

Economic Impact of Franchised Businesses



*A Study for the International Franchise
Association Educational Foundation*



Part II



By the National Economic Consulting
Practice of PricewaterhouseCoopers

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

EXECUTIVE SUMMARY

Background--Franchised businesses generate a significant amount of economic activity in the United States. For that reason they stimulate still more economic activity in non-franchised businesses. The purpose of this study is to measure the total economic impacts of franchised businesses for the latest year that that can be done (2001). The estimates pertain to the economies of the United States, every State, and every Congressional District.

What Happens In Franchised Businesses--Franchised businesses operated 767,483 establishments in the United States in 2001, counting both establishments owned by franchisees and establishments owned by franchisors. They provided 9,797,117 jobs, met a \$229.1 billion payroll, and produced \$624.6 billion of output. Hence, franchised businesses accounted for 7.4 percent of all private-sector jobs, 5.0 percent of all private-sector payrolls, and 3.9 percent of all private-sector output. To indicate economic size in a different way, franchised businesses employed about the same number of people in 2001 as did all manufacturers of durable goods, such as computers, cars, trucks, planes, communications equipment, primary metals, wood products, and instruments.

What Happens Because of Franchised Businesses—The economic impact of franchising goes beyond activities inside franchised businesses, because their purchases and the personal purchases of their owners and workers make non-franchised businesses bigger. Thus, the total impact of franchising was to create 18,121,595 jobs (13.7 percent of all private-sector jobs) and \$506.6 billion of payroll (11.1 percent of all private-sector payroll) in 2001. In very round terms, economic activity in franchised businesses generated about the same amount of additional activity in non-franchised businesses.

Prevalence of Business Format Franchising—Business format franchising was more prevalent than product distribution franchising in 2001, accounting for about 4.3 times as many establishments and 4 times as many jobs. Franchisees owned most (76 percent) of the establishments that operated under a business format franchise. Business format franchises operated more establishments, met a greater payroll, and generated more output in Business Services than in any other single line of business; Quick Service

Restaurants hired more people. Automotive and Truck Dealers provided the most jobs and greatest payroll among product distribution franchises.

States and Congressional Districts—Franchised businesses operate in every Congressional District. Jobs and payrolls in franchised businesses were greatest in California, Texas, Florida, and Illinois in 2001. Relative to the size of the statewide economy, franchising had the greatest impact on jobs and payrolls in Nevada, Arizona, New Mexico, Florida, and Mississippi.

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EXTENDED SUMMARY OF THE RESULTS

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 546 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)**], 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 value of goods and services it produces. In general, in federal input-output analyses output is very much like sales revenue; except in retailing and wholesaling, output is measured by the difference between sales revenue and cost of goods sold (or "margin").

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 Congressional 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 employ more workers 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 employ more workers 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

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 pages 8 and 9 below lists the 13 lines of business and partially notes their constituents. 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. Therefore, to obtain our estimates of franchise activity, we meld the databases with two other sources that indicate franchising activity—namely,

- *MarketPlace CD-Rom*, produced by Dun & Bradstreet
- *A Survey* conducted in 2003 by the International Franchise Association Educational Foundation

We use the latest version of every source of data as it stood going into 2004, which has the result that the statistics we compute are oriented to economic activity that occurred in 2001.

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 the 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 district 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 comprised of all of the 1st and 3rd Districts plus some of the 2nd District; in this study each District 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 into 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: Measures of Economic Significance

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

Economic Activity In Franchised Businesses

There were 767,483 establishments in franchise systems in the United States in 2001. [View US(1)] These businesses directly—

- Provided 9,797,117 jobs
- Provided an annual payroll of \$229.1 billion
- Produced output worth \$624.6 billion

These businesses accounted for 3.2 percent of all U.S. business establishments. Their economic activity accounted for—

- 7.4 percent of all private-sector jobs
- 5.0 percent of all private-sector payrolls
- 3.9 percent of all private-sector output

As a point of reference, franchised businesses provided about the same number of jobs in the United States in 2001 as did 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. Because of the post-2001 decline in manufacturing employment, franchised businesses probably provide more jobs than durable goods manufacturers at present.

Looking at other points of reference, franchised businesses provided more jobs in 2001 than the financial activities industry (including banks, insurance carriers, and real estate), construction industry, or information industry (including software and print publishing, motion pictures and videos, radio and television broadcasting, and telecommunications carriers and resellers).

Employment by Economic Sector in 2001

Information	3,629,000
Construction	6,826,000
Financial activities	7,807,000
Franchised businesses	9,797,000
Durable goods manufacturing	10,335,000

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—

- 18,121,595 jobs, or 13.7 percent of private-sector employment
- \$506.6 billion of payroll, or 11.1 percent of private-sector payrolls
- \$1.53 trillion of output, or 9.5 percent of private-sector output

The ratios of activity caused by franchised businesses to activity in franchised businesses are different for jobs (1.85), payroll (2.21), and output (2.45). 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 4.3 times as many establishments operated under the business format model
- Business format franchising employed 4 times as many workers
- Business format franchising generated 2.5 times the payroll
- Business format franchising produced nearly 3 times as much output

Business format franchising was the model in 622,272 establishments. These establishments provided 7,787,454 jobs, provided \$162.9 billion in payroll, and produced \$460.0 billion of output. Thus, business format franchising employed about as many people in 2001 as the financial activities industry.

Product distribution franchising was the model in 145,211 establishments, which provided 2,009,663 jobs, provided \$66.2 billion in payroll, and produced \$164.6 billion of output.

Taking the broader view and including economic activity that exists *because of* franchised businesses, 14,161,252 jobs were created, \$369.4 billion in payroll was distributed, and \$1.15 trillion of output was produced because of business format franchises. Likewise, 3,960,343 jobs were created, \$137.2 billion in payroll was distributed, and \$374.2 billion of output was produced because of product distribution franchises.

Business Format Franchising.—Business format franchising was economically significant in 10 lines of business in 2001. [**View US(4)**]

- Most establishments (76 percent) that use the business format model were owned by the franchisee; 24 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, Retail Food, Lodging, Real Estate, Business Services, and Personal Services.
- Similarly, franchisee-owned establishments provided more jobs (71 percent of jobs in business format franchising), payroll (77 percent), and output (76 percent) than franchisor-owned establishments.
- Business Services accounted for more establishments, met a greater payroll, and generated more output than any other single line of business. Quick Service Restaurants hired more people.
- 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 (18.2 percent), Retail Food (14.2 percent) and Table/Full Service Restaurants (13.1 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.

Product Distribution Franchising.—Product distribution franchising was economically significant in three lines of business in 2001. [**View US(5)**]

Product distribution franchising dominated the line of business called Automotive and Truck Dealers, accounting for 31.9 percent of all business establishments and 88.1 percent of all jobs and payroll in the line. It was also the major business model for Gasoline Service Stations, in which product distribution franchising accounted for more than half of establishments, jobs, and payroll.

Product distribution 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 federal economic statistics are not available for that line of business alone. Consequently, activity levels in franchised establishments that bottle beverages must be compared with levels in a considerably larger industry that includes the bottling of beverages.

C. Franchising in the States: 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 2001 was greatest in California, Texas, Florida, Illinois, and Ohio. The number of jobs created *because* of franchised businesses was greatest in those same States: California (1, 914,065), Texas (1,387,826), Florida (1,256,489), Illinois (853,517), and Ohio (782,061). **[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 20.0 percent of Nevada's private-sector workforce. Arizona, New Mexico, Mississippi, Tennessee, Florida, and Oklahoma were close to the top in terms of the percentage impact of franchising on jobs in the State.

Jobs created because of franchised businesses were at least 10 percent of the private-sector workforce in all but four States and the District of Columbia.

Payroll

The impact of franchising on payrolls in the States tracked its impact on jobs in 2001. 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 (\$62.2 billion), Texas (\$39.3 billion), Florida (\$32.9 billion), Illinois (\$27.0 billion), and New York (\$23.2 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 19.1 percent of Nevada's private-sector payrolls. This percentage was also relatively high in Arizona, New Mexico, Wyoming, Florida, Mississippi, and Missouri.

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

Output

In 2001 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 (\$187.4 billion), Texas (\$121.1 billion), Florida (\$105.0 billion), Illinois (\$79.2 billion), and New York (\$72.1 billion). **[View S(3)]**

Franchising was especially important to output in Nevada, Arizona, Florida, New Mexico, and Maryland. 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 20 States.

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 2001, 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 in Congressional Districts: Measures of Economic Significance

< Detailed estimates for this section are in Views CD(1) – CD(435) >

Estimates of the economic significance of franchising in a Congressional District in 2001 are shown in **Views CD(1) – CD(435)**. There is a separate view for every district. The views are ordered alphabetically by State 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 and the extent of employment, payroll, and output in franchised businesses in a Congressional District in 2001. The employment, 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 the 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 federal data that support this report are generally reported at the county level.

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

	<u>In Franchised Business</u>	<u>Percent of U.S. Private Sector</u>
Jobs	9,797,117	7.4 %
Payroll	\$ 229.1 billion	5.0 %
Output	\$ 624.6 billion	3.9 %
Establishments	767,483	3.2 %

- There are 767,483 franchised business establishments in the United States.
- Franchised businesses provide 9,797,117 jobs and employ 7.4 percent of the national private-sector workforce.
- Franchised businesses supply an annual payroll of \$229.1 billion, or 5.0 percent of all private-sector payrolls in the United States.
- Franchised business produce goods and services worth \$624.6 billion per year, or 3.9 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.

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

	<u>Because of Franchised Businesses</u>	<u>Percent of U.S. Private Sector</u>
Jobs	18,121,595	13.7 %
Payroll	\$ 506.6 billion	11.1 %
Output	\$ 1.53 trillion	9.5 %

- Franchised businesses provide income to their workers, owners, and other businesses, who then spend it 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 18,121,595 jobs and 13.7 percent of all U.S. private-sector jobs.
- Franchised businesses are the cause of \$506.6 billion of annual payrolls and 11.1 percent of all private-sector payrolls in the United States.
- Franchised businesses are the cause of \$1.53 trillion of annual output and 9.5 percent of all private-sector output in the United States.

*Economic Impact of Franchised Businesses***BUSINESS FORMAT AND PRODUCT DISTRIBUTION FRANCHISES
IN THE UNITED STATES****In Franchised Businesses**

	<u>Business Format</u>	<u>Product Distribution</u>	<u>Percent BF</u>	<u>Percent PD</u>
Jobs	7,787,454	2,009,663	79.5 %	20.5 %
Payroll	\$ 162.9 billion	\$ 66.2 billion	71.1 %	28.9 %
Output	\$ 460.0 billion	\$ 164.6 billion	73.6 %	26.4 %
Establishments	622,272	145,211	81.1 %	18.9 %

Because of Franchised Businesses

	<u>Business Format</u>	<u>Product Distribution</u>	<u>Percent BF</u>	<u>Percent PD</u>
Jobs	14,161,252	3,960,343	78.1 %	21.9 %
Payroll	\$ 369.4 billion	\$ 137.2 billion	72.9 %	27.1 %
Output	\$ 1,151.0 billion	\$ 374.2 billion	75.5 %	24.5 %

- Business format franchising accounts for 622,272 establishments and product distribution franchising accounts for 145,211 establishments.
- Business format franchising provides 7,787,454 jobs, or 4 times as many as product distribution franchising.
- Business format franchising is the cause of 14,161,252 jobs in the United States.
- Product distribution franchising is the cause of 3,960,343 jobs in the United States.

Data pertain to 2001

*Economic Impact of Franchised Businesses***LINES OF BUSINESS AND OWNERSHIP OF
BUSINESS FORMAT FRANCHISES IN THE UNITED STATES**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>Establishments</u>
<u>Quick Service Restaurants</u>				
Franchisor owned	1,189,324	\$ 12.2 billion	\$ 46.4 billion	61,524
Franchisee owned	1,547,242	\$ 15.6 billion	\$ 60.3 billion	82,833
Total	2,736,566	\$ 27.8 billion	\$ 106.7 billion	144,357
% of line of business	79.4 %	79.0 %	N/A	56.3 %
<u>Lodging</u>				
Franchisor owned	34,386	\$ 0.6 billion	\$ 2.3 billion	1,622
Franchisee owned	399,231	\$ 7.4 billion	\$ 26.7 billion	18,828
Total	433,616	\$ 8.1 billion	\$ 29.0 billion	20,450
% of line of business	24.0 %	23.0 %	N/A	18.2 %
<u>Table/Full Service Restaurants</u>				
Franchisor owned	461,126	\$ 5.6 billion	\$ 18.0 billion	17,659
Franchisee owned	493,554	\$ 5.7 billion	\$ 19.2 billion	21,303
Total	954,681	\$ 11.3 billion	\$ 37.2 billion	38,961
% of line of business	21.9 %	21.4 %	N/A	13.1 %

- 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, met a greater payroll, and generated more output than any other single line of business. Quick Service Restaurants hired more people.
- Franchised establishments are the greatest percentage of all line-of-business establishments in Quick Service Restaurants, Lodging, and Retail Food.

