



**Testimony of Michael G. Flesher
President, American Rental Association
Before the Committee on Small Business
Subcommittee on Economic Growth, Tax and Capital Access
United States House of Representatives
May 31, 2012**

Chairman Walsh and Ranking Member Schrader, thank you for the opportunity to provide testimony to the House Committee on Small Business, Subcommittee on Economic Growth, Tax and Capital Access, on the effects of the federal estate tax on small businesses. I am Mike Flesher, President of the Taylor Rental Center in Vestal, New York and President of the American Rental Association (ARA) for 2012.

My business, Taylor Rental Center, is by every definition a small family-owned business. We have two locations, the one in Vestal, New York and a second in Ithaca, New York. Taylor Rental Center is a very typical rental business. ARA has approximately 4,000 members in the United States and the overwhelming majority of these members are businesses just like mine. We employ sixteen full-time employees in our business and four part-time employees. During the spring and summer we bring on additional employees to meet the seasonal demands of our business. Like other ARA members, Taylor Rental Center rents equipment and tools to contractors and homeowners along with party and event equipment and services to individuals and corporate clients.

In order to tell you more about our industry, I have attached information to my testimony about the equipment rental industry in the United States. These attachments include the number of rental business locations in each Congressional district and economic data on the size and impact of the equipment rental industry for the nation and for the states of each Member of the full Committee on Small Business. This information includes the revenues generated from renting construction and industrial equipment, tools, and party and event equipment along with direct and indirect employment impacts, the impact on national and state industrial production as well as tax and income benefits. I will refer to this information throughout my testimony.

I want to begin by stating ARA's current position on the federal estate tax. ARA supports a permanent extension of current law which allows a \$5,000,000 per person exemption indexed for inflation and a 35 percent rate on the remaining assets in the estate. Current law also provides for a stepped-up basis on all assets in the estate. We believe it is critical to pass this permanent extension so that small businesses like mine have the certainty we need to plan for the future. The remainder of my testimony will provide details about my business that are typical of the equipment rental industry and show why we are so concerned about the federal estate tax reverting to the \$1,000,000 per person exemption and 55 percent top rate that existed in 2000.

For the past seven years, ARA has been working with IHS Global Insight, the largest economic forecasting firm in the world to develop industry research. This research allows us to determine and forecast annual revenues for our industry by rental segment nationally, by census region and by state. We also track and forecast the level of investment in new equipment by equipment rental companies. This information, which is presented in the first two charts in the attachments, allows us to use economic impact analysis to determine the economic impact the equipment rental industry has at the national, regional and state levels.

Data on the number of rental stores per Congressional district illustrates just how ubiquitous the equipment rental industry is throughout the United States. These numbers include ARA members and nonmembers as well as branch locations. For example, in Representative Hanna's district, New York 24, we have 42 rental store locations; two of which are mine. In the state of New York we have 892 rental store locations.

There is economic strength in numbers. In the first chart entitled *Total U.S. Equipment Rental Revenues*, IHS Global Insight estimates the equipment rental industry in the U.S. generated \$28.6 billion in rental revenues in 2011 and we expect that to increase to \$31.2 billion this year and \$49.8 billion by 2016. The equipment rental industry is currently growing at four times the rate of U.S. gross domestic product. Much of this revenue growth is due to the expansion of small businesses within the industry. In fact, a recent analysis by ARA shows that less than 15 percent of total rental revenues are generated by the four biggest U.S. rental companies.

What does it take for equipment rental companies to generate billions of dollars of revenue? Mr. Chairman, it takes capital, and a lot of it. Collectively, ARA members have billions of dollars invested in the products it takes to provide our customers with the equipment and services they want and need. A large aerial work platform that is used to refurbish a building like this one can cost \$50,000 to \$100,000. An 80 foot by 160 foot tent that gives a young couple the dream wedding they always wanted costs me \$60,000. Taylor Rental Center has hundreds of tents that range from \$25,000 to \$60,000 each. Other equipment like small Bobcat loaders cost \$34,000 each, small excavators are around \$39,000 and trenchers runs at least \$10,000. Most of my equipment is small; larger equipment like track excavators can cost well of \$150,000 per unit.

Equipment rental companies need to make capital investments to survive and grow. Moreover, these investments are ongoing because customers demand the latest and best equipment for their money. You know, when you rent a car from one of our friends in that industry, you do not usually get a 1990 Buick. No, you get a new car with low mileage. It is the same in the equipment rental industry. My customers do not want a 1990 trencher or a ten-year-old tent; they want new equipment, and I need to make the investments in that equipment to satisfy my customers. Indeed, in the second chart entitled *U.S. Rental Industry Investment*, IHS Global Insight estimates that equipment rental companies are investing \$10 billion in new equipment this year and that level is expected to approach \$20 billion annually by 2015.

We have about 4,000 ARA members investing billions of dollars each year in equipment along with significant investment in real estate and buildings that are necessary to house our rental stores and to store our equipment. This means that we have a lot of small equipment rental businesses with

substantial but illiquid assets. Equipment rental is a capital-intensive business and the only way to grow an equipment rental business is to invest in and accumulate equipment inventory.

This is precisely why I am personally concerned, as are many ARA members like me, about the possibility that the current estate tax law will expire on December 31, 2012. Under current law the federal estate tax exempts the first \$5,000,000 of an estate's value. Any assets of the estate beyond \$5,000,000 are taxed at a top rate of 35 percent. If Congress does not act, the federal estate tax will return to the level it was at in 2000 with a \$1,000,000 exemption and a top rate of 55 percent. The difference is clear. Under current law, which is also indexed for inflation, my estate would not be subject to any federal estate tax in the event of my death. If the exemption levels returned to 2000 levels, my estate would be liable for hundreds-of-thousands of dollars in estate taxes.

What are the consequences of these two different cases? Under current law my heirs would be able to continue to operate the business keeping sixteen full time employees working and supporting their families. The business would continue to invest in new equipment and to provide services to the community where it is located. And most importantly for me, my heirs would be able to have the financial security I have spent the past 40 years working to provide for them.

If the estate tax reverts to the levels of 2000, my estate would be severely impacted. That could mean that sixteen good people who have given our company many years of service would no longer have a job. The businesses that provide products and services to our company could lose a good customer. But foremost, the economic security of my heirs will be uncertain. Of course, I can mitigate some of this effect by doing exactly what I am doing right now, buying large amounts of life insurance. But all that does is create a current expense out of a future liability, and it takes money away from my business, money I could use to hire employees or buy more equipment. Over the years, this adds up to a large fiscal drag on my business and that of many other small businesses that are able to buy life insurance protection.

All of the economic impacts that you see illustrated on the state impact analysis papers we have included in our submitted testimony will be affected, not just by the impact this policy change will have on me and my company, but by many thousand times over. Employment goes down, taxes paid by businesses to state and local governments go down, the multiplier effects of investment and employment decline when the estate tax is increased on small businesses. Mr. Chairman, there is a lot of rhetoric about how the estate tax really only affects rich people. Let me say here for the record, I do not consider myself or my family rich. Every day for the past 43 years I have gotten out of bed and gone to work to make a living. I have invested my resources into a company that has grown and has been successful despite some tough times over the past few years. My estate is my company, I do not have a large amount of liquid assets that can easily be sold to pay estate taxes; my company will have to be sold.

Going back to a policy that was outdated 12 years ago would, in my opinion, be a disaster for many small business owners like me, putting the number one goal that I have worked for all of my life in jeopardy— providing financial security for my wife, our children and grandchildren. In addition, the current situation makes business planning almost impossible. We need certainty on the estate tax and we need it now.

Let me be clear. If ARA could write the policy, we would eliminate the federal estate tax completely. It is a tax on capital pure and simple and I, as a businessman, believe that strongly. However, it is obvious to ARA that our preferred position is not politically achievable, so we have modified our position over time because we want certainty on this issue. ARA has been a member of the Family Business Estate Tax Coalition for the past ten years. In 2008, ARA adopted the position that is held by the Coalition, supporting current law. We believe the current \$5,000,000 federal estate tax exemption indexed for inflation and with a 35 percent top rate on the remaining assets of the estate with a stepped-up basis is a policy that will help sustain America's small businesses for years to come, and ARA supports efforts to make current law permanent.

