# The Faces and Places of Outbound Teleservices in the United States 

The people and places that would be harmed by a decline in telemarketing

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## TABLE OF CONTENTS

Introduction ..... 1
The Faces of Telemarketing ..... 1
The Places of Telemarketing ..... 4
Appendix 1 ..... 6
Appendix 2 ..... 8

## Introduction

In 2001, consumer telephone marketing generated $\$ 274.2$ billion in sales, accounting for $27.3 \%$ of all consumer direct marketing sales. ${ }^{1}$ It is expected that consumer telemarketing will grow $8.0 \%$ per year to an expected $\$ 402.8$ billion in 2006. These numbers are from a forthcoming WEFA Group study, Economic Impact, U.S. Direct and Interactive Marketing Today, 2002 Forecast. In fact, outbound telemarketing alone generated almost $4 \%$ of all U.S. consumer sales in 2001.

Employment and the employment growth rate in the telemarketing industry are equally impressive. In 2001, the telemarketing industry that markets to consumers was estimated to employ 4.1 million workers. Id. The following statistics describe in detail the characteristics of those employed in telemarketing.

## The Faces of Telemarketing

Outbound teleservices is identified by the Bureau of Labor Statistics, U.S. Department of Labor (DOL) as one of the more than 400 occupations tracked by the DOL. The Department tracks only the telemarketing statistics from telemarketing call centers, which includes companies that make outbound calls for clients for a fee. ${ }^{2}$

According to the 2000 County Business Patterns produced by the DOL, there are 8,843 establishments (locations) that perform some outbound calling as well as other services for clients for a fee. Of the 8,843 locations, there are 3,000 locations that perform primarily outbound calling for a fee.

There are 511,000 people employed in these firms and whose job it is to solicit orders, generate leads, and help build store traffic over the telephone. To most consumers, regulators, and legislators, these people are just voices of telephone sales representatives. However, the 2002 DMA survey, The Face of Telemarketing, puts a face on these voices. The summary results of the survey are shown in the following chart. ${ }^{3}$

[^0]
## Results of the DMA April 2002 Survey of Teleservices Agencies Members on The Face of Teleservices <br> Universe consists of production staff only (calling agents and teleservices representatives) 200 firms were surveyed and 25 responded <br> Gender: <br> Male 40\% <br> Female 60\% <br> Education: <br> Full-time students working full or part time $26 \%$ <br> High school graduate 70\% <br> College graduate 5\% <br> Diversity: <br> Male Non-White 63\% <br> Female Non-White 67\% <br> Male African-American 35\% <br> Female African-American 46\% <br> Male Hispanic 27\% <br> Female Hispanic 20\% <br> Male Asian 2\% <br> Female Asian 1\% <br> Male other minority $1 \%$ <br> Female other minority 1\% <br> Other: <br> Working mothers 62\% <br> Single working mothers 26\% <br> All respondents fully or partially handicapped 5\% <br> All respondents welfare-to-work program or recently been on public assistance <br> $30 \%$

The face of outbound teleservices is:

- 306,600 are women
- 276,962 are African-American individuals
- 205,422 are African-American women
- 71,540 are African-American men
- 61,320 are Hispanic women
- 90,092 are working mothers
- 23,432 are single working mothers
- 25,500 are physically handicapped individuals
- 153,300 are on a welfare-to-work program
- 132,860 are working students

As the results of this survey show, many of the outbound teleservices representatives are on the economic bubble. This employment provided by the telemarketing firm is frequently viewed as a job opportunity unavailable elsewhere in the community. They have earned opportunities to work in a job that provides training, communications skill development, team work exercises, experience in taking on responsibilities, and building on other positive attributes. The teleservices job provides the hope for many of a better job and upward mobility.

Reinforcing the economic tightrope many telemarketers face is the fact that the national mean hourly wage for sales occupations is $\$ 13.46$ compared to the national mean hourly wage for teleservices representatives of $\$ 9.67$, or $\$ 3.80$ below what others make in the sales profession. On top of this is the acknowledged pay differential in America that finds women making only 72\% of the income of males. ${ }^{4}$ Since $60 \%$ of the teleservices workforce is female, the women are even in a more precarious position.

Of all the states, the District of Columbia and Puerto Rico, only in Massachusetts do telemarketers equal the national mean for sales occupations. The states with the lowest mean hourly rates are:

| MONTANA | $\$ 7.09$ |
| :--- | :--- |
| OKLAHOMA | $\$ 7.51$ |
| PUERTO RICO | $\$ 7.51$ |
| IOWA | $\$ 7.83$ |
| NORTH DAKOTA | $\$ 7.94$ |
| ALASKA | $\$ 7.97$ |
| WYOMING | $\$ 8.10$ |
| ARKANSAS | $\$ 8.11$ |
| IDAHO | $\$ 8.26$ |
| ALABAMA | $\$ 8.29$ |
| NEBRASKA | $\$ 8.65$ |

Another view of telemarketers is their national mean annual wage of $\$ 20,285$ compared to the national mean annual wage of other sales professionals, which is $\$ 31,535$, and the national mean wage of all workers, which is $\$ 37,005 .{ }^{5}$

A recent New York Times article described a woman from Albuquerque, New Mexico, who is typical of the kind of workers found in teleservices call centers. In part, the article said, "The (call) centers offer fresh opportunities and flexibility. They draw employees mainly from the 30 million women like Ms. Suarez, who have a high school degree. Many are second earners, helping to anchor their

[^1]households in the middle class despite the middling pay. The centers exemplify a trend in today's service economy that has held down wages of many middle and lower-income workers. Unlike factories, the centers can be located easily in lower-wage cities, or even overseas." ${ }^{6}$

## The Places of Telemarketing

Outbound telemarketing call centers are found in every state, the District of Columbia, and Puerto Rico. Call centers are found in 1,990 different communities. While they are in every state, they are more ubiquitous in small- to medium-size cities and towns. They are as mainstream as many other American establishments, such as small town banks, fast food restaurants, hardware stores, feed stores, and volunteer fire and rescue squads. See appendix 1 for the number of outbound teleservices representatives per state.

The median population of the towns and cities where outbound call centers are located is 26,532 . There are 361 towns and cities with a population of less than 10,000 that have call centers. In many cases, the call center is the primary employer in the town as well as the county. ${ }^{7}$

Inbound call centers generally are found in the same demographics. For example, in 2000, North Dakota reported 11 permits for new or expanded inbound call centers in the state, which proposed to add as many as 1,000 new jobs. ${ }^{8}$

According to an official with the South Dakota Governor's Office of Economic Development, South Dakota is home to about 60 outbound and inbound call centers. In 1998, the state added more than 2,300 call center jobs, 90 percent of which were in Sioux Falls. ${ }^{9}$

Twelve percent of the towns and cities with call centers also are communities that have been designated by the federal government as labor surplus areas or empowerment or enterprise areas qualifying for federal benefits and incentives to keep businesses and their employees in place.

The Labor Surplus Areas in particular already are in bad economic shape because of plant closings, natural disasters, or other catastrophic events. The

[^2]federal government has designated the labor surplus areas because of the longterm impact of the above-mentioned factors. ${ }^{10}$

The following list shows the states with the highest percentage of cities and towns with outbound call centers that are areas with one or more of the federal designations for economically troubled areas. ${ }^{11}$

|  | PERCENT OF CITIES AND TOWNS <br> WITH A FEDERAL DESIGNATION <br> AS AN ECONOMICALLY <br> TROUBLED AREA |
| :--- | :---: |
| Ohio | $34 \%$ |
| New Mexico | $33 \%$ |
| Mississippi | $30 \%$ |
| Alaska | $30 \%$ |
| Arizona | $27 \%$ |
| Delaware | $25 \%$ |
| Washington | $25 \%$ |
| Texas | $23 \%$ |
| Georgia | $20 \%$ |
| Idaho | $17 \%$ |
| California | $14 \%$ |

If legitimate telemarketing activity is forced to cut back, there are many instances in which there are no other employers in a community that can replace that many lost jobs.

The faces and places of outbound telemarketing and their vulnerability to economic and social losses and setbacks if telemarketing is unreasonably curtailed are realities that, due to the nature of the job, are not easily recognized. The human faces of teleservices must enter the debate and must be a consideration in any action.