*Economic Impact of Franchised Businesses***LINES OF BUSINESS AND OWNERSHIP OF
BUSINESS FORMAT FRANCHISES IN THE UNITED STATES**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>Establishments</u>
<u>Retail Food</u>				
Franchisor owned	81,788	\$ 1.3 billion	\$ 3.3 billion	6,235
Franchisee owned	515,522	\$ 8.5 billion	\$ 20.6 billion	39,303
Total	597,311	\$ 9.9 billion	\$ 23.9 billion	45,539
% of line of business	16.8 %	16.9 %	N/A	14.2 %
<u>Automotive</u>				
Franchisor owned	21,254	\$ 0.6 billion	\$ 1.9 billion	4,118
Franchisee owned	127,143	\$ 3.4 billion	\$ 11.2 billion	24,637
Total	148,397	\$ 4.0 billion	\$ 13.1 billion	28,755
% of line of business	6.9 %	7.0 %	N/A	4.9 %
<u>Business Services</u>				
Franchisor owned	215,285	\$ 8.7 billion	\$ 19.3 billion	25,750
Franchisee owned	1,123,300	\$ 45.2 billion	\$ 100.6 billion	134,358
Total	1,338,586	\$ 53.8 billion	\$ 119.8 billion	160,108
% of line of business	5.4 %	5.0 %	N/A	3.3 %
<u>Real Estate</u>				
Franchisor owned	6,127	\$ 0.2 billion	\$ 1.2 billion	1,209
Franchisee owned	142,644	\$ 4.5 billion	\$ 28.0 billion	28,155
Total	148,771	\$ 4.7 billion	\$ 29.2 billion	29,365
% of line of business	4.9 %	4.8 %	N/A	1.5 %

Data pertain to 2001

*Economic Impact of Franchised Businesses***LINES OF BUSINESS AND OWNERSHIP OF
BUSINESS FORMAT FRANCHISES IN THE UNITED STATES**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>Establishments</u>
<u>Retail Products & Services</u>				
Franchisor owned	134,010	\$ 2.7 billion	\$ 6.4 billion	18,992
Franchisee owned	297,580	\$ 6.0 billion	\$ 14.3 billion	42,174
Total	431,590	\$ 8.8 billion	\$ 20.8 billion	61,166
% of line of business	3.7 %	3.6 %	N/A	2.2 %
<u>Personal Services</u>				
Franchisor owned	134,537	\$ 4.7 billion	\$ 11.2 billion	9,785
Franchisee owned	619,257	\$ 21.6 billion	\$ 51.3 billion	45,041
Total	753,793	\$ 26.2 billion	\$ 62.5 billion	54,826
% of line of business	2.4 %	2.3 %	N/A	0.9 %
<u>Commercial and Residential Services</u>				
Franchisor owned	6,982	\$ 0.2 billion	\$ 0.5 billion	1,108
Franchisee owned	237,160	\$ 8.1 billion	\$ 17.3 billion	37,636
Total	244,142	\$ 8.3 billion	\$ 17.8 billion	38,744
% of line of business	2.1 %	2.0 %	N/A	1.0 %
<u>All Business Format Franchises</u>				
Franchisor owned	2,284,820	\$ 36.8 billion	\$ 110.4 billion	148,004
Franchisee owned	5,502,634	\$ 126.1 billion	\$ 349.6 billion	474,268
Total	7,787,454	\$ 162.9 billion	\$ 460.0 billion	622,272

Data pertain to 2001

*Economic Impact of Franchised Businesses***LINES OF BUSINESS IN PRODUCT DISTRIBUTION FRANCHISES
IN THE UNITED STATES**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>Establishments</u>
<u>Automotive & Truck Dealers</u>				
	1,458,906	\$ 57.6 billion	\$ 115.2 billion	60,263
% of line of business	88.1 %	88.1 %	N/A	31.9 %
<u>Gasoline Service Stations</u>				
	528,682	\$ 7.9 billion	\$ 41.7 billion	82,353
% of line of business	56.4 %	58.0 %	N/A	64.0 %
<u>Beverage Bottling</u>				
	22,075	\$ 0.7 billion	\$ 7.7 billion	2,595
% of line of business	6.9 %	7.4 %	N/A	5.9 %

- 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.

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

<u>State</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>Jobs Caused by Franchising as Percent of State Jobs</u>
Alabama	162,593	285,274	15.4%
Alaska	15,387	28,099	10.8%
Arizona	223,949	430,285	19.4%
Arkansas	96,694	171,818	14.9%
California	1,001,196	1,914,065	12.4%
Colorado	181,415	353,388	15.2%
Connecticut	96,962	178,249	10.0%
Delaware	29,268	48,325	11.2%
District of Columbia	16,586	28,823	6.3%
Florida	616,724	1,256,489	16.6%
Georgia	351,250	644,234	16.1%
Hawaii	37,587	73,205	14.2%
Idaho	41,688	77,341	14.0%
Illinois	459,975	853,517	13.9%
Indiana	246,256	428,851	14.7%
Iowa	119,806	208,843	14.6%
Kansas	112,370	200,261	15.7%
Kentucky	166,009	280,594	16.2%
Louisiana	160,485	294,866	16.0%
Maine	35,064	66,072	11.0%
Maryland	179,237	353,846	14.6%
Massachusetts	181,465	337,201	9.5%
Michigan	322,445	569,457	12.5%
Minnesota	205,992	378,694	13.8%

Data pertain to 2001

Mississippi	105,343	184,358	17.3%
Missouri	235,922	442,364	16.2%
Montana	31,370	57,639	15.5%
Nebraska	70,872	129,540	15.2%
Nevada	107,926	206,797	20.0%
New Hampshire	41,177	78,019	12.1%
New Jersey	213,951	401,480	9.7%
New Mexico	64,994	123,664	18.9%
New York	376,261	699,570	8.1%
North Carolina	308,655	548,709	14.0%
North Dakota	24,175	44,145	14.8%
Ohio	448,808	782,061	14.1%
Oklahoma	131,698	237,937	16.6%
Oregon	119,262	224,881	14.2%
Pennsylvania	376,830	705,265	12.2%
Rhode Island	31,003	54,884	11.6%
South Carolina	160,560	284,060	15.7%
South Dakota	30,356	54,807	15.3%
Tennessee	246,294	456,050	16.7%
Texas	756,568	1,387,826	14.6%
Utah	83,457	159,642	15.1%
Vermont	16,742	30,939	9.9%
Virginia	290,480	536,080	16.1%
Washington	181,722	330,041	12.6%
West Virginia	60,321	103,221	16.2%
Wisconsin	201,545	360,631	13.5%
Wyoming	20,424	35,190	16.4%
U.S. Total	9,797,117	18,121,595	13.7%

- The number of people employed 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 20.0 percent of Nevada’s private-sector workforce. Arizona, New Mexico, Mississippi, Tennessee, Florida, and Oklahoma are close to the top in terms of the percentage impact of franchising on jobs in the State.
- Employment caused by franchising is at least 10 percent of a State’s private-sector workforce in 46 States.

Data pertain to 2001

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

State	In Franchised Businesses (in \$ millions)	Because of Franchised Businesses (in \$ millions)	Payroll Caused by Franchising as Percent of State Payroll
Alabama	\$ 3,121.6	\$ 6,509.1	12.7%
Alaska	427.9	898.7	8.8%
Arizona	5,114.5	11,670.3	17.0%
Arkansas	1,781.1	3,757.1	12.6%
California	27,208.0	62,224.3	10.3%
Colorado	4,707.8	11,029.2	13.2%
Connecticut	3,042.9	6,633.0	8.4%
Delaware	786.1	1,467.2	8.8%
District of Columbia	474.6	995.2	4.4%
Florida	13,620.8	32,919.1	14.7%
Georgia	7,872.6	17,569.0	13.3%
Hawaii	838.8	1,954.9	13.0%
Idaho	812.3	1,770.4	12.1%
Illinois	12,158.2	26,976.6	11.7%
Indiana	5,000.9	10,408.4	11.7%
Iowa	2,355.8	4,869.5	12.4%
Kansas	2,292.1	4,867.5	12.8%
Kentucky	3,120.5	6,258.8	12.7%
Louisiana	3,105.6	6,780.7	13.0%
Maine	785.2	1,701.7	9.8%
Maryland	4,595.2	10,715.7	12.4%
Massachusetts	5,017.7	11,457.5	7.5%
Michigan	7,639.4	15,970.6	9.9%

Data pertain to 2001

Minnesota	5,066.0	11,174.1	11.7%
Mississippi	1,854.5	3,820.5	14.5%
Missouri	5,412.0	12,251.2	14.5%
Montana	586.5	1,283.3	14.1%
Nebraska	1,454.7	3,209.6	13.5%
Nevada	2,657.2	5,977.8	19.1%
New Hampshire	1,060.0	2,290.1	10.6%
New Jersey	6,542.3	14,532.0	8.3%
New Mexico	1,256.4	2,889.1	16.3%
New York	10,186.9	23,221.5	5.9%
North Carolina	6,619.4	13,725.7	11.7%
North Dakota	478.9	1,040.6	13.7%
Ohio	9,435.9	19,550.5	11.1%
Oklahoma	2,504.2	5,410.1	13.8%
Oregon	2,754.3	6,086.3	12.0%
Pennsylvania	8,874.2	19,716.0	10.3%
Rhode Island	734.0	1,520.9	10.0%
South Carolina	3,094.8	6,420.6	12.9%
South Dakota	565.5	1,227.2	13.8%
Tennessee	5,240.1	11,463.0	14.1%
Texas	17,861.5	39,326.5	12.1%
Utah	1,694.3	3,848.5	12.9%
Vermont	353.3	745.5	8.4%
Virginia	6,699.2	14,860.0	12.8%
Washington	4,267.7	9,189.5	9.4%
West Virginia	1,023.0	2,078.6	12.5%
Wisconsin	4,492.6	9,459.1	11.4%
Wyoming	440.1	893.1	15.0%
U.S. Total	\$ 229,089.0	\$ 506,615.5	11.1%

- 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 19.1 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 40 States.

Data pertain to 2001

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

State	In Franchised Businesses (in \$ millions)	Because of Franchised Businesses (in \$ millions)	Output Caused by Franchising as Percent of State Output
Alabama	\$ 8,542.5	\$ 20,022.7	10.1%
Alaska	959.3	2,300.1	7.3%
Arizona	14,228.9	36,747.8	14.8%
Arkansas	4,821.0	11,426.3	9.4%
California	74,195.4	187,399.0	9.3%
Colorado	12,178.4	32,155.9	11.2%
Connecticut	7,837.1	18,597.5	7.8%
Delaware	2,042.4	4,275.3	7.0%
District of Columbia	1,361.1	2,972.8	5.1%
Florida	38,292.1	105,002.3	14.7%
Georgia	21,793.6	54,512.7	11.7%
Hawaii	2,356.5	6,262.0	11.5%
Idaho	2,130.2	5,216.2	8.8%
Illinois	31,942.2	79,210.2	10.1%
Indiana	13,111.7	30,355.6	8.6%
Iowa	5,848.2	13,648.1	8.7%
Kansas	5,965.6	14,420.6	9.5%
Kentucky	8,451.1	18,965.4	9.5%
Louisiana	9,035.0	22,412.0	10.1%
Maine	1,974.6	4,762.3	8.1%
Maryland	12,263.4	31,949.2	12.2%
Massachusetts	13,427.4	33,137.7	7.5%
Michigan	18,918.7	43,359.8	6.8%
Minnesota	12,666.7	31,269.0	10.0%

Data pertain to 2001

Mississippi	5,347.1	12,355.3	11.1%
Missouri	13,711.7	35,280.7	11.4%
Montana	1,494.4	3,737.5	10.3%
Nebraska	3,768.5	9,453.0	9.8%
Nevada	8,025.5	20,494.1	17.1%
New Hampshire	2,928.2	6,897.0	9.5%
New Jersey	17,602.7	42,534.3	7.7%
New Mexico	3,320.4	8,724.7	13.2%
New York	28,767.4	72,058.8	6.2%
North Carolina	18,275.7	42,438.9	9.5%
North Dakota	1,156.2	2,856.0	9.9%
Ohio	24,440.7	56,004.2	8.6%
Oklahoma	6,463.3	15,809.6	9.4%
Oregon	7,181.5	17,807.5	9.6%
Pennsylvania	24,358.9	59,945.5	8.7%
Rhode Island	1,883.7	4,307.8	8.8%
South Carolina	8,755.9	20,331.3	10.8%
South Dakota	1,474.6	3,581.9	10.2%
Tennessee	15,229.9	37,300.8	12.1%
Texas	48,814.3	121,132.8	9.1%
Utah	4,746.8	12,188.3	11.0%
Vermont	922.2	2,165.0	7.1%
Virginia	18,105.3	44,819.8	11.7%
Washington	12,189.1	29,326.4	8.7%
West Virginia	2,843.3	6,477.3	9.0%
Wisconsin	11,190.4	26,213.7	8.5%
Wyoming	988.1	2,296.6	8.6%
U.S. Total	\$ 624,627.3	\$ 1,526,919.2	9.5%

- 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 17.1 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 20 States.

