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# ***The Economic Impact of Franchised Businesses: Volume IV, 2016***

*The Economic Impact  
of Franchised  
Businesses: Volume IV,  
2016*

*September 12, 2016*

## **Part I: National and State Estimates**

Prepared for

IFA Education and Research  
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# ***The Economic Impact of Franchised Businesses: Volume IV, 2016***

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

## ***Volume IV***

### ***EXECUTIVE SUMMARY***

**Background**—In February of 2011, PricewaterhouseCoopers LLP (PwC) released Volume III of *The Economic Impact of Franchised Businesses*, which provided measures of the total economic impact of franchised businesses in the United States for 2007. That report used data from the 2007 Economic Census and other sources to highlight the importance of franchising to the U.S. economy.

This report provides updated estimates of the total economic impact of franchised businesses for the year 2016, using more recent data from the Economic Census and other data sources. The estimates provided below pertain to the U.S. economy and the economies of the 50 states and the District of Columbia.

**What Happens in Franchised Businesses**—Franchised businesses (including business format and product distribution franchises) operated over 801,000 establishments in the United States in 2016, counting both establishments owned by franchisees and franchisors. These establishments represented 2.3 percent of all nonfarm business establishments in the United States. Franchised businesses directly provided nearly 9.0 million jobs, met a \$351 billion payroll, produced \$868 billion of output, and added over \$541 billion of gross domestic product (“GDP”). Franchised businesses directly accounted for 5.6 percent of all private nonfarm jobs, 3.8 percent of all private nonfarm payroll, 2.8 percent of all private nonfarm output, and 3.4 percent of private nonfarm GDP in 2016. Franchised businesses directly provided a greater number of jobs in 2016 than 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 in franchised businesses, because franchises purchase products and services from non-franchise suppliers, and franchise owners and workers spend income earned from franchising on personal purchases. As a result of these spillover effects, in 2016, franchising directly and indirectly accounted for 16.1 million private nonfarm jobs (10.1 percent of all private nonfarm jobs) and \$0.7 trillion of private nonfarm payroll (7.7 percent of all private nonfarm payroll), \$2.1 trillion of private nonfarm output (6.8 percent of all private nonfarm output), and \$1.2 trillion of private nonfarm GDP (7.4 percent of all private nonfarm GDP).

**Business Format and Product Distribution Franchising**—Business format franchises sell the franchisor's product or service, with the franchisor's trademark, and operate the business according to a system provided by the franchisor. Product distribution franchises sell the franchisor's products and are supplier-dealer relationships. Business format franchising is more prevalent than product distribution franchising, accounting for almost 11 times as many establishments and more than five times as many jobs in 2016. Franchisees owned most (88 percent) of the establishments that operated under a business format franchise. Among business format franchises, Quick Service Restaurants accounted for more establishments, jobs, and payroll and produced greater output and value-added than any other single line of business in 2016. Among product distribution franchises, Automotive and Truck Dealers provided the most jobs and greatest payroll.

***Franchised Businesses in States***—Franchised businesses operate in all 50 states and the District of Columbia. Jobs in franchised businesses were greatest in California, Texas, and Florida in 2016. Payroll, output, and contribution to GDP of franchised businesses were also greatest in California, Texas, and Florida. Relative to the size of the statewide economy, franchising had the greatest impact on jobs in Kentucky, North Carolina, and Tennessee. Franchising accounted for the largest share of payroll in Florida and North Carolina and the largest share of GDP in Florida and Tennessee.

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

## ***Volume IV***

### **Extended Summary of Estimates for 2016**

#### **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 and product distribution franchising.

This report supplements national-level data compiled by the U.S. Census Bureau and other sources in order to provide a more complete picture of franchising in the United States for 2016. In particular, the data were supplemented by including (1) estimates of franchising activities in additional industries not covered by the Census, (2) businesses without paid employees (so-called “nonemployers”),<sup>1</sup> (3) additional economic variables, and (4) estimates of the additional economic activity generated by franchised businesses through their purchases of goods and services (indirect impact) and through the personal purchases of their owners and employees (induced impacts). Results were forecast for 2016. The national-level results were allocated to the state level.

The report consists almost entirely of tables of estimates of economic impact. In all there are 60 tables: five relating to the U.S. economy [**Views US(1)-US(5)**] and 55 relating to the economies of the states and the District of Columbia [**Views S(1)-S(55)**]. 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 Economics & Statistics practice of PwC 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.

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<sup>1</sup> Nonemployers primarily consist of self-employed individuals operating small unincorporated businesses and other independent contractors.

- 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, including employer contributions for employee pension and insurance funds and government social insurance. Payroll also includes proprietor's income for self-employed individuals and partnerships.
- Annual output  
The output of a franchised business line is the gross value of goods and services it produces. It is a concept that is comparable to sales for most industries. In government input-output accounts, the output of goods-producing industries is measured by the value of shipments. For most other industries, output is measured by receipts or revenues from goods and services sold. A special case is the output of the wholesale and retail industries, which is measured generally as the difference between receipts or revenues and the cost of goods sold--this difference is referred to as "margin."<sup>2</sup>
- Gross Domestic Product ("GDP")  
The contribution to GDP (also known as value added) of a franchised business line is the gross value of goods and services it produces less its expenditures on intermediate inputs. GDP can also be measured as the sum of compensation of employees, taxes on production and imports, and gross operating surplus, less subsidies.

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

**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 add more jobs in order to fill the orders from franchised businesses. Likewise, the employees and owners of franchised businesses and their suppliers spend their incomes on products and services from other businesses, which in turn results in more jobs and make larger payrolls.

In describing the amount of economic activity that occurs *because of* franchised businesses we combine activity *in* franchised businesses with additional activities in other businesses that occurs as a result of franchised businesses. For example, if producing \$1,000 of output of a franchised business requires \$700 of output in other businesses, we report that \$1,700 of output occurs *because of* franchised businesses. (In other economic studies the \$1,000 is sometimes called the "direct output impact," the \$700 is called the "indirect output impact" or "spillover effect," and the \$1,700 is called the "total output impact.")

Including direct and indirect effects, 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
- Total contribution to GDP made because of franchised businesses

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<sup>2</sup> Several franchising lines of businesses (Automobile & Truck Dealers, Gasoline Service Stations without Convenience Stores, and Retail Food) are pure retailers. Two other lines (Automotive and Retail Products & Services) partly belong to the wholesale and retail industries.

We report these economic quantities—

- For the United States, and
- Separately for each state and the District of Columbia

**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 franchise model from those that follow the business format franchise 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. **Table 1** on page I-5, below, lists the 13 lines of business. A detailed crosswalk that links lines of business with codes in the North American Industrial Classification System is in the **Appendix**.

### ***Methodology***

**Data processing required.**—To derive the statistics in this report we have combined and processed data from several different sources.

**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:

- *The Quarterly Census of Employment and Wages* (QCEW), produced by the U.S. Bureau of Labor Statistics
- *Nonemployer Statistics* (NES), produced by the U.S. Bureau of the Census
- *The IMPLAN Model* (IMPLAN)

Used together, these databases provide a systematic, comprehensive, and detailed accounting of establishments, jobs, payroll, output, and GDP. However, they do not identify which establishments are franchised businesses and which are not. Therefore we merge the databases with four other sources that indicate franchising activity—namely,

- *The 2012 Economic Census*, produced by the U.S. Bureau of the Census
- *The 2012 Survey of Business Owners*, produced by the U.S. Bureau of the Census
- *Dun & Bradstreet's Marketing Database*
- *Franchise Disclosure Document* information compiled by FRANdata

We use the latest version of each government data source available (2015 for QCEW and 2014 for NES), forecasted through 2016 using data from the Bureau of Labor Statistics. We first develop national-level estimates by franchised business line and then allocate these estimates across the 50 states and the District of Columbia.

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

**Measuring activity occurring *because of* franchised businesses.**—We used the IMPLAN economic modeling system to estimate the additional economic activity that occurs outside of franchised businesses because of the economic activity that occurs in franchised businesses. IMPLAN is a well-known tool of its kind and shares the same fundamental modeling framework as the Regional Input-Output Modeling System developed by the U.S. Department of Commerce.



IMPLAN is built around an “input-output” table which shows 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 trigger 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 additional demand rippling through the input-output table. The model provides a consistent framework to trace such spillover effects and to estimate the jobs, payroll, output, and contribution to GDP that occurs throughout the economy *because of* franchised businesses.

**Note on Comparability with Previous Estimates.**— In February 2004, PwC released Volume I of *The Economic Impact of Franchised Businesses*, which provided measures of the total economic impact of franchised businesses in the United States using data for the year 2001. That report used data from *County Business Patterns*, *Nonemployer Statistics*, Dun & Bradstreet’s *MarketPlace*, and the IMPLAN model to estimate the economic activity directly and indirectly attributable to franchised businesses. Volume II of the study, released in January 2008, used the same data sources and methodology to estimate the total economic impact of franchised businesses for the year 2005. Volume III, which provided estimates for 2007, relied on data from the *2007 Economic Census Franchise Report*, which was published for the first time in 2007.

Due to major changes in the underlying data sets and methodologies used in this report, the estimates contained in this report are not comparable to previous volumes of the study. In particular, as described in the appendix, the current estimates supplement the Economic Census data by incorporating more recent data and information from the QCEW, Nonemployer Statistics, FRANdata, and D&B. Furthermore, the current study uses revised business line definitions that remove some industries included in the earlier studies. It was determined that these industries were unlikely to have a significant number of franchised business establishments.

**Table 1. – Lines of Business**

<i>Business Format Franchising</i>	
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 residential remodelers, 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 (with or without a gas station), food service contractors, caterers, retail bakeries, and beer, wine, and liquor stores
6. Lodging	Includes hotels, motels, and other accommodations
7. Real Estate	Includes real estate agents and brokers, lessors of self-storage units, 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, 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, home health care, entertainment and recreation, personal and laundry services, veterinary services, loan brokers, and personal transportation
<i>Product Distribution Franchising</i>	
11. Automotive and Truck Dealers	
12. Gasoline Service Stations without Convenience Stores	
13. Beverage Bottling	Includes soft drink and bottled water manufacturing, beer and ale wholesalers

## B. Franchising in the United States in 2016: Measures of Economic Significance

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

### *Economic Activity In Franchised Businesses*

There were an estimated 801,153 establishments in business format and product distribution franchise systems in the United States in 2016. **[View US(1)]** These businesses directly—

- Provided nearly 9.0 million jobs
- Met an annual payroll of \$351.1 billion
- Produced output worth \$868.1 billion
- Contributed \$541.1 billion to GDP

These businesses accounted for 2.3 percent of all U.S. nonfarm business establishments. Their economic activity accounted for—

- 5.6 percent of all private nonfarm jobs
- 3.8 percent of all private nonfarm payrolls
- 2.8 percent of all private nonfarm output
- 3.4 percent of all private nonfarm GDP

As a point of reference, franchised businesses are estimated to provide about the same number of jobs in the United States in 2016 as the real estate and rental and leasing industry and a greater number of jobs than manufacturers of durable goods.<sup>3</sup>

Looking at other points of reference, franchised businesses are estimated to provide more jobs in 2016 than the following industries: wholesale trade; transportation and warehousing; nondurable goods manufacturing; and information (including software and print publishing, motion pictures and videos, radio and television broadcasting, and telecommunications carriers and resellers). Of the sectors shown below, only finance and insurance provided more jobs than franchised businesses (see **Table 2**).

**Table 2. – Estimated Jobs by Selected Economic Sector in 2016**

Financial and insurance	10,191,600
<b>Franchised businesses</b>	<b>8,968,000</b>
Real estate and rental and leasing	8,461,900
Durable goods manufacturing	8,181,800
Wholesale trade	6,554,900
Transportation and warehousing	6,537,700
Nondurable goods manufacturing	4,963,600
Information	3,363,300

*Source: PwC projections of data from the U.S. Bureau of Economic Analysis  
for sectors other than franchised businesses.*

<sup>3</sup> 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.

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

The economic significance of franchising is greater than indicated by the activity in franchised businesses alone, because activities in many non-franchised businesses occur as a result of franchised businesses.

**[View US(2)]** Counting economic results both inside and outside of franchising, franchised businesses in the United States were responsible for an estimated—

- 16.1 million private nonfarm jobs, or 10.1 percent of the total
- \$723.2 billion of private nonfarm payroll, or 7.7 percent of the total
- \$2.1 trillion of private nonfarm output, or 6.8 percent of the total
- \$1.2 trillion of private nonfarm GDP, or 7.4 percent of the total

The ratios of activity caused by franchised businesses to activity in franchised businesses (i.e., the “multipliers”) are 1.79 for jobs, 2.06 for payroll, 2.40 for output, and 2.21 for GDP. 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 to product distribution franchising in 2016 **[View US(3)]** —

- Nearly 11 times as many establishments operated under the business format model
- Business format franchising provided more than five times as many jobs
- Business format franchising generated more than three times the payroll
- Business format franchising produced nearly four times as much output
- Business format franchising contributed three times as much to GDP

Business format franchising was the model used by 732,842 establishments (2.1 percent of all business establishments). These establishments provided 7.6 million jobs (4.8 percent of all private nonfarm jobs), \$269.9 billion in payroll (2.9 percent of the total), \$674.3 billion of output (2.2 percent of the total), and \$404.6 billion of GDP in 2016 (2.5 percent of the total).

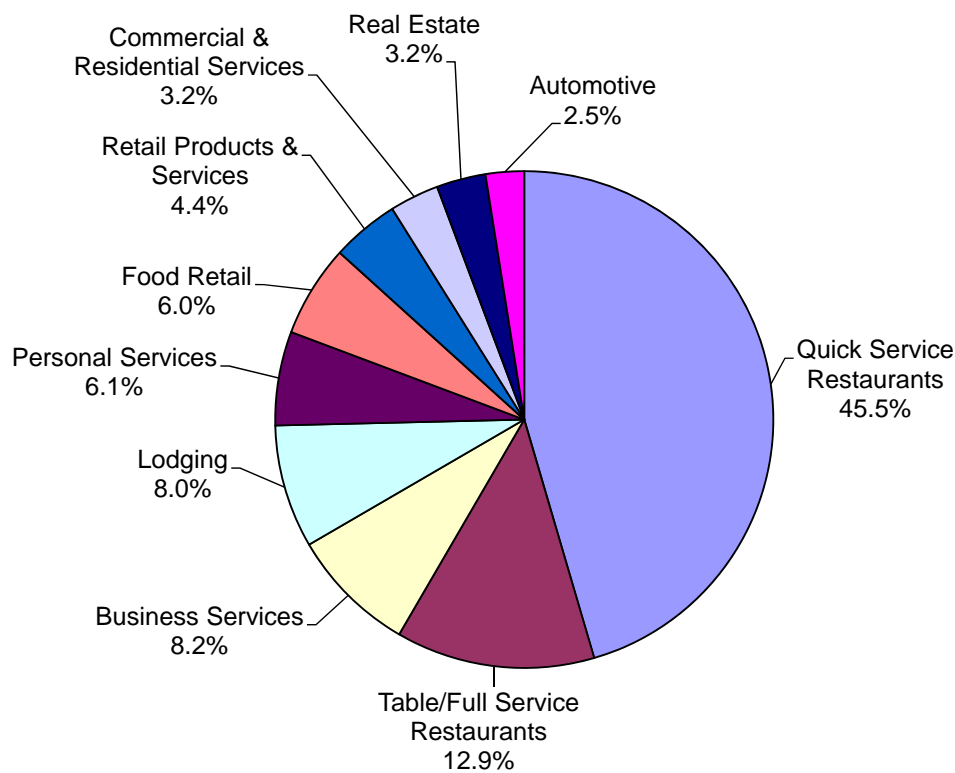
Product distribution franchising was the model used by 68,311 establishments (0.2 percent of all business establishments), which provided 1.3 million jobs (0.8 percent of all private nonfarm jobs), \$81.2 billion in payroll (0.9 percent of the total), \$193.7 billion of output (0.6 percent of the total), and \$136.5 billion of GDP in 2016 (0.8 percent of the total).

