

**Corresponding D&B Data** – The information on each survey respondent contained with the D&B database was extracted. The franchised establishment, franchisor-owned establishment, and franchisee-owned establishment information was aggregated by the 10 business format business line so that it was comparable to the survey data.

**IMPLAN** – The model database contains output data for the year 2004 along with growth rates. We extracted the total (franchise and non-franchise) 2004 output values for the United States, each State, as well as each Congressional District and multiplied the values by the appropriate growth rate to obtain 2005 total output numbers. Because we have combined many industry classification codes together to form the business lines, it was not possible to breakdown the output values by Lines of Business. We were able to construct a way to determine total output for the two franchising models: Business Format and Product Distribution.

### ***Direct Economic Impact Estimates***

Estimates of the economic activity occurring in franchised businesses were computed for the 13 Lines of Business. We assumed that the number of franchise systems in all other business sectors is zero.

**Adjusted D&B Franchised Establishments** – The IFA-EF Survey data were used to adjust the D&B franchised establishment counts.

For business format Lines of Business, the following steps were taken:

1. For each Line of Business the adjusted D&B establishment count is the D&B establishment count multiplied by a survey adjustment factor, which is the ratio of the Survey establishment count to the corresponding D&B establishment count. In order to increase coverage and to control for changes in the composition of the survey respondents, the adjustment factor for 2005 was averaged with the corresponding 2001 survey adjustment factor from our earlier study for this calculation;
2. Similarly, the D&B adjusted franchisor (franchisee)-owned establishment count also is computed by multiplying the total D&B franchisor (franchisee)-owned establishment count by a survey adjustment factor, which is the ratio of the Survey franchisor (franchisee)-owned establishment count to the corresponding D&B franchisor (franchisee)-owned establishment count. The survey adjustment factor for 2005 also was averaged with the corresponding 2001 survey adjustment factor from our earlier study;
3. The adjusted D&B number of franchisor- and franchisee-owned establishments for each business format business line is determined using a raking procedure;
4. For each atom, the adjusted D&B franchisor (franchisee)-owned establishment count is the atom's Line of Business adjusted D&B franchisor (franchisee)-owned establishment count from Step (3) multiplied by the atom's proportion of D&B franchised establishments for the business line. The atom's adjusted D&B establishment count is the sum of the franchisor- and franchisee-owned adjusted D&B establishment count.

For product distribution Lines of Business, a modified version of the above procedure is used. Franchised business within these Lines of Business were not surveyed, so we used the ratio of Survey establishment counts to the corresponding D&B establishment counts across all business format Lines of Businesses as the survey adjustment factor. As done above, the survey adjustment factor for 2005 was averaged with the 2001 survey adjustment factor. The adjusted D&B establishment count is the atom's D&B franchise count multiplied by the average adjustment factor. No breakout between franchisor- and franchisee-owned establishments is considered for these Lines of Businesses.

**Franchised Establishments** – In general, the number of franchisor (franchisee)-owned establishments within an atom is estimated by multiplying the adjusted D&B franchisor (franchisee)-owned establishments count by the atom's ratio of the "government" job number to the corresponding D&B job number. The estimated number of franchised establishments is the sum of the franchisor- and franchisee-owned establishments.

However, the number of franchised establishments for Quick Service Restaurant, Table/Full Service Restaurant, and the Automotive and Truck Dealer Lines of Business were calculated differently, as described below.

The *Accommodation & Foodservices—Subject Series* from the U.S. Census Bureau Economic Census contains information on the number of franchisor- and franchisee-owned full service and limited service restaurants. In our previous study we used the ratio of franchisor- and franchisee-owned establishments to all business establishments in these sectors at the State level from the 1997 Economic Census<sup>4</sup> to calculate our estimates of franchisor (franchisee)-owned establishment counts for 2001. Since then, the Census Bureau has released its estimates for the 2002 Economic Census.<sup>5</sup> However, the ratios of franchisor- and franchisee-owned establishments to all business establishments in these sectors were considerably lower than in 1997. Given the significant growth of franchising in the limited and full service restaurant sectors since 2000<sup>6</sup> and based on discussions with industry experts, we determined that the 1997 ratios

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<sup>4</sup> Released December 15, 2000.

<sup>5</sup> Released December 7, 2005.

<sup>6</sup> See "The Profile of Franchising 2007" *Franchising World Magazine*, November 2007.

were more representative of the year 2005. As such the State-level ratios from the 1997 Economic Census were used to calculate our estimates of franchisor (franchisee)-owned establishment counts for 2005.

The method for determining the number of franchised businesses in the Automotive and Truck Dealer business line was based on information from industry sources. Based on this information, we assumed that all new car dealers were product distribution franchises and that a specified fraction of the remaining businesses – such as used car dealers and RV dealers – were franchised. No additional adjustment was needed for this establishment count.

**Jobs** – Except for the two restaurant business lines and the Automotive and Truck Dealer business line, the number of jobs in franchising was computed within each atom by multiplying (i) the "government" job number by (ii) the ratio of the adjusted D&B franchised establishment counts to D&B's total establishment counts for the atom. The franchise job calculation for these three business line exceptions was done in a similar way to the franchise establishment calculation. The total number of jobs in franchising equals the sum of jobs at franchisor- and franchisee-owned establishments.

**Payroll** – The payroll of franchised establishments was computed within each atom by multiplying the number of franchisor (franchisee) jobs by the atom's "government" payroll per job ratio. The total franchising payroll equals the sum of payroll for franchisor- and franchisee-owned establishments.

**Output** – The direct output of franchised businesses was estimated based on franchise establishment jobs and IMPLAN model's average output-job ratios. This was done at the national, State, and Congressional District level within each Line of Business.

#### ***Indirect Economic Impact Estimates***

The IMPLAN model calculates the jobs, payroll and output that results because of franchised businesses based on input-output tables. These calculations were done separately within each geographic region for franchisor-owned business format franchises, franchisee-owned business format franchises, and product distribution franchises. We adjusted the model results so that only the indirect impacts on non-franchised businesses are reported.

Some indirect effects cross geographic boundaries, and are not included in a geographic region's indirect calculation. Therefore, the indirect effects as tentatively calculated State by State do not add up to the overall indirect effect calculated for the United States. To correct this, cross-state indirect effects were allocated to states proportional to each state's indirect effects. In a state with multiple Congressional Districts, the indirect effects reported for each Congressional District capture only the impact of franchising activities within the boundaries of all the counties that constitute the Congressional District.

## **E. Comparability with Previous Estimates**

Caution should be used when interpreting changes in results from 2001 to 2005, especially at the Lines of Business level. While the same basic methodology was followed for the estimates for both years, some of the underlying databases used in the current study have undergone definitional changes since the release of Volume I. In particular, the 2005 County Business Patterns and Nonemployer Statistics were reported based on the 2002 North American Industrial Classification System (NAICS) while the 2001 data were reported based on the 1997 NAICS system. Furthermore, the version of IMPLAN model used for the 2001 estimates was based on the 1987 Standard Industrial Classification System (SIC), while the current version used for the 2005 estimates is based on the 1997 NAICS.

Finally, due to Congressional re-districting, the Congressional District definitions for the States of Georgia and Texas have changed since the release of Volume I. In addition, there were minor changes to the Congressional District definitions in several other states.