

Methodology

■ **Population:** The number of people in the state in 2004.

■ **Light vehicle registrations:** The total number of automobiles and light trucks registered in that state in 2004.

■ **Reported crashes:** The total number of vehicle crashes reported to authorities, which typically refers to the year 2004 but, in some cases, might be from an earlier year. The actual number was obtained for 37 states – 17 of these from the National Highway Traffic Safety Administration's (NHTSA) Crash DATA Report. For 20 additional states, data was collected from state Web sites or by contacting the appropriate government agency. For the remaining 14 states (and D.C.), the number of crashes was estimated by using the national average rate. The national average crash rate is 0.032 (shaded cells on the chart). The rate varies significantly from state to state and has strong influence on the collision repair potential for that state. The crash totals include accidents involving just one vehicle and those of multiple vehicles, as well as motorcycle crashes. The total includes property damage-only crashes, crashes that resulted in injuries and crashes involving fatalities. Some states may have different thresholds for reporting a vehicle crash. Typically, this is a minimum of \$1,000 property damage. Some states may not express all crash data through a single reporting agency (typically the Bureau of Public Safety or the Highway Patrol). In these instances, the total shown for that state will be less than the actual number of crashes.

■ **Crash rate:** The percentage of registered vehicles that are involved in reported crashes during the year. The national average for the 37 states for which actual data was available is 0.032 (3.2% of all vehicles per year).

■ **Total crashes:** Based on the federal government's estimate that just over 6 million crashes are reported annually but approximately 27-28 million accidents occur annually. These figures show that many accidents go unreported. We estimate that the reported figure needs to be multiplied by four. This yields the approximate total of vehicles involved in accidents in each state during 2004. Our computed total very closely matches the government estimate of 27-28 million total crashes. We recognize that some accidents result in more than one damaged vehicle, but in this analysis, we'll assume one vehicle per crash.

■ **Repaired crashes:** Not all crashed vehicles are repaired. Some sources report that up to 20% of such vehicles are being totaled, and another fraction, though not totaled, are not being repaired. We estimate that about 65% of damaged vehicles are being repaired. This column represents the total crashes multiplied by 0.65.

■ **Repair dollars per state:** Vehicle crashes can vary significantly in severity. For the purposes of this report, we assume that crashes in one state result in the same damage value as those in another area. We're using an average of \$1,750 per repair, a figure derived from the 2004 *BodyShop Business* Collision Repair Industry Profile, a survey of shops that offer complete collision repair.

■ **Employment:** The number of persons employed in the repair and refinish industry in that state. Source is the Department of Labor's Bureau of Labor Statistics.

■ **Mean hourly wage:** The average wage per hour paid to those employed in the position described above. Source is the Department of Labor's Bureau of Labor Statistics.