Taking the broader view and including economic activity that exists *because of* business format franchised businesses, 13.3 million private nonfarm jobs were provided, \$565.8 billion in private nonfarm payroll was paid out, \$1.6 trillion of private nonfarm output was produced, and \$925.9 billion of private nonfarm GDP was generated. Likewise, because of product distribution franchises, 2.8 million private nonfarm jobs were provided, \$157.4 billion in private nonfarm payroll was paid out, \$437.6 billion of private nonfarm output was produced, and \$269.7 billion of private nonfarm GDP was generated.

**Business Format Franchising.**—Business format franchising is economically significant in ten lines of business – Quick Service Restaurants, Table/Full Service Restaurants, Business Services, Lodging, Personal Services, Food Retail, Retail Products and Services, Commercial and Residential Services, Real Estate, and Automotive. **View US(4)** provides estimates of economic activity in franchised businesses in each of the ten business format lines of business, sorted by direct jobs.

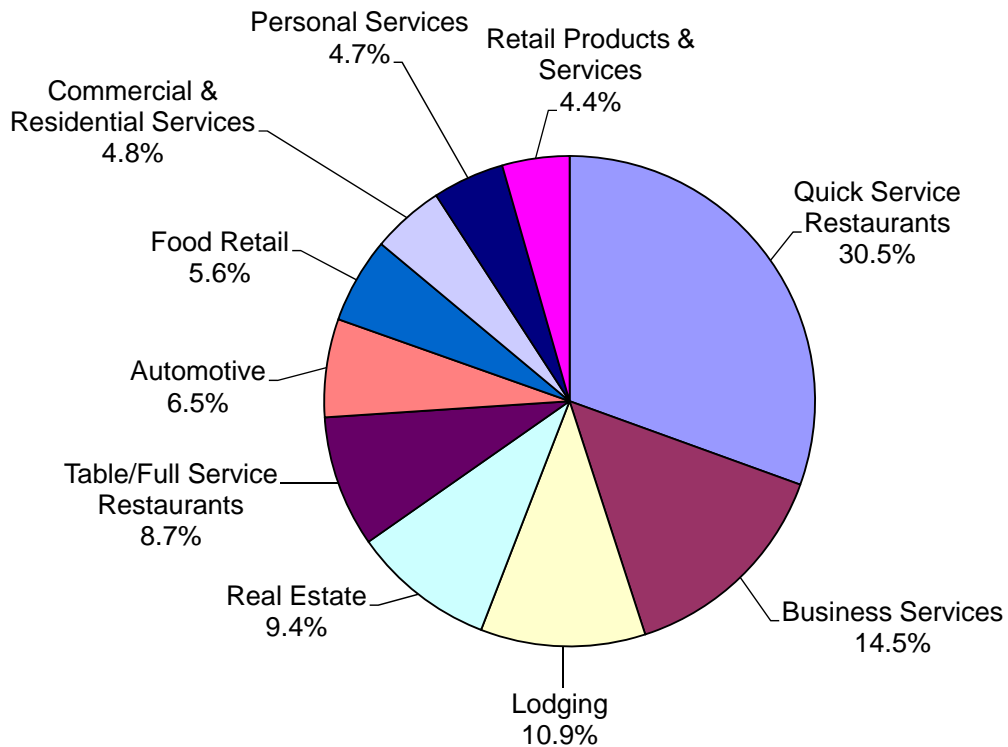
- Quick Service Restaurants provided more establishments, jobs, and payroll and generated more output and contributed more to GDP than any other single line of business (45.5 percent of all jobs in business format franchises – see **Figure 1**); followed by Table/Full Service Restaurants (12.9 percent of all jobs in business format franchises) and Business Services (8.2 percent of all jobs in business format franchises).

**Figure 1. Distribution of Jobs in Business Format Franchises, 2016**



- Quick Service restaurants accounted for 30.5 percent of all GDP produced in business format franchises (see **Figure 2**); followed by Business Services (14.5 percent of all GDP in business format franchises), Lodging (10.9 percent of all GDP in business format franchises), and Real Estate (9.4 percent of all GDP in business format franchises).

**Figure 2. Distribution of GDP in Business Format Franchises, 2016**



- 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 (53.1 percent), Lodging (21.1 percent), Table/Full Service Restaurants (10.7 percent), and Retail Food (7.8 percent).
- The same four lines were also at the top when comparing the ratio of jobs in franchised businesses to jobs in all companies operating in a line of business: Quick Service Restaurants (68.5 percent), Lodging (29.1 percent), Table/Full Service Restaurants (18.0 percent) and Retail Food (8.0 percent).
- Most establishments (approximately 88 percent) that use the business format model were owned by the franchisee; 12 percent were owned by the franchisor. Franchisee-owned establishments outnumbered company-owned establishments in every line of business.
- Similarly, franchisee-owned establishments provided more jobs (81 percent of jobs in business format franchising), payroll (80 percent), output (81 percent), and GDP (81 percent) than franchisor-owned establishments.

**Product Distribution Franchising.**—Product distribution franchising was economically significant in three lines of business – Automotive and Truck Dealers, Gasoline Service Stations without Convenience Stores, and Beverage Bottling. **[View US(5)]**

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

Judged by the ratio of franchised activity to all activity in a line of business, product distribution franchises dominated in the Automotive and Truck Dealers line of business, accounting for 29.6 percent of all business establishments and 73.8 percent of all jobs in this line of business. Franchising accounted for 29.1 percent of establishments and 31.7 percent of all jobs in the Gasoline Service Stations without Convenience Store line of business. Franchising accounted for 3.9 percent of establishments and 5.1 percent of all jobs in the Beverage Bottling line of business.

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## C. Franchising in the States in 2016: Measures of Economic Significance

< Detailed estimates for this section are in Views S(1) – S(106) >

### ***Jobs***

The number of jobs *in* franchised businesses in 2016 was greatest in California, Texas, Florida, Illinois, and Ohio. The number of jobs provided *because* of franchised businesses was greatest in California (1,663,000), Texas (1,347,600), Florida (1,138,800), Illinois (695,800), and New York (695,500). **[View S(1)]**

Considered relative to the size of a state's economy, franchising had the greatest impact on jobs in Kentucky. Jobs filled because of franchised businesses were 13.4 percent of Kentucky's private nonfarm workforce. North Carolina, Tennessee, North Dakota, and Missouri round out the top five states in terms of the percentage impact of franchising on jobs in the state.

Jobs provided *because* of franchised businesses were at least 10 percent of the private nonfarm workforce in 33 states and at least 6 percent of the private nonfarm workforce in every state except the District of Columbia.

### ***Payroll***

The impact of franchising on payrolls in the states was similar to its impact on jobs in 2016. The payrolls met *in* franchised businesses were greatest in California, Texas, Florida, New York, and Illinois. Payroll distributed *because* of franchised businesses was greatest in California (\$84.7 billion), Texas (\$62.3 billion), Florida (\$47.0 billion), New York (\$41.7 billion), and Illinois (\$34.3 billion). **[View S(2)]**

Considered relative to the size of a state's economy, franchising had the greatest impact on payrolls in Florida, where payroll distributed *because* of franchised businesses was 10.4 percent of Florida's private nonfarm payroll. This percentage was also relatively high in North Carolina, Kentucky, and Nevada.

Payroll distributed *because* of franchised businesses was at least 8 percent of private nonfarm payroll in 26 states.

### ***Output***

In 2016, the value of output produced *in* franchised businesses was greatest in California, Texas, Florida, New York, and Illinois. The value of output produced *because* of franchised businesses was greatest in California (\$234.8 billion), Texas (\$185.4 billion), Florida (\$132.2 billion), New York (\$107.1 billion), and Illinois (\$97.1 billion). **[View S(3)]**

Franchising was especially important to output in Florida and North Carolina. Output produced *because* of franchised businesses was at its highest in these states when gauged against all private nonfarm output in those states.

Overall, output produced *because* of franchised businesses was at least 7 percent of private nonfarm output in 22 states.



## ***GDP***

As with output, the contribution to GDP made *in* franchised businesses was greatest in California, Texas, Florida, New York, and Illinois in 2016. The contribution to GDP made *because* of franchised businesses was greatest in California (\$142.0 billion), Texas (\$104.4 billion), Florida (\$77.9 billion), New York (\$69.8 billion), and Illinois (\$56.8 billion). **[View S(4)]**

Franchising was especially important to GDP in Florida and Tennessee, where the contribution to GDP made *because* of franchised businesses was, respectively, 10.1 percent and 9.4 percent of all private nonfarm GDP.

Overall, the contribution to GDP made *because* of franchised businesses was at least 7 percent of private nonfarm output in 39 states. The contribution to GDP made *because* of franchised businesses was at least 5 percent of a state's private nonfarm GDP in every state except Alaska and the District of Columbia.

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

Details concerning the respective economic activities in and because of business format and product distribution franchising and in franchisee-owned establishments and franchisor-owned establishments are shown in **Views S(5) – S(55)**. There is a separate view for each state and the District of Columbia. The views are ordered alphabetically.

Relationships observed at the national level also occur at the state level. 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.

## National Views

### VIEW US(1)

### *The Economic Impact of Franchised Businesses*

### **DIRECT CONTRIBUTIONS TO THE U.S. ECONOMY, 2016**

	In Franchised Businesses	Percent of U.S. Nonfarm Private Sector
<b>Jobs</b>	8,968,000	5.6 %
<b>Payroll</b>	\$ 351.1 billion	3.8 %
<b>Output</b>	\$ 868.1 billion	2.8 %
<b>GDP</b>	\$ 541.1 billion	3.4 %
<b>Establishments</b>	801,153	2.3 %

- There were 801,153 franchised business establishments in the United States in 2016.
- Franchised businesses provided 8,968,000 jobs, or 5.6 percent of the U.S. private non-farm workforce in 2016.
- Franchised businesses supplied an annual payroll of \$351.1 billion, or 3.8 percent of all private non-farm payrolls in the United States in 2016.
- Franchised business produced goods and services worth \$868.1 billion, or 2.8 percent of private non-farm output in the United States in 2016.
- Gross Domestic Product (GDP) of franchise businesses totaled \$541.1 billion, or 3.4 percent of all private non-farm GDP in the United States in 2016.
- 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.

**VIEW US(2)**

***The Economic Impact of Franchised Businesses***

**TOTAL CONTRIBUTIONS TO THE U.S. ECONOMY, 2016**

	<b>Because of Franchised Businesses</b>	<b>Percent of U.S. Nonfarm Private Sector</b>
<b>Jobs</b>	16,077,500	10.1 %
<b>Payroll</b>	\$ 723.2 billion	7.7 %
<b>Output</b>	\$ 2.08 trillion	6.8 %
<b>GDP</b>	\$ 1.20 trillion	7.4 %

- Franchised businesses demand products and services from other businesses and provide income to their workers and owners, who then spend their income and create still more income for other parties. As this cycle repeats, the jobs, payroll, output, and GDP that exist because of franchised businesses grow beyond the jobs, payroll output, and GDP that are in franchised businesses alone.
- Franchised businesses were the cause of over 16 million jobs, or 10.1 percent of all U.S. private non-farm employment in 2016.
- Franchised businesses were the cause of \$723.2 billion of annual payrolls, or 7.7 percent of all private non-farm payrolls in the United States in 2016.
- Franchised businesses were the cause of \$2.1 trillion of annual output, or 6.8 percent of all private non-farm output in the United States in 2016.
- Franchised businesses were the cause of \$1.2 trillion in GDP, or 7.4 percent of all private non-farm GDP in the United States in 2016.

*The Economic Impact of Franchised Businesses*

**BUSINESS FORMAT AND PRODUCT DISTRIBUTION FRANCHISES  
IN THE UNITED STATES, 2016**

**In Franchised Businesses**

	<u>Business Format</u>	<u>Product Distribution</u>	<u>Percent Contributed by Business Format</u>	<u>Percent Contributed by Product Distribution</u>
<b>Jobs</b>	7,636,000	1,332,000	85.1 %	14.9 %
<b>Payroll</b>	\$ 269.9 billion	\$ 81.2 billion	76.9 %	23.1 %
<b>Output</b>	\$ 674.3 billion	\$ 193.7 billion	77.7 %	22.3 %
<b>GDP</b>	\$ 404.6 billion	\$ 136.5 billion	74.8 %	25.2 %
<b>Establishments</b>	732,842	68,311	91.5 %	8.5 %

**Because of Franchised Businesses**

	<u>Business Format</u>	<u>Product Distribution</u>	<u>Percent Contributed by Business Format</u>	<u>Percent Contributed by Product Distribution</u>
<b>Jobs</b>	13,271,300	2,806,200	82.5 %	17.5 %
<b>Payroll</b>	\$ 565.8 billion	\$ 157.4 billion	78.2 %	21.8 %
<b>Output</b>	\$ 1,641.7 billion	\$ 437.6 billion	79.0 %	21.0 %
<b>GDP</b>	\$ 925.9 billion	\$ 269.7 billion	77.4 %	22.6 %

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

- Business format franchising accounted for 732,842 establishments and product distribution franchising accounted for an additional 68,311 establishments in the United States in 2016.
- Business format franchising provides 7.6 million jobs in 2016, or nearly six times as many as product distribution franchising.
- Business format franchising was the cause of 13.3 million private non-farm jobs in the United States.
- Product distribution franchising was the cause of 2.8 million private non-farm jobs in the United States.