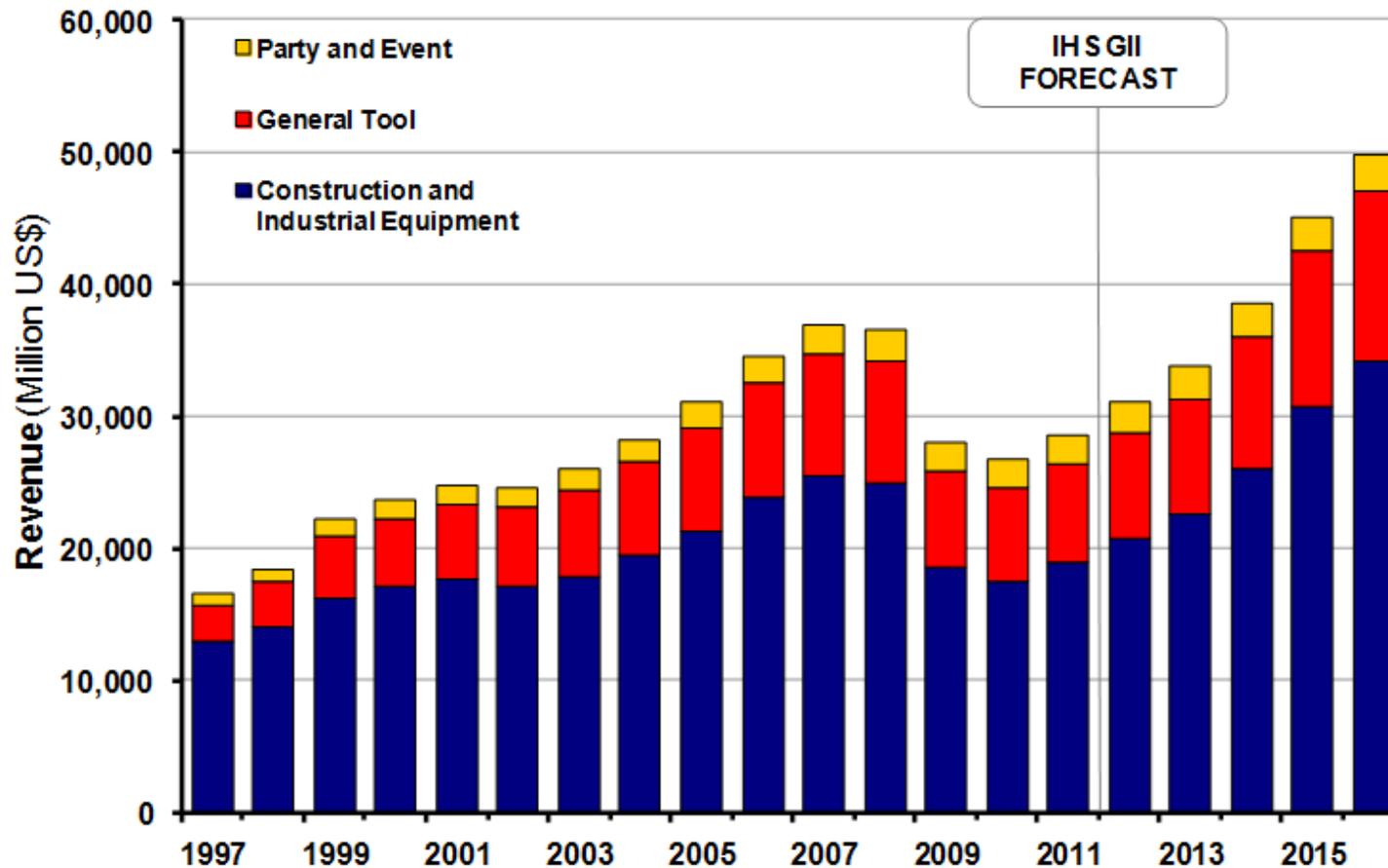
This page left blank intentionally



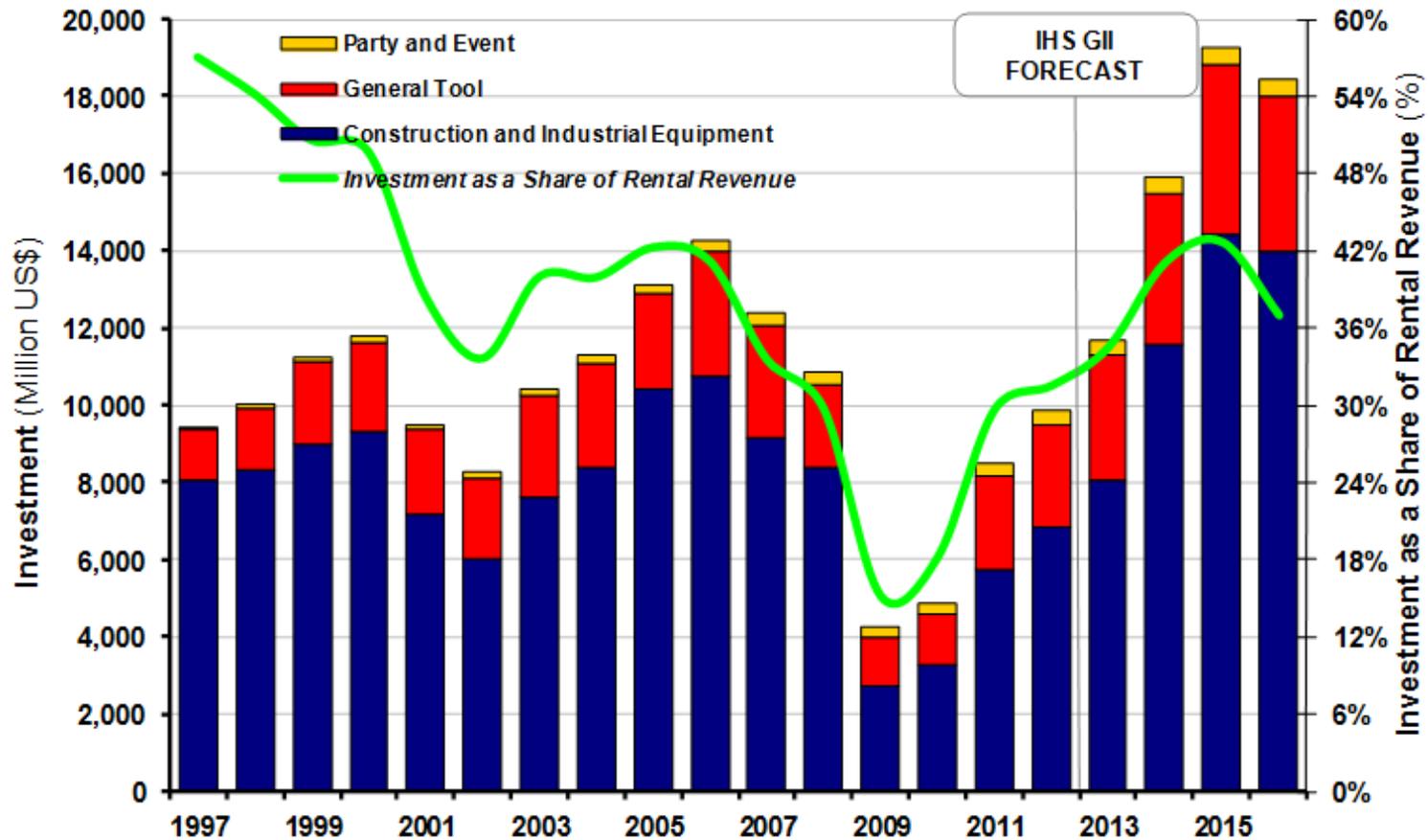
ATTACHMENTS TO

**Testimony of Michael G. Flesher
President, American Rental Association
May 31, 2012**

Total U.S. Equipment Rental Revenue



U.S. Rental Industry Investment



UNITED STATES – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in the United States can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the United States rental market was estimated to be \$28,570 million in 2011. The construction and industrial equipment segment had the largest share (66% or \$18,793 million), followed by the general tool (26% or \$7,438 million) and party and event (8% or \$2,339 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the United States rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the United States economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the United States rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$28,570 million (2011)	
EMPLOYMENT	333,347
INDUSTRY OUTPUT (MILLION US\$)	60,344
VALUE ADDED (MILLION US\$)	31,071
Labor Income	18,503
Indirect Business Taxes	3,109
Business Income	9,459