State-By-State Breakdown of the Collision Market

State	Population 2004 (000)	Light Vehicles (Polk Data) 2004	Reported Crashes*	Crash Rate Reported Accidents	Total Crashes	Repaired Vehicles	Repair Dollars per State	Number of Shops	Corrected # Shops	BSB Repair Potential per Shop	Vehicles per Shop	Employment	Mean Hourly Wage
Alabama	4,530	4,107,373	141,029	0.0343	564,116	366,675	641,681,950	900	864	\$742,687	4,754	2,090	17.69
Alaska	655	477,187	14,127	0.0296	56,508	36,730	64,277,850	142	136	\$471,522	3,500	240	23.31
Arizona	5,744	3,719,954	130,895	0.0352	523,580	340,327	595,572,250	635	610	\$976,989	6,102	3,200	18.86
Arkansas	2,753	2,064,037	70,904	0.0344	283,616	184,350	322,613,200	687	660	\$489,164	3,130	1,820	16.6
California	35,894	26,076,796	538,935	0.0207	2,155,740	1,401,231	2,452,154,250	4,856	4,662	\$526,015	5,594	12,770	20.5
Colorado	4,601	3,458,686	111,088	0.0321	444,352	288,829	505,450,400	809	777	\$650,817	4,453	2,590	23.27
Connecticut	3,504	2,926,161	87,785	0.03	351,139	228,241	399,420,977	799	767	\$520,730	3,815	2,460	17.94
Delaware	830	690,497	21,019	0.0304	84,076	54,649	95,636,450	145	139	\$687,043	4,960	510	18.07
Florida	17,397	13,605,400	252,902	0.0186	1,011,608	657,545	1,150,704,100	2,872	2,757	\$417,357	4,935	9,260	18.15
Georgia	8,829	6,593,748	331,612	0.0503	1,326,448	862,191	1,508,834,600	1,696	1,628	\$926,712	4,050	4,430	20.45
Hawaii	1,263	930,560	27,917	0.03	111,667	72,584	127,021,440	258	248	\$512,845	3,757	640	16.38
Idaho	1,393	1,029,607	28,332	0.0275	113,328	73,663	128,910,600	333	320	\$403,249	3,221	550	17
Illinois	12,714	10,059,933	437,289	0.0435	1,749,156	1,136,951	1,989,664,950	2,631	2,526	\$787,749	3,983	8,270	19.29
Indiana	6,238	5,166,098	220,883	0.0428	883,532	574,296	1,005,017,650	1,366	1,311	\$766,393	3,939	3,580	16.91
Iowa	2,954	2,574,505	59,128	0.023	236,512	153,733	269,032,400	1,087	1,044	\$257,812	2,467	2,080	15.1
Kansas	2,736	2,191,415	65,742	0.03	262,970	170,930	299,128,148	738	708	\$422,211	3,093	1,610	15.48
Kentucky	4,146	3,191,566	157,232	0.0493	628,928	408,803	715,405,600	1,001	961	\$744,470	3,321	1,870	15.9
Louisiana	4,516	3,558,561	164,385	0.0462	657,540	427,401	747,951,750	918	881	\$848,711	4,038	2,090	16.26
Maine	1,317	1,020,654	35,562	0.0348	142,248	92,461	161,807,100	400	384	\$421,373	2,658	750	14.91
Maryland	5,558	4,381,241	109,130	0.0249	436,520	283,738	496,541,500	899	863	\$575,340	5,077	3,230	20.37
Massachusetts	6,417	5,189,172	141,675	0.0273	566,700	368,355	644,621,250	1,583	1,520	\$424,182	3,415	4,050	23.46
Michigan	10,113	9,212,734	395,515	0.0429	1,582,060	1,028,339	1,799,593,250	2,105	2,021	\$890,535	4,559	7,620	21.28
Minnesota	5,101	3,943,816	91,274	0.0231	365,096	237,312	415,296,700	1,333	1,280	\$324,532	3,082	2,500	19.82
Mississippi	2,903	1,775,077	53,252	0.03	213,009	138,456	242,298,011	580	557	\$435,162	3,188	1,040	15.46
Missouri	5,755	4,513,238	182,243	0.0404	728,972	473,832	829,205,650	1,423	1,366	\$606,996	3,304	4,060	17.83
Montana	927	835,678	23,669	0.0283	94,676	61,539	107,693,950	357	343	\$314,233	2,438	640	14.3
Nebraska	1,747	1,441,685	37,227	0.0258	148,908	96,790	169,382,850	623	598	\$283,211	2,411	1,130	16.55
Nevada	2,335	1,459,803	62,237	0.0426	248,948	161,816	283,178,350	258	248	\$1,143,323	5,894	1,230	21.35
New Hampshire	1,299	1,115,310	33,459	0.03	133,837	86,994	152,239,815	373	358	\$425,156	3,115	710	16.86
New Jersey	8,699	7,287,314	282,252	0.0387	1,129,008	733,855	1,284,246,600	1,516	1,455	\$882,425	5,007	4,570	19.13
New Mexico	1,903	1,553,915	48,128	0.031	192,512	125,133	218,982,400	372	357	\$613,190	4,351	820	16.36
New York	19,227	12,379,660	371,390	0.03	1,485,559	965,613	1,689,823,590	3,563	3,420	\$494,031	3,619	7,880	15.81
North Carolina	8,541	6,078,019	231,247	0.038	924,988	601,242	1,052,173,850	1,831	1,758	\$598,588	3,458	4,030	18.96
North Dakota	634	605,956	16,920	0.0279	67,680	43,992	76,986,000	283	272	\$283,370	2,230	510	15.86
Ohio	11,459	9,861,259	381,639	0.0387	1,526,556	992,261	1,736,457,450	2,594	2,490	\$697,305	3,960	6,800	16.94
Oklahoma	3,524	2,748,201	73,296	0.0267	293,184	190,570	333,496,800	795	763	\$436,972	3,601	2,120	16.06
Oregon	3,595	2,890,138	41,439	0.0143	165,756	107,741	188,547,450	655	629	\$299,853	4,596	1,610	18.18
Pennsylvania	12,406	9,622,179	137,078	0.0142	548,312	356,403	623,704,900	3,648	3,502	\$178,096	2,748	9,470	15.71
Rhode Island	1,081	816,534	24,496	0.03	97,984	63,690	111,456,891	264	253	\$439,776	3,222	730	17.58
South Carolina	4,198	2,835,502	110,029	0.0388	440,116	286,075	500,631,950	881	846	\$591,931	3,353	2,190	15.81
South Dakota	771	733,362	17,163	0.0234	68,652	44,624	78,091,650	299	287	\$272,058	2,555	610	15.08
Tennessee	5,901	4,433,125	132,994	0.03	531,975	345,784	605,121,563	1,096	1,052	\$575,123	4,213	4,690	15.01
Texas	22,490	15,171,475	455,144	0.03	1,820,577	1,183,375	2,070,906,338	3,735	3,586	\$577,562	4,231	11,260	17.24
Utah	2,389	1,534,731	50,389	0.0328	201,556	131,011	229,269,950	425	408	\$561,936	3,762	1,550	18.56
Vermont	621	591,582	13,714	0.0232	54,856	35,656	62,398,700	196	188	\$331,626	3,144	420	15.37
Virginia	7,460	5,782,732	153,907	0.0266	615,628	400,158	700,276,850	1,105	1,061	\$660,140	5,451	3,970	20.51
Washington	6,203	4,334,486	130,035	0.03	520,138	338,090	591,657,339	950	912	\$648,747	4,753	3,360	20.87
Washington, D.C.	554	268,919	8,068	0.03	32,270	20,976	36,707,444	43	41	\$889,231	6,515	80	15.31
West Virginia	1,815	1,412,650	42,380	0.03	169,518	110,187	192,826,725	447	429	\$449,354	3,292	840	13.54
Wisconsin	5,509	4,515,910	128,308	0.0284	513,232	333,601	583,801,400	1,599	1,535	\$380,317	2,942	3,370	16.54
Wyoming	507	445,817	13,375	0.03	53,498	34,774	60,854,021	169	162	\$375,086	2,748	260	16.86
U.S. Total	293,656	223,213,958	6,889,837	0.0314	27,559,347	17,913,575	31,348,756,849	58,273	55,942	\$553,592.88	3,843	3,101	\$17.66