***The Economic Impact of Franchised Businesses***

**LINES OF BUSINESS AND OWNERSHIP OF  
BUSINESS FORMAT FRANCHISES IN THE UNITED STATES, 2016**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>GDP</u>	<u>Establishments</u>
<b><u>Quick Service Restaurants</u></b>					
<b>Franchisor owned</b>	525,400	\$ 15.7 billion	\$ 38.3 billion	\$ 21.2 billion	24,429
<b>Franchisee owned</b>	2,946,600	\$ 75.8 billion	\$ 184.3 billion	\$ 102.3 billion	162,547
<b>Total</b>	3,472,000	\$ 91.6 billion	\$ 222.6 billion	\$ 123.5 billion	186,977
<b>% of line of business</b>	68.5 %	N/A	N/A	N/A	53.1 %
<b><u>Table/Full Service Restaurants</u></b>					
<b>Franchisor owned</b>	241,100	\$ 4.5 billion	\$ 10.9 billion	\$ 6.0 billion	7,783
<b>Franchisee owned</b>	744,700	\$ 21.5 billion	\$ 52.3 billion	\$ 29.0 billion	23,115
<b>Total</b>	985,800	\$ 26.0 billion	\$ 63.2 billion	\$ 35.1 billion	30,898
<b>% of line of business</b>	18.1 %	N/A	N/A	N/A	10.7 %
<b><u>Business Services</u></b>					
<b>Franchisor owned</b>	242,400	\$ 17.3 billion	\$ 35.8 billion	\$ 22.6 billion	10,679
<b>Franchisee owned</b>	385,500	\$ 27.5 billion	\$ 56.9 billion	\$ 36.0 billion	94,530
<b>Total</b>	627,900	\$ 44.8 billion	\$ 92.6 billion	\$ 58.6 billion	105,209
<b>% of line of business</b>	3.0 %	N/A	N/A	N/A	2.2 %

***The Economic Impact of Franchised Businesses***

**LINES OF BUSINESS AND OWNERSHIP OF  
BUSINESS FORMAT FRANCHISES IN THE UNITED STATES, 2016**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>GDP</u>	<u>Establishments</u>
<b><u>Lodging</u></b>					
<b>Franchisor owned</b>	44,700	\$ 1.9 billion	\$ 4.9 billion	\$ 3.2 billion	1,909
<b>Franchisee owned</b>	567,600	\$ 23.7 billion	\$ 62.9 billion	\$ 40.7 billion	25,809
<b>Total</b>	612,200	\$ 25.5 billion	\$ 67.8 billion	\$ 43.9 billion	27,718
<b>% of line of business</b>	29.1 %	N/A	N/A	N/A	21.1 %
<b><u>Personal Services</u></b>					
<b>Franchisor owned</b>	38,600	\$ 1.5 billion	\$ 2.7 billion	\$ 1.6 billion	5,323
<b>Franchisee owned</b>	428,200	\$ 16.2 billion	\$ 30.2 billion	\$ 17.5 billion	101,454
<b>Total</b>	466,800	\$ 17.6 billion	\$ 33.0 billion	\$ 19.1 billion	106,777
<b>% of line of business</b>	3.4 %	N/A	N/A	N/A	1.7 %
<b><u>Food Retail</u></b>					
<b>Franchisor owned</b>	146,200	\$ 5.6 billion	\$ 11.7 billion	\$ 7.4 billion	16,511
<b>Franchisee owned</b>	311,100	\$ 11.2 billion	\$ 24.8 billion	\$ 15.4 billion	35,757
<b>Total</b>	457,300	\$ 16.8 billion	\$ 36.4 billion	\$ 22.9 billion	52,268
<b>% of line of business</b>	8.0 %	N/A	N/A	N/A	7.8 %

***The Economic Impact of Franchised Businesses***

**LINE OF BUSINESS AND OWNERSHIP OF  
BUSINESS FORMAT FRANCHISES IN THE UNITED STATES, 2016**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>GDP</u>	<u>Establishments</u>
<b><u>Retail Products &amp; Services</u></b>					
<b>Franchisor owned</b>	102,300	\$ 3.4 billion	\$ 8.9 billion	\$ 5.5 billion	12,807
<b>Franchisee owned</b>	233,000	\$ 7.8 billion	\$ 20.2 billion	\$ 12.5 billion	46,660
<b>Total</b>	335,300	\$ 11.2 billion	\$ 29.1 billion	\$ 17.9 billion	59,467
<b>% of line of business</b>	3.6 %	N/A	N/A	N/A	2.8 %
<b><u>Commercial &amp; Residential Services</u></b>					
<b>Franchisor owned</b>	27,200	\$ 1.8 billion	\$ 4.7 billion	\$ 2.2 billion	2,515
<b>Franchisee owned</b>	217,100	\$ 14.7 billion	\$ 37.5 billion	\$ 17.2 billion	62,310
<b>Total</b>	244,300	\$ 16.5 billion	\$ 42.2 billion	\$ 19.3 billion	64,825
<b>% of line of business</b>	2.0 %	N/A	N/A	N/A	1.4 %
<b><u>Real Estate</u></b>					
<b>Franchisor owned</b>	22,900	\$ 0.5 billion	\$ 4.5 billion	\$ 3.6 billion	3,276
<b>Franchisee owned</b>	220,600	\$ 4.7 billion	\$ 43.2 billion	\$ 34.5 billion	58,317
<b>Total</b>	243,600	\$ 5.2 billion	\$ 47.7 billion	\$ 38.1 billion	61,593
<b>% of line of business</b>	5.1 %	N/A	N/A	N/A	3.5 %

***The Economic Impact of Franchised Businesses***

**LINES OF BUSINESS AND OWNERSHIP OF  
BUSINESS FORMAT FRANCHISES IN THE UNITED STATES, 2016**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>GDP</u>	<u>Establishments</u>
<b><u>Automotive</u></b>					
<b>Franchisor owned</b>	36,100	\$ 2.8 billion	\$ 7.5 billion	\$ 5.0 billion	3,253
<b>Franchisee owned</b>	154,700	\$ 11.9 billion	\$ 32.2 billion	\$ 21.2 billion	33,856
<b>Total</b>	190,800	\$ 14.6 billion	\$ 39.7 billion	\$ 26.2 billion	37,109
<b>% of line of business</b>	7.7 %	N/A	N/A	N/A	5.3 %
<b><u>All Business Format Franchises</u></b>					
<b>Franchisor owned</b>	1,426,800	\$ 54.9 billion	\$ 129.8 billion	\$ 78.3 billion	88,487
<b>Franchisee owned</b>	6,209,200	\$ 215.0 billion	\$ 544.5 billion	\$ 326.3 billion	644,355
<b>Total</b>	7,636,000	\$ 269.9 billion	\$ 674.3 billion	\$ 404.6 billion	732,842

N/A indicates data not available because there are no direct data on industry totals by line of business for the economic measure.

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

- 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 franchisors.
- Quick Service Restaurants accounted for more establishments and jobs, met greater payroll, and produced greater output and GDP than any other single business format line of business.
- Franchised Quick Service Restaurants account for 68.5 percent of all jobs in the Quick Service Restaurant line of business. This is the largest percentage of franchised jobs within any business format line of business.



***The Economic Impact of Franchised Businesses***

**LINES OF BUSINESS IN PRODUCT DISTRIBUTION FRANCHISES  
IN THE UNITED STATES, 2016**

	<u>Jobs</u>	<u>Payroll</u>	<u>Output</u>	<u>GDP</u>	<u>Establishments</u>
<b><u>Automotive &amp; Truck Dealers</u></b>					
<b>Total</b>	1,280,700	\$ 78.5 billion	\$ 176.8 billion	\$ 131.9 billion	64,155
<b>% of line of business</b>	73.8 %	N/A	N/A	N/A	29.6 %
<b><u>Gasoline Service Stations without Convenience Stores<sup>1</sup></u></b>					
<b>Total</b>	35,500	\$ 1.4 billion	\$ 2.8 billion	\$ 1.8 billion	3,625
<b>% of line of business</b>	31.7 %	N/A	N/A	N/A	29.1 %
<b><u>Beverage Bottling</u></b>					
<b>Total</b>	15,800	\$ 1.3 billion	\$ 14.1 billion	\$ 2.8 billion	531
<b>% of line of business</b>	5.1 %	N/A	N/A	N/A	3.9 %
<b><u>All Product Distribution Franchises</u></b>					
<b>Total</b>	1,332,000	\$ 81.2 billion	\$ 193.7 billion	\$ 136.5 billion	68,311

N/A indicates data not available because there are no direct data on industry totals by line of business for the economic measure.

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

<sup>1</sup>Gas stations with convenience stores are included in Retail Food.

- 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 and GDP than any other single Product Distribution line of business.

**State Views****VIEW S(1)*****Economic Impact of Franchised Businesses*****FRANCHISING AND JOBS IN THE STATES, 2016**

<b>State</b>	<b>In Franchised Businesses</b>	<b>Because of Franchised Businesses</b>	<b>Jobs Caused by Franchising as Percent of State Jobs</b>
Alabama	144,600	241,400	11.6%
Alaska	17,700	30,500	8.5%
Arizona	182,300	335,300	11.1%
Arkansas	93,700	152,900	11.8%
California	867,500	1,663,000	8.6%
Colorado	171,200	314,900	10.7%
Connecticut	103,000	188,300	9.6%
Delaware	28,900	49,500	10.5%
District of Columbia	14,200	26,900	4.5%
Florida	613,700	1,138,800	11.7%
Georgia	315,600	564,300	11.6%
Hawaii	36,200	63,900	9.1%
Idaho	51,500	85,600	11.1%
Illinois	372,200	695,800	10.5%
Indiana	222,100	369,300	11.5%
Iowa	109,500	181,500	10.9%
Kansas	100,300	167,500	11.1%
Kentucky	168,200	265,000	13.4%
Louisiana	137,000	228,000	10.2%
Maine	33,500	62,400	9.0%
Maryland	168,900	291,300	9.9%
Massachusetts	141,800	277,700	7.1%
Michigan	297,800	518,000	10.9%
Minnesota	175,200	323,800	10.5%
Mississippi	89,700	143,700	11.8%
Missouri	207,500	365,700	12.1%
Montana	35,300	59,300	11.3%
Nebraska	71,400	120,100	11.6%

<b>Nevada</b>	84,900	151,800	10.4%
<b>New Hampshire</b>	35,100	67,100	8.9%
<b>New Jersey</b>	206,500	389,800	8.7%
<b>New Mexico</b>	63,600	101,000	12.0%
<b>New York</b>	358,000	695,500	6.8%
<b>North Carolina</b>	339,100	594,100	12.8%
<b>North Dakota</b>	35,600	56,600	12.2%
<b>Ohio</b>	368,300	649,700	11.1%
<b>Oklahoma</b>	113,100	191,100	10.7%
<b>Oregon</b>	100,800	187,900	9.3%
<b>Pennsylvania</b>	328,000	612,800	9.5%
<b>Rhode Island</b>	21,700	41,500	7.8%
<b>South Carolina</b>	148,200	246,500	11.5%
<b>South Dakota</b>	32,100	51,400	11.1%
<b>Tennessee</b>	230,100	398,500	12.2%
<b>Texas</b>	748,100	1,347,600	9.9%
<b>Utah</b>	75,400	142,500	9.4%
<b>Vermont</b>	14,300	27,200	7.6%
<b>Virginia</b>	278,600	468,200	11.7%
<b>Washington</b>	166,600	305,400	9.0%
<b>West Virginia</b>	52,200	81,900	11.4%
<b>Wisconsin</b>	176,900	313,700	10.3%
<b>Wyoming</b>	20,400	31,400	10.3%
<b>U.S. Total</b>	8,968,000	16,077,500	10.1%

Note: Details may not add to totals due to rounding.

- The number of people employed because of franchised businesses is greatest in California, Texas, Florida, Illinois, and New York.
- Franchising has the greatest percentage impact on jobs in Kentucky—jobs held because of franchising are 13.4 percent of Kentucky’s private-sector workforce. North Carolina, Tennessee, North Dakota, and Missouri 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 33 States and at least 6 percent of private nonfarm employment in every state except the District of Columbia.

**VIEW S(2)*****Economic Impact of Franchised Businesses*****FRANCHISING AND PAYROLLS IN THE STATES, 2016**

<b>State</b>	<b>In Franchised Businesses (in \$ millions)</b>	<b>Because of Franchised Businesses (in \$ millions)</b>	<b>Payroll Caused by Franchising as Percent of State Payroll</b>
Alabama	\$ 4,777.7	\$ 8,906.8	8.7%
Alaska	822.3	1,581.5	6.1%
Arizona	7,332.6	14,386.4	9.2%
Arkansas	2,923.2	5,456.4	8.9%
California	38,021.7	84,690.5	7.1%
Colorado	6,759.5	14,285.1	8.4%
Connecticut	5,534.5	11,104.2	7.6%
Delaware	1,329.7	2,507.9	8.3%
District of Columbia	1,011.2	2,190.2	3.7%
Florida	23,916.8	47,027.8	10.4%
Georgia	11,299.0	23,297.0	9.2%
Hawaii	1,791.5	3,134.3	7.6%
Idaho	1,517.6	2,846.7	8.7%
Illinois	15,969.5	34,286.9	8.1%
Indiana	7,108.5	13,856.7	8.1%
Iowa	3,467.1	6,752.5	7.8%
Kansas	3,358.6	6,540.3	8.0%
Kentucky	5,297.5	9,547.9	9.6%
Louisiana	4,992.3	9,292.1	7.6%
Maine	1,217.3	2,463.1	7.6%
Maryland	7,291.7	14,107.7	7.8%
Massachusetts	6,522.5	15,597.3	5.5%
Michigan	10,120.4	20,523.0	8.0%
Minnesota	6,495.5	14,386.5	7.9%
Mississippi	2,888.1	5,048.1	9.1%
Missouri	7,392.7	14,949.4	9.2%
Montana	1,131.3	2,050.8	9.1%

<b>Nebraska</b>	2,422.9	4,732.8	8.6%
<b>Nevada</b>	3,844.3	6,877.2	9.5%
<b>New Hampshire</b>	1,576.0	3,243.6	7.5%
<b>New Jersey</b>	9,907.9	21,529.4	6.8%
<b>New Mexico</b>	2,125.9	3,674.1	8.9%
<b>New York</b>	18,216.6	41,716.6	5.5%
<b>North Carolina</b>	12,677.2	24,544.0	10.3%
<b>North Dakota</b>	1,481.2	2,517.9	9.4%
<b>Ohio</b>	12,735.2	26,702.3	8.2%
<b>Oklahoma</b>	3,971.6	7,796.6	7.5%
<b>Oregon</b>	4,021.9	8,115.7	7.9%
<b>Pennsylvania</b>	13,168.1	28,794.5	7.2%
<b>Rhode Island</b>	932.6	1,992.8	6.4%
<b>South Carolina</b>	4,902.8	8,981.2	9.0%
<b>South Dakota</b>	979.6	1,801.6	8.3%
<b>Tennessee</b>	8,684.6	16,977.5	9.4%
<b>Texas</b>	29,369.8	62,312.6	7.3%
<b>Utah</b>	2,765.5	5,723.0	7.7%
<b>Vermont</b>	553.3	1,115.9	6.5%
<b>Virginia</b>	10,968.2	21,472.5	8.7%
<b>Washington</b>	7,367.2	15,125.8	7.2%
<b>West Virginia</b>	1,638.8	2,949.0	7.7%
<b>Wisconsin</b>	5,837.1	12,466.6	7.5%
<b>Wyoming</b>	705.5	1,224.2	6.9%
<b>U.S. Total</b>	<b>\$ 351,144.4</b>	<b>\$ 723,204.2</b>	<b>7.7%</b>

Note: Details may not add to totals due to rounding.

- Payrolls met because of franchised businesses are greatest in California, Texas, Florida, New York, and Illinois.
- Franchising makes the greatest percentage impact on payrolls in Florida—payrolls met because of franchising are 10.4 percent of Florida’s total private-sector payrolls.
- Payrolls caused by franchising are at least 8 percent of a State’s private-sector payrolls 26 States.
- Payrolls caused by franchising are at least 5 percent of a State’s private-sector payrolls in every State except the District of Columbia.