To summarize, in 2011 the rental industry in the United States:

- Created 333,347 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$60,344 million to the economy's total production (output);
- Resulted in \$18,503 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$3,109 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$9,459 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

DEFINITIONS

Rental Segments

Construction and Industrial Equipment

Construction equipment is almost exclusively rented by construction firms or contractors, e.g., earthmoving equipment, access equipment, pumps and generators. Earthmoving equipment includes loaders, excavators and articulated dump trucks; access equipment includes aerial work platforms, scaffolding and telehandlers. Industrial equipment comprises a broad range of equipment used in the production or movement of other goods and services. It is often mechanical and controlled by trained operators, although this need not always be the case. Examples of the wide range of equipment include oil field and refinery equipment, manufacturing machinery, transportation (such as airfields and warehousing) equipment and medical equipment as well as rental equipment and tools used for plant maintenance and repairs. It is rented by both construction and industrial end users.

General Tool

The general tool segment includes items usually rented by professional contractors and do-it-yourself homeowners for light construction, including building renovations and additions, concrete work and landscaping. Examples include small hand-held tools, yard-care equipment, jackhammers, concrete and tile saws, pressure washers, small generators, scaffolding, walk-behind trenchers and small skid-steers.

Party and Event

This segment covers rental of products to homeowners and consumers for celebrations such as weddings, graduations and private parties, and to corporations for promotional, recreational and special events such as product launches, company celebrations and groundbreaking ceremonies. It includes such items as linens and tableware, tents, tables and chairs, and other equipment specifically rented for a party or special event.

Economic Impacts

Direct Effect

Direct effect refers to the response of the economy to the change in the final demand of the rental industry. For example, if a firm in the construction rental segment rents an excavator to a building construction company and pays indirect taxes on its profit, then these indirect taxes are considered to be part of the direct economic effect of the rental industry.

Indirect Effect

Indirect effect refers to the response of the economy to the change in the final demand of the industries that are dependent on the rental industry for their input. In the example presented for direct effect, the building construction company uses the excavator it rented and makes profit on such activities. Any indirect taxes paid by the building construction firm are regarded as the indirect effects of the rental industry.

Induced Effect

Induced effect refers to the response of the economy to changes in household expenditure as a result of income generated by the direct and indirect effects of the rental industry. In the example presented, the employees in both firms receive wages in return for their services. They spend their wages on various items such as groceries, which contributes to the profit of grocery retailers. The indirect taxes paid by grocery retailers as a result of the profit made are an example of an induced effect.

Value Added

Value added is payment to labor and capital used in the production of an industry. It is defined as the sum of labor income, indirect business taxes and business income.

CALIFORNIA – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in California can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the California rental market was estimated to be \$2,993 million in 2011. The construction and industrial equipment segment had the largest share (65% or \$1,941 million), followed by the general tool (26% or \$777 million) and party and event (9% or \$275 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the California rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the California economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the California rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY* Rental Revenue: \$2,993 million (2011)

EMPLOYMENT	25,264	
INDUSTRY OUTPUT (MILLION US\$)	5,395	
VALUE ADDED (MILLION US\$)	3,000	
Labor Income	1,870	
Indirect Business Taxes	236	
Business Income	893	

To summarize, in 2011 the rental industry in California:

- Created 25,264 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$5,395 million to the economy's total production (output);
- Resulted in \$1,870 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$236 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$893 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

California

Rental Stores in CA: **1842**

U.S. Senators:

Barbara Boxer (D)

202-224-3553

<http://boxer.senate.gov>

Dianne Feinstein (D)

202-224-3841

<http://feinstein.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	83	Mike Thompson (D) 202-225-3311 http://mikethompson.house.gov
Congressional District 2	72	Wally Herger (R) 202-225-3076 http://www.house.gov/herger
Congressional District 3	38	Dan E. Lungren (R) 202-225-5716 http://lungren.house.gov
Congressional District 4	66	Tom McClintock (R) 202-225-2511 http://mcclintock.house.gov
Congressional District 5	36	Doris O. Matsui (D) 202-225-7163 http://matsui.house.gov
Congressional District 6	48	Lynn C. Woolsey (D) 202-225-5161 http://www.woolsey.house.gov
Congressional District 7	35	George Miller (D) 202-225-2095 http://georgemiller.house.gov
Congressional District 8	27	Nancy Pelosi (D) 202-225-4965 http://www.house.gov/pelosi
Congressional District 9	16	Barbara Lee (D) 202-225-2661 http://lee.house.gov
Congressional District 10	30	John Garamendi (D) 202-225-1880 http://www.garamendi.house.gov
Congressional District 11	49	Jerry McNerney (D) 202-225-1947 http://mcnerney.house.gov

Rental Stores by Congressional District

California

Congressional District 12	27	Jackie Speier (D) 202-225-3531	http://speier.house.gov
Congressional District 13	40	Pete Stark (D) 202-225-5065	http://stark.house.gov
Congressional District 14	14	Anna G. Eshoo (D) 202-225-8104	http://eshoo.house.gov
Congressional District 15	16	Mike M. Honda (D) 202-225-2631	http://honda.house.gov
Congressional District 16	32	Zoe Lofgren (D) 202-225-3072	http://zoelofgren.house.gov
Congressional District 17	36	Sam Farr (D) 202-225-2861	http://www.farr.house.gov
Congressional District 18	36	Dennis A. Cardoza (D) 202-225-6131	http://cardoza.house.gov/
Congressional District 19	45	Jeff Denham (R) 202-225-4540	http://denham.house.gov/
Congressional District 20	40	Jim Costa (D) 202-225-3341	http://www.costa.house.gov
Congressional District 21	43	Devin Nunes (R) 202-225-2523	http://nunes.house.gov
Congressional District 22	64	Kevin McCarthy (R) 202-225-2915	http://kevinmccarthy.house.gov
Congressional District 23	46	Lois Capps (D) 202-225-3601	http://www.house.gov/capps
Congressional District 24	33	Elton Gallegly (R) 202-225-5811	http://www.house.gov/gallegly
Congressional District 25	42	Buck P. McKeon (R) 202-225-1956	http://mckeon.house.gov
Congressional District 26	34	David Dreier (R) 202-225-2305	http://dreier.house.gov
Congressional District 27	33	Brad Sherman (D) 202-225-5911	http://bradsherman.house.gov

Rental Stores by Congressional District

California

Congressional District 28	29	Howard L. Berman (D) 202-225-4695 http://www.house.gov/berman
Congressional District 29	19	Adam B. Schiff (D) 202-225-4176 http://schiff.house.gov
Congressional District 30	18	Henry A. Waxman (D) 202-225-3976 http://waxman.house.gov
Congressional District 31	14	Xavier Becerra (D) 202-225-6235 http://becerra.house.gov
Congressional District 32	20	Judy Chu (D) 202-225-5464 http://www.chu.house.gov
Congressional District 33	23	Karen Bass (D) 202-225-7084 http://karenbass.house.gov/
Congressional District 34	17	Lucille Roybal-Allard (D) 202-225-1766 http://www.house.gov/roybal-allard
Congressional District 35	19	Maxine Waters (D) 202-225-2201 http://waters.house.gov
Congressional District 36	19	Janice Hahn (D) 202-225-8220 http://hahn.house.gov/
Congressional District 37	36	Laura Richardson (D) 202-225-7924 http://richardson.house.gov
Congressional District 38	40	Grace F. Napolitano (D) 202-225-5256 http://napolitano.house.gov
Congressional District 39	21	Linda T. Sanchez (D) 202-225-6676 http://www.lindasanchez.house.gov
Congressional District 40	46	Ed R. Royce (R) 202-225-4111 http://www.royce.house.gov
Congressional District 41	34	Jerry Lewis (R) 202-225-5861 http://www.house.gov/jerrylewis
Congressional District 42	29	Gary G. Miller (R) 202-225-3201 http://garymiller.house.gov
Congressional District 43	34	Joe Baca (D) 202-225-6161 http://www.house.gov/baca