[^3]Appendix 1

| Area Name | 2000 Census POpulation | 2000 Census of Working Population Non-Agricultural | US Department of Labor Estimate of the Number of People Employed in the State in Telemarketing | Percent of the Working Populatio Engaged in Outbound Telemarketing for Fee | Number of Unique Cities and Town in which Telemarketing is Done |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ALASKA | 634,892 | 100,500 | 350 | 0.35\% | 3 |
| ALABAMA | 4,454,356 | 1,900,200 | 3,260 | 0.17\% | 14 |
| ARKANSAS | 2,692,090 | 1,156,800 | 5,040 | 0.44\% | 15 |
| ARIZONA | 5,307,331 | 2,239,600 | 12,870 | 0.57\% | 15 |
| CALIFORNIA | 34,501,130 | 14,658,700 | 40,040 | 0.27\% | 148 |
| COLORADO | 4,417,714 | 2,198,700 | 13,340 | 0.61\% | 28 |
| CONNECTICUT | 3,425,074 | 1,679,300 | 3,390 | 0.20\% | 14 |
| DC | 571,822 | 402,372 | 2,330 | 0.58\% | 1 |
| delaware | 796,165 | 417,400 | 260 | 0.06\% | 4 |
| FLORIDA | 16,396,515 | 7,193,600 | 44,850 | 0.62\% | 80 |
| GEORGIA | 8,383,915 | 3,893,900 | 11,140 | 0.29\% | 30 |
| HAWAII | 1,224,398 | 551,000 | 790 | 0.14\% | 1 |
| IOWA | 2,923,179 | 1,463,100 | 10,880 | 0.74\% | 57 |
| IDAHO | 1,321,006 | 567,300 | 2,590 | 0.46\% | 6 |
| ILLINOIS | 12,482,301 | 5,931,400 | 17,060 | 0.29\% | 90 |
| INDIANA | 6,114,745 | 2,896,100 | 10,220 | 0.35\% | 25 |
| KANSAS | 2,694,641 | 1,363,800 | 3,170 | 0.23\% | 17 |
| KENTUCKY | 4,065,556 | 1,827,400 | 3,950 | 0.22\% | 16 |
| LOUISIANA | 4,465,430 | 1,929,700 | 6,940 | 0.36\% | 7 |
| MASSACHUSETTS | 6,379,304 | 3,294,300 | 10,330 | 0.31\% | 43 |
| MARYLAND | 5,375,156 | 2,454,000 | 12,170 | 0.50\% | 31 |
| MAINE | 1,286,670 | 611,700 | 4,190 | 0.68\% | 26 |
| MICHIGAN | 9,990,817 | 4,543,100 | 9,900 | 0.22\% | 46 |
| MINNESOTA | 4,972,294 | 2,659,900 | 9,080 | 0.34\% | 28 |
| MISSOURI | 5,629,707 | 2,687,600 | 10,300 | 0.38\% | 32 |
| MISSISSIPPI | 2,858,029 | 1,125,400 | 1,210 | 0.11\% | 10 |
| MONTANA | 904,433 | 393,600 | 580 | 0.15\% | 12 |
| NO CAROLINA | 8,186,268 | 3,879,400 | 6,680 | 0.17\% | 29 |
| NORTH DAKOTA | 634,448 | 331,500 | 2,950 | 0.89\% | 19 |
| NEBRASKA | 1,713,235 | 912,400 | 7,000 | 0.77\% | 29 |
| NEW HAMPSHIRE | 1,259,181 | 627,100 | 1,700 | 0.27\% | 10 |
| NEW JERSEY | 8,484,431 | 4,007,100 | 11,030 | 0.28\% | 80 |
| NEW MEXICO | 1,829,146 | 760,500 | 3,330 | 0.44\% | 9 |
| NEVADA | 2,106,074 | 1,073,000 | 2,110 | 0.20\% | 6 |
| NEW YORK | 19,011,378 | 8,538,000 | 26,710 | 0.31\% | 68 |
| OHIO | 11,373,541 | 5,516,100 | 14,140 | 0.26\% | 56 |
| OKLAHOMA | 3,460,097 | 1,519,800 | 9,100 | 0.60\% | 16 |
| OREGON | 3,472,867 | 1,581,200 | 4,580 | 0.29\% | 15 |
| PENNSYLVANIA | 12,287,150 | 5,647,400 | 21,370 | 0.38\% | 83 |
| PUERTO RICO |  |  | 1,390 |  | 1 |


| RHODE ISLAND | $1,058,920$ | 484,800 | 1,880 | $0.39 \%$ | 6 |
| :--- | ---: | ---: | :---: | :---: | :---: |
| SOUTH CAROLINA | $4,063,011$ | $1,829,200$ | 4,260 | $0.23 \%$ | 12 |
| SOUTH DAKOTA | 756,600 | 380,800 | 1,190 | $0.31 \%$ | 10 |
| TENNESSEE | $5,740,021$ | $2,706,000$ | 7,930 | $0.29 \%$ | 19 |
| TEXAS | $21,325,018$ | $9,559,500$ | 48,570 | $0.51 \%$ | 75 |
| UTAH | $2,269,789$ | $1,067,000$ | 4,020 | $0.38 \%$ | 15 |
| VIRGINIA | $7,187,734$ | $3,504,100$ | 10,820 | $0.31 \%$ | 33 |
| VERMONT | 613,090 | 296,600 | 320 | $0.11 \%$ | 6 |
| WASHINGTON | $5,987,973$ | $2,650,500$ | 6,250 | $0.24 \%$ | 24 |
| WISCONSIN | $5,401,906$ | $2,827,500$ | 8,970 | $0.32 \%$ | 25 |
| WEST VIRGINIA | $1,801,916$ | 730,900 | 5,340 | $0.73 \%$ | 14 |
| WYOMING | 494,423 | 249,400 | 1,250 | $0.50 \%$ | 3 |

Appendix 2

## CITIES AND TOWNS WITH OUTBOUND TELESERVICES CALL CENTERS

| State | City Name | 2000 <br> Census <br> Population | 2000 Census of Working Population Non- <br> Agricultural | Number of Call Centers | Number of Employees | Federal Classification | 2002 <br> Unemployment Rate for the City Not Seasonally Adjusted | Unemployment rate in the City as a Percentage of the National rate of $4.8 \%$ | Unemployment Rate in the as a Percentage of the State Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AK | Anchorage | 260,283 |  |  |  |  | 4.60\% | 95.83\% | 73.02\% |
| AK | Fairbanks | 30,224 |  |  |  | LSC | 4.40\% | 91.67\% | 69.84\% |
| AK | Palmer <br> ALASKA TOTAL | 4,533 634,892 | 100,500 | 4 | 350 |  | $5.80 \%$ $6.30 \%$ | 120.83\% | 92.06\% |
| AL | Birmingham | 242,820 |  |  |  | UEC | 3.80\% | 79.17\% | 71.70\% |
| AL | Daphne | 16,581 |  |  |  |  | 4.20\% | 87.50\% | 79.25\% |
| AL | Decatur | 53,929 |  |  |  |  | 5.20\% | 108.33\% | 98.11\% |
| AL | Dothan | 57,737 |  |  |  |  | 5.20\% | 108.33\% | 98.11\% |
| AL | Fultondale | 6,595 |  |  |  |  | 5.20\% | 108.33\% | 98.11\% |
| AL | Huntsville | 158,216 |  |  |  |  | 3.80\% | 79.17\% | 71.70\% |
| AL | Mobile | 198,915 |  |  |  |  | 5.20\% | 108.33\% | 98.11\% |
| AL | Montgomery | 201,568 |  |  |  |  | 3.80\% | 79.17\% | 71.70\% |
| AL | Moody | 8,053 |  |  |  |  | 5.20\% | 108.33\% | 98.11\% |
| AL | Opelika | 23,498 |  |  |  |  | 5.20\% | 108.33\% | 98.11\% |
| AL | Robertsdale | 3,782 |  |  |  |  | 5.20\% | 108.33\% | 100.00\% |
| AL | Sheffield | 9,652 |  |  |  |  | 5.20\% | 108.33\% | 100.00\% |
| AL | Town Creek | 1,216 |  |  |  |  | 5.20\% | 108.33\% | 100.00\% |
| AL | Wetumpka ALABAMA TOTAL | 5,726 $4,454,356$ |  |  |  |  | $5.20 \%$ $5.20 \%$ | 108.33\% | 100.00\% |
|  |  | 4,454,356 | 1,900,200 | 23 | 3,260 |  | 5.20\% |  |  |
| AR | Beebe | 4,930 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |
| AR | Bryant | 9,764 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |
| AR | Conway | 43,167 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |
| AR | Fayetteville | 58,047 |  |  |  |  | 2.20\% | 45.83\% | 43.14\% |
| AR | Fort Smith | 80,268 |  |  |  |  | 4.20\% | 87.50\% | 82.35\% |
| AR | Jacksonville | 29,916 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |
| AR | Jonesboro | 55,515 |  |  |  |  | 4.50\% | 93.75\% | 88.24\% |
| AR | Little Rock | 183,133 |  |  |  | UEC | 4.20\% | 87.50\% | 82.35\% |
| AR | Monticello | 9,146 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |
| AR | Morrilton North Little | 6,550 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |
| AR | Rock | 60,433 |  |  |  |  | 4.20\% | 87.50\% | 82.35\% |
| AR | Russellville | 23,682 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |
| AR | Searcy | 18,928 |  |  |  |  | 5.00\% | 104.17\% | 98.04\% |