**VIEW S(3)*****Economic Impact of Franchised Businesses*****FRANCHISING AND OUTPUT IN THE STATES, 2016**

<b>State</b>	<b>In Franchised Businesses (in \$ millions)</b>	<b>Because of Franchised Businesses (in \$ millions)</b>	<b>Output Caused by Franchising as Percent of State Output</b>
Alabama	\$ 12,725.3	\$ 28,429.1	6.9%
Alaska	1,945.8	4,838.6	5.1%
Arizona	18,167.6	40,637.7	8.1%
Arkansas	7,851.6	18,060.7	7.3%
California	90,482.2	234,794.0	6.4%
Colorado	16,527.1	39,824.2	7.7%
Connecticut	11,900.3	27,374.8	6.6%
Delaware	3,170.5	7,171.4	6.9%
District of Columbia	2,088.8	4,565.9	3.7%
Florida	59,290.2	132,157.5	9.3%
Georgia	28,364.7	68,704.8	8.0%
Hawaii	4,392.0	8,724.9	6.8%
Idaho	4,064.7	9,312.1	7.4%
Illinois	39,283.3	97,107.4	7.2%
Indiana	18,857.0	44,693.1	6.4%
Iowa	9,454.2	22,842.6	6.8%
Kansas	8,732.3	20,482.7	6.8%
Kentucky	13,690.6	29,716.8	7.5%
Louisiana	13,130.7	32,203.3	5.7%
Maine	3,189.3	7,356.6	6.9%
Maryland	17,408.3	37,075.2	7.2%
Massachusetts	15,280.4	39,335.3	5.2%
Michigan	26,793.8	62,434.4	6.7%
Minnesota	16,435.7	42,015.7	7.2%
Mississippi	7,732.1	16,273.0	7.2%
Missouri	18,799.4	43,995.6	8.0%
Montana	2,990.7	6,564.3	7.5%
Nebraska	6,430.8	14,966.8	7.5%
Nevada	9,060.3	18,704.3	8.3%

<b>New Hampshire</b>	3,626.5	8,453.3	6.7%
<b>New Jersey</b>	23,706.4	56,824.4	6.3%
<b>New Mexico</b>	5,492.8	11,245.2	7.5%
<b>New York</b>	42,652.0	107,060.7	5.2%
<b>North Carolina</b>	30,488.5	71,647.8	8.4%
<b>North Dakota</b>	4,019.7	7,746.0	8.3%
<b>Ohio</b>	31,719.3	79,738.5	6.9%
<b>Oklahoma</b>	9,860.1	22,813.3	6.6%
<b>Oregon</b>	9,434.5	23,322.4	6.4%
<b>Pennsylvania</b>	31,857.1	80,691.1	6.5%
<b>Rhode Island</b>	2,346.8	5,466.9	5.9%
<b>South Carolina</b>	12,849.1	27,657.5	7.3%
<b>South Dakota</b>	2,802.3	5,954.0	7.3%
<b>Tennessee</b>	21,607.6	47,741.8	8.1%
<b>Texas</b>	70,637.4	185,383.6	6.1%
<b>Utah</b>	6,794.7	17,672.6	6.5%
<b>Vermont</b>	1,436.7	3,485.2	5.8%
<b>Virginia</b>	26,948.5	57,958.1	8.1%
<b>Washington</b>	20,058.6	46,002.4	6.5%
<b>West Virginia</b>	4,401.3	9,125.4	6.3%
<b>Wisconsin</b>	15,215.5	39,117.1	6.7%
<b>Wyoming</b>	1,873.7	4,181.5	5.3%
<b>U.S. Total</b>	\$ 868,068.8	\$ 2,079,246.2	6.8%

Note: Details may not add to totals due to rounding.

- The value of output produced because of franchised businesses is greatest in California, Texas, Florida, New York, and Illinois.
- Franchising makes the great percentage impact on output in Florida and North Carolina—output produced because of franchised businesses is 9.3 percent of Florida’s total private-sector output and 8.4 percent of North Carolina’s total private-sector output.
- Franchised businesses are the cause of at least 5 percent of a State’s private-sector output in every State except the District of Columbia and at least 7 percent of a State’s private-sector output in 22 States.

**VIEW S(4)*****Economic Impact of Franchised Businesses*****FRANCHISING AND GDP IN THE STATES, 2016**

<b>State</b>	<b>In Franchised Businesses (in \$ millions)</b>	<b>Because of Franchised Businesses (in \$ millions)</b>	<b>GDP Caused by Franchising as Percent of State Output</b>
Alabama	\$ 7,339.6	\$ 14,747.6	8.2%
Alaska	1,165.2	2,961.9	4.8%
Arizona	11,702.1	24,184.6	9.0%
Arkansas	4,492.8	9,341.1	8.0%
California	59,921.8	141,988.8	6.8%
Colorado	10,334.2	23,133.9	8.2%
Connecticut	7,970.2	17,562.6	7.3%
Delaware	2,021.5	4,432.9	7.2%
District of Columbia	1,567.9	3,364.8	3.9%
Florida	37,367.7	77,879.5	10.1%
Georgia	17,080.0	38,559.9	8.7%
Hawaii	3,032.9	5,473.1	7.5%
Idaho	2,255.6	4,571.8	8.3%
Illinois	25,317.5	56,848.6	8.0%
Indiana	10,960.5	23,449.6	7.5%
Iowa	5,348.0	11,328.8	7.6%
Kansas	5,210.1	10,615.2	8.0%
Kentucky	7,931.8	15,628.7	9.0%
Louisiana	8,098.2	17,099.4	6.7%
Maine	1,912.5	4,017.4	7.7%
Maryland	11,329.5	23,024.8	7.7%
Massachusetts	10,033.1	24,365.5	5.6%
Michigan	16,431.2	34,547.7	8.0%
Minnesota	9,948.0	23,204.5	7.8%
Mississippi	4,485.4	8,304.4	8.7%
Missouri	10,976.0	23,945.7	8.9%
Montana	1,614.8	3,266.5	8.3%
Nebraska	3,645.7	7,698.1	8.1%



<b>Nevada</b>	5,971.1	11,620.0	8.8%
<b>New Hampshire</b>	2,271.1	4,989.4	7.4%
<b>New Jersey</b>	16,106.1	35,905.4	6.8%
<b>New Mexico</b>	3,278.3	6,260.1	8.1%
<b>New York</b>	28,980.3	69,835.3	5.4%
<b>North Carolina</b>	17,830.7	40,096.0	9.1%
<b>North Dakota</b>	2,437.8	4,422.7	9.0%
<b>Ohio</b>	18,763.0	43,681.0	7.8%
<b>Oklahoma</b>	5,920.1	12,504.1	7.3%
<b>Oregon</b>	5,564.7	12,932.0	6.6%
<b>Pennsylvania</b>	19,466.1	45,520.2	7.1%
<b>Rhode Island</b>	1,505.7	3,323.1	6.5%
<b>South Carolina</b>	7,544.1	14,827.4	8.5%
<b>South Dakota</b>	1,560.7	3,099.2	7.8%
<b>Tennessee</b>	13,081.7	26,689.8	9.4%
<b>Texas</b>	44,844.0	104,419.0	6.8%
<b>Utah</b>	3,979.2	9,423.0	7.0%
<b>Vermont</b>	882.4	1,842.1	6.6%
<b>Virginia</b>	16,753.6	34,843.2	8.6%
<b>Washington</b>	12,496.5	26,588.0	7.1%
<b>West Virginia</b>	2,563.3	4,871.8	7.2%
<b>Wisconsin</b>	8,680.8	20,026.7	7.4%
<b>Wyoming</b>	1,114.7	2,338.4	5.6%
<b>U.S. Total</b>	<b>\$ 541,089.8</b>	<b>\$ 1,195,605.3</b>	<b>7.4%</b>

Note: Details may not add to totals due to rounding.

- The value of GDP produced because of franchised businesses is greatest in California, Texas, Florida, New York, and Illinois.
- Franchising makes the great percentage impact on GDP in Florida and Tennessee—GDP produced because of franchised businesses is 10.1 percent of Florida’s total private-sector GDP and 9.4 percent of Tennessee’s total private-sector GDP.
- Franchised businesses are the cause of at least 5 percent of a State’s private-sector GDP in all but 2 States (Alaska and the District of Columbia) and at least 7 percent of a State’s private-sector GDP in 39 States.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN ALABAMA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	144,600		241,400	
<b>Payroll (in \$ millions)</b>	\$ 4,778		\$ 8,907	
<b>Output (in \$ millions)</b>	\$ 12,725		\$ 28,429	
<b>GDP (in \$ millions)</b>	\$ 7,340		\$ 14,748	
<b>Establishments</b>	13,361			

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	124,900	201,700	19,700	39,700
<b>Payroll (in \$ millions)</b>	\$ 3,726	\$ 7,012	\$ 1,051	\$ 1,895
<b>Output (in \$ millions)</b>	\$ 9,745	\$ 22,286	\$ 2,981	\$ 6,143
<b>GDP (in \$ millions)</b>	\$ 5,426	\$ 11,332	\$ 1,914	\$ 3,416
<b>Establishments</b>	12,220		1,141	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	17,900	107,000
<b>Payroll (in \$ millions)</b>	\$ 545	\$ 3,181
<b>Output (in \$ millions)</b>	\$ 1,371	\$ 8,373
<b>GDP (in \$ millions)</b>	\$ 774	\$ 4,652
<b>Establishments</b>	1,356	10,865

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN ALASKA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	17,700			30,500
<b>Payroll (in \$ millions)</b>	\$ 822			\$ 1,581
<b>Output (in \$ millions)</b>	\$ 1,946			\$ 4,839
<b>GDP (in \$ millions)</b>	\$ 1,165			\$ 2,962
<b>Establishments</b>	2,008			

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	14,600	24,700	3,100	5,800
<b>Payroll (in \$ millions)</b>	\$ 635	\$ 1,234	\$ 188	\$ 347
<b>Output (in \$ millions)</b>	\$ 1,486	\$ 3,786	\$ 460	\$ 1,053
<b>GDP (in \$ millions)</b>	\$ 908	\$ 2,334	\$ 257	\$ 628
<b>Establishments</b>	1,824		185	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	1,400	13,200
<b>Payroll (in \$ millions)</b>	\$ 62	\$ 573
<b>Output (in \$ millions)</b>	\$ 141	\$ 1,345
<b>GDP (in \$ millions)</b>	\$ 87	\$ 821
<b>Establishments</b>	173	1,650

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN ARIZONA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	182,300			335,300
<b>Payroll (in \$ millions)</b>	\$ 7,333			\$ 14,386
<b>Output (in \$ millions)</b>	\$ 18,168			\$ 40,638
<b>GDP (in \$ millions)</b>	\$ 11,702			\$ 24,185
<b>Establishments</b>	15,562			

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	153,300	273,000	29,000	62,300
<b>Payroll (in \$ millions)</b>	\$ 5,493	\$ 11,031	\$ 1,840	\$ 3,356
<b>Output (in \$ millions)</b>	\$ 13,627	\$ 31,323	\$ 4,540	\$ 9,314
<b>GDP (in \$ millions)</b>	\$ 8,240	\$ 18,053	\$ 3,462	\$ 6,131
<b>Establishments</b>	14,530		1,032	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	30,400	122,900
<b>Payroll (in \$ millions)</b>	\$ 1,153	\$ 4,340
<b>Output (in \$ millions)</b>	\$ 2,783	\$ 10,845
<b>GDP (in \$ millions)</b>	\$ 1,698	\$ 6,542
<b>Establishments</b>	2,046	12,484

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN ARKANSAS, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	93,700		152,900	
<b>Payroll (in \$ millions)</b>	\$ 2,923		\$ 5,456	
<b>Output (in \$ millions)</b>	\$ 7,852		\$ 18,061	
<b>GDP (in \$ millions)</b>	\$ 4,493		\$ 9,341	
<b>Establishments</b>	9,088			

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	82,800	130,700	10,900	22,300
<b>Payroll (in \$ millions)</b>	\$ 2,312	\$ 4,366	\$ 611	\$ 1,090
<b>Output (in \$ millions)</b>	\$ 6,247	\$ 14,555	\$ 1,605	\$ 3,505
<b>GDP (in \$ millions)</b>	\$ 3,414	\$ 7,345	\$ 1,079	\$ 1,996
<b>Establishments</b>	8,189		899	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	11,100	71,600
<b>Payroll (in \$ millions)</b>	\$ 339	\$ 1,973
<b>Output (in \$ millions)</b>	\$ 909	\$ 5,338
<b>GDP (in \$ millions)</b>	\$ 513	\$ 2,902
<b>Establishments</b>	937	7,253

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN CALIFORNIA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	867,500	1,663,000
<b>Payroll (in \$ millions)</b>	\$ 38,022	\$ 84,691
<b>Output (in \$ millions)</b>	\$ 90,482	\$ 234,794
<b>GDP (in \$ millions)</b>	\$ 59,922	\$ 141,989
<b>Establishments</b>	82,584	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	728,900	1,357,800	138,600	305,200
<b>Payroll (in \$ millions)</b>	\$ 28,805	\$ 65,817	\$ 9,217	\$ 18,873
<b>Output (in \$ millions)</b>	\$ 69,391	\$ 184,428	\$ 21,091	\$ 50,366
<b>GDP (in \$ millions)</b>	\$ 43,912	\$ 109,043	\$ 16,010	\$ 32,946
<b>Establishments</b>	75,840		6,745	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	143,400	585,500
<b>Payroll (in \$ millions)</b>	\$ 5,971	\$ 22,834
<b>Output (in \$ millions)</b>	\$ 13,325	\$ 56,066
<b>GDP (in \$ millions)</b>	\$ 8,375	\$ 35,537
<b>Establishments</b>	9,499	66,341

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN COLORADO, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	171,200		314,900	
<b>Payroll (in \$ millions)</b>	\$ 6,760		\$ 14,285	
<b>Output (in \$ millions)</b>	\$ 16,527		\$ 39,824	
<b>GDP (in \$ millions)</b>	\$ 10,334		\$ 23,134	
<b>Establishments</b>	16,722			

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	150,400	267,800	20,700	47,100
<b>Payroll (in \$ millions)</b>	\$ 5,403	\$ 11,557	\$ 1,357	\$ 2,728
<b>Output (in \$ millions)</b>	\$ 13,450	\$ 32,563	\$ 3,078	\$ 7,261
<b>GDP (in \$ millions)</b>	\$ 8,084	\$ 18,560	\$ 2,250	\$ 4,574
<b>Establishments</b>	15,606		1,116	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	26,000	124,500
<b>Payroll (in \$ millions)</b>	\$ 980	\$ 4,422
<b>Output (in \$ millions)</b>	\$ 2,321	\$ 11,128
<b>GDP (in \$ millions)</b>	\$ 1,387	\$ 6,697
<b>Establishments</b>	1,781	13,825

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN CONNECTICUT, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	103,000		188,300	
<b>Payroll (in \$ millions)</b>	\$ 5,535		\$ 11,104	
<b>Output (in \$ millions)</b>	\$ 11,900		\$ 27,375	
<b>GDP (in \$ millions)</b>	\$ 7,970		\$ 17,563	
<b>Establishments</b>	8,160			

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	85,000	152,700	18,100	35,600
<b>Payroll (in \$ millions)</b>	\$ 4,286	\$ 8,722	\$ 1,248	\$ 2,382
<b>Output (in \$ millions)</b>	\$ 9,308	\$ 21,640	\$ 2,592	\$ 5,734
<b>GDP (in \$ millions)</b>	\$ 6,060	\$ 13,699	\$ 1,910	\$ 3,864
<b>Establishments</b>	7,240		920	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	22,000	62,900
<b>Payroll (in \$ millions)</b>	\$ 1,385	\$ 2,901
<b>Output (in \$ millions)</b>	\$ 2,888	\$ 6,421
<b>GDP (in \$ millions)</b>	\$ 1,910	\$ 4,150
<b>Establishments</b>	765	6,475

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.