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN ALABAMA

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	162,593		285,274	
Payroll (in \$ millions)	\$ 3,122		\$ 6,509	
Output (in \$ millions)	\$ 8,543		\$ 20,023	
Establishments	13,826			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	127,494	223,970	35,099	61,304
Payroll (in \$ millions)	\$ 2,166	\$ 4,601	\$ 956	\$ 1,908
Output (in \$ millions)	\$ 6,162	\$ 14,661	\$ 2,381	\$ 5,362
Establishments	10,163		3,663	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	30,929		96,565	
Payroll (in \$ millions)	\$ 444		\$ 1,722	
Output (in \$ millions)	\$ 1,319		\$ 4,843	
Establishments	2,132		8,031	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN ALASKA

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	15,387		28,099	
Payroll (in \$ millions)	\$ 428		\$ 899	
Output (in \$ millions)	\$ 959		\$ 2,300	
Establishments	1,361			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	11,682	21,165	3,705	6,934
Payroll (in \$ millions)	\$ 281	\$ 602	\$ 147	\$ 297
Output (in \$ millions)	\$ 660	\$ 1,609	\$ 300	\$ 691
Establishments	1,168		193	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	2,159		9,523	
Payroll (in \$ millions)	\$ 47		\$ 234	
Output (in \$ millions)	\$ 113		\$ 546	
Establishments	221		947	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	223,949		430,285	
Payroll (in \$ millions)	\$ 5,114		\$ 11,670	
Output (in \$ millions)	\$ 14,229		\$ 36,748	
Establishments	16,510			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	179,078	340,943	44,870	89,342
Payroll (in \$ millions)	\$ 3,627	\$ 8,398	\$ 1,487	\$ 3,272
Output (in \$ millions)	\$ 10,101	\$ 26,480	\$ 4,128	\$ 10,268
Establishments	14,059		2,450	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	45,581		133,497	
Payroll (in \$ millions)	\$ 739		\$ 2,888	
Output (in \$ millions)	\$ 2,154		\$ 7,947	
Establishments	3,201		10,859	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	96,694		171,818	
Payroll (in \$ millions)	\$ 1,781		\$ 3,757	
Output (in \$ millions)	\$ 4,821		\$ 11,426	
Establishments	8,669			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	76,738	137,373	19,956	34,446
Payroll (in \$ millions)	\$ 1,263	\$ 2,732	\$ 518	\$ 1,025
Output (in \$ millions)	\$ 3,596	\$ 8,660	\$ 1,226	\$ 2,767
Establishments	6,632		2,037	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	16,951		59,787	
Payroll (in \$ millions)	\$ 240		\$ 1,023	
Output (in \$ millions)	\$ 724		\$ 2,872	
Establishments	1,211		5,421	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	1,001,196		1,914,065	
Payroll (in \$ millions)	\$ 27,208		\$ 62,224	
Output (in \$ millions)	\$ 74,195		\$ 187,399	
Establishments	80,340			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	792,041	1,505,599	209,155	408,466
Payroll (in \$ millions)	\$ 19,150	\$ 44,367	\$ 8,058	\$ 17,857
Output (in \$ millions)	\$ 53,770	\$ 137,716	\$ 20,426	\$ 49,683
Establishments	67,187		13,154	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	260,193		531,848	
Payroll (in \$ millions)	\$ 4,615		\$ 14,535	
Output (in \$ millions)	\$ 13,751		\$ 40,018	
Establishments	16,613		50,574	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN COLORADO

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	181,415		353,388	
Payroll (in \$ millions)	\$ 4,708		\$ 11,029	
Output (in \$ millions)	\$ 12,178		\$ 32,156	
Establishments	15,500			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	151,036	294,707	30,378	58,681
Payroll (in \$ millions)	\$ 3,539	\$ 8,401	\$ 1,169	\$ 2,628
Output (in \$ millions)	\$ 9,402	\$ 25,157	\$ 2,777	\$ 6,999
Establishments	13,838		1,662	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	39,524		111,513	
Payroll (in \$ millions)	\$ 727		\$ 2,813	
Output (in \$ millions)	\$ 2,001		\$ 7,401	
Establishments	2,842		10,996	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	96,962		178,249	
Payroll (in \$ millions)	\$ 3,043		\$ 6,633	
Output (in \$ millions)	\$ 7,837		\$ 18,597	
Establishments	8,186			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	74,256	136,293	22,706	41,956
Payroll (in \$ millions)	\$ 2,178	\$ 4,803	\$ 865	\$ 1,830
Output (in \$ millions)	\$ 5,631	\$ 13,506	\$ 2,206	\$ 5,091
Establishments	6,544		1,643	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	18,285		55,971	
Payroll (in \$ millions)	\$ 424		\$ 1,754	
Output (in \$ millions)	\$ 1,135		\$ 4,496	
Establishments	1,356		5,188	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	29,268		48,325	
Payroll (in \$ millions)	\$ 786		\$ 1,467	
Output (in \$ millions)	\$ 2,042		\$ 4,275	
Establishments	2,281			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	21,980	36,113	7,288	12,212
Payroll (in \$ millions)	\$ 562	\$ 1,062	\$ 224	\$ 405
Output (in \$ millions)	\$ 1,419	\$ 2,993	\$ 623	\$ 1,283
Establishments	1,747		534	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	6,304		15,676	
Payroll (in \$ millions)	\$ 120		\$ 441	
Output (in \$ millions)	\$ 332		\$ 1,087	
Establishments	444		1,303	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	16,586		28,823	
Payroll (in \$ millions)	\$ 475		\$ 995	
Output (in \$ millions)	\$ 1,361		\$ 2,973	
Establishments	976			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	15,559	27,313	1,028	1,510
Payroll (in \$ millions)	\$ 448	\$ 939	\$ 26	\$ 56
Output (in \$ millions)	\$ 1,279	\$ 2,797	\$ 82	\$ 176
Establishments	849		127	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	4,523		11,036	
Payroll (in \$ millions)	\$ 98		\$ 351	
Output (in \$ millions)	\$ 275		\$ 1,004	
Establishments	301		549	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	616,724		1,256,489	
Payroll (in \$ millions)	\$ 13,621		\$ 32,919	
Output (in \$ millions)	\$ 38,292		\$ 105,002	
Establishments	50,677			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	489,673	984,909	127,051	271,579
Payroll (in \$ millions)	\$ 9,370	\$ 23,118	\$ 4,251	\$ 9,801
Output (in \$ millions)	\$ 27,043	\$ 75,498	\$ 11,249	\$ 29,504
Establishments	40,326		10,351	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	145,130		344,544	
Payroll (in \$ millions)	\$ 2,186		\$ 7,184	
Output (in \$ millions)	\$ 6,854		\$ 20,189	
Establishments	9,698		30,628	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	351,250		644,234	
Payroll (in \$ millions)	\$ 7,873		\$ 17,569	
Output (in \$ millions)	\$ 21,794		\$ 54,513	
Establishments	27,094			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	287,546	527,444	63,704	116,790
Payroll (in \$ millions)	\$ 5,705	\$ 12,876	\$ 2,167	\$ 4,693
Output (in \$ millions)	\$ 16,397	\$ 41,521	\$ 5,397	\$ 12,992
Establishments	22,396		4,698	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	96,749		190,797	
Payroll (in \$ millions)	\$ 1,443		\$ 4,262	
Output (in \$ millions)	\$ 4,504		\$ 11,892	
Establishments	5,917		16,478	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	37,587		73,205	
Payroll (in \$ millions)	\$ 839		\$ 1,955	
Output (in \$ millions)	\$ 2,357		\$ 6,262	
Establishments	2,538			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	31,234	60,883	6,354	12,322
Payroll (in \$ millions)	\$ 633	\$ 1,493	\$ 206	\$ 462
Output (in \$ millions)	\$ 1,830	\$ 4,911	\$ 527	\$ 1,351
Establishments	2,259		279	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	9,145		22,089	
Payroll (in \$ millions)	\$ 143		\$ 490	
Output (in \$ millions)	\$ 447		\$ 1,383	
Establishments	558		1,701	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN IDAHO

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	41,688		77,341	
Payroll (in \$ millions)	\$ 812		\$ 1,770	
Output (in \$ millions)	\$ 2,130		\$ 5,216	
Establishments	3,828			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	31,957	58,613	9,731	18,728
Payroll (in \$ millions)	\$ 540	\$ 1,211	\$ 272	\$ 559
Output (in \$ millions)	\$ 1,445	\$ 3,609	\$ 685	\$ 1,607
Establishments	3,249		578	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	7,821		24,135	
Payroll (in \$ millions)	\$ 108		\$ 432	
Output (in \$ millions)	\$ 308		\$ 1,138	
Establishments	661		2,588	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	459,975		853,517	
Payroll (in \$ millions)	\$ 12,158		\$ 26,977	
Output (in \$ millions)	\$ 31,942		\$ 79,210	
Establishments	33,049			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	383,052	717,532	76,923	135,985
Payroll (in \$ millions)	\$ 9,416	\$ 21,071	\$ 2,742	\$ 5,906
Output (in \$ millions)	\$ 25,416	\$ 63,667	\$ 6,526	\$ 15,543
Establishments	28,606		4,443	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	121,883		261,169	
Payroll (in \$ millions)	\$ 2,125		\$ 7,291	
Output (in \$ millions)	\$ 6,304		\$ 19,112	
Establishments	7,680		20,926	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN INDIANA

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	246,256		428,851	
Payroll (in \$ millions)	\$ 5,001		\$ 10,408	
Output (in \$ millions)	\$ 13,112		\$ 30,356	
Establishments	16,882			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	200,567	350,388	45,689	78,463
Payroll (in \$ millions)	\$ 3,653	\$ 7,733	\$ 1,348	\$ 2,675
Output (in \$ millions)	\$ 9,958	\$ 23,318	\$ 3,153	\$ 7,038
Establishments	14,025		2,857	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	53,394		147,174	
Payroll (in \$ millions)	\$ 787		\$ 2,866	
Output (in \$ millions)	\$ 2,293		\$ 7,665	
Establishments	3,175		10,850	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	119,806		208,843	
Payroll (in \$ millions)	\$ 2,356		\$ 4,870	
Output (in \$ millions)	\$ 5,848		\$ 13,648	
Establishments	9,407			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	96,817	169,511	22,989	39,332
Payroll (in \$ millions)	\$ 1,668	\$ 3,515	\$ 688	\$ 1,354
Output (in \$ millions)	\$ 4,409	\$ 10,431	\$ 1,439	\$ 3,217
Establishments	7,913		1,494	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	24,873		71,944	
Payroll (in \$ millions)	\$ 342		\$ 1,326	
Output (in \$ millions)	\$ 991		\$ 3,418	
Establishments	1,732		6,181	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	112,370		200,261	
Payroll (in \$ millions)	\$ 2,292		\$ 4,868	
Output (in \$ millions)	\$ 5,966		\$ 14,421	
Establishments	8,568			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	95,849	172,516	16,521	27,745
Payroll (in \$ millions)	\$ 1,757	\$ 3,791	\$ 535	\$ 1,076
Output (in \$ millions)	\$ 4,815	\$ 11,779	\$ 1,151	\$ 2,642
Establishments	7,439		1,128	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	26,909		68,940	
Payroll (in \$ millions)	\$ 388		\$ 1,369	
Output (in \$ millions)	\$ 1,168		\$ 3,647	
Establishments	1,665		5,775	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	166,009		280,594	
Payroll (in \$ millions)	\$ 3,121		\$ 6,259	
Output (in \$ millions)	\$ 8,451		\$ 18,965	
Establishments	12,493			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	133,862	227,671	32,147	52,923
Payroll (in \$ millions)	\$ 2,296	\$ 4,665	\$ 824	\$ 1,594
Output (in \$ millions)	\$ 6,399	\$ 14,520	\$ 2,052	\$ 4,445
Establishments	9,657		2,836	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	36,970		96,892	
Payroll (in \$ millions)	\$ 526		\$ 1,770	
Output (in \$ millions)	\$ 1,585		\$ 4,814	
Establishments	1,998		7,659	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	160,485		294,866	
Payroll (in \$ millions)	\$ 3,106		\$ 6,781	
Output (in \$ millions)	\$ 9,035		\$ 22,412	
Establishments	12,992			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	124,574	229,586	35,911	65,280
Payroll (in \$ millions)	\$ 2,165	\$ 4,846	\$ 941	\$ 1,935
Output (in \$ millions)	\$ 6,449	\$ 16,312	\$ 2,586	\$ 6,100
Establishments	10,066		2,925	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	39,668		84,906	
Payroll (in \$ millions)	\$ 521		\$ 1,644	
Output (in \$ millions)	\$ 1,706		\$ 4,742	
Establishments	2,501		7,565	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN MAINE