| $\begin{aligned} & \text { AR } \\ & \text { AR } \end{aligned}$ | Springdale Texarkana ARKANSAS TOTAL | 45,798 |  |  | ${ }_{5,040}$ LSC | $\begin{aligned} & 5.00 \% \\ & 5.00 \% \\ & 5.10 \% \end{aligned}$ | $\begin{aligned} & \text { 104.17\% } \\ & \text { 104.17\% } \end{aligned}$ | $\begin{aligned} & 98.04 \% \\ & 98.04 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 26,448 |  | 21 |  |  |  |  |
|  |  | 2,692,090 | 1,156,800 |  |  |  |  |  |
| AZ | Buckeye | 6,537 |  |  |  | 5.70\% | 118.75\% | 100.00\% |
| AZ | Chandler | 176,581 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | Flagstaff | 52,894 |  |  |  | 4.80\% | 100.00\% | 102.13\% |
| AZ | Fountain Hills | 20,235 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | Glendale | 218,812 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | Goodyear | 18,911 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | Kingman Lake Havasu | 20,069 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | City | 41,938 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | Mesa | 396,375 |  |  |  | 5.20\% | 108.33\% | 110.64\% |
| AZ | Phoenix | 1,321,045 |  |  | UEC | 5.20\% | 108.33\% | 110.64\% |
| AZ | Scottsdale | 202,705 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | Sierra Vista | 14,348 |  |  |  | 5.70\% | 118.75\% | 121.28\% |
| AZ | Tempe | 158,625 |  |  | LSC | 5.70\% | 118.75\% | 121.28\% |
| AZ | Tucson | 486,699 |  |  | LSC | 5.30\% | 110.42\% | 112.77\% |
| AZ | Yuma | 77,515 |  |  | LSC | 17.00\% | 354.17\% | 361.70\% |
|  | ARIZONA TOTAL | 5,307,331 | 2,239,600 | 81 | 12,870 |  | 4.70\% |  |
| CA | Anaheim | 328,014 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Apple Valley | 54,239 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Aptos | 2,361 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Bakersfield | 247,057 |  |  | LSC | 12.10\% | 252.08\% | 228.30\% |
| CA | Baldwin Park | 75,837 |  |  | LSC | 7.50\% | 156.25\% | 141.51\% |
| CA | Bell | 36,664 |  |  | LSC | 7.50\% | 156.25\% | 141.51\% |
| CA | Benicia | 26,865 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Berkeley | 102,743 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Blythe | 12,155 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Brea | 35,410 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Buena Park | 78,222 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Burbank | 100,316 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Calabasas | 20,033 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Calexico | 27,109 |  |  | LSC | 7.50\% | 156.25\% | 141.51\% |
| CA | Camarillo | 50,077 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Campbell | 38,138 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Canoga Park |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Carlsbad | 78,247 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Carson | 89,730 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Chatsworth |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Chico | 59,954 |  |  | LSC | 7.40\% | 154.17\% | 139.62\% |
| CA | Chula Vista | 173,556 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | City of Industry |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Clovis | 68,468 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Colton | 47,662 |  |  | LSC | 7.50\% | 156.25\% | 141.51\% |
| CA | Concord | 121,780 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Corona | 124,966 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Costa Mesa | 108,724 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Covina | 46,837 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Culver City | 46,837 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Cypress | 46,229 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Dana Point | 35,110 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Diamond Bar | 56,287 |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Downey | 107,323 |  |  |  | 7.50\% | 156.25\% | 141.51\% |


| CA | El Cajon | 94,869 |
| :---: | :---: | :---: |
| CA | El Monte | 115,965 |
| CA | El Segundo | 16,033 |
| CA | Elverta |  |
| CA | Emoryville | 6,882 |
| CA | Encinitas | 58,014 |
| CA | Escondido | 133,559 |
| CA | Fair Oaks | 28,008 |
| CA | Fontana | 128,928 |
| CA | Foresthill Fountain | 1,791 |
| CA | Valley | 54,978 |
| CA | Fremont | 203,413 |
| CA | Fresno | 427,652 |
| CA | Fullerton | 126,003 |
| CA | Garden Grove | 165,956 |
| CA | Gardena | 57,746 |
| CA | Glendale | 194,973 |
| CA | Goleta | 55,204 |
| CA | Hesperia Huntington | 62,582 |
| CA | Beach | 189,594 |
| CA | Indio | 49,116 |
| CA | Inglewood | 112,580 |
| CA | Irvine | 143,072 |
| CA | Irwindale | 1,446 |
| CA | La Jolla |  |
| CA | La Mesa | 54,749 |
| CA | La Puente | 41,063 |
| CA | Laguna Beach | 23,727 |
| CA | Laguna Hills | 23,727 |
| CA | Lake Elsinore | 28,928 |
| CA | Livermore | 73,345 |
| CA | Long Beach | 461,522 |
| CA | Los Angeles | 3,649,820 |
| CA | Los Banos | 25,869 |
| CA | Los Gatos | 28,592 |
| CA | Milpitas | 62,698 |
| CA | Mission Viejo | 93,102 |
| CA | Modesto | 188,856 |
| CA | Monrovia | 36,929 |
| CA | Montclair | 33,049 |
| CA | Monterey | 29,674 |
| CA | Monterey Park | 60,051 |
| CA | National City <br> Newport | 54,260 |
| CA | Beach | 70,032 |
|  | North |  |
| CA | Hollywood |  |
| CA | Northridge |  |
| CA | Novato | 47,630 |
| CA | Oakland | 399,484 |
| CA | Oceanside | 161,029 |
| CA | Orange Pacific | 128,821 |
| CA | Palisades |  |
| CA | Pacoima |  |
| CA | Palm Springs | 42,807 |
| CA | Paramount | 55,266 |


|  | 7.50\% | 156.25\% | 141.51\% |
| :---: | :---: | :---: | :---: |
| LSC | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| UEZ, LSC | 14.80\% | 308.33\% | 279.25\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| LSC | 7.50\% | 156.25\% | 141.51\% |
| LSC | 3.70\% | 77.08\% | 69.81\% |
|  | 3.70\% | 77.08\% | 69.81\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| LSC | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| LSC | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 6.50\% | 135.42\% | 122.64\% |
| UEZ, UEC | 6.50\% | 135.42\% | 122.64\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| LSC | 11.80\% | 245.83\% | 222.64\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 6.50\% | 135.42\% | 122.64\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 5.60\% | 116.67\% | 105.66\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 3.70\% | 77.08\% | 69.81\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| LSC | 7.50\% | 156.25\% | 141.51\% |