***Economic Impact of Franchised Businesses***

**FRANCHISING IN DELAWARE, 2016**

	All Franchises	
	<u>In Franchised Businesses</u>	<u>Because of Franchised Businesses</u>
Jobs	28,900	49,500
Payroll (in \$ millions)	\$ 1,330	\$ 2,508
Output (in \$ millions)	\$ 3,171	\$ 7,171
GDP (in \$ millions)	\$ 2,022	\$ 4,433
Establishments	2,234	

	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	22,000	37,400	6,900	12,100
Payroll (in \$ millions)	\$ 913	\$ 1,798	\$ 417	\$ 710
Output (in \$ millions)	\$ 2,272	\$ 5,308	\$ 898	\$ 1,864
GDP (in \$ millions)	\$ 1,397	\$ 3,216	\$ 624	\$ 1,217
Establishments	2,035		200	

	In Business Format Franchises	
	<u>Franchisor Owned</u>	<u>Franchisee Owned</u>
Jobs	4,000	18,000
Payroll (in \$ millions)	\$ 198	\$ 715
Output (in \$ millions)	\$ 472	\$ 1,800
GDP (in \$ millions)	\$ 309	\$ 1,089
Establishments	225	1,810

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN THE DISTRICT OF COLUMBIA, 2016**

	All Franchises			
	<u>In Franchised Businesses</u>		<u>Because of Franchised Businesses</u>	
Jobs	14,200		26,900	
Payroll (in \$ millions)	\$ 1,011		\$ 2,190	
Output (in \$ millions)	\$ 2,089		\$ 4,566	
GDP (in \$ millions)	\$ 1,568		\$ 3,365	
Establishments	922			

	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	14,000	24,700	200	2,200
Payroll (in \$ millions)	\$ 1,002	\$ 1,987	\$ 9	\$ 203
Output (in \$ millions)	\$ 2,066	\$ 4,139	\$ 23	\$ 427
GDP (in \$ millions)	\$ 1,551	\$ 3,052	\$ 17	\$ 312
Establishments	889		33	

	In Business Format Franchises	
	<u>Franchisor Owned</u>	<u>Franchisee Owned</u>
Jobs	3,300	10,700
Payroll (in \$ millions)	\$ 335	\$ 667
Output (in \$ millions)	\$ 638	\$ 1,428
GDP (in \$ millions)	\$ 500	\$ 1,051
Establishments	145	744

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN FLORIDA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	613,700	1,138,800
<b>Payroll (in \$ millions)</b>	\$ 23,917	\$ 47,028
<b>Output (in \$ millions)</b>	\$ 59,290	\$ 132,158
<b>GDP (in \$ millions)</b>	\$ 37,368	\$ 77,880
<b>Establishments</b>	51,443	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	514,000	922,700	99,700	216,100
<b>Payroll (in \$ millions)</b>	\$ 17,882	\$ 35,919	\$ 6,035	\$ 11,109
<b>Output (in \$ millions)</b>	\$ 44,826	\$ 101,908	\$ 14,464	\$ 30,250
<b>GDP (in \$ millions)</b>	\$ 27,052	\$ 58,729	\$ 10,316	\$ 19,150
<b>Establishments</b>	47,088		4,355	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	109,800	404,200
<b>Payroll (in \$ millions)</b>	\$ 3,996	\$ 13,886
<b>Output (in \$ millions)</b>	\$ 9,591	\$ 35,235
<b>GDP (in \$ millions)</b>	\$ 5,729	\$ 21,323
<b>Establishments</b>	6,470	40,618

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN GEORGIA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	315,600		564,300	
<b>Payroll (in \$ millions)</b>	\$ 11,299		\$ 23,297	
<b>Output (in \$ millions)</b>	\$ 28,365		\$ 68,705	
<b>GDP (in \$ millions)</b>	\$ 17,080		\$ 38,560	
<b>Establishments</b>	28,853			

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	275,800	477,300	39,800	87,000
<b>Payroll (in \$ millions)</b>	\$ 9,097	\$ 18,829	\$ 2,202	\$ 4,468
<b>Output (in \$ millions)</b>	\$ 22,722	\$ 55,542	\$ 5,643	\$ 13,163
<b>GDP (in \$ millions)</b>	\$ 13,283	\$ 30,737	\$ 3,797	\$ 7,823
<b>Establishments</b>	26,544		2,310	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	54,600	221,200
<b>Payroll (in \$ millions)</b>	\$ 1,974	\$ 7,122
<b>Output (in \$ millions)</b>	\$ 4,731	\$ 17,991
<b>GDP (in \$ millions)</b>	\$ 2,781	\$ 10,503
<b>Establishments</b>	3,455	23,089

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN HAWAII, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	36,200	63,900
<b>Payroll (in \$ millions)</b>	\$ 1,792	\$ 3,134
<b>Output (in \$ millions)</b>	\$ 4,392	\$ 8,725
<b>GDP (in \$ millions)</b>	\$ 3,033	\$ 5,473
<b>Establishments</b>	2,126	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	30,800	53,200	5,400	10,700
<b>Payroll (in \$ millions)</b>	\$ 1,452	\$ 2,536	\$ 340	\$ 599
<b>Output (in \$ millions)</b>	\$ 3,472	\$ 6,979	\$ 920	\$ 1,746
<b>GDP (in \$ millions)</b>	\$ 2,340	\$ 4,309	\$ 693	\$ 1,165
<b>Establishments</b>	1,860		266	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	5,500	25,300
<b>Payroll (in \$ millions)</b>	\$ 234	\$ 1,218
<b>Output (in \$ millions)</b>	\$ 571	\$ 2,900
<b>GDP (in \$ millions)</b>	\$ 364	\$ 1,976
<b>Establishments</b>	280	1,579

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN IDAHO, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	51,500	85,600
<b>Payroll (in \$ millions)</b>	\$ 1,518	\$ 2,847
<b>Output (in \$ millions)</b>	\$ 4,065	\$ 9,312
<b>GDP (in \$ millions)</b>	\$ 2,256	\$ 4,572
<b>Establishments</b>	5,105	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	45,600	73,300	5,900	12,300
<b>Payroll (in \$ millions)</b>	\$ 1,216	\$ 2,300	\$ 301	\$ 547
<b>Output (in \$ millions)</b>	\$ 3,303	\$ 7,599	\$ 761	\$ 1,714
<b>GDP (in \$ millions)</b>	\$ 1,756	\$ 3,647	\$ 500	\$ 925
<b>Establishments</b>	4,721		383	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	6,500	39,100
<b>Payroll (in \$ millions)</b>	\$ 167	\$ 1,049
<b>Output (in \$ millions)</b>	\$ 436	\$ 2,867
<b>GDP (in \$ millions)</b>	\$ 229	\$ 1,527
<b>Establishments</b>	440	4,282

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN ILLINOIS, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	372,200	695,800
<b>Payroll (in \$ millions)</b>	\$ 15,970	\$ 34,287
<b>Output (in \$ millions)</b>	\$ 39,283	\$ 97,107
<b>GDP (in \$ millions)</b>	\$ 25,317	\$ 56,849
<b>Establishments</b>	31,053	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	321,400	584,300	50,900	111,500
<b>Payroll (in \$ millions)</b>	\$ 12,916	\$ 27,819	\$ 3,053	\$ 6,468
<b>Output (in \$ millions)</b>	\$ 31,839	\$ 78,983	\$ 7,444	\$ 18,124
<b>GDP (in \$ millions)</b>	\$ 20,005	\$ 45,676	\$ 5,312	\$ 11,173
<b>Establishments</b>	28,529		2,524	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	80,400	241,000
<b>Payroll (in \$ millions)</b>	\$ 3,774	\$ 9,142
<b>Output (in \$ millions)</b>	\$ 8,335	\$ 23,504
<b>GDP (in \$ millions)</b>	\$ 5,184	\$ 14,822
<b>Establishments</b>	3,301	25,228

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN INDIANA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	222,100	369,300
<b>Payroll (in \$ millions)</b>	\$ 7,108	\$ 13,857
<b>Output (in \$ millions)</b>	\$ 18,857	\$ 44,693
<b>GDP (in \$ millions)</b>	\$ 10,961	\$ 23,450
<b>Establishments</b>	18,039	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	189,000	304,700	33,100	64,600
<b>Payroll (in \$ millions)</b>	\$ 5,420	\$ 10,750	\$ 1,688	\$ 3,107
<b>Output (in \$ millions)</b>	\$ 14,456	\$ 34,976	\$ 4,401	\$ 9,717
<b>GDP (in \$ millions)</b>	\$ 7,999	\$ 17,888	\$ 2,961	\$ 5,562
<b>Establishments</b>	16,506		1,533	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	32,000	157,000
<b>Payroll (in \$ millions)</b>	\$ 968	\$ 4,452
<b>Output (in \$ millions)</b>	\$ 2,430	\$ 12,025
<b>GDP (in \$ millions)</b>	\$ 1,323	\$ 6,676
<b>Establishments</b>	1,970	14,536

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.



***Economic Impact of Franchised Businesses***

**FRANCHISING IN IOWA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	109,500		181,500	
<b>Payroll (in \$ millions)</b>	\$ 3,467		\$ 6,752	
<b>Output (in \$ millions)</b>	\$ 9,454		\$ 22,843	
<b>GDP (in \$ millions)</b>	\$ 5,348		\$ 11,329	
<b>Establishments</b>	10,849			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	95,400	153,600	14,100	27,900
<b>Payroll (in \$ millions)</b>	\$ 2,726	\$ 5,387	\$ 741	\$ 1,366
<b>Output (in \$ millions)</b>	\$ 7,602	\$ 18,512	\$ 1,852	\$ 4,331
<b>GDP (in \$ millions)</b>	\$ 4,131	\$ 8,979	\$ 1,217	\$ 2,350
<b>Establishments</b>	9,908		941	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	13,000		82,400	
<b>Payroll (in \$ millions)</b>	\$ 371		\$ 2,355	
<b>Output (in \$ millions)</b>	\$ 993		\$ 6,609	
<b>GDP (in \$ millions)</b>	\$ 522		\$ 3,609	
<b>Establishments</b>	1,053		8,855	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN KANSAS, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	100,300	167,500
<b>Payroll (in \$ millions)</b>	\$ 3,359	\$ 6,540
<b>Output (in \$ millions)</b>	\$ 8,732	\$ 20,483
<b>GDP (in \$ millions)</b>	\$ 5,210	\$ 10,615
<b>Establishments</b>	9,965	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	89,600	145,300	10,700	22,300
<b>Payroll (in \$ millions)</b>	\$ 2,804	\$ 5,438	\$ 554	\$ 1,103
<b>Output (in \$ millions)</b>	\$ 7,222	\$ 16,951	\$ 1,511	\$ 3,532
<b>GDP (in \$ millions)</b>	\$ 4,134	\$ 8,614	\$ 1,076	\$ 2,001
<b>Establishments</b>	9,170		795	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	12,800	76,900
<b>Payroll (in \$ millions)</b>	\$ 434	\$ 2,370
<b>Output (in \$ millions)</b>	\$ 1,070	\$ 6,152
<b>GDP (in \$ millions)</b>	\$ 614	\$ 3,520
<b>Establishments</b>	1,016	8,154

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN KENTUCKY, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	168,200	265,000
<b>Payroll (in \$ millions)</b>	\$ 5,298	\$ 9,548
<b>Output (in \$ millions)</b>	\$ 13,691	\$ 29,717
<b>GDP (in \$ millions)</b>	\$ 7,932	\$ 15,629
<b>Establishments</b>	13,862	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	145,700	222,400	22,600	42,700
<b>Payroll (in \$ millions)</b>	\$ 4,149	\$ 7,531	\$ 1,149	\$ 2,017
<b>Output (in \$ millions)</b>	\$ 10,694	\$ 23,556	\$ 2,996	\$ 6,161
<b>GDP (in \$ millions)</b>	\$ 6,004	\$ 12,177	\$ 1,928	\$ 3,452
<b>Establishments</b>	12,670		1,192	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	33,800	111,900
<b>Payroll (in \$ millions)</b>	\$ 906	\$ 3,243
<b>Output (in \$ millions)</b>	\$ 2,241	\$ 8,453
<b>GDP (in \$ millions)</b>	\$ 1,235	\$ 4,769
<b>Establishments</b>	1,526	11,144

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN LOUISIANA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	137,000	228,000
<b>Payroll (in \$ millions)</b>	\$ 4,992	\$ 9,292
<b>Output (in \$ millions)</b>	\$ 13,131	\$ 32,203
<b>GDP (in \$ millions)</b>	\$ 8,098	\$ 17,099
<b>Establishments</b>	12,535	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	115,900	187,200	21,100	40,800
<b>Payroll (in \$ millions)</b>	\$ 3,776	\$ 7,168	\$ 1,216	\$ 2,124
<b>Output (in \$ millions)</b>	\$ 9,808	\$ 24,986	\$ 3,323	\$ 7,217
<b>GDP (in \$ millions)</b>	\$ 5,775	\$ 12,909	\$ 2,323	\$ 4,190
<b>Establishments</b>	11,412		1,123	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	16,400	99,500
<b>Payroll (in \$ millions)</b>	\$ 536	\$ 3,240
<b>Output (in \$ millions)</b>	\$ 1,342	\$ 8,466
<b>GDP (in \$ millions)</b>	\$ 785	\$ 4,990
<b>Establishments</b>	1,328	10,084

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN MAINE, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	33,500	62,400
<b>Payroll (in \$ millions)</b>	\$ 1,217	\$ 2,463
<b>Output (in \$ millions)</b>	\$ 3,189	\$ 7,357
<b>GDP (in \$ millions)</b>	\$ 1,913	\$ 4,017
<b>Establishments</b>	3,230	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	27,100	49,300	6,400	13,100
<b>Payroll (in \$ millions)</b>	\$ 883	\$ 1,844	\$ 334	\$ 619
<b>Output (in \$ millions)</b>	\$ 2,342	\$ 5,582	\$ 847	\$ 1,775
<b>GDP (in \$ millions)</b>	\$ 1,363	\$ 2,988	\$ 549	\$ 1,029
<b>Establishments</b>	2,844		386	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	4,400	22,700
<b>Payroll (in \$ millions)</b>	\$ 149	\$ 734
<b>Output (in \$ millions)</b>	\$ 370	\$ 1,972
<b>GDP (in \$ millions)</b>	\$ 209	\$ 1,154
<b>Establishments</b>	333	2,511

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN MARYLAND, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	168,900	291,300
<b>Payroll (in \$ millions)</b>	\$ 7,292	\$ 14,108
<b>Output (in \$ millions)</b>	\$ 17,408	\$ 37,075
<b>GDP (in \$ millions)</b>	\$ 11,329	\$ 23,025
<b>Establishments</b>	13,987	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	142,800	239,900	26,100	51,400
<b>Payroll (in \$ millions)</b>	\$ 5,659	\$ 11,079	\$ 1,633	\$ 3,029
<b>Output (in \$ millions)</b>	\$ 13,637	\$ 29,314	\$ 3,771	\$ 7,761
<b>GDP (in \$ millions)</b>	\$ 8,622	\$ 17,929	\$ 2,707	\$ 5,096
<b>Establishments</b>	12,830		1,157	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	26,200	116,500
<b>Payroll (in \$ millions)</b>	\$ 1,079	\$ 4,580
<b>Output (in \$ millions)</b>	\$ 2,608	\$ 11,029
<b>GDP (in \$ millions)</b>	\$ 1,685	\$ 6,937
<b>Establishments</b>	1,796	11,034

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN MASSACHUSETTS, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	141,800	277,700
<b>Payroll (in \$ millions)</b>	\$ 6,522	\$ 15,597
<b>Output (in \$ millions)</b>	\$ 15,280	\$ 39,335
<b>GDP (in \$ millions)</b>	\$ 10,033	\$ 24,366
<b>Establishments</b>	13,863	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	116,600	223,300	25,200	54,400
<b>Payroll (in \$ millions)</b>	\$ 4,909	\$ 12,047	\$ 1,613	\$ 3,550
<b>Output (in \$ millions)</b>	\$ 11,998	\$ 30,964	\$ 3,283	\$ 8,372
<b>GDP (in \$ millions)</b>	\$ 7,745	\$ 19,023	\$ 2,288	\$ 5,342
<b>Establishments</b>	12,462		1,401	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	25,000	91,600
<b>Payroll (in \$ millions)</b>	\$ 1,000	\$ 3,910
<b>Output (in \$ millions)</b>	\$ 2,239	\$ 9,759
<b>GDP (in \$ millions)</b>	\$ 1,367	\$ 6,379
<b>Establishments</b>	1,678	10,784

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN MICHIGAN, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	297,800	518,000
<b>Payroll (in \$ millions)</b>	\$ 10,120	\$ 20,523
<b>Output (in \$ millions)</b>	\$ 26,794	\$ 62,434
<b>GDP (in \$ millions)</b>	\$ 16,431	\$ 34,548
<b>Establishments</b>	25,714	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	247,200	415,100	50,500	102,800
<b>Payroll (in \$ millions)</b>	\$ 7,169	\$ 15,162	\$ 2,951	\$ 5,361
<b>Output (in \$ millions)</b>	\$ 19,471	\$ 47,030	\$ 7,323	\$ 15,404
<b>GDP (in \$ millions)</b>	\$ 11,119	\$ 25,057	\$ 5,312	\$ 9,490
<b>Establishments</b>	23,351		2,363	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	39,100	208,100
<b>Payroll (in \$ millions)</b>	\$ 1,174	\$ 5,995
<b>Output (in \$ millions)</b>	\$ 3,081	\$ 16,390
<b>GDP (in \$ millions)</b>	\$ 1,751	\$ 9,368
<b>Establishments</b>	2,573	20,778

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.