Rental Stores by Congressional District

California

Congressional District 44	40	Ken Calvert (R) 202-225-1986	http://calvert.house.gov
Congressional District 45	35	Mary Bono Mack (R) 202-225-5330	http://bono.house.gov
Congressional District 46	26	Dana Rohrabacher (R) 202-225-2415	http://rohrabacher.house.gov
Congressional District 47	16	Loretta Sanchez (D) 202-225-2965	http://www.lorettasanchez.house.gov
Congressional District 48	29	John Campbell (R) 202-225-5611	http://campbell.house.gov
Congressional District 49	37	Darrell E. Issa (R) 202-225-3906	http://issa.house.gov
Congressional District 50	47	Brian P. Bilbray (R) 202-225-0508	http://www.house.gov/bilbray
Congressional District 51	40	Bob Filner (D) 202-225-8045	http://www.house.gov/filner
Congressional District 52	46	Duncan D. Hunter (R) 202-225-5672	http://www.hunter.house.gov
Congressional District 53	27	Susan A. Davis (D) 202-225-2040	http://www.house.gov/susandavis

COLORADO – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Colorado can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Colorado rental market was estimated to be \$583 million in 2011. The construction and industrial equipment segment had the largest share (68% or \$397 million), followed by the general tool (25% or \$147 million) and party and event (7% or \$39 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Colorado rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Colorado economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Colorado rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$583 million (2011)	
EMPLOYMENT	5,744
INDUSTRY OUTPUT (MILLION US\$)	999
VALUE ADDED (MILLION US\$)	594
Labor Income	336
Indirect Business Taxes	59
Business Income	200





To summarize, in 2011 the rental industry in Colorado:

- Created 5,744 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$999 million to the economy's total production (output);
- Resulted in \$336 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$59 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$200 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Colorado

Rental Stores in CO: **402**

U.S. Senators:

Michael F. Bennet (D)

202-224-5852

<http://www.bennet.senate.gov>

Mark Udall (D)

202-224-5941

<http://markudall.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	35	Diana DeGette (D) 202-225-4431 http://degette.house.gov
Congressional District 2	37	Jared Polis (D) 202-225-2161 http://www.polis.house.gov
Congressional District 3	107	Scott R. Tipton (R) 202-225-4761 http://tipton.house.gov/
Congressional District 4	66	Cory Scott Gardner (R) 202-225-4676 http://gardner.house.gov/
Congressional District 5	59	Doug Lamborn (R) 202-225-4422 http://lamborn.house.gov
Congressional District 6	42	Mike Coffman (R) 202-225-7882 http://www.coffman.house.gov
Congressional District 7	56	Ed Perlmutter (D) 202-225-2645 http://perlmutter.house.gov

FLORIDA – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Florida can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Florida rental market was estimated to be \$1,623 million in 2011. The construction and industrial equipment segment had the largest share (64% or \$1,039 million), followed by the general tool (28% or \$449 million) and party and event (8% or \$136 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Florida rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Florida economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Florida rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$1,623 million (2011)	
EMPLOYMENT	21,817
INDUSTRY OUTPUT (MILLION US\$)	2,842
VALUE ADDED (MILLION US\$)	1,677
Labor Income	1,062
Indirect Business Taxes	201
Business Income	415





To summarize, in 2011 the rental industry in Florida:

- Created 21,817 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$2,842 million to the economy's total production (output);
- Resulted in \$1,062 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$201 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$415 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Florida

Rental Stores in FL: **1314**

U.S. Senators:

Bill Nelson (D)

202-224-5274

<http://billnelson.senate.gov>

Marco Rubio (R)

202-224-3041

<http://rubio.senate.gov/>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	60	Jeff B. Miller (R) 202-225-4136 http://jeffmiller.house.gov
Congressional District 2	59	Steve Southerland II (R) 202-225-5235 http://southerland.house.gov/
Congressional District 3	68	Corrine Brown (D) 202-225-0123 http://www.house.gov/corrinebrown
Congressional District 4	62	Ander Crenshaw (R) 202-225-2501 http://crenshaw.house.gov
Congressional District 5	55	Richard B. Nugent (R) 202-225-1002 http://nugent.house.gov/
Congressional District 6	61	Cliff B. Stearns (R) 202-225-5744 http://stearns.house.gov
Congressional District 7	59	John L. Mica (R) 202-225-4035 http://mica.house.gov
Congressional District 8	73	Daniel Webster (R) 202-225-2176 http://webster.house.gov/
Congressional District 9	26	Gus Michael Bilirakis (R) 202-225-5755 http://bilirakis.house.gov
Congressional District 10	31	C.W. Young (R) 202-225-5961 http://www.house.gov/young
Congressional District 11	48	Kathy Castor (D) 202-225-3376 http://castor.house.gov

Rental Stores by Congressional District

Florida

Congressional District 12	58	Dennis A. Ross (R) 202-225-1252 http://dennisross.house.gov/
Congressional District 13	44	Vern Buchanan (R) 202-225-5015 http://buchanan.house.gov
Congressional District 14	68	Connie Mack (R) 202-225-2536 http://mack.house.gov
Congressional District 15	46	Bill Posey (R) 202-225-3671 http://www.posey.house.gov
Congressional District 16	61	Thomas Joe Rooney (R) 202-225-5792 http://www.rooney.house.gov
Congressional District 17	34	Frederica S. Wilson (D) 202-225-4506 http://wilson.house.gov/
Congressional District 18	45	Ileana Ros-Lehtinen (R) 202-225-3931 http://ros-lehtinen.house.gov
Congressional District 19	41	Ted E. Deutch (D) 202-225-3001 http://www.deutch.house.gov
Congressional District 20	33	Debbie Wasserman Schultz (D) 202-225-7931 http://wassermanschultz.house.gov
Congressional District 21	74	Mario Diaz-Balart (R) 202-225-4211 http://mariodiazbalart.house.gov/
Congressional District 22	51	Allen B. West (R) 202-225-3026 http://west.house.gov/
Congressional District 23	68	Alcee L. Hastings (D) 202-225-1313 http://www.alceehastings.house.gov
Congressional District 24	53	Sandy Adams (R) 202-225-2706 http://adams.house.gov/
Congressional District 25	36	David Rivera (R) 202-225-2778 http://rivera.house.gov/

ILLINOIS – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Illinois can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Illinois rental market was estimated to be \$1,017 million in 2011. The construction and industrial equipment segment had the largest share (64% or \$653 million), followed by the general tool (26% or \$269 million) and party and event (9% or \$95 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Illinois rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Illinois economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Illinois rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$1,017 million (2011)	
EMPLOYMENT	13,848
INDUSTRY OUTPUT (MILLION US\$)	2,407
VALUE ADDED (MILLION US\$)	1,353
Labor Income	807
Indirect Business Taxes	131
Business Income	415





To summarize, in 2011 the rental industry in Illinois:

- Created 13,848 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$2,407 million to the economy's total production (output);
- Resulted in \$807 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$131 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$415 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Illinois

Rental Stores in IL: **802**

U.S. Senators:

Richard J. Durbin (D)

202-224-2152

<http://durbin.senate.gov>

Mark Steven Kirk III (R)