| CA | Pasadena | 133,936 |
| :---: | :---: | :---: |
| CA | Pioneer |  |
| CA | Pittsburg | 56,769 |
| CA | Rancho Cordova | 55,060 |
| CA | Redding | 80,865 |
| CA | Rialto | 91,873 |
| CA | Richmond | 99,216 |
| CA | Riverbank | 15,826 |
| CA | Riverside | 255,166 |
| CA | Rosemead Running | 55,505 |
| CA | Springs | 5,125 |
| CA | Sacramento San | 407,018 |
| CA | Bernardino | 185,401 |
| CA | San Clemente | 49,936 |
| CA | San Diego | 1,223,400 |
| CA | San Francisco | 776,733 |
| CA | San Jose | 894,943 |
|  | San Juan |  |
| CA | Capistrano San Luis | 33,826 |
| CA | Obispo | 44,174 |
| CA | San Ramon | 44,722 |
| CA | San Ysidro |  |
| CA | Santa Ana | 337,977 |
| CA | Santa Barbara | 92,325 |
| CA | Santa Clara | 102,361 |
| CA | Santa Clarita | 151,088 |
| CA | Santa Cruz | 54,593 |
| CA | Santa Monica | 80,084 |
| CA | Santa Rosa | 147,947 |
| CA | Sherman Oaks |  |
| CA | Solana Beach |  |
| CA | South Gate | 96,375 |
| CA | Stockton | 243,771 |
| CA | Sun City | 17,773 |
| CA | Sylmar |  |
| CA | Sylmar |  |
| CA | Temecula | 57,716 |
| CA | Temple City Thousand | 33,377 |
| CA | Oaks | 117,005 |
| CA | Three Rivers | 2,248 |
| CA | Topanga |  |
| CA | Tustin | 67,504 |
| CA | Twin Peaks |  |
| CA | Upland | 68,393 |
| CA | Valencia |  |
| CA | Vallejo | 116,760 |
| CA | Van Nuys |  |
| CA | Venice |  |
| CA | Ventura |  |
| CA | Vista | 89,857 |
| CA | Walnut Creek | 64,296 |
| CA | West Covina West | 105,080 |
| CA | Hollywood | 37,716 |
| CA | Westlake | 8,368 |


|  | 7.50\% | 156.25\% | 141.51\% |
| :---: | :---: | :---: | :---: |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| LSC | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| LSC | 7.50\% | 156.25\% | 141.51\% |
|  | 4.70\% | 97.92\% | 88.68\% |
|  | 5.20\% | 108.33\% | 98.11\% |
| LSC | 7.50\% | 156.25\% | 141.51\% |
|  | 3.80\% | 79.17\% | 71.70\% |
| UEZ, UEC | 5.20\% | 108.33\% | 98.11\% |
| UEZ, UEC | 7.40\% | 154.17\% | 139.62\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
| UEZ | 3.90\% | 81.25\% | 73.58\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 6.50\% | 135.42\% | 122.64\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 10.00\% | 208.33\% | 188.68\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 4.40\% | 91.67\% | 83.02\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |
|  | 7.50\% | 156.25\% | 141.51\% |


|  | Village |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CA | White Water |  |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Whittier | 83,680 |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Woodland Hills |  |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Yorba Linda | 58,918 |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| CA | Yucca Valley CALIFORNIA | 16,865 |  |  |  |  | 7.50\% | 156.25\% | 141.51\% |
| TOTAL 34,501,130 |  |  | 14,658,700 | 302 | 40,040 |  | 5.30\% |  |  |
| CO | Arvada | 102,153 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Aurora | 276,396 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Canon City Colorado | 15,431 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Springs Commerce | 360,890 |  |  |  |  | 6.00\% | 125.00\% | 162.16\% |
| CO | City | 20,991 |  |  |  |  | 4.00\% | 83.33\% | 108.11\% |
| CO | Conifer |  |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Denver | 554,636 |  |  |  | UEC | 5.40\% | 112.50\% | 145.95\% |
| CO | Dove Creek | 698 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Durango | 13,922 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Englewood | 31,727 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Evergreen | 9,216 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Fort Collins | 118,652 |  |  |  |  | 4.60\% | 95.83\% | 124.32\% |
| CO | Golden Grand | 17,159 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Junction | 41,986 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Greeley | 76,930 |  |  |  |  | 5.30\% | 110.42\% | 143.24\% |
| CO | Hotchkiss | 968 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Inverness |  |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Lakewood | 144,126 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Littleton | 40,340 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Longmont | 71,093 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Loveland | 50,608 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Lyons | 1,585 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Pueblo | 102,121 |  |  |  |  | 6.50\% | 135.42\% | 175.68\% |
| CO | Sedalia | 211 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Thornton | 82,384 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Westminster | 100,940 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Wheat Ridge Woodland | 32,913 |  |  |  |  | 4.90\% | 102.08\% | 132.43\% |
| CO | Park <br> COLORADO TOTAL | 6,515 $4,417,714$ |  |  |  |  | $4.90 \%$ $3.70 \%$ | 102.08\% | 132.43\% |
|  | TOTAL | 4,417,714 | 2,198,700 | 70 | 13,340 |  | 3.70\% |  |  |
| CT | Branford | 5,735 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Cheshire | 28,543 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Enfield | 45,212 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Fairfield | 57,340 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Farmington | 23,641 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Greenwich | 61,101 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Hamden | 56,913 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Hartford | 121,578 |  |  |  |  | 3.60\% | 75.00\% | 109.09\% |
| CT | Milford | 52,305 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Plainfield | 2,638 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Shelton | 38,101 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | South Windsor | 34,412 |  |  |  |  | 3.90\% | 81.25\% | 118.18\% |
| CT | Stamford | 117,083 |  |  |  |  | 2.80\% | 58.33\% | 84.85\% |
| CT | Waterbury CONNECT | 107,271 |  |  |  |  | 5.20\% | 108.33\% | 157.58\% |
|  | ICUT TOTAL | 3,425,074 | 1,679,300 | 20 | 3,390 |  | 3.30\% |  |  |
|  |  |  |  |  | 12 |  |  |  |  |
|  | $\begin{aligned} & \text { WASH1:3659 } \\ & \text { 15957-23 } \end{aligned}$ | 75.v1 6/28/0 |  |  |  |  |  |  |  |


| DC | Washington | 519,000 |  |  | 2,330 | $\begin{aligned} & \text { LSC, UEZ, } \\ & \text { UEC } \end{aligned}$ | 3.70\% | 77.08\% | 119.35\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DC TOTAL | 571,822 | 402,372 | 8 |  |  | 3.10\% |  |  |
| DE | Dover | 32,135 |  |  |  |  | 3.50\% | 72.92\% | 100.00\% |
| DE | New Castle | 4,862 |  |  |  |  | 3.70\% | 77.08\% | 105.71\% |
| DE | Newark | 28,547 |  |  |  |  | 4.50\% | 93.75\% | 128.57\% |
| DE | Wilmington DELAWARE | 72,664 |  |  |  | UEC | 4.50\% | 93.75\% | 128.57\% |
|  | TOTAL | 796,165 | 417,400 | 15 | 260 |  | 3.50\% |  |  |
|  |  |  |  |  |  |  |  |  |  |
| FL | Altamonte Springs | 41,200 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Boca Raton | 74,746 |  |  |  |  | 5.20\% | 108.33\% | 108.33\% |
| FL | Bradenton | 49,504 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Brooksville | 7,264 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Cape Coral | 102,286 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Casselberry | 22,629 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Clearwater | 108,787 |  |  |  |  | 4.30\% | 89.58\% | 89.58\% |
| FL | Cocoa | 5,921 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Coral Gables | 42,249 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Coral Springs | 117,549 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Dania Daytona | 20,061 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Beach Deerfield | 64,112 |  |  |  |  | 5.10\% | 106.25\% | 106.25\% |
| FL | Beach | 64,583 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Deland | 20,904 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Delray Beach Fort | 60,020 |  |  |  | LSC | 5.70\% | 118.75\% | 118.75\% |
| FL | Lauderdale | 152,397 |  |  |  |  | 3.50\% | 72.92\% | 72.92\% |
| FL | Fort Myers | 48,208 |  |  |  |  | 2.60\% | 54.17\% | 54.17\% |
| FL | Fort Pierce | 37,516 |  |  |  | LSC | 2.60\% | 54.17\% | 54.17\% |
| FL | Ft. Myers | 48,208 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Gainesville | 95,447 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Gulf Breeze | 5,665 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Hallandale | 34,282 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Hialeah | 226,419 |  |  |  |  | 4.25\% | 88.64\% | 88.64\% |
| FL | Hollywood | 139,357 |  |  |  |  | 4.22\% | 87.90\% | 87.90\% |
| FL | Homosassa Indian Harbor | 2,294 |  |  |  |  | 4.18\% | 87.17\% | 87.17\% |
| FL | Beach | 8,152 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Jacksonville Jacksonville | 735,617 |  |  |  | UEZ | 4.70\% | 97.92\% | 97.92\% |
| FL | Beach | 20,990 |  |  |  |  | 4.70\% | 97.92\% | 97.92\% |
| FL | Jupiter | 39,328 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Kissimmee | 47,814 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Lake Mary | 11,458 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Lakeland | 78,452 |  |  |  |  | 6.20\% | 129.17\% | 129.17\% |
| FL | Largo | 69,371 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Longwood | 13,745 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Loxahatchee |  |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Madison | 3,061 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Maitland | 12,019 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Margate | 53,909 |  |  |  |  | 4.90\% | 102.08\% | 102.08\% |
| FL | Melbourne | 71,382 |  |  |  |  | 5.00\% | 104.17\% | 104.17\% |
| FL | Miami | 362,470 |  |  |  | UEZ, UEC, | 7.30\% | 152.08\% | 152.08\% |
| FL | Miami Springs | 13,712 |  |  |  |  | 7.30\% | 152.08\% | 152.08\% |