***Economic Impact of Franchised Businesses***

**FRANCHISING IN MINNESOTA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	175,200	323,800
<b>Payroll (in \$ millions)</b>	\$ 6,496	\$ 14,386
<b>Output (in \$ millions)</b>	\$ 16,436	\$ 42,016
<b>GDP (in \$ millions)</b>	\$ 9,948	\$ 23,205
<b>Establishments</b>	16,343	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	152,500	273,700	22,700	50,100
<b>Payroll (in \$ millions)</b>	\$ 5,196	\$ 11,642	\$ 1,299	\$ 2,745
<b>Output (in \$ millions)</b>	\$ 13,429	\$ 34,388	\$ 3,007	\$ 7,628
<b>GDP (in \$ millions)</b>	\$ 7,844	\$ 18,684	\$ 2,104	\$ 4,520
<b>Establishments</b>	15,173		1,170	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	28,700	123,800
<b>Payroll (in \$ millions)</b>	\$ 993	\$ 4,203
<b>Output (in \$ millions)</b>	\$ 2,485	\$ 10,944
<b>GDP (in \$ millions)</b>	\$ 1,448	\$ 6,396
<b>Establishments</b>	1,578	13,594

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN MISSISSIPPI, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	89,700	143,700
<b>Payroll (in \$ millions)</b>	\$ 2,888	\$ 5,048
<b>Output (in \$ millions)</b>	\$ 7,732	\$ 16,273
<b>GDP (in \$ millions)</b>	\$ 4,485	\$ 8,304
<b>Establishments</b>	8,835	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	78,900	122,700	10,800	21,000
<b>Payroll (in \$ millions)</b>	\$ 2,329	\$ 4,084	\$ 559	\$ 964
<b>Output (in \$ millions)</b>	\$ 6,160	\$ 13,115	\$ 1,572	\$ 3,158
<b>GDP (in \$ millions)</b>	\$ 3,437	\$ 6,543	\$ 1,048	\$ 1,761
<b>Establishments</b>	8,056		779	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	11,200	67,700
<b>Payroll (in \$ millions)</b>	\$ 328	\$ 2,001
<b>Output (in \$ millions)</b>	\$ 856	\$ 5,304
<b>GDP (in \$ millions)</b>	\$ 483	\$ 2,954
<b>Establishments</b>	1,006	7,050

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN MISSOURI, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	207,500	365,700
<b>Payroll (in \$ millions)</b>	\$ 7,393	\$ 14,949
<b>Output (in \$ millions)</b>	\$ 18,799	\$ 43,996
<b>GDP (in \$ millions)</b>	\$ 10,976	\$ 23,946
<b>Establishments</b>	18,412	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	178,300	304,600	29,200	61,100
<b>Payroll (in \$ millions)</b>	\$ 5,809	\$ 11,864	\$ 1,584	\$ 3,085
<b>Output (in \$ millions)</b>	\$ 14,797	\$ 35,065	\$ 4,003	\$ 8,931
<b>GDP (in \$ millions)</b>	\$ 8,384	\$ 18,795	\$ 2,592	\$ 5,151
<b>Establishments</b>	16,873		1,539	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	33,300	145,000
<b>Payroll (in \$ millions)</b>	\$ 1,096	\$ 4,712
<b>Output (in \$ millions)</b>	\$ 2,776	\$ 12,021
<b>GDP (in \$ millions)</b>	\$ 1,590	\$ 6,794
<b>Establishments</b>	2,082	14,791

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN MONTANA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	35,300		59,300	
<b>Payroll (in \$ millions)</b>	\$ 1,131		\$ 2,051	
<b>Output (in \$ millions)</b>	\$ 2,991		\$ 6,564	
<b>GDP (in \$ millions)</b>	\$ 1,615		\$ 3,267	
<b>Establishments</b>	4,102			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	30,700	50,100	4,600	9,200
<b>Payroll (in \$ millions)</b>	\$ 892	\$ 1,637	\$ 239	\$ 414
<b>Output (in \$ millions)</b>	\$ 2,427	\$ 5,335	\$ 564	\$ 1,230
<b>GDP (in \$ millions)</b>	\$ 1,281	\$ 2,621	\$ 334	\$ 646
<b>Establishments</b>	3,756		346	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	3,600		27,100	
<b>Payroll (in \$ millions)</b>	\$ 107		\$ 785	
<b>Output (in \$ millions)</b>	\$ 265		\$ 2,162	
<b>GDP (in \$ millions)</b>	\$ 140		\$ 1,141	
<b>Establishments</b>	371		3,385	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN NEBRASKA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	71,400		120,100	
<b>Payroll (in \$ millions)</b>	\$ 2,423		\$ 4,733	
<b>Output (in \$ millions)</b>	\$ 6,431		\$ 14,967	
<b>GDP (in \$ millions)</b>	\$ 3,646		\$ 7,698	
<b>Establishments</b>	7,144			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	63,600	104,300	7,700	15,900
<b>Payroll (in \$ millions)</b>	\$ 2,009	\$ 3,934	\$ 413	\$ 798
<b>Output (in \$ millions)</b>	\$ 5,428	\$ 12,537	\$ 1,003	\$ 2,430
<b>GDP (in \$ millions)</b>	\$ 2,965	\$ 6,339	\$ 681	\$ 1,359
<b>Establishments</b>	6,526		618	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	9,700		54,000	
<b>Payroll (in \$ millions)</b>	\$ 285		\$ 1,724	
<b>Output (in \$ millions)</b>	\$ 739		\$ 4,689	
<b>GDP (in \$ millions)</b>	\$ 396		\$ 2,569	
<b>Establishments</b>	747		5,779	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN NEVADA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	84,900	151,800
<b>Payroll (in \$ millions)</b>	\$ 3,844	\$ 6,877
<b>Output (in \$ millions)</b>	\$ 9,060	\$ 18,704
<b>GDP (in \$ millions)</b>	\$ 5,971	\$ 11,620
<b>Establishments</b>	6,567	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	73,900	128,400	11,000	23,400
<b>Payroll (in \$ millions)</b>	\$ 3,143	\$ 5,616	\$ 701	\$ 1,261
<b>Output (in \$ millions)</b>	\$ 7,441	\$ 15,323	\$ 1,619	\$ 3,381
<b>GDP (in \$ millions)</b>	\$ 4,765	\$ 9,377	\$ 1,206	\$ 2,243
<b>Establishments</b>	6,148		419	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	10,100	63,800
<b>Payroll (in \$ millions)</b>	\$ 423	\$ 2,720
<b>Output (in \$ millions)</b>	\$ 1,034	\$ 6,407
<b>GDP (in \$ millions)</b>	\$ 641	\$ 4,124
<b>Establishments</b>	778	5,370

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN NEW HAMPSHIRE, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	35,100		67,100	
<b>Payroll (in \$ millions)</b>	\$ 1,576		\$ 3,244	
<b>Output (in \$ millions)</b>	\$ 3,627		\$ 8,453	
<b>GDP (in \$ millions)</b>	\$ 2,271		\$ 4,989	
<b>Establishments</b>	3,530			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	26,900	50,400	8,200	16,700
<b>Payroll (in \$ millions)</b>	\$ 1,043	\$ 2,278	\$ 533	\$ 966
<b>Output (in \$ millions)</b>	\$ 2,570	\$ 6,164	\$ 1,056	\$ 2,289
<b>GDP (in \$ millions)</b>	\$ 1,572	\$ 3,583	\$ 700	\$ 1,406
<b>Establishments</b>	3,079		451	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	4,800		22,000	
<b>Payroll (in \$ millions)</b>	\$ 167		\$ 875	
<b>Output (in \$ millions)</b>	\$ 373		\$ 2,197	
<b>GDP (in \$ millions)</b>	\$ 216		\$ 1,356	
<b>Establishments</b>	339		2,740	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN NEW JERSEY, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	206,500	389,800
<b>Payroll (in \$ millions)</b>	\$ 9,908	\$ 21,529
<b>Output (in \$ millions)</b>	\$ 23,706	\$ 56,824
<b>GDP (in \$ millions)</b>	\$ 16,106	\$ 35,905
<b>Establishments</b>	18,819	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	170,500	313,600	36,000	76,200
<b>Payroll (in \$ millions)</b>	\$ 7,213	\$ 16,330	\$ 2,695	\$ 5,199
<b>Output (in \$ millions)</b>	\$ 18,183	\$ 44,236	\$ 5,523	\$ 12,588
<b>GDP (in \$ millions)</b>	\$ 11,894	\$ 27,427	\$ 4,212	\$ 8,478
<b>Establishments</b>	17,004		1,815	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	33,700	136,900
<b>Payroll (in \$ millions)</b>	\$ 1,768	\$ 5,446
<b>Output (in \$ millions)</b>	\$ 4,101	\$ 14,082
<b>GDP (in \$ millions)</b>	\$ 2,742	\$ 9,153
<b>Establishments</b>	1,803	15,201

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.



***Economic Impact of Franchised Businesses***

**FRANCHISING IN NEW MEXICO, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	63,600	101,000
<b>Payroll (in \$ millions)</b>	\$ 2,126	\$ 3,674
<b>Output (in \$ millions)</b>	\$ 5,493	\$ 11,245
<b>GDP (in \$ millions)</b>	\$ 3,278	\$ 6,260
<b>Establishments</b>	5,328	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	54,800	84,400	8,900	16,600
<b>Payroll (in \$ millions)</b>	\$ 1,623	\$ 2,858	\$ 503	\$ 816
<b>Output (in \$ millions)</b>	\$ 4,309	\$ 8,917	\$ 1,184	\$ 2,329
<b>GDP (in \$ millions)</b>	\$ 2,445	\$ 4,825	\$ 833	\$ 1,435
<b>Establishments</b>	4,871		456	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	6,700	48,000
<b>Payroll (in \$ millions)</b>	\$ 201	\$ 1,422
<b>Output (in \$ millions)</b>	\$ 505	\$ 3,804
<b>GDP (in \$ millions)</b>	\$ 286	\$ 2,159
<b>Establishments</b>	551	4,320

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN NEW YORK, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	358,000		695,500	
<b>Payroll (in \$ millions)</b>	\$ 18,217		\$ 41,717	
<b>Output (in \$ millions)</b>	\$ 42,652		\$ 107,061	
<b>GDP (in \$ millions)</b>	\$ 28,980		\$ 69,835	
<b>Establishments</b>	32,310			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	304,900	576,500	53,000	119,000
<b>Payroll (in \$ millions)</b>	\$ 14,620	\$ 33,533	\$ 3,596	\$ 8,183
<b>Output (in \$ millions)</b>	\$ 34,128	\$ 86,084	\$ 8,524	\$ 20,977
<b>GDP (in \$ millions)</b>	\$ 22,845	\$ 55,758	\$ 6,136	\$ 14,078
<b>Establishments</b>	29,072		3,238	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	53,300		251,700	
<b>Payroll (in \$ millions)</b>	\$ 2,765		\$ 11,856	
<b>Output (in \$ millions)</b>	\$ 6,216		\$ 27,911	
<b>GDP (in \$ millions)</b>	\$ 4,146		\$ 18,699	
<b>Establishments</b>	2,958		26,114	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN NORTH CAROLINA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	339,100	594,100
<b>Payroll (in \$ millions)</b>	\$ 12,677	\$ 24,544
<b>Output (in \$ millions)</b>	\$ 30,489	\$ 71,648
<b>GDP (in \$ millions)</b>	\$ 17,831	\$ 40,096
<b>Establishments</b>	27,158	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	294,400	499,900	44,700	94,300
<b>Payroll (in \$ millions)</b>	\$ 10,010	\$ 19,593	\$ 2,667	\$ 4,951
<b>Output (in \$ millions)</b>	\$ 24,365	\$ 57,796	\$ 6,123	\$ 13,852
<b>GDP (in \$ millions)</b>	\$ 13,798	\$ 31,871	\$ 4,033	\$ 8,225
<b>Establishments</b>	24,863		2,295	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	63,200	231,200
<b>Payroll (in \$ millions)</b>	\$ 2,849	\$ 7,161
<b>Output (in \$ millions)</b>	\$ 6,378	\$ 17,988
<b>GDP (in \$ millions)</b>	\$ 3,723	\$ 10,075
<b>Establishments</b>	2,657	22,205

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN NORTH DAKOTA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	35,600	56,600
<b>Payroll (in \$ millions)</b>	\$ 1,481	\$ 2,518
<b>Output (in \$ millions)</b>	\$ 4,020	\$ 7,746
<b>GDP (in \$ millions)</b>	\$ 2,438	\$ 4,423
<b>Establishments</b>	3,030	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	31,300	48,900	4,200	7,800
<b>Payroll (in \$ millions)</b>	\$ 1,236	\$ 2,101	\$ 245	\$ 417
<b>Output (in \$ millions)</b>	\$ 3,384	\$ 6,493	\$ 636	\$ 1,253
<b>GDP (in \$ millions)</b>	\$ 2,011	\$ 3,668	\$ 426	\$ 755
<b>Establishments</b>	2,797		233	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	3,500	27,800
<b>Payroll (in \$ millions)</b>	\$ 114	\$ 1,122
<b>Output (in \$ millions)</b>	\$ 294	\$ 3,090
<b>GDP (in \$ millions)</b>	\$ 164	\$ 1,847
<b>Establishments</b>	328	2,468

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN OHIO, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	368,300		649,700	
<b>Payroll (in \$ millions)</b>	\$ 12,735		\$ 26,702	
<b>Output (in \$ millions)</b>	\$ 31,719		\$ 79,739	
<b>GDP (in \$ millions)</b>	\$ 18,763		\$ 43,681	
<b>Establishments</b>	29,648			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	318,500	544,500	49,800	105,200
<b>Payroll (in \$ millions)</b>	\$ 10,051	\$ 21,303	\$ 2,684	\$ 5,399
<b>Output (in \$ millions)</b>	\$ 25,115	\$ 63,914	\$ 6,605	\$ 15,825
<b>GDP (in \$ millions)</b>	\$ 14,183	\$ 34,293	\$ 4,580	\$ 9,388
<b>Establishments</b>	27,158		2,491	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	57,500		260,900	
<b>Payroll (in \$ millions)</b>	\$ 1,951		\$ 8,100	
<b>Output (in \$ millions)</b>	\$ 4,685		\$ 20,429	
<b>GDP (in \$ millions)</b>	\$ 2,624		\$ 11,559	
<b>Establishments</b>	3,500		23,657	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN OKLAHOMA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	113,100	191,100
<b>Payroll (in \$ millions)</b>	\$ 3,972	\$ 7,797
<b>Output (in \$ millions)</b>	\$ 9,860	\$ 22,813
<b>GDP (in \$ millions)</b>	\$ 5,920	\$ 12,504
<b>Establishments</b>	11,101	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	97,100	158,800	16,000	32,300
<b>Payroll (in \$ millions)</b>	\$ 3,001	\$ 6,049	\$ 970	\$ 1,748
<b>Output (in \$ millions)</b>	\$ 7,615	\$ 17,980	\$ 2,245	\$ 4,833
<b>GDP (in \$ millions)</b>	\$ 4,321	\$ 9,569	\$ 1,600	\$ 2,935
<b>Establishments</b>	10,163		938	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	16,300	80,700
<b>Payroll (in \$ millions)</b>	\$ 554	\$ 2,447
<b>Output (in \$ millions)</b>	\$ 1,352	\$ 6,263
<b>GDP (in \$ millions)</b>	\$ 776	\$ 3,544
<b>Establishments</b>	1,165	8,998

