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| Q4: State in which employed | Total, all resp | Approx mean age (yrs) | Q22a: Mean salary (approx) |
|-----------------------------|-----------------|-----------------------|----------------------------|
| <b>All respondents</b>      | <b>5,455</b>    | <b>48.7</b>           | <b>\$49,315</b>            |
| <b>New England</b>          | <b>523</b>      |                       | <b>\$49,556</b>            |
| Connecticut                 | 88<br>1.60%     | 48.9                  | \$53,582                   |
| Maine                       | 33<br>0.60%     | 55.8                  | \$37,500                   |
| Massachusetts               | 301<br>5.40%    | 47.3                  | \$49,977                   |
| New Hampshire               | 43<br>0.70%     | 51.7                  | \$44,048                   |
| Rhode Island                | 39<br>0.60%     | 51.7                  | \$48,667                   |
| Vermont                     | 19<br>0.40%     | 48.4                  | \$42,857                   |
| <b>Upper Mid Atlantic</b>   | <b>864</b>      |                       | <b>\$50,575</b>            |
| New Jersey                  | 82<br>1.50%     | 47.6                  | \$53,750                   |
| New York                    | 551<br>9.70%    | 49.2                  | \$52,550                   |
| Pennsylvania                | 231<br>4.10%    | 48.1                  | \$45,311                   |
| <b>Lower Mid Atlantic</b>   | <b>551</b>      |                       | <b>\$64,072</b>            |
| Delaware                    | 27<br>0.50%     | 47.8                  | \$47,500                   |
| Dist of Columbia            | 220<br>3.90%    | 49.3                  | \$68,043                   |
| Maryland                    | 290<br>5.20%    | 46.5                  | \$63,528                   |
| West Virginia               | 14<br>0.30%     | 55.0                  | \$35,000                   |
| <b>South Atlantic</b>       | <b>575</b>      |                       | <b>\$43,019</b>            |
| Florida                     | 103<br>1.70%    | 52.8                  | \$41,250                   |
| Georgia                     | 116<br>2.00%    | 46.3                  | \$48,800                   |
| North Carolina              | 121<br>2.20%    | 45.8                  | \$43,000                   |
| Puerto Rico                 | 6<br>0.10%      | 30.9                  | \$35,000                   |
| South Carolina              | 104<br>1.80%    | 47.6                  | \$37,333                   |
| Virginia                    | 125<br>2.30%    | 45.1                  | \$43,929                   |

|                      |              |      |                 |
|----------------------|--------------|------|-----------------|
| <b>Great Lakes</b>   | <b>879</b>   |      | <b>\$47,632</b> |
| Illinois             | 207<br>3.70% | 49.1 | \$48,613        |
| Indiana              | 109<br>1.30% | 49.8 | \$42,545        |
| Michigan             | 148<br>2.60% | 48.1 | \$50,979        |
| Minnesota            | 79<br>1.40%  | 49.5 | \$46,964        |
| Ohio                 | 200<br>3.50% | 49.7 | \$47,857        |
| Wisconsin            | 136<br>2.40% | 51.3 | \$44,719        |
| <b>Plains</b>        | <b>315</b>   |      | <b>\$43,226</b> |
| Iowa                 | 48<br>0.90%  | 50.1 | \$47,429        |
| Kansas               | 55<br>1.00%  | 51.5 | \$45,595        |
| Missouri             | 167<br>3.10% | 49.3 | \$41,978        |
| Nebraska             | 21<br>0.40%  | 48.4 | \$39,444        |
| North Dakota         | 10<br>0.20%  | 46.4 | \$46,111        |
| South Dakota         | 14<br>0.30%  | 47.3 | \$44,167        |
| <b>South Central</b> | <b>376</b>   |      | <b>\$41,868</b> |
| Alabama              | 63<br>1.10%  | 49.7 | \$44,545        |
| Arkansas             | 23<br>0.40%  | 52.6 | \$46,765        |
| Kentucky             | 87<br>1.60%  | 50.0 | \$41,591        |
| Louisiana            | 72<br>1.30%  | 49.7 | \$44,091        |
| Mississippi          | 56<br>1.00%  | 46.3 | \$35,952        |
| Tennessee            | 75<br>1.30%  | 48.7 | \$40,161        |
| <b>Mountain</b>      | <b>218</b>   |      | <b>\$46,815</b> |
| Colorado             | 86<br>1.60%  | 48.9 | \$47,742        |
| Idaho                | 13<br>0.20%  | 52.1 | \$41,364        |
| Montana              | 22<br>0.40%  | 52.7 | \$37,000        |
| Utah                 | 57<br>1.00%  | 49.9 | \$49,000        |

|                  |              |      |                 |
|------------------|--------------|------|-----------------|
| Wyoming          | 40<br>0.70%  | 46.6 | \$40,000        |
| <b>Southwest</b> | <b>389</b>   |      | <b>\$43,901</b> |
| Arizona          | 56<br>0.90%  | 47.3 | \$43,021        |
| New Mexico       | 41<br>0.70%  | 48.9 | \$40,179        |
| Oklahoma         | 42<br>0.70%  | 53.3 | \$35,000        |
| Texas            | 250<br>4.50% | 50.5 | \$45,745        |
| <b>West</b>      | <b>563</b>   |      | <b>\$55,403</b> |
| American Samoa   | 6<br>0.10%   | 47.5 | \$38,333        |
| California       | 501<br>9.00% | 46.3 | \$56,381        |
| Hawaii           | 28<br>0.50%  | 53.2 | \$50,500        |
| Nevada           | 28<br>0.50%  | 51.3 | \$52,273        |
| <b>Northwest</b> | <b>202</b>   |      | <b>\$48,905</b> |
| Alaska           | 32<br>0.60%  | 50.6 | \$48,958        |
| Oregon           | 55<br>1.00%  | 48.1 | \$43,108        |
| Washington       | 115<br>2.10% | 47.0 | \$51,173        |