202-224-2854

<http://kirk.senate.gov/>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	17	Bobby L. Rush (D) 202-225-4372 http://www.house.gov/rush
Congressional District 2	15	Jesse L. Jackson Jr. (D) 202-225-0773 http://www.house.gov/jackson
Congressional District 3	36	Daniel Lipinski (D) 202-225-5701 http://www.lipinski.house.gov
Congressional District 4	19	Luis V. Gutierrez (D) 202-225-8203 http://luisgutierrez.house.gov
Congressional District 5	17	Mike Quigley (D) 202-225-4061 http://www.quigley.house.gov
Congressional District 6	77	Peter J. Roskam (R) 202-225-4561 http://roskam.house.gov
Congressional District 7	15	Danny K. Davis (D) 202-225-5006 http://www.house.gov/davis
Congressional District 8	60	Joe Walsh (R) 202-225-3711 http://walsh.house.gov/
Congressional District 9	19	Jan D. Schakowsky (D) 202-225-2111 http://schakowsky.house.gov
Congressional District 10	32	Bob J. Dold (R) 202-225-4835 http://dold.house.gov/
Congressional District 11	69	Adam Kinzinger (R) 202-225-3635 http://kinzinger.house.gov/

Rental Stores by Congressional District

Illinois

Congressional District 12	36	Jerry F. Costello (D) 202-225-5661 http://costello.house.gov
Congressional District 13	55	Judy Biggert (R) 202-225-3515 http://judybiggert.house.gov
Congressional District 14	59	Randy M. Hultgren (R) 202-225-2976 http://hultgren.house.gov/
Congressional District 15	48	Timothy V. Johnson (R) 202-225-2371 http://timjohnson.house.gov
Congressional District 16	61	Don A. Manzullo (R) 202-225-5676 http://manzullo.house.gov
Congressional District 17	57	Bobby T. Schilling (R) 202-225-5905 http://schilling.house.gov/
Congressional District 18	59	Aaron Schock (R) 202-225-6201 http://www.schock.house.gov
Congressional District 19	51	John Shimkus (R) 202-225-5271 http://shimkus.house.gov

IOWA – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Iowa can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Iowa rental market was estimated to be \$351 million in 2011. The construction and industrial equipment segment had the largest share (69% or \$242 million), followed by the general tool (24% or \$85 million) and party and event (7% or \$24 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Iowa rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Iowa economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Iowa rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$351 million (2011)	
EMPLOYMENT	5,945
INDUSTRY OUTPUT (MILLION US\$)	724
VALUE ADDED (MILLION US\$)	293
Labor Income	167
Indirect Business Taxes	27
Business Income	99





To summarize, in 2011 the rental industry in Iowa:

- Created 5,945 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$724 million to the economy's total production (output);
- Resulted in \$167 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$27 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$99 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Iowa

Rental Stores in IA: **292**

U.S. Senators:

Chuck E. Grassley (R)

202-224-3744

<http://grassley.senate.gov>

Tom Harkin (D)

202-224-3254

<http://harkin.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	57	Bruce L. Braley (D) 202-225-2911 http://braley.house.gov
Congressional District 2	60	Dave Loebsack (D) 202-225-6576 http://loeb sack.house.gov
Congressional District 3	58	Leonard L. Boswell (D) 202-225-3806 http://boswell.house.gov
Congressional District 4	59	Tom Latham (R) 202-225-5476 http://www.tomlatham.house.gov
Congressional District 5	58	Steve A. King (R) 202-225-4426 http://steveking.house.gov

LOUISIANA – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Louisiana can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Louisiana rental market was estimated to be \$662 million in 2011. The construction and industrial equipment segment had the largest share (63% or \$415 million), followed by the general tool (31% or \$205 million) and party and event (6% or \$42 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Louisiana rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Louisiana economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Louisiana rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$662 million (2011)	
EMPLOYMENT	5,082
INDUSTRY OUTPUT (MILLION US\$)	966
VALUE ADDED (MILLION US\$)	504
Labor Income	267
Indirect Business Taxes	58
Business Income	178





To summarize, in 2011 the rental industry in Louisiana:

- Created 5,082 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$966 million to the economy's total production (output);
- Resulted in \$267 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$58 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$178 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Louisiana

Rental Stores in LA: **462**

U.S. Senators:

Mary L. Landrieu (D)

202-224-5824

<http://landrieu.senate.gov>

David Vitter (R)

202-224-4623

<http://vitter.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	71	Steve J. Scalise (R) 202-225-3015 http://www.scalise.house.gov
Congressional District 2	34	Cedric L. Richmond (D) 202-225-6636 http://richmond.house.gov/
Congressional District 3	98	Jeffrey M. Landry (R) 202-225-4031 http://landry.house.gov/
Congressional District 4	41	John C. Fleming (R) 202-225-2777 http://www.fleming.house.gov
Congressional District 5	41	Rodney Alexander (R) 202-225-8490 http://alexander.house.gov
Congressional District 6	85	Bill Cassidy (R) 202-225-3901 http://www.cassidy.house.gov
Congressional District 7	92	Charles W. Boustany Jr. (R) 202-225-2031 http://boustany.house.gov

MARYLAND – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Maryland can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Maryland rental market was estimated to be \$587 million in 2011. The construction and industrial equipment segment had the largest share (62% or \$363 million), followed by the general tool (31% or \$180 million) and party and event (7% or \$43 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Maryland rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Maryland economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Maryland rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$587 million (2011)	
EMPLOYMENT	6,000
INDUSTRY OUTPUT (MILLION US\$)	878
VALUE ADDED (MILLION US\$)	580
Labor Income	371
Indirect Business Taxes	54
Business Income	155





To summarize, in 2011 the rental industry in Maryland:

- Created 6,000 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$878 million to the economy's total production (output);
- Resulted in \$371 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$54 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$155 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Maryland

Rental Stores in MD: **302**

U.S. Senators:

Benjamin L. Cardin (D)

202-224-4524

<http://cardin.senate.gov>

Barbara A. Mikulski (D)

202-224-4654

<http://mikulski.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	48	Andrew P. Harris (R) 202-225-5311 http://harris.house.gov/
Congressional District 2	50	C.A. Dutch Ruppersberger (D) 202-225-3061 http://www.dutch.house.gov
Congressional District 3	39	John P. Sarbanes (D) 202-225-4016 http://sarbanes.house.gov
Congressional District 4	30	Donna F. Edwards (D) 202-225-8699 http://www.donnaedwards.house.gov
Congressional District 5	42	Steny H. Hoyer (D) 202-225-4131 http://hoyer.house.gov
Congressional District 6	48	Roscoe G. Bartlett (R) 202-225-2721 http://www.bartlett.house.gov
Congressional District 7	23	Elijah E. Cummings (D) 202-225-4741 http://www.house.gov/cummings
Congressional District 8	22	Chris Van Hollen (D) 202-225-5341 http://vanhollen.house.gov

MASSACHUSETTS – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Massachusetts can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Massachusetts rental market was estimated to be \$600 million in 2011. The construction and industrial equipment segment had the largest share (68% or \$406 million), followed by the general tool (24% or \$141 million) and party and event (9% or \$53 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Massachusetts rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Massachusetts economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Massachusetts rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$600 million (2011)	
EMPLOYMENT	7,354
INDUSTRY OUTPUT (MILLION US\$)	1,552
VALUE ADDED (MILLION US\$)	751
Labor Income	474
Indirect Business Taxes	59
Business Income	218





To summarize, in 2011 the rental industry in Massachusetts:

- Created 7,354 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$1,552 million to the economy's total production (output);
- Resulted in \$474 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$59 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$218 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Massachusetts

Rental Stores in MA: **424**

U.S. Senators:

Scott P. Brown (R)

202-224-4543

<http://www.scottbrown.senate.gov/public/>

John F. Kerry (D)