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	35,064		66,072	
Payroll (in \$ millions)	\$ 785		\$ 1,702	
Output (in \$ millions)	\$ 1,975		\$ 4,762	
Establishments	3,014			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	23,382	43,022	11,682	23,050
Payroll (in \$ millions)	\$ 465	\$ 1,030	\$ 320	\$ 672
Output (in \$ millions)	\$ 1,139	\$ 2,798	\$ 836	\$ 1,964
Establishments	2,125		889	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	6,279		17,103	
Payroll (in \$ millions)	\$ 104		\$ 361	
Output (in \$ millions)	\$ 270		\$ 868	
Establishments	423		1,702	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN MARYLAND

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	179,237		353,846	
Payroll (in \$ millions)	\$ 4,595		\$ 10,716	
Output (in \$ millions)	\$ 12,263		\$ 31,949	
Establishments	13,195			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	136,924	268,345	42,313	85,501
Payroll (in \$ millions)	\$ 3,120	\$ 7,408	\$ 1,475	\$ 3,308
Output (in \$ millions)	\$ 8,508	\$ 22,543	\$ 3,755	\$ 9,406
Establishments	10,549		2,646	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	42,394		94,530	
Payroll (in \$ millions)	\$ 705		\$ 2,415	
Output (in \$ millions)	\$ 2,042		\$ 6,466	
Establishments	2,630		7,919	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	181,465		337,201	
Payroll (in \$ millions)	\$ 5,018		\$ 11,457	
Output (in \$ millions)	\$ 13,427		\$ 33,138	
Establishments	13,316			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	140,090	259,328	41,376	77,873
Payroll (in \$ millions)	\$ 3,518	\$ 8,125	\$ 1,500	\$ 3,333
Output (in \$ millions)	\$ 9,677	\$ 24,151	\$ 3,750	\$ 8,986
Establishments	9,868		3,448	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	49,234		90,856	
Payroll (in \$ millions)	\$ 893		\$ 2,625	
Output (in \$ millions)	\$ 2,614		\$ 7,063	
Establishments	2,523		7,346	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	322,445		569,457	
Payroll (in \$ millions)	\$ 7,639		\$ 15,971	
Output (in \$ millions)	\$ 18,919		\$ 43,360	
Establishments	23,851			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	256,188	447,240	66,257	122,217
Payroll (in \$ millions)	\$ 5,203	\$ 11,032	\$ 2,437	\$ 4,938
Output (in \$ millions)	\$ 13,429	\$ 31,115	\$ 5,490	\$ 12,245
Establishments	19,683		4,167	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	80,298		175,891	
Payroll (in \$ millions)	\$ 1,208		\$ 3,995	
Output (in \$ millions)	\$ 3,467		\$ 9,962	
Establishments	4,699		14,985	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN MINNESOTA

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	205,992		378,694	
Payroll (in \$ millions)	\$ 5,066		\$ 11,174	
Output (in \$ millions)	\$ 12,667		\$ 31,269	
Establishments	15,432			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	169,845	316,400	36,146	62,294
Payroll (in \$ millions)	\$ 3,873	\$ 8,648	\$ 1,193	\$ 2,526
Output (in \$ millions)	\$ 10,066	\$ 25,154	\$ 2,600	\$ 6,115
Establishments	13,503		1,929	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	51,424		118,421	
Payroll (in \$ millions)	\$ 865		\$ 3,008	
Output (in \$ millions)	\$ 2,470		\$ 7,596	
Establishments	3,071		10,432	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN MISSISSIPPI

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	105,343		184,358	
Payroll (in \$ millions)	\$ 1,854		\$ 3,820	
Output (in \$ millions)	\$ 5,347		\$ 12,355	
Establishments	8,735			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	81,531	143,213	23,812	41,144
Payroll (in \$ millions)	\$ 1,257	\$ 2,646	\$ 597	\$ 1,174
Output (in \$ millions)	\$ 3,834	\$ 8,985	\$ 1,513	\$ 3,370
Establishments	6,368		2,367	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	22,463		59,068	
Payroll (in \$ millions)	\$ 272		\$ 985	
Output (in \$ millions)	\$ 890		\$ 2,944	
Establishments	1,529		4,839	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	235,922		442,364	
Payroll (in \$ millions)	\$ 5,412		\$ 12,251	
Output (in \$ millions)	\$ 13,712		\$ 35,281	
Establishments	18,471			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	192,076	365,470	43,846	76,894
Payroll (in \$ millions)	\$ 3,982	\$ 9,185	\$ 1,431	\$ 3,066
Output (in \$ millions)	\$ 10,694	\$ 27,920	\$ 3,018	\$ 7,361
Establishments	15,461		3,010	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	57,073		135,003	
Payroll (in \$ millions)	\$ 887		\$ 3,095	
Output (in \$ millions)	\$ 2,600		\$ 8,093	
Establishments	3,620		11,841	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	31,370		57,639	
Payroll (in \$ millions)	\$ 587		\$ 1,283	
Output (in \$ millions)	\$ 1,494		\$ 3,737	
Establishments	2,974			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	24,308	44,612	7,061	13,026
Payroll (in \$ millions)	\$ 398	\$ 887	\$ 188	\$ 396
Output (in \$ millions)	\$ 1,060	\$ 2,693	\$ 434	\$ 1,045
Establishments	2,525		449	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	4,221		20,087	
Payroll (in \$ millions)	\$ 67		\$ 331	
Output (in \$ millions)	\$ 175		\$ 885	
Establishments	428		2,097	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	70,872		129,540	
Payroll (in \$ millions)	\$ 1,455		\$ 3,210	
Output (in \$ millions)	\$ 3,769		\$ 9,453	
Establishments	5,239			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	59,373	109,582	11,499	19,959
Payroll (in \$ millions)	\$ 1,096	\$ 2,466	\$ 359	\$ 744
Output (in \$ millions)	\$ 2,980	\$ 7,585	\$ 789	\$ 1,868
Establishments	4,507		733	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	15,681		43,691	
Payroll (in \$ millions)	\$ 232		\$ 863	
Output (in \$ millions)	\$ 673		\$ 2,307	
Establishments	1,009		3,497	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN NEVADA

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	107,926		206,797	
Payroll (in \$ millions)	\$ 2,657		\$ 5,978	
Output (in \$ millions)	\$ 8,026		\$ 20,494	
Establishments	6,192			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	91,962	179,233	15,964	27,564
Payroll (in \$ millions)	\$ 2,072	\$ 4,729	\$ 585	\$ 1,249
Output (in \$ millions)	\$ 6,545	\$ 16,845	\$ 1,481	\$ 3,649
Establishments	5,392		800	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	22,105		69,857	
Payroll (in \$ millions)	\$ 388		\$ 1,684	
Output (in \$ millions)	\$ 1,186		\$ 5,359	
Establishments	1,247		4,145	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	41,177		78,019	
Payroll (in \$ millions)	\$ 1,060		\$ 2,290	
Output (in \$ millions)	\$ 2,928		\$ 6,897	
Establishments	3,500			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	28,003	50,892	13,173	27,127
Payroll (in \$ millions)	\$ 607	\$ 1,324	\$ 453	\$ 966
Output (in \$ millions)	\$ 1,623	\$ 3,880	\$ 1,305	\$ 3,017
Establishments	2,551		949	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	5,859		22,144	
Payroll (in \$ millions)	\$ 113		\$ 495	
Output (in \$ millions)	\$ 305		\$ 1,317	
Establishments	478		2,072	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	213,951		401,480	
Payroll (in \$ millions)	\$ 6,542		\$ 14,532	
Output (in \$ millions)	\$ 17,603		\$ 42,534	
Establishments	17,530			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	163,148	304,389	50,803	97,091
Payroll (in \$ millions)	\$ 4,561	\$ 10,265	\$ 1,981	\$ 4,267
Output (in \$ millions)	\$ 12,478	\$ 30,466	\$ 5,125	\$ 12,068
Establishments	13,748		3,781	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	45,677		117,472	
Payroll (in \$ millions)	\$ 954		\$ 3,607	
Output (in \$ millions)	\$ 2,620		\$ 9,858	
Establishments	3,033		10,716	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	64,994		123,664	
Payroll (in \$ millions)	\$ 1,256		\$ 2,889	
Output (in \$ millions)	\$ 3,320		\$ 8,725	
Establishments	5,000			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	51,189	96,920	13,806	26,744
Payroll (in \$ millions)	\$ 855	\$ 2,011	\$ 402	\$ 878
Output (in \$ millions)	\$ 2,342	\$ 6,272	\$ 978	\$ 2,453
Establishments	4,000		1,000	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	9,998		41,190	
Payroll (in \$ millions)	\$ 153		\$ 701	
Output (in \$ millions)	\$ 423		\$ 1,919	
Establishments	698		3,302	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	376,261		699,570	
Payroll (in \$ millions)	\$ 10,187		\$ 23,221	
Output (in \$ millions)	\$ 28,767		\$ 72,059	
Establishments	33,954			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	299,487	560,047	76,774	139,523
Payroll (in \$ millions)	\$ 7,424	\$ 17,071	\$ 2,763	\$ 6,151
Output (in \$ millions)	\$ 22,102	\$ 56,005	\$ 6,665	\$ 16,054
Establishments	27,750		6,204	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	87,714		211,773	
Payroll (in \$ millions)	\$ 1,671		\$ 5,753	
Output (in \$ millions)	\$ 5,130		\$ 16,972	
Establishments	8,009		19,741	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN NORTH CAROLINA

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	308,655		548,709	
Payroll (in \$ millions)	\$ 6,619		\$ 13,726	
Output (in \$ millions)	\$ 18,276		\$ 42,439	
Establishments	24,624			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	243,770	427,316	64,885	121,392
Payroll (in \$ millions)	\$ 4,561	\$ 9,585	\$ 2,058	\$ 4,141
Output (in \$ millions)	\$ 12,643	\$ 29,749	\$ 5,633	\$ 12,690
Establishments	18,751		5,874	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	63,291		180,479	
Payroll (in \$ millions)	\$ 968		\$ 3,593	
Output (in \$ millions)	\$ 2,875		\$ 9,768	
Establishments	3,824		14,927	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	24,175		44,145	
Payroll (in \$ millions)	\$ 479		\$ 1,041	
Output (in \$ millions)	\$ 1,156		\$ 2,856	
Establishments	1,943			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	18,134	33,161	6,041	10,985
Payroll (in \$ millions)	\$ 301	\$ 678	\$ 178	\$ 363
Output (in \$ millions)	\$ 795	\$ 2,007	\$ 362	\$ 849
Establishments	1,668		276	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	4,293		13,841	
Payroll (in \$ millions)	\$ 59		\$ 242	
Output (in \$ millions)	\$ 167		\$ 627	
Establishments	384		1,284	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN OHIO

