

# EXECUTIVE SUMMARY

## DIRECT IMPACTS OF FRANCHISED BUSINESSES // BY LINE OF BUSINESS // 2005

	Jobs	Payroll (\$ billions)	Output (\$ billions)	Establishments
	<b>BUSINESS FORMAT FRANCHISING</b>			
Automotive	175,858	\$5.2	\$25.3	35,616
Commercial & Residential Services	314,345	\$12.1	\$32.9	54,495
Quick Service Restaurants	3,153,207	\$34.2	\$152.1	167,578
Table/Full Service Restaurants	1,045,522	\$13.5	\$50.4	42,285
Food Retail	779,360	\$14.0	\$47.0	61,039
Lodging	569,604	\$12.3	\$48.0	30,014
Real Estate	155,359	\$6.0	\$26.3	33,900
Retail Product & Services	538,410	\$11.6	\$36.5	78,621
Business Services	1,347,750	\$60.9	\$150.7	193,063
Personal Services	937,853	\$37.1	\$96.1	76,824
<b>TOTAL</b>	<b>9,017,267</b>	<b>\$206.9</b>	<b>\$665.3</b>	<b>773,436</b>

	<b>PRODUCT DISTRIBUTION FRANCHISING</b>			
Automobile & Truck Dealers	1,507,616	\$63.2	\$162.3	61,974
Gasoline Service Stations	480,239	\$7.9	\$40.0	70,990
Beverage Bottling	24,084	\$0.7	\$13.3	2,853
<b>TOTAL</b>	<b>2,011,938</b>	<b>\$71.7</b>	<b>\$215.6</b>	<b>135,817</b>

	<b>ALL FRANCHISED BUSINESSES</b>			
<b>TOTAL</b>	<b>11,029,206</b>	<b>\$278.6</b>	<b>\$880.9</b>	<b>909,253</b>

# EXECUTIVE SUMMARY

## DIRECT CONTRIBUTIONS OF BUSINESS FORMAT FRANCHISES // BY LINE OF BUSINESS

	2001	2005	Percent Change 2001 to 2005	Average Annual Growth
<b>AUTOMOTIVE</b>				
JOB	148,397	175,858	18.5%	4.3%
PAYROLL (\$ billions)	\$4.0	\$5.2	30.7%	6.9%
OUTPUT (\$ billions)	\$13.1	\$25.3	92.6%	17.8%
ESTABLISHMENTS	28,755	35,616	23.9%	5.5%

	<b>COMMERCIAL &amp; RESIDENTIAL SERVICES</b>			
JOB	244,143	314,345	28.8%	6.5%
PAYROLL (\$ billions)	\$8.3	\$12.1	45.1%	9.8%
OUTPUT (\$ billions)	\$17.8	\$32.9	84.5%	16.5%
ESTABLISHMENTS	38,744	54,495	40.7%	8.9%

	<b>QUICK SERVICE RESTAURANTS</b>			
JOB	2,736,566	3,153,207	15.2%	3.6%
PAYROLL (\$ billions)	\$27.8	\$34.2	22.9%	5.3%
OUTPUT (\$ billions)	\$106.7	\$152.1	42.6%	9.3%
ESTABLISHMENTS	144,357	167,578	16.1%	3.8%

	<b>TABLE / FULL SERVICE RESTAURANTS</b>			
JOB	954,681	1,045,522	9.5%	2.3%
PAYROLL (\$ billions)	\$11.3	\$13.5	19.3%	4.5%
OUTPUT (\$ billions)	\$37.2	\$50.4	35.5%	7.9%
ESTABLISHMENTS	38,961	42,285	8.5%	2.1%

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## DIRECT CONTRIBUTIONS OF BUSINESS FORMAT FRANCHISES // BY LINE OF BUSINESS

	2001	2005	Percent Change 2001 to 2005	Average Annual Growth
<b>FOOD RETAIL</b>				
JOBS	597,311	779,360	30.5%	6.9%
PAYROLL (\$ billions)	\$9.9	\$14.0	42.6%	9.3%
OUTPUT (\$ billions)	\$23.9	\$47.0	96.8%	18.4%
ESTABLISHMENTS	45,539	61,039	34.0%	7.6%

	<b>LODGING</b>			
JOBS	433,616	569,604	31.4%	7.1%
PAYROLL (\$ billions)	\$8.1	\$12.3	52.3%	11.1%
OUTPUT (\$ billions)	\$29.0	\$48.0	65.8%	13.5%
ESTABLISHMENTS	20,450	30,014	46.8%	10.1%

	<b>REAL ESTATE</b>			
JOBS	148,771	155,359	4.4%	1.1%
PAYROLL (\$ billions)	\$4.7	\$6.0	25.9%	5.9%
OUTPUT (\$ billions)	\$29.2	\$26.3	-9.9%	-2.6%
ESTABLISHMENTS	29,365	33,900	15.4%	3.7%

	<b>RETAIL PRODUCTS &amp; SERVICES</b>			
JOBS	431,590	538,410	24.8%	5.7%
PAYROLL (\$ billions)	\$8.8	\$11.6	32.5%	7.3%
OUTPUT (\$ billions)	\$20.8	\$36.5	75.7%	15.1%
ESTABLISHMENTS	61,166	78,621	28.5%	6.5%

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## DIRECT CONTRIBUTIONS OF BUSINESS FORMAT FRANCHISES // BY LINE OF BUSINESS

	2001	2005	Percent Change 2001 to 2005	Average Annual Growth
<b>BUSINESS SERVICES</b>				
JOB	1,338,586	1,347,750	0.7%	0.2%
PAYROLL (\$ billions)	\$53.8	\$60.9	13.2%	3.2%
OUTPUT (\$ billions)	\$119.8	\$150.7	25.8%	5.9%
ESTABLISHMENTS	160,108	193,063	20.6%	4.8%

	<b>PERSONAL SERVICES</b>			
JOB	753,793	937,853	24.4%	5.6%
PAYROLL (\$ billions)	\$26.2	\$37.1	41.4%	9.1%
OUTPUT (\$ billions)	\$62.5	\$96.1	53.8%	11.4%
ESTABLISHMENTS	54,826	76,824	40.1%	8.8%

### BUSINESS FORMAT FRANCHISING

**Automotive.** Includes motor vehicle parts and supply stores, tire dealers, automotive equipment rental and leasing, and automotive repair and maintenance

**Commercial and Residential Services.** Includes building, developing, and general contracting; heavy construction; special trade contractors; facilities support services; services to buildings and dwellings; and waste management and remediation services

**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

**Table/Full Service Restaurants.**

**Retail Food.** Includes food and beverage stores, convenience stores, food service contractors, caterers, and retail bakeries

**Lodging.** Includes hotels, motels, and other accommodations

**Real Estate.** Includes lessors of buildings, self-storage units, and other real estate; real estate agents and brokers; and property management and other related activities

**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

**Business Services.** Includes printing, business transportation, warehousing and storage, data processing services, insurance agencies and brokerages, office administrative services, employment services, investigation and security services, tax preparation and payroll services, and heavy equipment leasing

**Personal Services.** Includes educational services, health care, entertainment and recreation, personal and laundry services, veterinary services, loan brokers, credit intermediation and related activities, and personal transportation