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN OREGON, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>		<b><u>Because of Franchised Businesses</u></b>	
<b>Jobs</b>	100,800		187,900	
<b>Payroll (in \$ millions)</b>	\$ 4,022		\$ 8,116	
<b>Output (in \$ millions)</b>	\$ 9,435		\$ 23,322	
<b>GDP (in \$ millions)</b>	\$ 5,565		\$ 12,932	
<b>Establishments</b>	10,046			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	82,700	150,100	18,100	37,800
<b>Payroll (in \$ millions)</b>	\$ 2,884	\$ 6,068	\$ 1,137	\$ 2,048
<b>Output (in \$ millions)</b>	\$ 7,212	\$ 18,071	\$ 2,222	\$ 5,252
<b>GDP (in \$ millions)</b>	\$ 4,061	\$ 9,781	\$ 1,504	\$ 3,151
<b>Establishments</b>	9,106		940	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	12,300		70,400	
<b>Payroll (in \$ millions)</b>	\$ 471		\$ 2,413	
<b>Output (in \$ millions)</b>	\$ 1,147		\$ 6,065	
<b>GDP (in \$ millions)</b>	\$ 661		\$ 3,400	
<b>Establishments</b>	974		8,132	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN PENNSYLVANIA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	328,000	612,800
<b>Payroll (in \$ millions)</b>	\$ 13,168	\$ 28,794
<b>Output (in \$ millions)</b>	\$ 31,857	\$ 80,691
<b>GDP (in \$ millions)</b>	\$ 19,466	\$ 45,520
<b>Establishments</b>	29,699	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	270,400	493,900	57,600	118,900
<b>Payroll (in \$ millions)</b>	\$ 9,873	\$ 22,187	\$ 3,295	\$ 6,608
<b>Output (in \$ millions)</b>	\$ 24,663	\$ 63,347	\$ 7,194	\$ 17,344
<b>GDP (in \$ millions)</b>	\$ 14,515	\$ 35,051	\$ 4,951	\$ 10,469
<b>Establishments</b>	26,640		3,059	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	48,800	221,600
<b>Payroll (in \$ millions)</b>	\$ 1,994	\$ 7,880
<b>Output (in \$ millions)</b>	\$ 4,702	\$ 19,961
<b>GDP (in \$ millions)</b>	\$ 2,783	\$ 11,732
<b>Establishments</b>	3,162	23,478

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.



***Economic Impact of Franchised Businesses***

**FRANCHISING IN RHODE ISLAND, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>		
<b>Jobs</b>	21,700	41,500		
<b>Payroll (in \$ millions)</b>	\$ 933	\$ 1,993		
<b>Output (in \$ millions)</b>	\$ 2,347	\$ 5,467		
<b>GDP (in \$ millions)</b>	\$ 1,506	\$ 3,323		
<b>Establishments</b>	2,293			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	18,000	33,600	3,700	7,900
<b>Payroll (in \$ millions)</b>	\$ 715	\$ 1,553	\$ 217	\$ 440
<b>Output (in \$ millions)</b>	\$ 1,828	\$ 4,295	\$ 519	\$ 1,172
<b>GDP (in \$ millions)</b>	\$ 1,152	\$ 2,587	\$ 354	\$ 736
<b>Establishments</b>	2,079		213	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	3,300		14,700	
<b>Payroll (in \$ millions)</b>	\$ 153		\$ 562	
<b>Output (in \$ millions)</b>	\$ 345		\$ 1,482	
<b>GDP (in \$ millions)</b>	\$ 217		\$ 935	
<b>Establishments</b>	226		1,853	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN SOUTH CAROLINA, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>		
<b>Jobs</b>	148,200	246,500		
<b>Payroll (in \$ millions)</b>	\$ 4,903	\$ 8,981		
<b>Output (in \$ millions)</b>	\$ 12,849	\$ 27,657		
<b>GDP (in \$ millions)</b>	\$ 7,544	\$ 14,827		
<b>Establishments</b>	13,288			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	130,000	209,300	18,200	37,300
<b>Payroll (in \$ millions)</b>	\$ 3,895	\$ 7,187	\$ 1,008	\$ 1,794
<b>Output (in \$ millions)</b>	\$ 10,230	\$ 22,197	\$ 2,619	\$ 5,460
<b>GDP (in \$ millions)</b>	\$ 5,792	\$ 11,680	\$ 1,753	\$ 3,148
<b>Establishments</b>	12,317		971	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	18,300		111,700	
<b>Payroll (in \$ millions)</b>	\$ 548		\$ 3,347	
<b>Output (in \$ millions)</b>	\$ 1,367		\$ 8,863	
<b>GDP (in \$ millions)</b>	\$ 771		\$ 5,021	
<b>Establishments</b>	1,554		10,763	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN SOUTH DAKOTA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	32,100	51,400
<b>Payroll (in \$ millions)</b>	\$ 980	\$ 1,802
<b>Output (in \$ millions)</b>	\$ 2,802	\$ 5,954
<b>GDP (in \$ millions)</b>	\$ 1,561	\$ 3,099
<b>Establishments</b>	3,619	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	28,200	43,800	4,000	7,600
<b>Payroll (in \$ millions)</b>	\$ 767	\$ 1,433	\$ 213	\$ 368
<b>Output (in \$ millions)</b>	\$ 2,242	\$ 4,807	\$ 561	\$ 1,147
<b>GDP (in \$ millions)</b>	\$ 1,189	\$ 2,436	\$ 372	\$ 664
<b>Establishments</b>	3,309		310	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	3,100	25,100
<b>Payroll (in \$ millions)</b>	\$ 83	\$ 683
<b>Output (in \$ millions)</b>	\$ 231	\$ 2,011
<b>GDP (in \$ millions)</b>	\$ 121	\$ 1,068
<b>Establishments</b>	343	2,967

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN TENNESSEE, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	230,100	398,500
<b>Payroll (in \$ millions)</b>	\$ 8,685	\$ 16,977
<b>Output (in \$ millions)</b>	\$ 21,608	\$ 47,742
<b>GDP (in \$ millions)</b>	\$ 13,082	\$ 26,690
<b>Establishments</b>	19,040	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	200,400	335,400	29,600	63,200
<b>Payroll (in \$ millions)</b>	\$ 6,796	\$ 13,453	\$ 1,889	\$ 3,524
<b>Output (in \$ millions)</b>	\$ 16,926	\$ 37,981	\$ 4,682	\$ 9,761
<b>GDP (in \$ millions)</b>	\$ 9,871	\$ 20,824	\$ 3,210	\$ 5,866
<b>Establishments</b>	17,438		1,602	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	47,900	152,500
<b>Payroll (in \$ millions)</b>	\$ 1,934	\$ 4,862
<b>Output (in \$ millions)</b>	\$ 4,597	\$ 12,329
<b>GDP (in \$ millions)</b>	\$ 2,708	\$ 7,163
<b>Establishments</b>	2,289	15,148

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN TEXAS, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	748,100	1,347,600
<b>Payroll (in \$ millions)</b>	\$ 29,370	\$ 62,313
<b>Output (in \$ millions)</b>	\$ 70,637	\$ 185,384
<b>GDP (in \$ millions)</b>	\$ 44,844	\$ 104,419
<b>Establishments</b>	67,384	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	635,500	1,104,100	112,600	243,500
<b>Payroll (in \$ millions)</b>	\$ 21,552	\$ 47,485	\$ 7,818	\$ 14,827
<b>Output (in \$ millions)</b>	\$ 53,067	\$ 143,952	\$ 17,570	\$ 41,432
<b>GDP (in \$ millions)</b>	\$ 31,643	\$ 78,676	\$ 13,201	\$ 25,743
<b>Establishments</b>	62,126		5,258	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	128,300	507,200
<b>Payroll (in \$ millions)</b>	\$ 4,333	\$ 17,219
<b>Output (in \$ millions)</b>	\$ 10,407	\$ 42,660
<b>GDP (in \$ millions)</b>	\$ 6,165	\$ 25,478
<b>Establishments</b>	7,762	54,364

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN UTAH, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	75,400	142,500
<b>Payroll (in \$ millions)</b>	\$ 2,766	\$ 5,723
<b>Output (in \$ millions)</b>	\$ 6,795	\$ 17,673
<b>GDP (in \$ millions)</b>	\$ 3,979	\$ 9,423
<b>Establishments</b>	7,083	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	63,300	114,900	12,100	27,600
<b>Payroll (in \$ millions)</b>	\$ 1,993	\$ 4,278	\$ 773	\$ 1,445
<b>Output (in \$ millions)</b>	\$ 5,036	\$ 13,495	\$ 1,759	\$ 4,177
<b>GDP (in \$ millions)</b>	\$ 2,831	\$ 7,044	\$ 1,148	\$ 2,379
<b>Establishments</b>	6,507		576	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	10,400	52,900
<b>Payroll (in \$ millions)</b>	\$ 322	\$ 1,671
<b>Output (in \$ millions)</b>	\$ 811	\$ 4,225
<b>GDP (in \$ millions)</b>	\$ 457	\$ 2,374
<b>Establishments</b>	812	5,694

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN VERMONT, 2016**

	<b>All Franchises</b>			
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>		
<b>Jobs</b>	14,300	27,200		
<b>Payroll (in \$ millions)</b>	\$ 553	\$ 1,116		
<b>Output (in \$ millions)</b>	\$ 1,437	\$ 3,485		
<b>GDP (in \$ millions)</b>	\$ 882	\$ 1,842		
<b>Establishments</b>	1,720			
	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	11,300	21,200	3,000	6,000
<b>Payroll (in \$ millions)</b>	\$ 386	\$ 819	\$ 167	\$ 297
<b>Output (in \$ millions)</b>	\$ 1,052	\$ 2,646	\$ 385	\$ 839
<b>GDP (in \$ millions)</b>	\$ 619	\$ 1,357	\$ 263	\$ 485
<b>Establishments</b>	1,507		213	
	<b>In Business Format Franchises</b>			
	<b><u>Franchisor Owned</u></b>		<b><u>Franchisee Owned</u></b>	
<b>Jobs</b>	2,000		9,300	
<b>Payroll (in \$ millions)</b>	\$ 68		\$ 318	
<b>Output (in \$ millions)</b>	\$ 172		\$ 880	
<b>GDP (in \$ millions)</b>	\$ 99		\$ 520	
<b>Establishments</b>	173		1,334	

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN VIRGINIA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	278,600	468,200
<b>Payroll (in \$ millions)</b>	\$ 10,968	\$ 21,473
<b>Output (in \$ millions)</b>	\$ 26,949	\$ 57,958
<b>GDP (in \$ millions)</b>	\$ 16,754	\$ 34,843
<b>Establishments</b>	24,257	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	238,200	389,200	40,400	79,000
<b>Payroll (in \$ millions)</b>	\$ 8,581	\$ 16,968	\$ 2,387	\$ 4,505
<b>Output (in \$ millions)</b>	\$ 21,069	\$ 46,000	\$ 5,879	\$ 11,958
<b>GDP (in \$ millions)</b>	\$ 12,701	\$ 27,245	\$ 4,053	\$ 7,598
<b>Establishments</b>	22,310		1,947	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	45,900	192,300
<b>Payroll (in \$ millions)</b>	\$ 1,797	\$ 6,785
<b>Output (in \$ millions)</b>	\$ 4,350	\$ 16,719
<b>GDP (in \$ millions)</b>	\$ 2,717	\$ 9,984
<b>Establishments</b>	3,310	19,000

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.



***Economic Impact of Franchised Businesses***

**FRANCHISING IN WASHINGTON, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	166,600	305,400
<b>Payroll (in \$ millions)</b>	\$ 7,367	\$ 15,126
<b>Output (in \$ millions)</b>	\$ 20,059	\$ 46,002
<b>GDP (in \$ millions)</b>	\$ 12,497	\$ 26,588
<b>Establishments</b>	15,823	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	136,500	240,300	30,000	65,100
<b>Payroll (in \$ millions)</b>	\$ 5,388	\$ 11,201	\$ 1,979	\$ 3,925
<b>Output (in \$ millions)</b>	\$ 13,884	\$ 33,430	\$ 6,175	\$ 12,572
<b>GDP (in \$ millions)</b>	\$ 8,899	\$ 19,497	\$ 3,597	\$ 7,091
<b>Establishments</b>	14,477		1,347	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	24,800	111,700
<b>Payroll (in \$ millions)</b>	\$ 1,030	\$ 4,358
<b>Output (in \$ millions)</b>	\$ 2,553	\$ 11,331
<b>GDP (in \$ millions)</b>	\$ 1,639	\$ 7,261
<b>Establishments</b>	1,646	12,830

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN WEST VIRGINIA, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	52,200	81,900
<b>Payroll (in \$ millions)</b>	\$ 1,639	\$ 2,949
<b>Output (in \$ millions)</b>	\$ 4,401	\$ 9,125
<b>GDP (in \$ millions)</b>	\$ 2,563	\$ 4,872
<b>Establishments</b>	5,259	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	44,800	68,200	7,500	13,700
<b>Payroll (in \$ millions)</b>	\$ 1,277	\$ 2,317	\$ 362	\$ 632
<b>Output (in \$ millions)</b>	\$ 3,377	\$ 7,143	\$ 1,024	\$ 1,983
<b>GDP (in \$ millions)</b>	\$ 1,894	\$ 3,731	\$ 669	\$ 1,141
<b>Establishments</b>	4,775		483	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	6,700	38,000
<b>Payroll (in \$ millions)</b>	\$ 190	\$ 1,087
<b>Output (in \$ millions)</b>	\$ 493	\$ 2,884
<b>GDP (in \$ millions)</b>	\$ 274	\$ 1,621
<b>Establishments</b>	613	4,163

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN WISCONSIN, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	176,900	313,700
<b>Payroll (in \$ millions)</b>	\$ 5,837	\$ 12,467
<b>Output (in \$ millions)</b>	\$ 15,216	\$ 39,117
<b>GDP (in \$ millions)</b>	\$ 8,681	\$ 20,027
<b>Establishments</b>	15,775	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	149,500	257,500	27,400	56,200
<b>Payroll (in \$ millions)</b>	\$ 4,415	\$ 9,677	\$ 1,422	\$ 2,790
<b>Output (in \$ millions)</b>	\$ 11,861	\$ 30,988	\$ 3,354	\$ 8,129
<b>GDP (in \$ millions)</b>	\$ 6,488	\$ 15,501	\$ 2,193	\$ 4,526
<b>Establishments</b>	14,337		1,438	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	17,700	131,700
<b>Payroll (in \$ millions)</b>	\$ 581	\$ 3,834
<b>Output (in \$ millions)</b>	\$ 1,499	\$ 10,362
<b>GDP (in \$ millions)</b>	\$ 833	\$ 5,655
<b>Establishments</b>	1,351	12,986

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

***Economic Impact of Franchised Businesses***

**FRANCHISING IN WYOMING, 2016**

	<b>All Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	20,400	31,400
<b>Payroll (in \$ millions)</b>	\$ 706	\$ 1,224
<b>Output (in \$ millions)</b>	\$ 1,874	\$ 4,182
<b>GDP (in \$ millions)</b>	\$ 1,115	\$ 2,338
<b>Establishments</b>	2,273	

	<b>Business Format Franchises</b>		<b>Product Distribution Franchises</b>	
	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>	<b><u>In Franchised Businesses</u></b>	<b><u>Because of Franchised Businesses</u></b>
<b>Jobs</b>	18,300	27,400	2,100	4,000
<b>Payroll (in \$ millions)</b>	\$ 582	\$ 1,009	\$ 124	\$ 215
<b>Output (in \$ millions)</b>	\$ 1,546	\$ 3,447	\$ 327	\$ 734
<b>GDP (in \$ millions)</b>	\$ 885	\$ 1,893	\$ 229	\$ 445
<b>Establishments</b>	2,107		167	

	<b>In Business Format Franchises</b>	
	<b><u>Franchisor Owned</u></b>	<b><u>Franchisee Owned</u></b>
<b>Jobs</b>	2,700	15,600
<b>Payroll (in \$ millions)</b>	\$ 80	\$ 501
<b>Output (in \$ millions)</b>	\$ 209	\$ 1,338
<b>GDP (in \$ millions)</b>	\$ 118	\$ 767
<b>Establishments</b>	261	1,846

Note: Job numbers have been rounded to the nearest 100. Details may not add to totals due to rounding.