202-224-2742

<http://kerry.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	41	John W. Olver (D) 202-225-5335 http://olver.house.gov
Congressional District 2	52	Richard E. Neal (D) 202-225-5601 http://www.house.gov/neal
Congressional District 3	51	James P. McGovern (D) 202-225-6101 http://mcgovern.house.gov
Congressional District 4	35	Barney Frank (D) 202-225-5931 http://www.house.gov/frank
Congressional District 5	37	Niki Tsongas (D) 202-225-3411 http://tsongas.house.gov
Congressional District 6	39	John F. Tierney (D) 202-225-8020 http://www.tierney.house.gov
Congressional District 7	34	Ed J. Markey (D) 202-225-2836 http://markey.house.gov
Congressional District 8	15	Michael E. Capuano (D) 202-225-5111 http://www.house.gov/capuano
Congressional District 9	55	Stephen F. Lynch (D) 202-225-8273 http://www.house.gov/lynch
Congressional District 10	65	William R. Keating (D) 202-225-3111 http://keating.house.gov/

MICHIGAN – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Michigan can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Michigan rental market was estimated to be \$707 million in 2011. The construction and industrial equipment segment had the largest share (66% or \$466 million), followed by the general tool (24% or \$169 million) and party and event (10% or \$72 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Michigan rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Michigan economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Michigan rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$707 million (2011)	
EMPLOYMENT	9,442
INDUSTRY OUTPUT (MILLION US\$)	2,677
VALUE ADDED (MILLION US\$)	795
Labor Income	491
Indirect Business Taxes	80
Business Income	224





To summarize, in 2011 the rental industry in Michigan:

- Created 9,442 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$2,677 million to the economy's total production (output);
- Resulted in \$491 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$80 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$224 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Michigan

Rental Stores in MI: **847**

U.S. Senators:

Carl Levin (D)

202-224-6221

<http://levin.senate.gov>

Debbie Stabenow (D)

202-224-4822

<http://stabenow.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	85	Daniel Benishek (R) 202-225-4735 http://benishek.house.gov/
Congressional District 2	54	Bill Huizenga (R) 202-225-4401 http://huizenga.house.gov/
Congressional District 3	68	Justin Amash (R) 202-225-3831 http://amash.house.gov/
Congressional District 4	79	Dave Camp (R) 202-225-3561 http://camp.house.gov
Congressional District 5	51	Dale E. Kildee (D) 202-225-3611 http://www.house.gov/kildee
Congressional District 6	49	Fred Upton (R) 202-225-3761 http://www.house.gov/upton
Congressional District 7	63	Tim L. Walberg (R) 202-225-6276 http://walberg.house.gov/
Congressional District 8	69	Mike Rogers (R) 202-225-4872 http://www.mikerogers.house.gov
Congressional District 9	45	Gary C. Peters (D) 202-225-5802 http://www.peters.house.gov
Congressional District 10	80	Candice S. Miller (R) 202-225-2106 http://candicemiller.house.gov
Congressional District 11	79	Thaddeus McCotter (R) 202-225-8171 http://mccotter.house.gov

Rental Stores by Congressional District

Michigan

Congressional District 12	42	Sander M. Levin (D) 202-225-4961 http://www.house.gov/levin
Congressional District 13	16	Hansen Clarke (D) 202-225-2261 http://hansenclarke.house.gov/
Congressional District 14	20	John Conyers Jr. (D) 202-225-5126 http://www.house.gov/conyers
Congressional District 15	47	John D. Dingell (D) 202-225-4071 http://www.house.gov/dingell

MISSOURI – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Missouri can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Missouri rental market was estimated to be \$556 million in 2011. The construction and industrial equipment segment had the largest share (65% or \$364 million), followed by the general tool (27% or \$148 million) and party and event (8% or \$45 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Missouri rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Missouri economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Missouri rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$556 million (2011)	
EMPLOYMENT	11,186
INDUSTRY OUTPUT (MILLION US\$)	1,162
VALUE ADDED (MILLION US\$)	544
Labor Income	337
Indirect Business Taxes	52
Business Income	155





To summarize, in 2011 the rental industry in Missouri:

- Created 11,186 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$1,162 million to the economy's total production (output);
- Resulted in \$337 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$52 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$155 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Missouri

Rental Stores in MO: **431**

U.S. Senators:

Roy Blunt (R)

202-224-5721

<http://www.blunt.senate.gov>

Claire McCaskill (D)

202-224-6154

<http://mccaskill.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	35	William Lacy Clay (D) 202-225-2406 http://lacyclay.house.gov
Congressional District 2	39	Todd Akin (R) 202-225-2561 http://akin.house.gov
Congressional District 3	34	Russ Carnahan (D) 202-225-2671 http://carnahan.house.gov
Congressional District 4	52	Vicky Hartzler (R) 202-225-2876 http://hartzler.house.gov/
Congressional District 5	47	Emanuel Cleaver II (D) 202-225-4535 http://www.house.gov/cleaver
Congressional District 6	54	Sam B. Graves (R) 202-225-7041 http://www.house.gov/graves
Congressional District 7	65	Billy Long (R) 202-225-6536 http://long.house.gov/
Congressional District 8	52	Jo Ann Emerson (R) 202-225-4404 http://www.house.gov/emerson
Congressional District 9	53	Blaine Luetkemeyer (R) 202-225-2956 http://www.luetkemeyer.house.gov

NEW YORK – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in New York can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the New York rental market was estimated to be \$1,625 million in 2011. The construction and industrial equipment segment had the largest share (66% or \$1,069 million), followed by the general tool (25% or \$408 million) and party and event (9% or \$149 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the New York rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the New York economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the New York rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY* Rental Revenue: \$1,625 million (2011)

EMPLOYMENT	21,134	
INDUSTRY OUTPUT (MILLION US\$)	3,028	
VALUE ADDED (MILLION US\$)	2,214	
Labor Income	1,249	
Indirect Business Taxes	243	
Business Income	721	

To summarize, in 2011 the rental industry in New York:

- Created 21,134 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$3,028 million to the economy's total production (output);
- Resulted in \$1,249 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$243 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$721 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

New York

Rental Stores in NY: **892**

U.S. Senators:

Kirsten E. Gillibrand (D)

202-224-4451

<http://gillibrand.senate.gov>

Charles E. Schumer (D)

202-224-6542

<http://schumer.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	47	Timothy H. Bishop (D) 202-225-3826 http://timbishop.house.gov
Congressional District 2	49	Steve J. Israel (D) 202-225-3335 http://israel.house.gov
Congressional District 3	23	Peter T. King (R) 202-225-7896 http://peteking.house.gov
Congressional District 4	33	Carolyn McCarthy (D) 202-225-5516 http://carolynmccarthy.house.gov
Congressional District 5	10	Gary L. Ackerman (D) 202-225-2601 http://www.house.gov/ackerman
Congressional District 6	10	Gregory W. Meeks (D) 202-225-3461 http://www.house.gov/meeks
Congressional District 7	15	Joseph Crowley (D) 202-225-3965 http://crowley.house.gov
Congressional District 8	25	Jerrold Nadler (D) 202-225-5635 http://nadler.house.gov
Congressional District 9	5	Robert L. Turner (R) http://www.house.gov/
Congressional District 10	6	Edolphus Towns (D) 202-225-5936 http://www.house.gov/towns
Congressional District 11	5	Yvette D. Clarke (D) 202-225-6231 http://clarke.house.gov

Rental Stores by Congressional District

New York

Congressional District 12	17	Nydia M. Velazquez (D) 202-225-2361 http://velazquez.house.gov/index.shtml
Congressional District 13	17	Michael G. Grimm (R) 202-225-3371 http://grimm.house.gov/
Congressional District 14	19	Carolyn B. Maloney (D) 202-225-7944 http://maloney.house.gov
Congressional District 15	1	Charles B. Rangel (D) 202-225-4365 http://www.rangel.house.gov
Congressional District 16	4	Jose E. Serrano (D) 202-225-4361 http://serrano.house.gov
Congressional District 17	24	Eliot L. Engel (D) 202-225-2464 http://engel.house.gov
Congressional District 18	21	Nita M. Lowey (D) 202-225-6506 http://lowey.house.gov
Congressional District 19	56	Nan A.S. Hayworth (R) 202-225-5441 http://hayworth.house.gov/
Congressional District 20	75	Christopher P. Gibson (R) 202-225-5614 http://gibson.house.gov/
Congressional District 21	48	Paul D. Tonko (D) 202-225-5076 http://tonko.house.gov
Congressional District 22	50	Maurice D. Hinchey (D) 202-225-6335 http://www.house.gov/hinchey
Congressional District 23	58	Bill L. Owens (D) 202-225-4611 http://www.owens.house.gov
Congressional District 24	42	Richard L. Hanna (R) 202-225-3665 http://hanna.house.gov/
Congressional District 25	49	Ann Marie Buerkle (R) 202-225-3701 http://buerkle.house.gov/
Congressional District 26	46	Kathy Courtney Hochul (D) 202-225-5265 http://hochul.house.gov/
Congressional District 27	40	Brian M. Higgins (D) 202-225-3306 http://higgins.house.gov

