

# EXECUTIVE SUMMARY

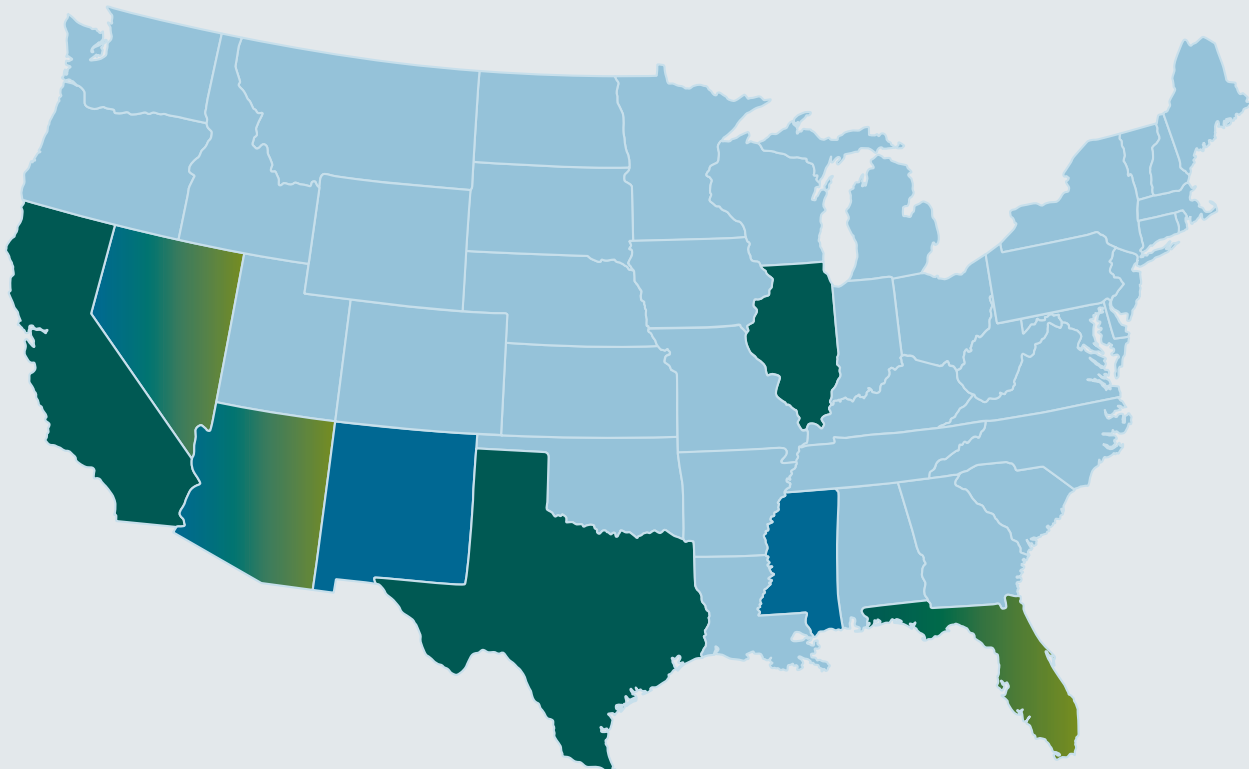
## FRANCHISED BUSINESSES IN STATES AND CONGRESSIONAL DISTRICTS

Franchised businesses operate in all 50 States, the District of Columbia, and in every Congressional District. Below is a key for States with the greatest amount of economic activity due to franchised businesses.

- Jobs and payrolls in franchised businesses were greatest in California, Texas, Florida and Illinois.
- Relative to the size of the statewide economy, franchising had the greatest impact on jobs and payrolls in Nevada, New Mexico, Arizona, and Mississippi.
- Franchising accounted for the largest share of State payrolls in Nevada, Arizona, and Florida.