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	448,808		782,061	
Payroll (in \$ millions)	\$ 9,436		\$ 19,551	
Output (in \$ millions)	\$ 24,441		\$ 56,004	
Establishments	29,752			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	368,489	642,703	80,319	139,358
Payroll (in \$ millions)	\$ 6,949	\$ 14,591	\$ 2,487	\$ 4,960
Output (in \$ millions)	\$ 18,570	\$ 43,014	\$ 5,871	\$ 12,990
Establishments	24,790		4,962	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	102,600		265,890	
Payroll (in \$ millions)	\$ 1,527		\$ 5,423	
Output (in \$ millions)	\$ 4,472		\$ 14,098	
Establishments	5,594		19,196	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	131,698		237,937	
Payroll (in \$ millions)	\$ 2,504		\$ 5,410	
Output (in \$ millions)	\$ 6,463		\$ 15,810	
Establishments	10,894			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	108,338	196,126	23,360	41,811
Payroll (in \$ millions)	\$ 1,791	\$ 3,958	\$ 713	\$ 1,452
Output (in \$ millions)	\$ 4,879	\$ 12,116	\$ 1,584	\$ 3,694
Establishments	9,183		1,711	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	30,864		77,474	
Payroll (in \$ millions)	\$ 415		\$ 1,376	
Output (in \$ millions)	\$ 1,231		\$ 3,648	
Establishments	2,011		7,172	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN OREGON

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	119,262		224,881	
Payroll (in \$ millions)	\$ 2,754		\$ 6,086	
Output (in \$ millions)	\$ 7,181		\$ 17,808	
Establishments	10,906			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	89,128	166,744	30,133	58,137
Payroll (in \$ millions)	\$ 1,862	\$ 4,199	\$ 893	\$ 1,887
Output (in \$ millions)	\$ 4,817	\$ 12,184	\$ 2,365	\$ 5,624
Establishments	8,964		1,942	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	24,475		64,654	
Payroll (in \$ millions)	\$ 406		\$ 1,456	
Output (in \$ millions)	\$ 1,139		\$ 3,677	
Establishments	1,789		7,175	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	376,830		705,265	
Payroll (in \$ millions)	\$ 8,874		\$ 19,716	
Output (in \$ millions)	\$ 24,359		\$ 59,945	
Establishments	30,864			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	283,958	533,675	92,872	171,590
Payroll (in \$ millions)	\$ 6,181	\$ 13,964	\$ 2,693	\$ 5,752
Output (in \$ millions)	\$ 17,421	\$ 43,435	\$ 6,938	\$ 16,510
Establishments	24,022		6,842	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	79,643		204,315	
Payroll (in \$ millions)	\$ 1,306		\$ 4,876	
Output (in \$ millions)	\$ 3,880		\$ 13,541	
Establishments	6,078		17,944	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	31,003		54,884	
Payroll (in \$ millions)	\$ 734		\$ 1,521	
Output (in \$ millions)	\$ 1,884		\$ 4,308	
Establishments	2,609			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	24,403	42,937	6,599	11,946
Payroll (in \$ millions)	\$ 520	\$ 1,095	\$ 214	\$ 426
Output (in \$ millions)	\$ 1,347	\$ 3,119	\$ 537	\$ 1,188
Establishments	2,158		451	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	8,401		16,003	
Payroll (in \$ millions)	\$ 137		\$ 383	
Output (in \$ millions)	\$ 386		\$ 961	
Establishments	600		1,558	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	160,560		284,060	
Payroll (in \$ millions)	\$ 3,095		\$ 6,421	
Output (in \$ millions)	\$ 8,756		\$ 20,331	
Establishments	13,131			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	129,068	227,461	31,492	56,599
Payroll (in \$ millions)	\$ 2,204	\$ 4,659	\$ 891	\$ 1,762
Output (in \$ millions)	\$ 6,370	\$ 14,984	\$ 2,386	\$ 5,347
Establishments	10,307		2,824	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	33,674		95,394	
Payroll (in \$ millions)	\$ 477		\$ 1,727	
Output (in \$ millions)	\$ 1,428		\$ 4,942	
Establishments	2,298		8,009	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	30,356		54,807	
Payroll (in \$ millions)	\$ 565		\$ 1,227	
Output (in \$ millions)	\$ 1,475		\$ 3,582	
Establishments	2,475			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	23,894	42,866	6,463	11,941
Payroll (in \$ millions)	\$ 379	\$ 837	\$ 186	\$ 390
Output (in \$ millions)	\$ 1,038	\$ 2,560	\$ 437	\$ 1,022
Establishments	2,052		423	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	4,366		19,528	
Payroll (in \$ millions)	\$ 67		\$ 312	
Output (in \$ millions)	\$ 181		\$ 857	
Establishments	414		1,638	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	246,294		456,050	
Payroll (in \$ millions)	\$ 5,240		\$ 11,463	
Output (in \$ millions)	\$ 15,230		\$ 37,301	
Establishments	18,576			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	198,252	365,905	48,042	90,145
Payroll (in \$ millions)	\$ 3,772	\$ 8,399	\$ 1,468	\$ 3,064
Output (in \$ millions)	\$ 11,077	\$ 27,546	\$ 4,152	\$ 9,755
Establishments	14,528		4,048	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	52,777		145,475	
Payroll (in \$ millions)	\$ 815		\$ 2,958	
Output (in \$ millions)	\$ 2,534		\$ 8,544	
Establishments	3,172		11,357	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN TEXAS

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	756,568		1,387,826	
Payroll (in \$ millions)	\$ 17,861		\$ 39,326	
Output (in \$ millions)	\$ 48,814		\$ 121,133	
Establishments	59,291			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	595,872	1,083,256	160,696	304,570
Payroll (in \$ millions)	\$ 12,377	\$ 27,720	\$ 5,484	\$ 11,607
Output (in \$ millions)	\$ 34,271	\$ 86,506	\$ 14,544	\$ 34,626
Establishments	46,434		12,857	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	209,380		386,492	
Payroll (in \$ millions)	\$ 3,234		\$ 9,143	
Output (in \$ millions)	\$ 9,812		\$ 24,458	
Establishments	12,546		33,888	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	83,457		159,642	
Payroll (in \$ millions)	\$ 1,694		\$ 3,849	
Output (in \$ millions)	\$ 4,747		\$ 12,188	
Establishments	6,261			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	66,458	126,502	17,000	33,140
Payroll (in \$ millions)	\$ 1,196	\$ 2,759	\$ 499	\$ 1,089
Output (in \$ millions)	\$ 3,435	\$ 8,948	\$ 1,312	\$ 3,241
Establishments	5,326		935	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	17,249		49,209	
Payroll (in \$ millions)	\$ 249		\$ 947	
Output (in \$ millions)	\$ 746		\$ 2,689	
Establishments	1,119		4,207	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN VERMONT

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	16,742		30,939	
Payroll (in \$ millions)	\$ 353		\$ 746	
Output (in \$ millions)	\$ 922		\$ 2,165	
Establishments	1,699			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	10,231	18,561	6,511	12,377
Payroll (in \$ millions)	\$ 184	\$ 402	\$ 170	\$ 344
Output (in \$ millions)	\$ 498	\$ 1,193	\$ 425	\$ 972
Establishments	1,079		620	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	2,809		7,421	
Payroll (in \$ millions)	\$ 43		\$ 141	
Output (in \$ millions)	\$ 120		\$ 378	
Establishments	226		853	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	290,480		536,080	
Payroll (in \$ millions)	\$ 6,699		\$ 14,860	
Output (in \$ millions)	\$ 18,105		\$ 44,820	
Establishments	21,403			
	<u>Business Format Franchises</u>		<u>Product Distribution Franchises</u>	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	228,082	419,589	62,398	116,492
Payroll (in \$ millions)	\$ 4,758	\$ 10,669	\$ 1,941	\$ 4,191
Output (in \$ millions)	\$ 12,928	\$ 32,469	\$ 5,177	\$ 12,351
Establishments	16,475		4,928	
	<u>In Business Format Franchises</u>			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	63,286		164,796	
Payroll (in \$ millions)	\$ 1,017		\$ 3,741	
Output (in \$ millions)	\$ 2,965		\$ 9,964	
Establishments	3,812		12,663	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	181,722		330,041	
Payroll (in \$ millions)	\$ 4,268		\$ 9,189	
Output (in \$ millions)	\$ 12,189		\$ 29,326	
Establishments	15,879			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	138,637	250,494	43,085	79,547
Payroll (in \$ millions)	\$ 2,867	\$ 6,247	\$ 1,400	\$ 2,942
Output (in \$ millions)	\$ 8,488	\$ 20,723	\$ 3,701	\$ 8,603
Establishments	12,980		2,899	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	47,549		91,088	
Payroll (in \$ millions)	\$ 735		\$ 2,133	
Output (in \$ millions)	\$ 2,369		\$ 6,119	
Establishments	3,204		9,776	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	60,321		103,221	
Payroll (in \$ millions)	\$ 1,023		\$ 2,079	
Output (in \$ millions)	\$ 2,843		\$ 6,477	
Establishments	5,044			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	45,005	77,437	15,316	25,784
Payroll (in \$ millions)	\$ 677	\$ 1,413	\$ 346	\$ 666
Output (in \$ millions)	\$ 1,985	\$ 4,601	\$ 858	\$ 1,876
Establishments	3,596		1,448	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	11,145		33,860	
Payroll (in \$ millions)	\$ 141		\$ 536	
Output (in \$ millions)	\$ 440		\$ 1,545	
Establishments	800		2,797	

Data pertain to 2001

Economic Impact of Franchised Businesses

FRANCHISING IN WISCONSIN

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	201,545		360,631	
Payroll (in \$ millions)	\$ 4,493		\$ 9,459	
Output (in \$ millions)	\$ 11,190		\$ 26,214	
Establishments	14,761			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	157,873	284,766	43,672	75,865
Payroll (in \$ millions)	\$ 3,242	\$ 6,950	\$ 1,251	\$ 2,509
Output (in \$ millions)	\$ 8,320	\$ 19,768	\$ 2,870	\$ 6,446
Establishments	12,254		2,508	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	37,523		120,349	
Payroll (in \$ millions)	\$ 628		\$ 2,613	
Output (in \$ millions)	\$ 1,709		\$ 6,611	
Establishments	2,524		9,730	

Data pertain to 2001

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

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	20,424		35,190	
Payroll (in \$ millions)	\$ 440		\$ 893	
Output (in \$ millions)	\$ 988		\$ 2,297	
Establishments	1,793			
	Business Format Franchises		Product Distribution Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	15,362	26,483	5,062	8,707
Payroll (in \$ millions)	\$ 231	\$ 484	\$ 209	\$ 409
Output (in \$ millions)	\$ 684	\$ 1,613	\$ 304	\$ 684
Establishments	1,552		241	
	In Business Format Franchises			
	<u>Franchisor Owned</u>		<u>Franchisee Owned</u>	
Jobs	4,087		11,275	
Payroll (in \$ millions)	\$ 50		\$ 180	
Output (in \$ millions)	\$ 158		\$ 525	
Establishments	310		1,241	

Data pertain to 2001

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	24,938	33,844
#2	26,170	34,495
#3	27,801	36,050
#4	24,312	30,715
#5	26,402	33,343
#6	47,972	63,631
#7	44,081	56,970

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	15,387	28,099

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	21,381	29,358
#2	164,386	234,351
#3	149,738	213,312
#4	149,738	213,312
#5	149,738	213,312
#6	153,618	218,801
#7	197,573	283,121
#8	45,586	66,605

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	19,367	24,573
#2	31,109	41,803
#3	28,022	37,401
#4	18,196	22,504

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	29,804	43,231
#2	21,381	31,330
#3	52,044	75,192
#4	64,369	93,945
#5	39,532	55,605
#6	20,829	30,936
#7	39,888	55,197
#8	26,557	35,742
#9	43,554	63,768
#10	122,974	175,670
#11	145,580	198,698
#12	55,138	74,713
#13	43,554	63,768
#14	93,208	121,684
#15	57,788	73,191
#16	57,788	73,191
#17	18,742	27,256
#18	57,053	81,765
#19	38,299	55,298
#20	40,463	58,715
#21	28,751	42,225
#22	275,609	397,465
#23	42,968	61,220
#24	35,145	49,939

#25	298,941	433,526
#26	296,928	430,478
#27	250,781	361,731
#28	250,781	361,731
#29	250,781	361,731
#30	250,781	361,731
#31	250,781	361,731
#32	250,781	361,731
#33	250,781	361,731
#34	250,781	361,731
#35	250,781	361,731
#36	250,781	361,731
#37	250,781	361,731
#38	250,781	361,731
#39	250,781	361,731
#40	104,458	150,609
#41	88,612	130,078
#42	401,386	582,537
#43	46,147	67,359
#44	146,923	213,890
#45	42,465	61,812
#46	355,239	513,452
#47	104,458	150,609
#48	104,458	150,609
#49	137,663	202,512
#50	95,198	139,151
#51	98,327	143,642
#52	95,198	139,151
#53	95,198	139,151