| GA | Cumming | 4,220 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GA | Decatur | 18,147 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Duluth Flowery | 22,122 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Branch | 1,806 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Hinesville | 30,392 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Jonesboro | 3,829 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Kennesaw |  |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Lawrenceville | 22,397 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Marietta | 58,748 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Norcross | 8,410 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Rome | 34,980 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Savannah | 131,510 |  |  |  | 3.10\% | 64.58\% | 77.50\% |
| GA | Smyrna Stone | 40,999 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Mountain | 7,145 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Thomson | 6,828 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Tifton | 15,060 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Tucker | 26,532 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Valdosta Warner | 43,724 |  |  | LSC | 4.50\% | 93.75\% | 112.50\% |
| GA | Robbins | 48,804 |  |  |  | 4.50\% | 93.75\% | 112.50\% |
| GA | Winder GEORGIA TOTAL | 10,201 $8,383,915$ |  |  |  | $4.50 \%$ $4.00 \%$ | 93.75\% | 112.50\% |
|  |  | 8,383,915 | 3,893,900 | 61 | 11,140 | 4.00\% |  |  |
| HI | Honolulu HAWAll TOTAL | $\begin{array}{r} 371,657 \\ 1,224,398 \end{array}$ | 551,000 | 1 | 790 | $\begin{aligned} & 4.10 \% \\ & 4.10 \% \end{aligned}$ | 85.42\% | 89.13\% |
| IA | Algona | 5,741 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Altoona | 10,345 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Ames | 50,731 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Atlantic | 7,257 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Bernard | 97 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Bloomfield | 2,601 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Breda | 477 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Burlington | 26,839 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Carroll | 10,106 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Cedar Falls | 36,145 |  |  |  | 3.80\% | 79.17\% | 115.15\% |
| IA | Cedar Rapids | 120,758 |  |  |  | 2.70\% | 56.25\% | 81.82\% |
| IA | Cherokee | 5,369 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Clinton | 22,772 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Coon Rapids | 1,305 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Coralville | 15,123 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Council Bluffs | 58,268 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Davenport | 98,359 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Decorah | 8,172 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Des Moines | 198,682 |  |  | UEC | 3.30\% | 68.75\% | 100.00\% |
| IA | Dubuque | 57,686 |  |  |  | 2.60\% | 54.17\% | 78.79\% |
| IA | Dumont | 676 |  |  |  | 4.30\% | 89.58\% | 130.30\% |
| IA | Dunlap | 1,139 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Dyersville | 4,035 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Essex | 884 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Estherville | 6,656 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Fairfield | 9,509 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Fort Dodge | 25,136 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Fort Madison | 10,715 |  |  |  | 3.30\% | 68.75\% | 100.00\% |
| IA | Guttenberg | 1,987 |  |  |  | 3.30\% | 68.75\% | 100.00\% |



| IL | Chicago | 2,896,016 | UEZ, CEZ | 6.70\% | 139.58\% | 124.07\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IL | Cicero | 85,616 | LSC | 5.40\% | 112.50\% | 100.00\% |
| IL | Coal City | 4,797 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Collinsville | 24,707 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Darien | 22,860 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Deerfield | 18,420 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Dekalb | 39,018 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Des Plaines Downers | 58,720 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Grove | 48,724 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Durand | 1,081 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Elgin | 94,487 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Elmhurst | 42,762 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Evanston | 42,762 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Franklin Park | 19,434 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Freeport | 26,443 | LSC | 5.40\% | 112.50\% | 100.00\% |
| IL | Galesburg | 33,706 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Geneva | 19,515 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Glenview | 41,847 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Grayslake | 18,506 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Gurnee | 28,834 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Itaska | 8,302 |  | 5.40\% | 112.50\% | 100.00\% |
| $1 L$ | Jacksonville | 18,940 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Joliet | 106,221 | LSC | 5.40\% | 112.50\% | 100.00\% |
| IL | Kewanee | 12,944 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | La Grange | 13,295 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Lake Forest | 20,059 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Lansing | 28,332 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Libertyville | 20,742 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Lincoln | 15,369 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Lombard | 43,222 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Loves Park Machesney | 20,004 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Park | 20,759 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Matteson | 12,928 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | McHenry | 21,501 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Midlothian | 14,315 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Moline |  |  | 4.60\% | 95.83\% | 85.19\% |
| IL | Morton Grove | 22,451 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Mount Morris Mount | 3,013 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Prospect | 56,265 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Mount Vernon | 16,269 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Naperville | 128,358 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Niles | 30,068 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Normal | 45,386 |  | 2.40\% | 50.00\% | 44.44\% |
| IL | Northbrook | 33,435 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Oak Brook | 8,702 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Oak Lawn | 8,702 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Oak Park Oakbrook | 52,524 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Terrace | 2,300 |  | 5.40\% | 112.50\% | 100.00\% |
| IL | Orland Park | 51,077 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Ottawa | 18,307 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Palatine | 65,479 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Park Forest | 22,462 |  | 5.40\% | 112.50\% | 100.00\% |
| 1 L | Pekin | 33,857 |  | 4.60\% | 95.83\% | 85.19\% |
| IL | Peoria | 112,936 |  | 4.60\% | 95.83\% | 85.19\% |
| IL | Quincy | 40,366 |  | 5.40\% | 112.50\% | 100.00\% |