# 10%

FRANCHISING PROVIDES EMPLOYMENT FOR AT LEAST 10% OF A STATE'S PRIVATE SECTOR WORKFORCE IN EVERY STATE EXCEPT NEW YORK. THE AVERAGE PER STATE IS 15.3%.



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## DIRECT AND TOTAL CONTRIBUTIONS OF FRANCHISED BUSINESSES BY STATE

// ESTABLISHMENTS, JOBS, PAYROLL AND ECONOMIC OUTPUT // 2005

State	Franchise Establishments	Franchising Jobs	Franchising Payroll (\$ millions)	Franchising Output (\$ millions)	Jobs Due to Franchising	Payroll Due to Franchising (\$ millions)	Output Due to Franchising (\$ millions)
Alabama	15,557	184,612	\$3,888.2	\$12,492.0	333,898	\$8,767.3	\$31,088.5
Alaska	1,576	17,428	\$512.7	\$1,461.8	33,221	\$1,162.9	\$3,782.2
Arizona	20,098	262,812	\$6,616.1	\$21,397.1	511,179	\$15,901.5	\$57,391.9
Arkansas	10,070	108,598	\$2,212.2	\$7,128.4	199,349	\$4,995.8	\$17,638.2
California	97,191	1,162,888	\$33,949.4	\$105,731.6	2,290,058	\$83,236.6	\$285,789.3
Colorado	18,135	197,294	\$5,272.9	\$16,080.1	381,830	\$12,824.8	\$43,676.1
Connecticut	9,451	110,555	\$3,628.7	\$11,218.8	212,366	\$8,656.8	\$29,314.6
Delaware	2,721	33,607	\$1,031.7	\$3,022.0	58,906	\$2,136.8	\$6,972.6
D.C.	1,293	21,660	\$688.3	\$2,281.1	37,371	\$1,510.2	\$5,263.6
Florida	61,649	728,200	\$18,091.9	\$56,159.3	1,486,306	\$45,992.6	\$160,442.2
Georgia	32,680	390,534	\$9,128.5	\$29,754.1	723,186	\$21,470.9	\$77,675.6
Hawaii	3,017	43,248	\$1,113.1	\$3,575.5	87,122	\$2,714.4	\$9,913.5
Idaho	4,915	50,715	\$1,098.2	\$3,437.5	98,274	\$2,570.8	\$8,856.3
Illinois	39,116	503,355	\$13,972.9	\$43,041.7	962,411	\$33,617.6	\$114,235.6
Indiana	19,608	265,339	\$5,802.3	\$18,169.0	485,393	\$13,195.7	\$45,287.7
Iowa	10,662	129,311	\$2,757.8	\$8,698.0	236,633	\$6,183.9	\$21,493.1
Kansas	9,991	119,739	\$2,608.6	\$8,218.6	221,646	\$5,970.7	\$20,920.6
Kentucky	14,286	176,272	\$3,541.7	\$11,836.4	309,311	\$7,676.8	\$28,039.9
Louisiana	13,760	172,763	\$3,531.6	\$12,283.2	322,648	\$8,158.1	\$31,164.2
Maine	3,934	43,286	\$1,066.5	\$3,463.7	85,205	\$2,482.8	\$8,758.8
Maryland	15,935	206,876	\$5,796.1	\$17,741.7	418,259	\$14,590.6	\$49,745.6
Massachusetts	15,768	199,909	\$5,928.1	\$18,517.1	388,054	\$14,647.6	\$49,285.1