Data pertain to 2001

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	90,057	131,924
#2	60,342	85,828
#3	22,594	33,169
#4	33,275	45,381
#5	24,556	35,624
#6	55,924	83,553
#7	64,201	95,643

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	39,098	53,632
#2	48,164	66,423
#3	49,148	67,053
#4	45,105	61,528
#5	80,160	109,990

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	29,268	48,325

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	16,586	28,823

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	26,210	37,490
#2	33,082	47,131
#3	165,295	246,355
#4	55,492	81,748
#5	43,789	63,860
#6	67,759	100,046
#7	105,976	157,681
#8	85,335	123,750
#9	94,904	145,839
#10	38,507	57,961
#11	94,371	144,006
#12	71,183	108,013
#13	26,999	41,799
#14	31,115	47,528
#15	44,673	65,222
#16	58,991	88,539
#17	128,863	199,061
#18	71,336	107,446
#19	102,996	158,324
#20	128,863	199,061
#21	128,863	199,061
#22	102,996	158,324
#23	113,950	175,519
#24	115,576	169,973
#25	81,384	123,655

Data pertain to 2001

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	38,528	49,818
#2	29,008	38,340
#3	22,586	29,051
#4	60,194	85,762
#5	137,927	188,051
#6	101,674	137,567
#7	43,328	58,575
#8	52,823	70,863
#9	27,968	37,077
#10	56,479	75,482
#11	67,023	92,647
#12	35,729	46,280
#13	152,895	209,135

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	27,515	39,653
#2	37,587	54,807

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	26,742	37,144
#2	28,439	39,584

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	186,836	258,063
#2	201,339	279,030
#3	186,836	258,063
#4	186,836	258,063
#5	186,836	258,063
#6	235,787	329,338
#7	186,836	258,063
#8	222,801	309,689
#9	186,836	258,063
#10	214,237	296,991
#11	37,711	49,973
#12	27,008	34,432
#13	250,290	350,621
#14	72,175	103,429
#15	38,058	49,994
#16	27,657	36,995
#17	48,968	63,590
#18	42,122	55,987
#19	39,425	51,433

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	36,070	46,773
#2	25,626	31,579
#3	29,544	37,480
#4	81,610	104,651
#5	78,730	101,389
#6	46,963	61,707
#7	50,839	64,285
#8	26,251	33,751
#9	29,050	37,945

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	25,553	33,551
#2	26,489	34,037
#3	28,130	37,367
#4	18,583	23,373
#5	21,052	27,164

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	22,587	28,517
#2	28,256	38,095
#3	37,774	51,525
#4	29,971	38,242

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	21,698	26,314
#2	68,070	85,576
#3	42,507	52,843
#4	28,993	35,533
#5	18,419	23,352
#6	31,964	40,469

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	53,091	75,206
#2	40,174	57,397
#3	43,670	60,470
#4	20,323	26,895
#5	20,893	28,318
#6	29,983	39,976
#7	23,458	30,656

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	20,020	28,261
#2	18,498	26,532

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	67,581	98,250
#2	69,311	100,976
#3	73,155	107,033
#4	58,396	86,913
#5	55,783	81,961
#6	54,350	79,188
#7	53,568	78,557
#8	58,396	86,913

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	82,252	116,347
#2	55,550	78,120
#3	98,031	137,659
#4	91,783	128,977
#5	80,910	113,736
#6	62,216	87,144
#7	67,404	90,156
#8	67,404	90,156
#9	72,857	100,157
#10	41,101	59,136

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	23,274	30,243
#2	40,484	54,000
#3	24,994	33,587
#4	25,603	33,527
#5	27,986	35,703
#6	25,279	32,301
#7	29,615	38,006
#8	76,040	100,891
#9	57,554	76,516
#10	33,511	41,978
#11	114,656	149,728
#12	83,627	111,168
#13	57,102	71,654
#14	57,102	71,654
#15	72,349	92,032

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	25,505	33,646
#2	94,991	130,280
#3	72,218	97,146
#4	47,312	64,890
#5	96,254	128,862
#6	29,522	39,661
#7	26,258	35,260
#8	21,065	28,287

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	24,553	31,261
#2	32,917	43,374
#3	41,112	54,445
#4	28,973	37,153

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	73,280	99,071
#2	73,462	102,503
#3	79,484	108,475
#4	52,328	73,698
#5	33,860	48,142
#6	55,953	78,341
#7	28,248	41,300
#8	21,298	28,862
#9	33,889	45,818

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	31,370	57,639

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	26,476	35,502
#2	29,041	41,683
#3	19,855	25,808

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	79,044	112,592
#2	107,926	154,825
#3	79,044	112,592

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	34,730	49,176
#2	36,993	52,363

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	32,415	46,529
#2	49,984	72,857
#3	36,522	54,394
#4	51,808	75,807
#5	38,108	54,182
#6	60,685	83,931
#7	46,607	64,020
#8	23,313	32,660
#9	42,836	60,739
#10	36,718	50,531
#11	53,549	74,173
#12	61,781	86,269
#13	58,385	80,406

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	35,704	51,811
#2	47,244	67,931
#3	46,811	67,070

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	32,166	46,381
#2	65,620	95,496
#3	65,620	95,496
#4	33,454	49,224
#5	54,907	81,822
#6	21,453	30,349
#7	29,856	41,701
#8	67,822	88,443
#9	37,671	53,047
#10	16,218	22,698
#11	16,218	22,698
#12	89,274	119,836
#13	21,199	29,760
#14	73,056	95,214
#15	81,460	107,538
#16	8,404	11,340
#17	33,489	49,162
#18	25,086	36,477
#19	40,987	59,395
#20	23,330	33,630
#21	24,376	34,758
#22	30,889	44,358
#23	19,495	26,234
#24	26,862	37,611

Data pertain to 2001

#25	40,949	56,038
#26	62,302	84,614
#27	35,349	48,529
#28	59,459	80,691
#29	33,908	45,489

Data pertain to 2001

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	35,771	46,041
#2	60,617	81,303
#3	35,994	47,352
#4	50,363	65,628
#5	32,872	42,917
#6	39,221	52,135
#7	29,617	38,729
#8	72,887	96,471
#9	53,483	71,772
#10	28,887	37,197
#11	21,634	29,100
#12	92,757	120,318
#13	63,694	84,514

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	24,175	44,145

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	56,735	72,536
#2	60,507	78,516
#3	34,414	44,151
#4	23,333	28,633
#5	41,013	52,523
#6	26,387	35,136
#7	80,856	105,366
#8	44,811	57,870
#9	32,678	42,201
#10	60,149	76,978
#11	60,149	76,978
#12	69,870	91,268
#13	96,776	125,880
#14	110,107	142,621
#15	63,343	81,577
#16	25,341	32,924
#17	43,279	56,998
#18	25,575	32,328

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	36,951	50,259
#2	17,428	22,105
#3	19,768	24,577
#4	60,579	81,852
#5	41,370	55,080

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	53,009	72,895
#2	21,128	29,951
#3	41,542	59,010
#4	23,179	31,843
#5	56,605	80,081

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	44,086	60,825
#2	63,981	87,015
#3	24,293	32,231
#4	78,381	109,413
#5	24,526	31,607
#6	58,218	80,212
#7	63,249	87,336
#8	85,039	118,558
#9	40,034	57,854
#10	31,125	42,987
#11	24,997	34,963
#12	83,086	117,076
#13	63,981	87,015
#14	50,713	70,135
#15	52,270	71,595
#16	39,665	55,221
#17	26,614	36,206
#18	68,306	95,706
#19	24,906	35,563

Economic Impact of Franchised Businesses

**FRANCHISING AND JOBS
IN THE CONGRESSIONAL DISTRICTS OF RHODE ISLAND**

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	20,441	27,179
#2	27,360	36,215

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	39,385	53,767
#2	42,436	56,718
#3	21,424	26,706
#4	33,620	43,065
#5	26,456	34,096
#6	62,737	83,324

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	30,356	54,807

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	26,251	36,032
#2	33,447	47,278
#3	27,999	38,634
#4	24,041	31,751
#5	44,000	61,170
#6	21,410	28,178
#7	111,618	155,676
#8	75,220	103,727
#9	52,015	72,371

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	16,793	21,686
#2	23,870	32,583
#3	136,436	185,968
#4	46,316	62,985
#5	128,323	173,249
#6	71,049	95,043
#7	134,859	184,217
#8	143,264	197,075
#9	152,620	207,128
#10	40,308	52,859
#11	26,415	36,670
#12	65,232	87,497
#13	19,918	25,050
#14	22,744	28,563
#15	32,148	41,475
#16	22,251	30,613
#17	19,373	26,018
#18	134,859	184,217
#19	24,763	31,838
#20	58,656	83,394
#21	109,679	150,950
#22	149,418	204,949
#23	91,689	129,484
#24	177,459	238,826

Data pertain to 2001

#25	143,700	197,288
#26	100,401	134,676
#27	23,926	30,963
#28	76,828	110,739
#29	134,859	184,217
#30	114,482	153,893
#31	152,763	209,489
#32	114,482	153,893

Data pertain to 2001

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	61,505	87,498
#2	60,892	87,555
#3	54,817	78,872

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	16,742	30,939

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	44,038	60,924
#2	41,197	56,121
#3	58,697	74,504
#4	31,197	41,640
#5	20,474	27,056
#6	31,857	43,613
#7	43,777	57,948
#8	59,466	83,374
#9	22,323	28,998
#10	67,443	94,897
#11	55,243	77,380

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	90,789	122,204
#2	95,609	128,110
#3	20,444	27,155
#4	17,461	23,676
#5	18,980	26,483
#6	29,762	42,397
#7	67,131	90,018
#8	87,126	118,344
#9	92,847	125,982

Economic Impact of Franchised Businesses

**FRANCHISING AND JOBS
IN THE CONGRESSIONAL DISTRICTS OF WEST VIRGINIA**

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	19,685	24,734
#2	21,820	27,649
#3	18,816	24,644

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	76,257	103,127
#2	36,965	49,567
#3	24,206	32,770
#4	36,803	49,454
#5	65,328	88,313
#6	32,242	41,303
#7	22,029	29,697
#8	29,170	39,154

Economic Impact of Franchised Businesses

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

<u>Congressional District</u>	<u>Jobs in Franchised Businesses</u>	<u>Jobs Created by Franchised Businesses</u>
#1	20,424	35,190

Appendix

A. Geographic Groupings

Geographic Cells

The main databases 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 all counties that are 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 allows 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 the 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 is part of Clark County plus all the rest of Nevada) is all of Nevada, and the 3rd district (which falls entirely in Clark County) is Clark County.

This convention is necessary because the federal data that support this study are generally reported at the county level. **Exhibit 1** relates counties or county-like-units (e.g. parishes in Louisiana) to Congressional Districts for the 108th 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. If the website of the member of Congress for a district fails to mention such a county, then we exclude it from the Congressional District as defined for this study.