## APPENDIX

### A. Data Sources

The key economic measures in this study are: jobs, payroll, output, GDP, and establishments. Measures of the direct impact of franchising (i.e., the economic activity in franchised businesses) were developed at the national level using a number of data sources. National-level estimates were then allocated to the state and congressional district levels, as described below.

The data sources used in this study include:

**2012 Economic Census (U.S. Census Bureau)** – The *Economic Census* contains data on the number of establishments, sales, jobs, and payroll broken down by industry at the national and state levels for establishments with at least one paid employee. Industry classifications are based on 2012 NAICS codes and covers 1,068 detailed industries. The *2012 Economic Census Franchise Report* provides information on the franchise status of establishments in 288 detailed industry sectors at the national level. Data include number of establishments, sales, jobs, and payroll for franchised establishments. Data for franchised establishments are broken down by franchisor-owned and franchisee-owned establishments.

**The 2012 Survey of Business Owners (U.S. Census Bureau)** – SBO includes data on the count and percentage of businesses that were franchised in 2012. Data are reported separately for companies with and without paid employees and are provided at the 2-digit NAICS sector level. Franchise counts were obtained for nonemployers (i.e., businesses without paid employees) and were allocated to more detailed industries based on data from the *2012 Economic Census Franchise Report*.

**The Quarterly Census of Employment and Wages, 2015 (U.S. Bureau of Labor Statistics)** – QCEW contains data on the number of establishments, jobs, and payroll broken down by industry at the national, state, and county levels for establishments with at least one paid employee. Industry classifications are based on 2012 NAICS codes. QCEW does not indicate whether an establishment is part of a franchise system.

**Nonemployer Statistics, 2014 (U.S. Census Bureau)** – 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. Industry classifications are based on 2012 NAICS codes. NES does not indicate whether an establishment is part of a franchise system.

**FRANdata Franchise Unit Counts (2014)** – FRANdata tabulates counts of franchised units from the Franchise Disclosure Documents (FDDs) prepared by all franchisors. FDDs are the basic source of information defined by federal regulation and provided to every prospective franchisee candidate at a certain point in the decision process. They are evaluated by state business regulators and are used by lenders and other stakeholders in the franchise community. FRANdata tabulates information from the FDDs annually including the number of franchised units. Separate tabulations are available for franchisee-owned and franchisor-owned units.

**The IMPLAN Model (2013 database)** – IMPLAN is a regional input-output model that can address a wide range of impact topics in a given region (county, State, or the country as a whole). The model is primarily based on government data sources (Bureau of Economic Analysis, Bureau of Labor Statistics, and Census), and is used to estimate payroll, output, and contribution to GDP in franchised businesses, as well as jobs, payroll, output and contribution to GDP that exist because of franchised businesses.

**Dun & Bradstreet, Marketing Data (August 2016)** – D&B has information on more than 13 million business establishments in the United States. The information includes the number of establishments

and jobs at the national, State, and county levels, in addition to industry detail based on 1987 SIC codes. The database also indicates which establishments are franchised businesses, and includes a breakdown of franchise establishments into franchisor-owned or franchisee-owned. These data were used to estimate the number of franchised businesses in industries that were not covered by the *2016 Economic Census Franchise Report*.

**Zip Code Business Patterns, 2014 (U.S. Census Bureau)** – ZBP is part of the annual CBP release. ZBP provides counts of establishments by employment-size class at the 6-digit NAICS level for each zip code in the United States. These data were used in the mapping of county-level estimates of franchised jobs to congressional districts.

**Election Data Services five-digit ZIP+DISTRICT file** – Election Data Services Inc. (EDS) is a political consulting firm specializing in redistricting, election administration, and the analysis and presentation of census and political data. Among other services, EDS publishes information products on congressional and legislative district boundary files such as its *ZIP+DISTRICT* data files which link postal zip codes to congressional and legislative districts. The EDS data, along with data from the U.S. Postal Service, were used to develop mappings of zip codes to counties and congressional districts.

## B. Methodology

### **Data Preparation**

**QCEW Data** – PwC obtained data on total establishments and paid employment by detailed (6-digit NAICS level) industry sector for 2015 at the national, state, and county levels. The data were mapped to franchised business lines according to definitions provided in **Exhibit 1** below. At the national level, values for establishments and employment are complete within business lines. At the state and county levels, establishment counts are complete by business lines but some employment numbers are suppressed due to government concerns over disclosure. To overcome these problems, we used a two-stage raking methodology to develop state- and county-level values for establishments and employment.

For the first stage of the raking procedure, a “national” level matrix was set up with 51 rows representing the 50 states and the District of Columbia and 14 columns representing the 13 franchised business lines and the ‘all other’ industry group (industries in the ‘all other’ industry group are unlikely to have franchised businesses). Thus, an element value at the intersection of a row and a column is the total number of employees for a given state (row) and a given business line (column). When an exact total was not known for a cell, an initial starting value was estimated. Because all the element values are not exactly specified, the column totals did not match the QCEW national employment counts for businesses in the 14 business lines. Similarly the row totals did not match the QCEW state employment totals. A standard raking algorithm was used to adjust the cell values so that both column and row totals matched the corresponding QCEW business line and state employment totals.

In the second stage of the raking procedure, a similar process was run for each state. In this case, the rows of the matrix were the counties within a state, the columns are business lines within the state. Raking was performed so that the rows totaled to the QCEW employment counts within each county in the state and the columns totaled to the number of employees within each business line in the state. The state-business line employment values are obtained from the first round of raking.

After the raking process was finished, we had establishment and employee counts by business line at the national and state levels and for all counties in every state.

**Exhibit 1. – Business Line Definitions**

<b>Business Line</b>	<b>2012 NAICS Codes</b>
<i>Business Format Sectors</i>	
<b>Automotive</b>	423120-423140, 441310-441320, 488410, 532111, 532120, 811111-811113, 811118, 811121, 811122, 811191, 811192, 811198
<b>Commercial and Residential Services</b>	236118, 238110-238990, 541320, 541350, 561210, 561710-561740, 561790, 562111, 562119, 562910, 562991, 562998
<b>Quick Service Restaurants</b>	722513-722515
<b>Table/Full Service Restaurants</b>	722511
<b>Retail Food</b>	311811, 445110-445120, 445210-445230, 445291-445292, 445299, 445310, 447110, 722310-722330, 722410
<b>Lodging</b>	721000
<b>Real Estate</b>	531130, 531210, 531311, 531312, 531320, 531390
<b>Retail Products and Services</b>	442000-444000, 446000, 448000-453920, 453990-454000, 532200-532300, 541920, 811200, 811400
<b>Business Services</b>	323111, 323113, 339950, 484110, 484121, 484122, 484210, 484220, 484230, 488490, 488510, 488991, 492110, 492210, 511120, 522320, 524210, 532412, 532420, 532490, 533110, 541191, 541199, 541211, 541213, 541214, 541219, 541511, 541512, 541519, 541612, 541810, 541850, 541860, 541870, 541890, 541990, 551112, 551114, 561110, 561311, 561312, 561320, 561330, 561410, 561421, 561422, 561431, 561439, 561491, 561492, 561499, 561611, 561612, 561621, 561622, 561910, 561920, 561990, 811310
<b>Personal Services</b>	485310, 485320, 485510, 485999, 487110, 522310, 522390, 541940, 561510, 561520, 561599, 611420, 611430, 611511, 611519, 611610, 611620, 611630, 611691, 611692, 611699, 611710, 621610, 624110, 624120, 624410, 713120, 713940, 713950, 713990, 812111, 812112, 812113, 812191, 812199, 812210, 812220, 812310, 812320, 812910, 812921, 812922, 812930, 812990
<i>Product Distribution Sectors</i>	
<b>Automotive and Truck Dealers</b>	423110, 441110, 441120, 441210, 441228, 441222, 453930
<b>Gasoline Service Stations</b>	447190
<b>Beverage Bottling</b>	312111, 312112, 424810, 424820
<i>Non-Franchise Sectors</i>	
<b>All Non-Business Format and Non-Product Distribution</b>	All NAICS categories not listed above

**Nonemployer Statistics** – The Quarterly Census of Employment and Wages only covers businesses with paid employees. However, many U.S. businesses operate without paid employees. These businesses, known as nonemployers, include small family-run businesses as well as independent contractors. In 2014, according to data from the U.S. Census Bureau, 75.9 percent of all U.S. businesses were nonemployers (23.8 million nonemployers compared to 7.6 million business establishments with paid employees). In order to provide a more complete picture of franchising in the U.S., it is necessary to estimate the number of nonemployer franchises.

NES establishment values were obtained by industry at the national, state, and county levels. A raking process similar to the one used on the QCEW data was used to determine suppressed nonemployer establishment counts in the source data. PwC used data from the Bureau of Economic Analysis to estimate the number of employee equivalents per nonemployer establishment. Because nonemployer businesses can be operated as sole proprietorships, partnerships, or corporations, the number of employee/owners per establishment may exceed one. In 2014, the number of employee/owners per establishment averaged 1.5 across all franchised and non-franchised nonemployer establishments.

**All Business Data for 2016** – The starting point for the estimation is the count of business establishments and employees (or employee equivalents) by business line for all business establishments. These counts were developed by adding counts of establishments and employment from the QCEW to the corresponding NES data at the national, state, and county levels. Estimates for 2014 (nonemployer establishments) and 2015 (businesses with paid employees) were forecasted through 2016 using data from the Bureau of Labor Statistic’s *Current Employment Situation* database, the *Current Population Survey* jointly conducted by the U.S. Census Bureau and the Bureau of Labor Statistics, and the Congressional Budget Office’s *Budget and Economic Outlook*.

**Franchise Ratios** – Data from the *2012 Economic Census Franchise Report* and *2012 Survey of Business Owners* was used to develop national-level franchise ratios by franchise business line. Separate ratios were developed for businesses with paid employees and nonemployers. Franchise ratios were developed for both establishment counts and employment and were separately estimated for franchisee-owned and franchisor-owned establishments. For industries (such as residential remodelers) that were not included in the *2012 Economic Census Franchise Report*, data from Dun & Bradstreet was used to estimate franchise ratios. Finally, for the Quick Service Restaurant business line, franchise counts implied by the *2012 Economic Census Franchise Report* were significantly lower than counts reported by other data sources. As such, the national-level franchise ratios for this business line were adjusted using more recent (2014) data from FRANdata and the QCEW.

**Independent Contractors** – While most independent contractors associated with franchised businesses would be accounted for above, there may be additional independent contractors that would not self-identify as franchises on the *Survey of Business Owners*. These contractors include contractors who work out of franchised establishments owned by others. PwC has estimated the number of additional independent contractors associated with franchised establishments in four industries: NAICS 531210 (Offices of Real Estate Agents and Brokers), NAICS 81211 (Hair, Nail, and Skin Care Services), NAICS 4411 (Automobile Dealers), and NAICS 4412 (Other Motor Vehicle Dealers).

In order to estimate the number of independent contractors in these industries it was assumed that nonemployers in these industries are franchised at the same rate as businesses with paid employees. In order to avoid double counting, the number of nonemployer establishments estimated above was subtracted from the initial estimates of independent contractors.

### ***State and Congressional-District Estimates***

PwC obtained data on all business establishments, franchisee-owned establishments, and franchisor-owned establishments for every county in the U.S. by detailed industry sector from Dun & Bradstreet’s (D&B) marketing database. The D&B data on franchised businesses was aggregated by franchise business line to derive national, state, and county counts of franchised establishments and employment. These estimates were then used to allocate the national-level estimates derived above to the state and county levels.



### ***Congressional District Estimates***

Using data from Election Data Services (EDS), the U.S. Postal Service, and Zip Code Business Patterns (ZBP), PwC developed a mapping tool to allocate the county-level franchised jobs and establishments to congressional districts.

PwC obtained a mapping of all the zip codes in the U.S. to congressional districts from EDS. In cases where a particular zip code falls within more than one congressional district, we have assumed that jobs and establishments in the zip code are divided equally across the congressional districts. This mapping was then merged with information from the U.S. Postal Service that lists all zip codes in the U.S. along with the state and county in which the zip code is located. Combining the two datasets provides a list of zip codes in every county, along with the congressional district that corresponds to a particular zip code. In order to determine the share of a county's total jobs and establishments in a particular business line located in a particular zip code and, thus, in a given congressional district, we used data from the 2014 ZBP release.

ZBP provides data on the total number of establishments, employment and payroll for more than 40,000 5-digit zip code areas nationwide. In addition, ZBP provides the number of establishments by employment-size class by detailed (6-digit NAICS) industry for each zip code. Using the establishment data, we constructed estimates of jobs by zip code by multiplying the number of establishments in a given size class by the midpoint of that size class and summing all size classes. The resulting database was then merged with the zip code-to-county-to-congressional district mapping.

Jobs and establishments within each zip code were aggregated first by county and then by congressional districts within a given county. Allocation percentages were then created by dividing ZBP jobs and establishments for a given congressional district within a county by total ZBP employment in the county by business line. The result was a list of percentages mapping jobs and establishments in every county to each congressional district that falls in whole or in part within that county. Separate allocation percentages were derived for each of the 13 business lines.

These allocation percentages were applied to our county-level direct impact estimates by business line to derive our estimates of franchised jobs and establishments by congressional district.

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

The outcome of the above procedures is a set of estimates of the count of franchised businesses and direct jobs in franchised businesses at the national, state, and congressional district levels for each of the 13 business lines.

The IMPLAN model was then used to estimate the direct payroll (including proprietor's income for nonemployers), output, and contribution to GDP associated with franchised jobs within each business line at all reporting levels.

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

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

Indirect effects may cross geographic boundaries. The IMPLAN model for a geographic region does not capture such "spillover" effects. 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 "spillover" effects by industry were allocated to states in proportion to each state's share of that industry. Similarly, within a state with multiple congressional districts, the indirect effects reported for each congressional district capture only the impact of franchising activities within the congressional district. Cross-district "spillover" effects by industry were allocated within a state in proportion to each congressional district's share of that industry within the state.

### **C. Comparability with Previous Estimates**

In February 2004, PwC released Volume I of *The Economic Impact of Franchised Businesses*, which provided measures of the total economic impact of franchised businesses in the United States using data for the year 2001. That report used data from *County Business Patterns*, *Nonemployer Statistics*, Dun & Bradstreet's *MarketPlace*, and the IMPLAN model to estimate the economic activity directly and indirectly attributable to franchised businesses. Volume II of the study, released in January 2008, used the same data sources and methodology to estimate the total economic impact of franchised businesses for the year 2005. Volume III, which provided estimates for 2007, relied on data from the *2007 Economic Census Franchise Report*, the first ever report of its kind.

Due to major changes in the underlying data sets and methodologies used in this report, the estimates contained in this report are not comparable to previous volumes of the study. In particular, as described in the appendix, the current estimates supplement the Economic Census data by incorporating more recent data and information from the QCEW, Nonemployer Statistics, FRANdata, and D&B. Furthermore, the current study uses revised business line definitions that remove some industries included in the earlier studies. It was determined that these industries were unlikely to have a significant number of franchised business establishments.