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Michigan	28,139	328,908	\$8,291.3	\$26,005.0	610,298	\$19,197.3	\$65,425.4
Minnesota	17,952	227,244	\$6,007.7	\$18,208.9	433,487	\$14,308.8	\$47,788.4
Mississippi	10,279	123,203	\$2,356.7	\$8,010.4	221,048	\$5,224.4	\$19,333.6
Missouri	20,957	257,311	\$6,255.6	\$19,319.1	500,140	\$15,096.8	\$51,808.4
Montana	3,478	34,938	\$708.6	\$2,472.1	66,509	\$1,637.1	\$6,327.4
Nebraska	6,799	82,392	\$1,829.6	\$5,880.4	156,671	\$4,303.9	\$15,436.5
Nevada	8,184	141,002	\$4,077.2	\$13,088.4	267,971	\$9,373.7	\$33,790.9
New Hampshire	4,234	49,404	\$1,368.4	\$4,412.6	96,695	\$3,213.5	\$11,198.7
New Jersey	20,636	246,732	\$7,914.9	\$24,648.1	475,326	\$18,719.0	\$63,970.3
New Mexico	5,968	75,057	\$1,579.3	\$5,021.3	147,500	\$3,895.3	\$13,659.9
New York	40,579	432,387	\$12,581.3	\$40,346.6	842,500	\$31,378.5	\$111,307.7
North Carolina	28,693	349,019	\$8,026.2	\$26,118.1	640,196	\$17,946.9	\$64,055.4
North Dakota	2,348	28,206	\$588.3	\$1,935.0	52,598	\$1,321.0	\$4,817.3
Ohio	34,941	473,421	\$10,777.4	\$33,918.7	860,549	\$24,289.4	\$83,736.6
Oklahoma	12,660	146,685	\$3,014.1	\$9,453.9	275,794	\$7,129.0	\$24,800.8
Oregon	12,588	132,483	\$3,414.6	\$10,215.2	258,496	\$8,091.8	\$26,780.6
Pennsylvania	35,735	426,740	\$10,982.4	\$34,887.4	836,500	\$26,826.2	\$94,006.2
Rhode Island	3,077	35,860	\$870.2	\$2,779.3	64,269	\$1,896.2	\$6,616.4
South Carolina	15,063	181,813	\$3,794.7	\$12,318.3	328,298	\$8,416.8	\$30,120.4
South Dakota	3,204	36,997	\$779.6	\$2,465.6	69,674	\$1,815.5	\$6,314.3
Tennessee	21,562	270,085	\$6,388.5	\$20,941.0	510,050	\$15,078.1	\$54,278.6
Texas	71,219	861,548	\$21,250.5	\$68,785.6	1,585,513	\$48,757.3	\$176,235.3

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Utah	7,669	94,352	\$2,106.0	\$6,986.2	183,350	\$4,991.6	\$18,262.1
Vermont	1,982	19,167	\$462.5	\$1,492.3	38,227	\$1,077.2	\$3,770.5
Virginia	26,028	336,901	\$8,595.6	\$26,807.6	627,460	\$20,235.9	\$69,454.1
Washington	18,741	203,194	\$5,399.4	\$16,896.4	378,611	\$12,394.4	\$42,774.3
West Virginia	5,595	66,610	\$1,219.2	\$4,353.8	116,882	\$2,613.8	\$10,150.9
Wisconsin	17,438	216,621	\$5,295.5	\$15,886.1	408,498	\$12,207.9	\$40,194.1
Wyoming	2,091	21,924	\$470.8	\$1,552.8	38,900	\$1,019.6	\$3,662.8
<b>TOTAL U.S.</b>	<b>909,253</b>	<b>11,029,206</b>	<b>\$278,643.2</b>	<b>\$880,914.7</b>	<b>20,974,636</b>	<b>\$660,921.9</b>	<b>\$2,306,812.8</b>

## METHODOLOGY

The key economic measures in this study are: employment (jobs), payroll, output, and establishments. Total employment, payroll, and establishment values were obtained at the county level from two databases: County Business Patterns and Nonemployer Statistics. Output values were obtained from IMPLAN at the national and State levels and were differentiated by type of ownership. Data about franchising were obtained from two data sources: D&B MarketPlace DVD-ROM and a Survey of IFA members. The main databases used for the study contain information down to the county or county-like unit level within each state. How these databases were used, how franchise business categories were mapped to NAICS categories, and how county-level data was reported for use in the study is explained in a detailed methodology section in the full report.