Rental Stores by Congressional District

New York

Congressional District 28	33	Louise M. Slaughter (D) 202-225-3615 http://www.louise.house.gov
Congressional District 29	64	Tom Reed (R) 202-225-3161 http://reed.house.gov/

NORTH CAROLINA – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in North Carolina can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the North Carolina rental market was estimated to be \$955 million in 2011. The construction and industrial equipment segment had the largest share (69% or \$658 million), followed by the general tool (23% or \$223 million) and party and event (8% or \$74 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the North Carolina rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the North Carolina economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the North Carolina rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$955 million (2011)	
EMPLOYMENT	9,763
INDUSTRY OUTPUT (MILLION US\$)	1,963
VALUE ADDED (MILLION US\$)	922
Labor Income	572
Indirect Business Taxes	78
Business Income	272





To summarize, in 2011 the rental industry in North Carolina:

- Created 9,763 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$1,963 million to the economy's total production (output);
- Resulted in \$572 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$78 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$272 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

North Carolina

Rental Stores in NC: **706**

U.S. Senators:

Richard Burr (R)

202-224-3154

<http://burr.senate.gov>

Kay R. Hagan (D)

202-224-6342

<http://hagan.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	53	G.K. Butterfield (D) 202-225-3101 http://butterfield.house.gov
Congressional District 2	42	Renee L. Ellmers (R) 202-225-4531 http://ellmers.house.gov/
Congressional District 3	59	Walter B. Jones (R) 202-225-3415 http://jones.house.gov
Congressional District 4	53	David E. Price (D) 202-225-1784 http://www.price.house.gov
Congressional District 5	43	Virginia Foxx (R) 202-225-2071 http://www.foxx.house.gov
Congressional District 6	34	Howard Coble (R) 202-225-3065 http://coble.house.gov
Congressional District 7	70	Mike McIntyre (D) 202-225-2731 http://mcintyre.house.gov
Congressional District 8	39	Larry Kissell (D) 202-225-3715 http://www.kissell.house.gov
Congressional District 9	61	Sue Myrick (R) 202-225-1976 http://myrick.house.gov
Congressional District 10	45	Patrick T. McHenry (R) 202-225-2576 http://mchenry.house.gov
Congressional District 11	72	Heath Shuler (D) 202-225-6401 http://shuler.house.gov

Rental Stores by Congressional District

North Carolina

Congressional District 12	79	Mel L. Watt (D) 202-225-1510	http://watt.house.gov
Congressional District 13	56	Brad Miller (D) 202-225-3032	http://bradmiller.house.gov

OHIO – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Ohio can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Ohio rental market was estimated to be \$923 million in 2011. The construction and industrial equipment segment had the largest share (66% or \$611 million), followed by the general tool (24% or \$226 million) and party and event (9% or \$86 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Ohio rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Ohio economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Ohio rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$923 million (2011)	
EMPLOYMENT	12,047
INDUSTRY OUTPUT (MILLION US\$)	2,607
VALUE ADDED (MILLION US\$)	1,180
Labor Income	627
Indirect Business Taxes	97
Business Income	455





To summarize, in 2011 the rental industry in Ohio:

- Created 12,047 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$2,607 million to the economy's total production (output);
- Resulted in \$627 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$97 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$455 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Ohio

Rental Stores in OH: **889**

U.S. Senators:

Sherrod Brown (D)

202-224-2315

<http://brown.senate.gov>

Rob Portman (R)

202-224-3353

<http://portman.senate.gov/>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	32	Steve Chabot (R) 202-225-2216 http://chabot.house.gov/
Congressional District 2	53	Jean Schmidt (R) 202-225-3164 http://www.house.gov/schmidt
Congressional District 3	46	Michael R. Turner (R) 202-225-6465 http://turner.house.gov
Congressional District 4	54	Jim Jordan (R) 202-225-2676 http://jordan.house.gov
Congressional District 5	61	Bob E. Latta (R) 202-225-6405 http://latta.house.gov
Congressional District 6	58	Bill Johnson (R) 202-225-5705 http://billjohnson.house.gov/
Congressional District 7	36	Steve Austria (R) 202-225-4324 http://www.austria.house.gov
Congressional District 8	64	John A. Boehner (R) 202-225-6205 http://johnboehner.house.gov
Congressional District 9	55	Marcy Kaptur (D) 202-225-4146 http://www.kaptur.house.gov
Congressional District 10	42	Dennis J. Kucinich (D) 202-225-5871 http://kucinich.house.gov
Congressional District 11	35	Marcia L. Fudge (D) 202-225-7032 http://fudge.house.gov

Rental Stores by Congressional District

Ohio

Congressional District 12	40	Patrick J. Tiberi (R) 202-225-5355	http://tiberi.house.gov
Congressional District 13	58	Betty Sutton (D) 202-225-3401	http://sutton.house.gov
Congressional District 14	55	Steven C. LaTourette (R) 202-225-5731	http://latourette.house.gov
Congressional District 15	68	Steve Stivers (R) 202-225-2015	http://stivers.house.gov/
Congressional District 16	45	James B. Renacci (R) 202-225-3876	http://renacci.house.gov/
Congressional District 17	33	Tim Ryan (D) 202-225-5261	http://timryan.house.gov
Congressional District 18	54	Bob Gibbs (R) 202-225-6265	http://gibbs.house.gov/

OREGON – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Oregon can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Oregon rental market was estimated to be \$368 million in 2011. The construction and industrial equipment segment had the largest share (67% or \$245 million), followed by the general tool (25% or \$92 million) and party and event (8% or \$31 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Oregon rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Oregon economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Oregon rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$368 million (2011)	
EMPLOYMENT	4,679
INDUSTRY OUTPUT (MILLION US\$)	890
VALUE ADDED (MILLION US\$)	396
Labor Income	247
Indirect Business Taxes	41
Business Income	108





To summarize, in 2011 the rental industry in Oregon:

- Created 4,679 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$890 million to the economy's total production (output);
- Resulted in \$247 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$41 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$108 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Oregon

Rental Stores in OR: **341**

U.S. Senators:

Jeff Merkley (D)

202-224-3753

<http://merkley.senate.gov>

Ron Wyden (D)

202-224-5244

<http://wyden.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	56	Suzanne Bonamici (D)
Congressional District 2	90	Greg Walden (R) 202-225-6730 http://walden.house.gov
Congressional District 3	79	Earl Blumenauer (D) 202-225-4811 http://blumenauer.house.gov
Congressional District 4	59	Peter A. DeFazio (D) 202-225-6416 http://www.defazio.house.gov
Congressional District 5	57	Kurt Schrader (D) 202-225-5711 http://www.schrader.house.gov

PENNSYLVANIA – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Pennsylvania can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Pennsylvania rental market was estimated to be \$1,169 million in 2011. The construction and industrial equipment segment had the largest share (66% or \$772 million), followed by the general tool (26% or \$299 million) and party and event (8% or \$98 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Pennsylvania rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Pennsylvania economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Pennsylvania rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$1,169 million (2011)	
EMPLOYMENT	13,520
INDUSTRY OUTPUT (MILLION US\$)	2,349
VALUE ADDED (MILLION US\$)	1,525
Labor Income	920
Indirect Business Taxes	153
Business Income	453





To summarize, in 2011 the rental industry in Pennsylvania:

- Created 13,520 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$2,349 million to the economy's total production (output);
- Resulted in \$920 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$153 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$453 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Pennsylvania