Exhibit 1

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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, Marshl, Morgan, Pickens, St Clair, Walker, Winston
	5	Colbert, Jackson, Lauderdale, Lawrence, Limestone, Madison, Morgan
	6	Bibb, Chilton, Coosa, Jefferson, St Clair, Shelby, Tuscoosa
	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-Angoo, 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)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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
	20	Fresno, Kern, Kings
	21	Fresno, Tulare
	22	Kern, Los Angeles, San Luis Obispo

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
California (53)	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)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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 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
	8	Lake, Marion, Orange, Osceola
	9	Hillsborough, Pasco, Pinellas
	10	Pinellas,
	11	Hillsborough, Manatee, Pinellas

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
Florida (25)	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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
Georgia (13)	1	Appling, Atkinson, Bacon, Ben Hill, Berrien, Brantley, Bryan, Camden, Charlton, Chatham, Clinch, Coffee, Colquitt, Cook, Echols, Glynn, Houston, Irwin, Jeff Davis, Lanier, Liberty, Long, Lowndes, McIntosh, Pierce, Pulaski, Ware, Wayne, Wilcox
	2	Baker, Brooks, Calhoun, Chattahoochee, Clay, Colquitt, Cook, Crisp, Decatur, Dougherty, Early, Grady, Lee, Lowndes, Miller, Mitchell, Muscogee, Quitman, Randolph, Seminole, Stewart, Sumter, Terrell, Thomas, Tift, Turner, Webster, Worth
	3	Baldwin, Bibb, Bleckley, Candler, Crawford, Dodge, Dooly, Emanuel, Evans, Hancock, Houston, Johnson, Jones, Laurens, Macon, Marion, Monroe, Montgomery, Peach, Pulaski, Schley, Tattnall, Taylor, Telfair, Toombs, Treutlen, Twiggs, Washington, Wheeler, Wilcox, Wilkinson
	4	De Kalb, Gwinnett
	5	Clayton, Cobb, De Kalb, Fulton
	6	Cherokee, Cobb, Fulton
	7	Bartow, Cherokee, Forsyth, Gwinnett, Paulding
	8	Bibb, Butts, Carroll, Coweta, Douglas, Fayette, Harris, Henry, Jasper, Jones, Lamar, Muscogee, Newton, Pike, Rockdale, Spalding, Troup, Upson
	9	Banks, Barrow, Columbia, Elbert, Franklin, Greene, Habersham, Hart, Jackson, Lincoln, Lumpkin, Mcduffie, Madison, Morgan, Newton, Oconee, Oglethorpe, Putnam, Rabun, Richmond, Stephens, Towns, Union, Walton, White, Wilkes
	10	Catoosa, Dade, Dawson, Fannin, Forsyth, Gilmer, Gordon, Gwinnett, Hall, Murray, Pickens, Rockdale, Walker, Walton, Whitfield
	11	Bartow, Carroll, Chattooga, Cobb, Coweta, Douglas, Floyd, Haralson, Harris, Heard, Meriwether, Muscogee, Paulding, Polk, Talbot, Troup, Upson
	12	Bryan, Bulloch, Burke, Chatham, Clarke, Effingham, Glascock, Jefferson, Jenkins, Oglethorpe, Richmond, Rockdale, Screven, Taliaferro, Warren
	13	Butts, Clayton, De Kalb, Fayette, Fulton, Gwinnett, Henry, Newton, Spalding, Walton
Hawaii (2)	1	Honolulu,
	2	Hawaii, Honolulu, Kauai, Maui

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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,
	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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
Illinois (19)	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, St Joseph
	2	Carroll, Cass, Elkhart, Fulton, Howard, La Porte, Marshall, Porter, Pulaski, 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
	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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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
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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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
	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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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 Annes, 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 Marys
	6	Allegany, Baltimore, Carroll, Frederick, Garrett, Harford, 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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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,
	14	Wayne,
	15	Monroe, Washtenaw, Wayne

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
Minnesota (8)	1	Blue Earth, Brown, Cottonwood, Dodge, Faribault, Fillmore, Freeborn, Houston, Jackson, Martin, Mower, Murray, Nicollet, Nobles, Olmsted, Pipestone, Rock, Steele, Wabasha, Waseca, Watonwan, Winona
	2	Carver, Dakota, Goodhue, Hennepin, Le Sueur, Rice, Scott, Washington
	3	Anoka, Hennepin
	4	Dakota, Ramsey, Washington
	5	Anoka, Hennepin, Ramsey
	6	Anoka, Benton, 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, Mahnomen, 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
	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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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
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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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
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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
New Mexico (3)	1	Bernalillo, Sandoval, Santa Fe, Tarrant, 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
	15	Bronx, New York, Queens
	16	Bronx,

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
New York (29)	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
	7	Bladen, Brunswick, Columbus, Cumberland, Duplin, New Hanover, Pender, Robeson, Sampson

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
North Carolina (13)	8	Anson, Cabarrus, Cumberland, Hoke, Mecklenburg, Montgomery, Richmond, Robeson, 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
	9	Erie, Lorain, Lucas, Ottawa

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
Ohio	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
	18	Athens, Belmont, Carroll, Coshocton, Guernsey, Harrison, Hocking, Holmes, Jackson, Knox, Licking, Morgan, Muskingum, Ross, Tuscarawas, Vinton
Oklahoma (5)	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
	5	Oklahoma, Pottawatomie, Seminole
Oregon (5)	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)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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, Lycoming, Mckean, Mifflin, Potter, Tioga, Venango, Warren
	6	Berks, Chester, Montgomery
	7	Chester, Delaware, Montgomery
	8	Bucks, Montgomery, Philadelphia
	9	Bedford, Blair, Cambria, Clearfield, Cumberland, Fayette, Franklin, Fulton, Huntingdon, Indiana, Juniata, Mifflin, Perry, Somerset
	10	Bradford, Lackawanna, Luzerne, Lycoming, Montour, Northumberland, Pike, Snyder, Sullivan, Susquehanna, 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	Lehigh, Montgomery, Northampton
	16	Berks, Chester, Lancaster
	17	Berks, Dauphin, Lebanon, Perry, Schuylkill
	18	Allegheny, Washington, Westmoreland
	19	Adams, Cumberland, York
Rhode Island (2)	1	Bristol, Newport, Providence
	2	Kent, Providence, Washington

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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
	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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
Texas (32)	1	Bowie, Camp, Cass, Delta, Franklin, Harrison, Hopkins, Hunt, Lamar, Marion, Morris, Nacogdoches, Panola, Red River, Rusk, Shelby, Titus, Upshur, Wood
	2	Angelina, Cherokee, Grimes, Hardin, Houston, Jasper, Liberty, Montgomery, Nacogdoches, Newton, Orange, Polk, Sabine, San Augustine, San Jacinto, Trinity, Tyler, Walker
	3	Collin, Dallas
	4	Collin, Cooke, Fannin, Grayson, Gregg, Hunt, Kaufman, Rains, Rockwall, Smith, Van Zandt
	5	Anderson, Dallas, Falls, Freestone, Henderson, Kaufman, Leon, Limestone, McLennan, Madison, Robertson
	6	Ellis, Hill, Johnson, Navarro, Tarrant
	7	Harris
	8	Harris, Montgomery
	9	Chambers, Galveston, Harris, Jefferson
	10	Travis
	11	Bell, Bosque, Coryell, Hamilton, Lampasas, McLennan, Milam, Mills, San Saba, Williamson
	12	Parker, Tarrant
	13	Archer, Armstrong, Baylor, Briscoe, Carson, Castro, Childress, Clay, Collingsworth, Cottle, Crosby, Dallam, Deaf Smith, Dickens, Donley, Floyd, Foard, Garza, Gray, Hale, Hall, Hansford, Hardeman, Hartley, Hemphill, Hutchinson, King, Knox, Lamb, Lipscomb, Montague, Moore, Motley, Ochiltree, Oldham, Potter, Randall, Roberts, Sherman, Swisher, Wheeler, Wichita, Wilbarger
	14	Aransas, Bastrop, Brazoria, Caldwell, Calhoun, Colorado, De Witt, Fayette, Gonzales, Guadalupe, Hays, Jackson, Karnes, Lavaca, Matagorda, Refugio, Victoria, Wharton, Wilson
	15	Bee, Brooks, Goliad, Hidalgo, Kleberg, Live Oak, Nueces, San Patricio
	16	El Paso

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
Texas (32)	17	Borden, Brown, Callahan, Coke, Coleman, Comanche, Concho, Dawson, Eastland, Erath, Fisher, Garza, Glasscock, Haskell, Hood, Irion, Jack, Jones, Kent, Mcculloch, Mitchell, Nolan, Palo Pinto, Runnels, Schleicher, Scurry, Shackelford, Somervell, Stephens, Sterling, Stonewall, Taylor, Throckmorton, Tom Green, Wise, Young
	18	Harris
	19	Andrews, Bailey, Cochran, Crane, Ector, Gaines, Hockley, Howard, Lamb, Loving, Lubbock, Lynn, Martin, Midland, Parmer, Terry, Ward, Winkler, Yoakum
	20	Bexar
	21	Bandera, Bexar, Blanco, Burnet, Comal, Gillespie, Hays, Kendall, Kerr, Kimble, Llano, Mason, Menard, Travis
	22	Brazoria, Fort Bend, Harris
	23	Bexar, Brewster, Crockett, Culberson, Dimmit, Edwards, El Paso, Hudspeth, Jeff Davis, Kinney, Maverick, Medina, Pecos, Presidio, Reagan, Real, Reeves, Sutton, Terrell, Upton, Uvalde, Val Verde, Webb, Zavala
	24	Dallas, Tarrant
	25	Fort Bend, Harris
	26	Collin, Denton, Tarrant, Wise
	27	Cameron, Kenedy, Kleberg, Nueces, Willacy
	28	Atascosa, Bexar, Duval, Frio, Hidalgo, Jim Hogg, Jim Wells, La Salle, McMullen, Starr, Zapata
	29	Harris
	30	Dallas
	31	Austin, Bastrop, Brazos, Burleson, Harris, Lee, Waller, Washington, 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)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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, Fredericksbg (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 Hghts (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), Charltsvllle (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)
	10	Clarke, Fairfax, Fauquier, Frederick, Loudoun, Prince William, Warren, Manassas (City), Manassas Park (City), Winchester
	11	Fairfax, Prince William, Fairfax (City)

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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

Exhibit 1 (Continued)

State Name (Number of CDs)	Congressional District	County (County-Like-Unit) Name
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
	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 “Atoms”

Information for this study is broken down by line of business. The lowest level of detail at which the study database was managed is business line within a geographic cell. This is referred to as a database “atom.”

Industry Code Definitions

The IFA Educational Foundation supplied a list of Lines of Business to be used in the study. However, the federal government organizes economic information according to different classification systems, including the North American Industry Classification System (NAICS) and the Standard Industrial Classification (SIC). Therefore, it was necessary to translate NAICS and SIC categories into Lines of Business.

Exhibit 2 shows the crosswalks between Lines of Business and NAICS codes. **Exhibit 3** shows the crosswalks between Lines of Business and SIC codes, which in some cases have been elaborated to the eight-digit level by Dun & Bradstreet.

Exhibit 2

Business Line	NAICS Codes
<i>Business Format Sectors</i>	
Automotive	421120-421140, 441300-441320, 448410, 532100-532120, 811100-811198
Commercial and Residential Services	230000-235990, 541310-541320, 541340-541370, 541410, 561200-561210, 561700-561790, 562000-562998
Quick Service Restaurants	722200-722213
Table/Full Service Restaurants	722100-722110, 722400-722410
Retail Food	311811, 445000-445299, 722300-722330
Lodging	721000-721310
Real Estate	531000-531390
Retail Products and Services	442000-444200, 446000-446199, 448000-453920, 453990-454319, 532200-532310, 541920-541922, 811200-811219, 811400-811490
Business Services	323000-323122, 339950, 481112, 481212-482112, 483111, 483113, 483211, 484000-484230, 488320, 488500-488991, 492000-493190, 514200-514210, 522293-522294, 522300, 522320, 524130-525190, 532400-541219, 541330, 541380-541400, 541420-541910, 541930, 541990-561110, 561300-561499, 561600-561622, 561900-561990, 811300-811310
Personal Services	481111, 481211, 483112, 483114, 483212, 485000-485999, 487000-487990, 522000-522292, 522298, 522310, 522390-524128, 525900-525990, 541940, 561500-561599, 610000-713990, 812000-812990
<i>Product Distribution Sectors</i>	
Automotive and Truck Dealers	421110, 441100-441229, 453930
Gasoline Service Stations	447000-447190
Beverage Bottling	312110-312112, 422810, 445300-445310
<i>Non-Franchise Sectors</i>	
All Non-Business Format and Non-Product Distribution	All NAICS categories not listed above

Exhibit 3

Business Line	SIC Codes
<i>Business Format Sectors</i>	
Automotive	5013-5015, 5531, 57319901, 7513-7515, 7519, 7532-7539, 7542, 7549, 76992400-76992403
Commercial and Residential Services	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
Quick Service Restaurants	58120000, 58120200-58120206, 58120300-58120315, 58120400-58120405, 58120600-58120602, 58129901, 58129905
Table/Full Service Restaurants	58120100-58120117, 58120500-58120502, 58120700-58120702, 58120800-58120802, 58129902, 58129904, 58129907, 58129909, 5813
Retail Food	47890201-47890202, 5411, 54210000, 54210100-54210102, 5431, 5441, 5451, 5461, 5499, 58129903, 58129906, 59630200-59630207
Lodging	7011, 7021, 7032-7033, 7041
Real Estate	42259902-42259903, 6512-6519, 6531
Retail Products and Services	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,

Exhibit 3 (Continued)

Business Line	SIC Codes
	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, 76999901-76999909, 76999911-76999912, 78190404, 7841, 79990201, 79990500-79990503, 79991400, 79991403, 79991406, 79991408- 79991411, 79991510, 79999911, 79999914, 80999903
Business Services	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,

Exhibit 3 (Continued)

Business Line	SIC Codes
	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
Personal Services	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, 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,

Exhibit 3 (Continued)

Business Line	SIC Codes
	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>	
Automotive and Truck Dealers	5012, 5271, 5511, 5521, 5551, 5561, 5571, 5599
Gasoline Service Stations	5541
Beverage Bottling	2086, 5149, 5181, 5921
<i>Non-Franchise Sectors</i>	
All Non-Business Format and Non-Product Distribution	All SIC categories not listed above

C. Databases

Key Economic Measures

The key economic measures in this study are employment (jobs), payroll, output, and establishments. Total employment, 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 Congressional District, State, and national levels, differentiated by type of ownership.