| NJ | Passaic | 67,861 |  |  |  | LSC | 4.30\% | 89.58\% | 102.38\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NJ | Paterson | 149,222 |  |  |  |  | 4.30\% | 89.58\% | 102.38\% |
| NJ | Perth Amboy | 47,303 |  |  |  | LSC | 4.30\% | 89.58\% | 102.38\% |
| NJ | Phillipsburg | 15,166 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Princeton Princeton | 16,027 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Junction | 16,027 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Ramsey | 14,351 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Randolph | 24,847 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Red Bank | 11,844 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | River Edge | 10,946 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Riverside RiversideDelra | 7,911 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | n | 7,911 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Roseland | 5,298 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Rumson | 7,137 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Sayreville | 40,377 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Sea Bright | 1,818 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Somerdale | 5,192 |  |  |  |  | 6.10\% | 127.08\% | 145.24\% |
| NJ | Teaneck | 39,260 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Toms River | 86,327 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Totowa | 9,892 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Trenton | 85,403 |  |  |  | LSC | 4.30\% | 89.58\% | 102.38\% |
| NJ | Union | 54,405 |  |  |  | LSC | 4.30\% | 89.58\% | 102.38\% |
| NJ | Union City | 67,088 |  |  |  | LSC | 6.10\% | 127.08\% | 145.24\% |
| NJ | Wayne | 54,069 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Weehawken | 13,501 |  |  |  |  | 4.30\% | 89.58\% | 102.38\% |
| NJ | Whippany |  |  |  |  |  | 4.30\% | 89.58\% | 102.38\% |
| NJ | Whitehouse | 1,951 |  |  |  |  | 4.30\% | 89.58\% | 102.38\% |
| NJ | Woodbury | 10,307 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
| NJ | Woodstown NEW JERSEY | 3,136 |  |  |  |  | 4.20\% | 87.50\% | 100.00\% |
|  | TOTAL | 8,484,431 | 4,007,100 | 131 | 110-30 |  | 4.20\% |  |  |
|  |  |  |  |  |  |  |  |  |  |
| NM | Albuquerque | 448,607 |  |  |  | UEC | 3.60\% | 75.00\% | 75.00\% |
| NM | Clovis | 32,667 |  |  |  |  | 4.80\% | 100.00\% | 100.00\% |
| NM | Grants | 8,806 |  |  |  |  | 4.80\% | 100.00\% | 100.00\% |
| NM | Hobbs | 28,657 |  |  |  | LSC | 4.80\% | 100.00\% | 100.00\% |
| NM | Las Cruces | 74,267 |  |  |  | LSC | 6.70\% | 139.58\% | 139.58\% |
| NM | Mankato |  |  |  |  |  | 4.80\% | 100.00\% | 100.00\% |
| NM | Rio Rancho | 51,765 |  |  |  |  | 4.80\% | 100.00\% | 100.00\% |
| NM | Santa Fe | 62,203 |  |  |  |  | 2.40\% | 50.00\% | 50.00\% |
| NM | Silver City NEW MEXICO | 10,545 |  |  |  |  | 4.80\% | 100.00\% | 100.00\% |
|  | TOTAL | 1,829,146 | 760,500 | 17 | 3,330 |  | 4.80\% |  |  |
|  |  |  |  |  |  |  |  |  |  |
| NV | Carson City | 52,457 |  |  |  |  | 5.30\% | 110.42\% | 100.00\% |
| NV | Henderson | 175,381 |  |  |  |  | 5.30\% | 110.42\% | 100.00\% |
| NV | Las Vegas | 478,434 |  |  |  | UEC | 5.50\% | 114.58\% | 103.77\% |
| NV | Laughlin | 7,076 |  |  |  |  | 5.30\% | 110.42\% | 100.00\% |
| NV | Reno | 180,480 |  |  |  |  | 4.10\% | 85.42\% | 77.36\% |
| NV | Stateline | 1,215 |  |  |  |  | 4.10\% | 85.42\% | 77.36\% |
|  | NAVADA TOTAL | 2,106,074 | 1,073,000 | 20 | 2,110 |  | 5.30\% |  |  |
|  |  |  |  |  |  |  |  |  |  |
| NY | Albany | 95,658 |  |  |  | UEC | 3.20\% | 66.67\% | 65.31\% |
| NY | Altmar | 351 |  |  |  |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Amherst | 116,510 |  |  |  |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Amityville | 9,411 |  |  |  |  | 4.90\% | 102.08\% | 100.00\% |


| NY | Bay Shore | 23,852 |  | 3.30\% | 68.75\% | 67.35\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NY | Bayside |  |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Bellmore | 164,410 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Bethpage | 16,543 |  | 3.30\% | 68.75\% | 67.35\% |
| NY | Binghamton | 47,380 |  | 4.20\% | 87.50\% | 85.71\% |
| NY | Blauvelt | 5,207 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Brooklyn | 2,465,326 |  | 5.60\% | 116.67\% | 114.29\% |
| NY | Buffalo | 292,648 | UEC, LSC | 5.40\% | 112.50\% | 110.20\% |
| NY | Central Islip | 331,950 |  | 3.30\% | 68.75\% | 67.35\% |
| NY | Copiague | 21,922 |  | 3.30\% | 68.75\% | 67.35\% |
| NY | Depew East | 16,629 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Rochester | 6,650 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | East Setauket |  |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Endicott | 13,038 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Fairport | 5,740 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Farmingdale | 8,399 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Floral Park | 15,967 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Flushing Franklin |  |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Square | 29,342 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Goshen | 5,676 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Great Neck | 9,538 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Hauppauge | 20,100 |  | 3.30\% | 68.75\% | 67.35\% |
| NY | Hewlett | 7,060 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Holtsville | 17,006 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Hornell | 9,019 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Horseheads Huntington | 19,561 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Station | 29,910 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Larchmont Long Island | 6,485 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | City |  |  | 3.30\% | 68.75\% | 67.35\% |
| NY | Middletown | 4,051 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Mount Vernon | 68,381 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Nesconset New Hyde | 11,992 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Park | 9,523 |  | 5.60\% | 116.67\% | 114.29\% |
| NY | New Rochelle | 72,182 |  | 5.60\% | 116.67\% | 114.29\% |
| NY | New York | 1,537,195 | UEZ | 5.60\% | 116.67\% | 114.29\% |
| NY | Niagara Falls North | 55,593 |  | 5.40\% | 112.50\% | 110.20\% |
| NY | Tonawanda | 33,262 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Northport | 7,606 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Oceanside | 32,733 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Ogdensburg | 12,364 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Patchogue | 11,919 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Pearl River | 15,553 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Plattsburgh | 1,289 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Pleasantville | 7,172 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Pomona | 2,765 | UEC, LSC | 4.90\% | 102.08\% | 100.00\% |
| NY | Port Chester | 27,867 |  | 3.30\% | 68.75\% | 67.35\% |
| NY | Ridgewood |  |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Riverhead | 27,680 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Rochester | 219,773 | UEC | 4.50\% | 93.75\% | 91.84\% |
| NY | Rocky Point | 10,185 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Rome | 34,950 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Ronkonkoma | 20,029 |  | 4.90\% | 102.08\% | 100.00\% |
| NY | Roslyn Heights | 6,295 |  | 4.90\% | 102.08\% | 100.00\% |



| OH | Richmond Heights | 10,944 |  |  |  | UEZ, UEC | 4.30\% | 89.58\% | 100.00\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OH | Rocky River | 20,735 |  |  |  | UEZ, UEC | 4.30\% | 89.58\% | 100.00\% |
| OH | Sandusky | 27,844 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Springfield | 65,358 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Steubenville | 19,015 |  |  |  |  | 4.70\% | 97.92\% | 109.30\% |
| OH | Tiffin | 18,135 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Toledo | 313,619 |  |  |  |  | 4.60\% | 95.83\% | 106.98\% |
| OH | Twinsburg | 17,006 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Uniontown | 2,802 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Valley View | 601 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Wellston | 6,078 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | West Chester Wshngtn CT |  |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Hs | 13,524 |  |  |  |  | 4.30\% | 89.58\% | 100.00\% |
| OH | Youngstown | 82,026 |  |  |  | LSC | 6.00\% | 125.00\% | 139.53\% |
| OH | Zanesville | 25,586 |  |  |  | LSC | 4.30\% | 89.58\% | 100.00\% |
|  | OHIO TOTAL 11,373,541 |  | 5,516,100 | 116 | 14,140 |  | 4.30\% |  |  |
| OK | Altus | 21,447 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Ardmore | 23,711 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Bartlesville | 34,748 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Durant | 13,549 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Edmond | 68,315 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | El Reno | 16,212 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Elk City | 10,510 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Enid | 47,045 |  |  |  |  | 2.90\% | 60.42\% | 60.42\% |
| OK | Moore | 41,138 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Norman | 95,694 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Oklahoma City | 506,132 |  |  |  | UEZ, UEC | 3.90\% | 81.25\% | 81.25\% |
| OK | Ponca City | 25,919 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Stillwater | 39,065 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Tecumseh | 14,458 |  |  |  |  | 3.80\% | 79.17\% | 79.17\% |
| OK | Tulsa | 393,094 |  |  |  |  | 3.40\% | 70.83\% | 70.83\% |
| OK | Westminster OKLAHOMA TOTAL |  |  |  |  |  | $3.80 \%$ $4.80 \%$ | 79.17\% | 79.17\% |
|  |  | 3,460,097 | 1,519,800 | 36 | 9,100 |  | 4.80\% |  |  |
| OR | Aloha | 41,741 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Beaverton |  |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Eugene | 137,893 |  |  |  |  | 6.80\% | 141.67\% | 107.94\% |
| OR | Grants Pass | 23,003 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Hillsboro | 70,186 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Lake Oswego | 35,278 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Portland | 529,121 |  |  |  | UEC | 6.30\% | 131.25\% | 100.00\% |
| OR | Prineville | 7,356 |  |  |  |  | 5.90\% | 122.92\% | 93.65\% |
| OR | Roseburg | 5,473 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Salem | 136,924 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Sisters | 959 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Springfield | 52,864 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Talent | 5,589 |  |  |  |  | 6.80\% | 141.67\% | 107.94\% |
| OR | Tigard | 41,223 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Warrenton | 4,096 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
| OR | Wilsonville OREGON | 13,991 |  |  |  |  | 6.30\% | 131.25\% | 100.00\% |
|  | TOTAL | 3,472,867 | 1,581,200 | 29 | 4,580 |  | 6.30\% |  |  |
| PA | Abington | 56,103 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Aliquippa | 11,734 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |


| PA | Allentown | 106,632 |  | 4.30\% | 89.58\% | 91.49\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PA | Altoona | 49,523 |  | 5.90\% | 122.92\% | 125.53\% |
| PA | Ardmore | 12,616 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Barto | 3,003 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Bethehem | 71,329 |  | 4.30\% | 89.58\% | 91.49\% |
| PA | Blakeslee |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Bloomsberg | 12,375 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Blue Bell | 6,395 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Bridgeport | 4,371 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Bristol | 55,521 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Broomall | 11,406 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Bryn Mawr | 4,382 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Burnham | 2,144 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Camp Hill | 7,636 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Chambersburg | 17,862 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Charleroi |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Christiana | 1,124 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Collegeville | 8,032 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Collingdale | 8,664 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Conshohocken | 7,589 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Coraopolis | 6,131 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Darby | 9,622 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Devon | 5,067 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Dickson City | 6,205 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Downingtown | 7,589 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Doylestown | 17,619 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Drexel Hill | 29,364 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Drums | 2,243 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | DuBots |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Dunmore East Mc | 14,018 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Keesport | 2,343 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Erie | 103,717 |  | 5.80\% | 120.83\% | 123.40\% |
| PA | Exton | 4,267 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Fairless Hills Feasterville | 8,365 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Trevose | 6,525 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Finleyville | 459 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Franklin | 7,212 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Glen Mills |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Greensburg Grindstone/Bro | 15,889 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | wnsville | 1,141 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Harrisburg | 48,950 | UEC | 3.40\% | 70.83\% | 72.34\% |
| PA | Hazleton | 23,329 | LSC | 5.40\% | 112.50\% | 114.89\% |
| PA | Holmes |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Horsham | 24,232 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Indiana | 6,809 |  | 6.60\% | 137.50\% | 140.43\% |
| PA | Johnstown | 23,906 | LSC | 4.70\% | 97.92\% | 100.00\% |
| PA | King of Prussia | 18,511 |  | 3.32\% | 69.17\% | 70.64\% |
| PA | Lancaster | 56,348 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Langhorne | 1,981 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Lansdowne | 11,044 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Lock Haven | 9,149 | REC | 4.70\% | 97.92\% | 100.00\% |
| PA | Luzerne | 2,958 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Meadville | 13,685 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Media | 5,533 |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Monroeville |  |  | 4.70\% | 97.92\% | 100.00\% |


| PA | Morrisville | 10,023 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PA | Narberth | 4,233 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Nesquehoning | 3,288 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | New Castle | 1,535 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Newtown Newtown | 2,699 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Square | 3,887 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Oil City | 11,504 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Old Forge | 8,998 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Paoli | 5,425 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Perryopolis | 1,764 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Philadelphia | 1,517,555 |  |  |  | UEZ LSC | 4.30\% | 89.58\% | 91.49\% |
| PA | Pittsburgh | 334,563 |  |  |  | UEC | 4.30\% | 89.58\% | 91.49\% |
| PA | Reading | 81,207 |  |  |  |  | 4.90\% | 102.08\% | 104.26\% |
| PA | Scranton | 76,415 |  |  |  |  | 5.40\% | 112.50\% | 114.89\% |
| PA | Southampton | 4,787 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Spring House | 3,290 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | State College | 38,420 |  |  |  |  | 2.90\% | 60.42\% | 61.70\% |
| PA | Towanda | 3,024 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Trevose |  |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Uniontown |  |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Washington | 4,526 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Wayne | 1,766 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Whitehall | 24,896 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| PA | Wilkes Barre | 43,123 |  |  |  |  | 5.40\% | 112.50\% | 114.89\% |
| PA | York PENNSYLVAN | 40,862 |  |  |  |  | 4.50\% | 93.75\% | 95.74\% |
|  | IA TOTAL 12,287,150 |  | 5,647,400 | 144 | 21,370 |  | 4.70\% |  |  |
| PR | San Juan PUERTO RICO TOTAL |  |  | 1 | 1,390 | LSC | $4.70 \%$ $4.70 \%$ | 97.92\% | 100.00\% |
|  | East |  |  |  |  |  |  |  |  |
| RI | Providence | 48,688 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| RI | Hope | 1,649 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| RI | Pawtucket | 72,958 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
| RI | Providence | 173,618 |  |  |  | UEC | 4.80\% | 100.00\% | 102.13\% |
| RI | Warwick | 85,808 |  |  |  |  | 4.80\% | 100.00\% | 102.13\% |
| RI | Westerly$\begin{aligned} & \text { RHODE } \\ & \text { ISLAND } \\ & \text { TOTAL } \end{aligned}$ | 22,966 |  |  |  |  | 4.70\% | 97.92\% | 100.00\% |
|  |  |  |  |  |  |  |  |  |  |
|  |  | 1,058,920 | 484,800 | 10 | 1,880 |  | 4.70\% |  |  |
|  |  |  |  |  |  |  |  |  |  |
| SC | Charleston | 96,650 |  |  |  | UEC | 3.70\% | 77.08\% | 68.52\% |
| SC | Columbia | 116,278 |  |  |  | UEZ | 3.20\% | 66.67\% | 59.26\% |
| SC | Early Branch |  |  |  |  |  | 5.40\% | 112.50\% | 100.00\% |
| SC | Greenville | 56,002 |  |  |  |  | 5.40\% | 112.50\% | 100.00\% |
| SC | Kingstree | 3,496 |  |  |  |  | 5.40\% | 112.50\% | 100.00\% |
| SC | Myrtle Beach | 22,759 |  |  |  |  | 4.70\% | 97.92\% | 87.04\% |
| SC | North Augusta North | 17,574 |  |  |  |  | 5.40\% | 112.50\% | 100.00\% |
| SC | Charleston | 79,641 |  |  |  |  | 3.70\% | 77.08\% | 68.52\% |
| SC | Orangeburg | 12,765 |  |  |  |  | 5.40\% | 112.50\% | 100.00\% |
| SC | Spartanburg | 39,673 |  |  |  |  | 4.60\% | 95.83\% | 85.19\% |
| SC | Summerville | 27,752 |  |  |  |  | 5.40\% | 112.50\% | 100.00\% |
| SC | Taylors | 20,125 |  |  |  |  | 5.40\% | 112.50\% | 100.00\% |
|  | SOUTH <br> CAROLINA |  |  |  |  |  |  |  |  |
|  | TOAL | 4,063,011 | 1,829,200 | 19 | 4,260 |  | 5.40\% |  |  |
|  | WASH1:3659875.v1 6/28/0215957-23 |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |



| TX | Denton | 80,537 |
| :---: | :---: | :---: |
| TX | Duncanville | 360,814 |
| TX | Eagle Pass | 22,413 |
| TX | Edinburg | 48,465 |
| TX | El Paso | 563,662 |
| TX | Euless | 46,005 |
| TX | Fort Worth | 534,694 |
| TX | Friendswood | 29,037 |
| TX | Garland | 215,768 |
| TX | Granbury | 5,718 |
| TX | Grand Prairie | 127,427 |
| TX | Grapevine | 42,059 |
| TX | Harlingen | 57,564 |
| TX | Houston | 1,953,631 |
| TX | Hurst | 36,273 |
| TX | Killeen | 86,911 |
| TX | Kingsville | 25,575 |
| TX | Laredo | 175,576 |
| TX | Lawton |  |
| TX | Lewisville | 77,737 |
| TX | Livingston | 5,433 |
| TX | Longview | 73,344 |
| TX | Lubbock | 199,564 |
| TX | Mansfield | 28,031 |
| TX | McAllen | 106,414 |
| TX | McAllen | 160,414 |
| TX | Mesquite | 124,523 |
| TX | Midland | 94,996 |
| TX | Missouri City | 52,913 |
| TX | Nacogdoches | 29,914 |
| TX | Odessa | 90,943 |
| TX | Paris | 25,898 |
| TX | Pasadena | 141,647 |
| TX | Pearland | 37,640 |
| TX | Pharr | 46,660 |
| TX | Plano | 222,030 |
| TX | Richardson | 91,802 |
| TX | Richmond | 11,081 |
| TX | Roscoe | 1,378 |
| TX | Royse City | 2,957 |
| TX | San Angelo | 1,144,646 |
| TX | San Antonio | 1,144,646 |
| TX | Schertz | 18,694 |
| TX | Seguin | 22,011 |
| TX | Sherman | 35,082 |
| TX | Spring | 36,385 |
| TX | Stafford | 15,681 |
| TX | Sugar Land | 63,328 |
| TX | Temple | 54,514 |
| TX | Tomball | 9,089 |
| TX | Tyler | 83,650 |
| TX | Universal City | 23,324 |
| TX | Victoria | 60,603 |
| TX | Waco | 113,726 |
| TX | Wichita Falls | 104,197 |