Rental Stores in PA: **920**

U.S. Senators:

Robert P. Casey Jr. (D)

202-224-6324

<http://casey.senate.gov>

Patrick J. Toomey (R)

202-224-4254

<http://toomey.senate.gov/>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	13	Robert A. Brady (D) 202-225-4731 http://www.brady.house.gov
Congressional District 2	6	Chaka Fattah (D) 202-225-4001 http://www.house.gov/fattah
Congressional District 3	59	Mike Kelly (R) 202-225-5406 http://kelly.house.gov/
Congressional District 4	69	Jason Altmire (D) 202-225-2565 http://www.altmire.house.gov
Congressional District 5	65	Glenn W. Thompson (R) 202-225-5121 http://www.thompson.house.gov
Congressional District 6	54	Jim W. Gerlach (R) 202-225-4315 http://gerlach.house.gov
Congressional District 7	51	Patrick Meehan (R) 202-225-2011 http://meehan.house.gov/
Congressional District 8	59	Michael G. Fitzpatrick (R) 202-225-4276 http://fitzpatrick.house.gov/
Congressional District 9	50	Bill Franklin Shuster (R) 202-225-2431 http://www.house.gov/shuster
Congressional District 10	62	Tom Marino (R) 202-225-3731 http://marino.house.gov/
Congressional District 11	48	Louis J. Barletta (R) 202-225-6511 http://barletta.house.gov/

Rental Stores by Congressional District

Pennsylvania

Congressional District 12	45	Mark S. Critz (D) 202-225-2065 http://www.critz.house.gov
Congressional District 13	32	Allyson Y. Schwartz (D) 202-225-6111 http://schwartz.house.gov
Congressional District 14	32	Mike F. Doyle (D) 202-225-2135 http://doyle.house.gov
Congressional District 15	49	Charles W. Dent (R) 202-225-6411 http://dent.house.gov
Congressional District 16	47	Joseph R. Pitts (R) 202-225-2411 http://www.house.gov/pitts
Congressional District 17	58	Tim Holden (D) 202-225-5546 http://www.holden.house.gov
Congressional District 18	64	Tim F. Murphy (R) 202-225-2301 http://murphy.house.gov
Congressional District 19	57	Todd Russell Platts (R) 202-225-5836 http://www.house.gov/platts

RHODE ISLAND – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Rhode Island can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Rhode Island rental market was estimated to be \$84 million in 2011. The construction and industrial equipment segment had the largest share (66% or \$56 million), followed by the general tool (24% or \$20 million) and party and event (9% or \$8 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Rhode Island rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Rhode Island economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Rhode Island rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$84 million (2011)	
EMPLOYMENT	1,058
INDUSTRY OUTPUT (MILLION US\$)	183
VALUE ADDED (MILLION US\$)	97
Labor Income	62
Indirect Business Taxes	9
Business Income	26





To summarize, in 2011 the rental industry in Rhode Island:

- Created 1,058 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$183 million to the economy's total production (output);
- Resulted in \$62 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$9 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$26 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Rhode Island

Rental Stores in RI: **65**

U.S. Senators:

Jack F. Reed (D)

202-224-4642

<http://reed.senate.gov>

Sheldon Whitehouse (D)

202-224-2921

<http://whitehouse.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	27	David N. Cicilline (D) 202-225-4911 http://cicilline.house.gov/
Congressional District 2	38	James R. Langevin (D) 202-225-2735 http://langevin.house.gov

SOUTH CAROLINA – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in South Carolina can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the South Carolina rental market was estimated to be \$441 million in 2011. The construction and industrial equipment segment had the largest share (68% or \$299 million), followed by the general tool (24% or \$107 million) and party and event (8% or \$35 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the South Carolina rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the South Carolina economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the South Carolina rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$441 million (2011)	
EMPLOYMENT	4,527
INDUSTRY OUTPUT (MILLION US\$)	879
VALUE ADDED (MILLION US\$)	372
Labor Income	231
Indirect Business Taxes	41
Business Income	99





To summarize, in 2011 the rental industry in South Carolina:

- Created 4,527 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$879 million to the economy's total production (output);
- Resulted in \$231 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$41 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$99 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

South Carolina

Rental Stores in SC: **359**

U.S. Senators:

Jim DeMint (R)

202-224-6121

<http://demint.senate.gov>

Lindsey O. Graham (R)

202-224-5972

<http://lgraham.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	83	Tim E. Scott (R) 202-225-3176 http://timscott.house.gov/
Congressional District 2	67	Joe Wilson (R) 202-225-2452 http://joewilson.house.gov
Congressional District 3	36	Jeff D. Duncan (R) 202-225-5301 http://jeffduncan.house.gov/
Congressional District 4	61	Trey Gowdy (R) 202-225-6030 http://gowdy.house.gov/
Congressional District 5	52	Mick Mulvaney (R) 202-225-5501 http://www.house.gov/Welcome.shtml
Congressional District 6	60	James E. Clyburn (D) 202-225-3315 http://clyburn.house.gov

WASHINGTON – 2011 ECONOMIC IMPACT OF THE RENTAL INDUSTRY



THE RENTAL INDUSTRY

The rental industry in Washington can be divided into three broad categories – rental of construction and industrial equipment, general tool, and party and event equipment. The total size of the Washington rental market was estimated to be \$679 million in 2011. The construction and industrial equipment segment had the largest share (68% or \$463 million), followed by the general tool (24% or \$166 million) and party and event (7% or \$50 million) segments.

THE ECONOMIC IMPACT

The economic impact of an industry in a particular region is defined as the contribution of that industry to the overall economic activity. It is possible to assess the effect the Washington rental industry has on the total employment, output and value added.

The total economic impact of the rental industry on the Washington economy includes direct, indirect and induced effects (see definitions section). The table below presents a summary of the Washington rental industry's economic impact for 2011.

ECONOMIC IMPACT SUMMARY*	
Rental Revenue: \$679 million (2011)	
EMPLOYMENT	6,885
INDUSTRY OUTPUT (MILLION US\$)	2,120
VALUE ADDED (MILLION US\$)	645
Labor Income	382
Indirect Business Taxes	79
Business Income	184





To summarize, in 2011 the rental industry in Washington:

- Created 6,885 jobs for the economy, including both full-time and part-time employees, as well as the self-employed;
- Contributed \$2,120 million to the economy's total production (output);
- Resulted in \$382 million in labor income – wages and salaries, benefits (such as health insurance) and payment to the self-employed;
- Generated \$79 million in indirect taxes (excised taxes, property taxes, fees, sales taxes, etc.) for local, state and federal governments; and
- Created \$184 million worth of business income in form of rents, royalties, dividends and profits earned by corporations.

* Estimated based on data available as of March 2011.

Rental Stores by Congressional District

Washington

Rental Stores in WA: **516**

U.S. Senators:

Maria Cantwell (D)

202-224-3441

<http://cantwell.senate.gov>

Patty Murray (D)

202-224-2621

<http://murray.senate.gov>

Rental Stores by District

Congressional District	# of Stores	U.S. Representative
Congressional District 1	38	Jay Inslee (D) 202-225-6311 http://www.house.gov/inslee
Congressional District 2	72	Rick Larsen (D) 202-225-2605 http://www.house.gov/larsen
Congressional District 3	50	Jamie Herrera Beutler (R) 202-225-3536 http://herrerabeutler.house.gov/
Congressional District 4	75	Doc Hastings (R) 202-225-5816 http://hastings.house.gov
Congressional District 5	73	Cathy McMorris Rodgers (R) 202-225-2006 http://www.mcmorrisrodgers.house.gov
Congressional District 6	49	Norman D. Dicks (D) 202-225-5916 http://www.house.gov/dicks
Congressional District 7	50	Jim McDermott (D) 202-225-3106 http://mcdermott.house.gov
Congressional District 8	37	Dave G. Reichert (R) 202-225-7761 http://reichert.house.gov
Congressional District 9	72	Adam Smith (D) 202-225-8901 http://adamsmith.house.gov