County Business Patterns (U.S. Census Bureau, 2001) – CBP contains data on the number of establishments, employment, 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, 2001) – 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. NES does not indicate whether an establishment is part of a franchise system.

IMPLAN (Minnesota IMPLAN Group, Inc., 2001 projections from 2000 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 (BEA, BLS, 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 other sources: *D&B MarketPlace CD-Rom* and a *Survey* of IFA members.

D&B MarketPlace CD-Rom (Dun & Bradstreet, Oct-Dec 2003) – D&B has information on more than 13 million business establishments in the United States. The information includes the number of establishments and employment at the national, State, and county levels, in addition to industry detail based on 1987 SIC codes (which D&B elaborates to the eight-digit level). The database indicates which establishments are franchised businesses, and it includes a breakdown of franchised establishments into franchisor-owned or franchisee-owned.

Survey (IFA-EF, December 2003) – 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, number of employees, total sales, and total payroll in the franchise system as of December 31, 2002. They were further asked to identify the business line of their operation and to breakout their responses by franchisor-owned and franchisee-owned establishments. An additional group of non-members with 200 or more operating units was also invited to complete the questionnaire.

Over 70 percent of large franchise systems responded. A large franchise system is defined to be one with 500 or more operating units.

The survey questionnaire is **Exhibit 4**.

Exhibit 4

IFA Educational Foundation Economic Impact of Franchising Survey

Instructions

Before completing the survey, please read the instructions and review the Definitions & Terminology (*Attachment 2*). There are three options for completing and submitting the survey.

Option 1—(preferred)

Fill in the Excel Form that is attached to the *IFA Economic Impact Survey* package. You may refer to the Word Survey Form included in this package as needed.

Option 2

Fill in your responses on this Word Survey Form.

Option 3 (least preferred)

Print the Word Survey Form and manually fill in your responses.

Follow these steps:

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.

Step 4: Submit the survey to PwC based on the option chosen from above.

Options 1 and 2—email the survey to

FranchiseSurvey@us.pwc.com

If you do not wish to send your system's data over the internet, copy the Excel Form (Option 1) or the Word Survey Form (Option 2) to a diskette or CD, and send it via regular mail to the address below.

Option 3—send the survey to

Economic Impact Survey of Franchising
PricewaterhouseCoopers, L.L.P.
1301 K Street, NW, Suite 800W
Washington, DC 20005-3333

Exhibit 4 (Continued)

**IFA Educational Foundation
Economic Impact of Franchising Survey**

Word Survey Form

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, personnel 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)

**IFA Educational Foundation
Economic Impact of Franchising Survey**

Step 3—Franchise System Information

Please provide the information requested below.

- Refer to the Definitions and Terminology (*Attachment 2*)
- The reference date for all responses is the calendar year ending December 31, 2002.
 - If available data is for a fiscal year, indicate this below and provide the year end date.
- 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.
- You may submit your answers on this form or in an Excel spreadsheet attached to this email package (Option 1). Please see *Attachment 1* for an example of the Excel spreadsheet.

Reference Date: 12/31/2002 Another date (please specify) _____ Estimated?

1. Units open and operating in the U.S. on the reference date	a) Company-owned (U.S. based) _____ b) Franchisee-owned (U.S. based) _____ c) Franchisor offices (U.S. based) _____	[] [] []
2. Gross Sales for the reference year	a) Company-owned (U.S. based) _____ b) Franchisee-owned (U.S. based) _____ c) Franchisor offices: Direct sales through other distribution channels _____	[] [] []
3. Employees on the reference date	a) Company-owned (U.S. based) _____ b) Franchisee-owned (U.S. based) _____ c) Franchisor offices (U.S. based) _____	[] [] []
4. Payroll for the reference year	a) Company-owned (U.S. based) _____ b) Franchisee-owned (U.S. based) _____ c) Franchisor offices (U.S. based) _____	[] [] []
5. List all units and franchisor offices (<i>see example, Attachment 1</i>). Provide the following information for each unit --		
(a) Ownership type—company-owned, franchisee-owned, or franchisor office		
(b) Unit ID—a unique identifier for the unit, i.e., a number, an alphanumeric code, an abbreviated name, etc.		
(c) Zip Code where the unit is located		
(d) Gross Sales		

If you are using the Word Survey Form (Option 2), paste your list below. If you are manually filling in the information on the Word Survey Form (Option 3), attach a printed list to this form.

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

Exhibit 4 (Continued)
Attachment 1
Sample Excel Spreadsheet

Example responses for Step 3, Items 1 – 4

Indicate the reference date for your answers.		Year-end 12/31/2002	<input type="checkbox"/>	Other Year-end	<input checked="" type="checkbox"/>	Specify	<input type="text" value="9/30/2002"/>
		<small>Estimated? If so, place an X here.</small>					
1. Units open and operating on the reference date	a) Company-owned (US based)	25					
	b) Franchisee-owned (US based)	41	x				
	c) Franchisor offices (US based)	4					
2. Gross Sales for the reference year	a) Company-owned (US based)	\$ 10,987,654.00					
	b) Franchisee-owned (US based)	\$ 18,019,752.56	x				
	c) Franchisor Offices direct sales through other distribution channels	\$ 2,197,530.80					
3. Employees on the reference date	a) Company-owned (US based)	261					
	b) Franchisee-owned (US based)	462	x				
	c) Franchisor offices (US based)	99					
4. Payroll for the reference year	a) Company-owned (US based)	\$ 3,662,551.44					
	b) Franchisee-owned (US based)	\$ 6,006,584.98	x				
	c) Franchisor offices (US based)	\$ 4,000,195.36					

Example for Step 3, Item 5: Unit Listing

Ownership Type	Unit ID	Zip Code of Unit Location	Unit Gross Sales
Franchisor Office	01	20002	\$ 1,225,697.36
Compny Owned	C11	13326	\$ 765,430.00
Company Owned	C12	16667	\$ 234,587.00
Franchisee-owned	F51	13345	\$ 562,790.00
Franchisee-owned	F52	13467	\$ 123,409.00
Franchisee-owned	F53	20017	\$ 1,203,974.00

Exhibit 4 (Continued)

Attachment 2

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.

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.

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 (eg., Internet sales)
- Franchise fees, sales of new franchises, and real estate income
- All revenue from non-U.S. franchises (eg., 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

Payroll: All forms of employee compensation. Includes:

- Salaries and wages
- Reported tips
- Commissions and bonuses
- Vacation and sick leave pay
- Employee contributions to FICA and pension plans
- The value of taxable fringe benefits
- Amounts paid to franchisor officers and executives

D. Estimation Methods

Data Preparation

County Business Patterns – The objective is to drive CBP establishment, employment and payroll data down to the atomic level, i.e. by business line within geographic cell. At the national level, establishment, employment, and payroll values are complete within business lines. At the State level, establishment, employment, and payroll values are complete, but not by business line. And at the atom level some information is suppressed due to federal concerns over disclosure. To overcome these problems, we used a two-stage raking methodology to develop atom-level values of establishments, employment and payroll. The following is a summary of the methodology as applied to the establishment data. An analogous process was applied to the employment 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 State (row) and a 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 were 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” algorithm¹ 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 conducted for each State. In this case, the rows of the matrix are 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 totalled to the CBP number of establishments within each State geographic cell and the columns totalled to the number of establishments 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, employment, and payroll values for each atom in every State. A 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 equalled the CBP national business line total, and the total of atom values within a State equalled the CBP total for the State.

¹ Oh, H. L. and Scheuren, F. (1987). Modified Raking Ratio Estimation. *Survey Methodology*, vol. 13, no. 2, pp. 209-219.

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. Therefore the atom-level employee-equivalent 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 employee-equivalent value by the CBP payroll per employee for the same atom. After this process was completed, we had establishment, employment and payroll values for each atom in each State.

“Government” Values – The CBP and NES atom-level establishment, employment, 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, employment, and payroll values were set to zero.

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

However, D&B is only a partial listing of business establishments in the U.S. in that it lists about 13 million establishments while the government databases account for over 24 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 show 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 is the independent variable, and the D&B establishment value is 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 is missing. A similar process was used to impute missing D&B employment values.

A second set of business line regression models was 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. 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 were checked for consistency and quality of the information. Most respondents provided actual values for only the number of franchisor- and franchisee-owned units. The employment, payroll, and sales

values were generally estimated. Additionally, many respondents did not supply a geographic breakdown of the establishments.

The data from respondents who were able to provide the complete details that were asked for in the Survey was used to perform diagnostic comparisons with D&B data. These comparisons led us to conclude that the best use of the Survey data was to compare the unit counts from all properly completed surveys with D&B establishment counts for the same respondents. In preparation for the comparisons, franchised establishment, franchisor-owned establishment, and franchisee-owned establishment values were aggregated within business lines without regard to geographic location.

The Survey relates to 10 Lines of Business in which business format franchising is found.

Corresponding D&B Data – D&B information on each Survey respondent (“Corresponding D&B data”) was extracted. The franchised establishment, franchisor-owned establishment, and franchisee-owned establishment information was organized by the 10 business format Lines of Business so that it was comparable to the Survey data.

IMPLAN – The model database contains output data for the year 2000 along with growth rates. We extracted the total (franchise and non-franchise) 2000 output values for each State, as well as each Congressional District, and multiplied the values by the appropriate growth rate to obtain 2001 total output. 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 the 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 follow steps are taken.

1. For each Line of Business the adjusted D&B establishment count is the D&B establishment count multiplied by the ratio of the Survey establishment count to the Corresponding D&B establishment count.

2. The D&B adjusted franchisor(franchisee)-owned establishment count is the total number of D&B franchisor(franchisee)-owned establishments multiplied by the ratio of the Survey franchisor(franchisee)-owned establishment count to the Corresponding D&B franchisor(franchisee)-owned establishment count.
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- 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 Business as the adjustment factor. The adjusted D&B establishment count is the atom's D&B franchise count multiplied by the adjustment factor. No breakout between franchisor- and franchisee-owned establishments is considered.

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

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

The Accommodation & Foodservices—Subject Series² from the 1997 Economic Census of the U.S. Census Bureau contains information on the number of franchisor- and franchisee-owned full service and limited service restaurants. Our estimates for the combination of the Quick Service and Full Service business lines using the method described above were consistent with the 1997 Economic Census number (considering growth from 1997 to 2001), but the values for each business line separately were not consistent. An examination of the Corresponding D&B data revealed that D&B occasionally assigned a full service restaurant SIC code to a quick service restaurant, and visa versa. We decided that the proper remedy for the circumstance was to apply the percentages of franchisor- and franchisee-owned establishments from the 1997 Economic Census as this is the best information available. These percentages are available by State, so they are applied at the State level within the two restaurant business lines.

² Release December 15, 2000.

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

Employment – Except for the two restaurant business lines and the Automotive and Truck Dealer business line, the number of employees in franchising was computed within each atom by multiplying the government employee value by the atom ratio of the D&B adjusted number of franchised establishments to the D&B number of establishments. The franchise employment calculations for the three business line exceptions were done in a similar way to the franchise establishment calculation. The total number of employees in franchising equals the sum of employees at franchisor- and franchisee-owned establishments.

Payroll – The payroll of franchised establishments was computed within each atom by multiplying the estimated number of franchisor/franchisee employees by the atom government payroll per employee ratio. The total franchising payroll equals the sum of payroll for franchisor- and franchisee-owned establishments.

Output – The direct output of franchise businesses was obtained by entering the estimates of franchise employment into the IMPLAN model. The model calculated direct franchising output based on average output-per-worker ratios at the national, State, and Congressional District level within business line category.

Indirect Economic Impact Estimates

The IMPLAN model calculates the employment, payroll and output that results because of franchised businesses based on input-output tables. These calculations are 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 effects on non-franchised businesses are reported.

Some indirect effects cross geographic boundaries, and are not included in a 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. But this could not be done for the Congressional Districts within a State because they may overlap. Therefore, adding Congressional District direct or indirect effects would result in overcounting at the State level.