|  | 4.90\% | 102.08\% | 100.00\% |
| :---: | :---: | :---: | :---: |
|  | 4.90\% | 102.08\% | 100.00\% |
| LSC | 13.00\% | 270.83\% | 265.31\% |
|  | 8.20\% | 170.83\% | 167.35\% |
| LSC EI Paso County UEC, |  |  |  |
| UEZ | 4.90\% | 102.08\% | 100.00\% |
|  | 4.10\% | 85.42\% | 83.67\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 9.20\% | 191.67\% | 187.76\% |
| LSC | 4.30\% | 89.58\% | 87.76\% |
| UEC, |  |  |  |
| Enhanced EC | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.30\% | 89.58\% | 87.76\% |
| LSC | 4.90\% | 102.08\% | 100.00\% |
| LSC | 7.10\% | 147.92\% | 144.90\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 5.40\% | 112.50\% | 110.20\% |
|  | 2.60\% | 54.17\% | 53.06\% |
|  | 4.90\% | 102.08\% | 100.00\% |
| LSC | 13.00\% | 270.83\% | 265.31\% |
| LSC | 4.90\% | 102.08\% | 100.00\% |
|  | 4.30\% | 89.58\% | 87.76\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.30\% | 89.58\% | 87.76\% |
| LSC | 4.90\% | 102.08\% | 100.00\% |
| LSC | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
| LSC | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 2.80\% | 58.33\% | 57.14\% |
|  | 4.00\% | 83.33\% | 81.63\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
| UEZ, UEC | 5.40\% | 112.50\% | 110.20\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.30\% | 89.58\% | 87.76\% |
|  | 4.10\% | 85.42\% | 83.67\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.00\% | 83.33\% | 81.63\% |
|  | 3.90\% | 81.25\% | 79.59\% |
|  | 3.50\% | 72.92\% | 71.43\% |
|  | 4.90\% | 102.08\% | 100.00\% |
|  | 4.00\% | 83.33\% | 81.63\% |
| UEC | 3.90\% | 81.25\% | 79.59\% |
|  | 3.90\% | 81.25\% | 79.59\% |



| VT | Jamaica | 946 |  |  |  |  | 3.60\% | 75.00\% | 100.00\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| VT | Middlebury | 8,183 |  |  |  |  | 3.60\% | 75.00\% | 100.00\% |
| VT | Newport | 5,005 |  |  |  |  | 3.60\% | 75.00\% | 100.00\% |
| VT | Rutland | 17,292 |  |  |  |  | 3.60\% | 75.00\% | 100.00\% |
| VT |  | 6,561 |  |  | 320 |  | 3.60\% | 75.00\% | 100.00\% |
|  | VERMONT TOTAL | 613,090 | 296,600 | 6 |  |  | 3.60\% | 75.00\% |  |
|  |  |  |  |  |  |  |  |  |  |
| WA | Auburn | 40,314 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Bellevue | 109,569 |  |  |  |  | 5.20\% | 108.33\% | 81.25\% |
| WA | Bellingham | 67,171 |  |  |  |  | 6.80\% | 141.67\% | 106.25\% |
| WA | Bremerton |  |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Chattaroy |  |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Edmonds | 39,515 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Everett | 91,488 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Kent | 79,524 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Kirkland | 45,054 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Lakewood | 58,211 |  |  |  | LSC | 6.40\% | 133.33\% | 100.00\% |
| WA | Long Beach | 1,283 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Longview | 3,513 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Mount Vernon | 26,232 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Mukilteo | 18,019 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Olympia | 42,514 |  |  |  |  | 5.70\% | 118.75\% | 89.06\% |
| WA | Paco/Tri Cities |  |  |  |  |  | 7.20\% | 150.00\% | 112.50\% |
| WA | Renton |  |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Seattle | 563,374 |  |  |  | UEC | 5.20\% | 108.33\% | 81.25\% |
| WA | Shelton | 8,442 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Spokane | 195,269 |  |  |  |  | 6.60\% | 137.50\% | 103.13\% |
| WA | Tumwater | 12,698 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Woodland | 3,780 |  |  |  |  | 6.40\% | 133.33\% | 100.00\% |
| WA | Yakima | 71,780 |  |  |  | UEC, LSC | 11.30\% | 235.42\% | 176.56\% |
|  | WASH TOTAL | 5,987,973 | 2,650,500 | 41 | 6,250 |  | 6.40\% |  |  |
|  |  |  |  |  |  |  |  |  |  |
| WI | Appleton |  |  |  |  |  | 3.70\% | 77.08\% | 80.43\% |
| WI | Ashland | 603 |  |  |  |  | 3.70\% | 77.08\% | 80.43\% |
| WI | Beloit |  |  |  |  | LSC | 4.60\% | 95.83\% | 100.00\% |
| WI | Eau Claire | 61,704 |  |  |  |  | 6.40\% | 133.33\% | 139.13\% |
| WI | Fond Du Lac | 42,203 |  |  |  |  | 4.70\% | 97.92\% | 102.17\% |
| WI | Green Bay | 102,313 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Kaukauna | 1,142 |  |  |  |  | 3.80\% | 79.17\% | 82.61\% |
| WI | Kimberly | 6,146 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | La Crosse | 51,818 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Madison | 208,054 |  |  |  |  | 3.70\% | 77.08\% | 80.43\% |
| WI | Manitowol |  |  |  |  |  | 2.00\% | 41.67\% | 43.48\% |
| WI | Marshfield | 1,118 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Milwaukee | 596,974 |  |  |  | UEC LSC | 4.60\% | 95.83\% | 100.00\% |
| WI | Monroe | 10,843 |  |  |  |  | 4.70\% | 97.92\% | 102.17\% |
| WI | Neenah | 2,657 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Onalaska | 5,210 |  |  |  |  | 3.70\% | 77.08\% | 80.43\% |
| WI | Plover | 686 |  |  |  |  | 4.70\% | 97.92\% | 102.17\% |
| WI | Portage | 9,728 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Salem | 9,871 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Solon Springs | 807 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Superior |  |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Verona | 2,153 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Waukesha | 64,825 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |
| WI | Wauzeka | 369 |  |  |  |  | 4.60\% | 95.83\% | 100.00\% |




[^0]:    ${ }_{2}^{1}$ This number solely represents sales that result from outbound telemarketing.
    ${ }^{2}$ U.S. Department of Labor, 2000 County Business Patterns, www.bls.gov/OES, June 24, 2002.
    ${ }^{3}$ The DMA, The Face of Telemarketing survey, Ann Zeller \& Michael Faulkner, NY, NY, April 2002.

[^1]:    ${ }^{4}$ U.S. Census Bureau Statistics for the 2000 Census.
    ${ }^{5}$ Ibid.

[^2]:    ${ }^{6}$ Louis Uchitelle, Answering 800 Calls, Extra Income but No Security, New York Times, March 27, 2002, page 1, column 5.
    ${ }^{7}$ Dun \& Bradstreet Op Cit.
    ${ }^{8}$ fedgazette newsletter Op Cit, page 2.
    ${ }^{9}$ fedgazette newsletter Op Cit, page 2.

[^3]:    ${ }^{10}$ Department of Labor, Employment and Training Administration, Federal Register, Labor Surplus Area Classification, Washington, DC, December 31, 2001, page 67604.
    ${ }^{11}$ Ibid, pages 67641-67648.

