***The U.S. Commercial Cleaning & Maintenance Services Industry: Industry Size***

***National Industry Receipts: Services to Buildings & Dwellings***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
| NAICS | 5617 | 56171 | 56172 | 56174 | 56179 |
|  |  |  |  |  |  |
| Industry | Services to buildings & dwellings | Exterminating & pest control services | Janitorial services | Carpet & upholstery cleaning services | Other services to buildings & dwellings |
|  | ($ Millions) | ($ Millions) | ($ Millions) | ($ Millions) | ($ Millions) |
|  |  |  |  |  |  |
| 2000 | 35,790 | 5,723 | 24,593 | 2,463 | 3,011 |
|  |  |  |  |  |  |
| 2001 | 38,168 | 6,067 | 26,220 | 2,541 | 3,340 |
|  |  |  |  |  |  |
| 2002 | 40,144 | 6,597 | 27,009 | 2,719 | 3,819 |
|  |  |  |  |  |  |
| 2003 | 42,604 | 7,186 | 28,725 | 2,648 | 4,045 |
|  |  |  |  |  |  |
| 2004 | 43,272 | 7,630 | 29,041 | 2,642 | 3,959 |
|  |  |  |  |  |  |
| 2005 | 44,985 | 8,118 | 29,779 | 2,877 | 4,211 |
|  |  |  |  |  |  |
| 2006 | 46,024 | 8,483 | 30,116 | 2,900 | 4,525 |
|  |  |  |  |  |  |
| 2007 | 49,454 | 8,693 | 33,021 | 2,962 | 4,778 |
|  |  |  |  |  |  |
| 2008 | 52,153 | 8,936 | 34,887 | 3,097 | 5,233 |
|  |  |  |  |  |  |
| 2009 | 49,687 | 9,135 | 32,591 | 2,870 | 5,091 |
|  |  |  |  |  |  |
| 2010 | 50,613 | 9,543 | 33,565 | 2,629 | 4,876 |

Source: U.S. Census Bureau, Service Annual Survey

These figures are much lower than those derived by using floor space estimates for sales **potential. Using this methodology, sales potential would have been $94.45 billion** in 2010. The Census estimated industry receipts at $50.16 billion--nearly 47% less than sales potential using floor space statistics. Virtually everyone interviewed by Marketdata said that the government statistics are much too low.

***U.S. Commercial Cleaning Services: Marketdata’s Estimated Receipts***

|  |  |  |
| --- | --- | --- |
|  | Total Receipts | Annual % Chg. |
|  | ($ billions) |  |
|  |  |  |
| 1992 | 26,400 |  |
|  |  |  |
| 1993 | 26,300 | -0.4 |
|  |  |  |
| 1994 | 28,800 | 9.5 |
|  |  |  |
| 1995 | 30,800 | 6.9 |
|  |  |  |
| 1996 | 34,800 | 13.0 |
|  |  |  |
| 1997 | 38,400 | 10.3 |
|  |  |  |
| 1998 | 42,500 | 10.7 |
|  |  |  |
| 1999 | 46,500 | 9.4 |
|  |  |  |
| 2000 | 51,500 | 10.8 |
|  |  |  |
| 2001 | 54,881 | 6.6 |
|  |  |  |
| 2002 | 58,313 | 6.3 |
|  |  |  |
| 2003 | 62,275 | 6.8 |
|  |  |  |
| 2004 | 63,254 | 1.6 |
|  |  |  |
| 2005 | 66,175 | 4.6 |
|  |  |  |
| 2006 | 68,264 | 3.2 |
|  |  |  |
| 2007 | 74,587 | 9.3 |
|  |  |  |
| 2008 | 78,329 | 5.0 |
|  |  |  |
| 2009 | 74,761 | -4.6 |
|  |  |  |
| 2010 | 76,256 | 2.0 |
|  |  |  |
| 2011 | 78,163 | 2.5 |

Source: Marketdata Estimates

***20 Largest Cleaning Companies***

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | |  |  | | |  |
|  |  | | | Ownership | Revenue | |
|  |  | | |  | ($ Millions) | |
|  |  | | |  |  | |
| 1 | ABM Industries | | | Public/Subsidiary | $4,247 | |
|  |  | | |  |  | |
| 2 | ServiceMaster Clean | | | Franchisor | 1,791 | |
|  |  | | |  |  | |
| 3 | SERVPRO | | | Franchisor | 1,121 | |
|  |  | | |  |  | |
| 4 | UGL Services | | | Public/Subsidiary | 852 | |
|  |  | | |  |  | |
| 5 | Jani-King | | | Franchisor | 647 | |
|  |  | | |  |  | |
| 6 | Stanley Steamer Carpet | | | Franchisor | 406 | |
|  |  | | |  |  | |
| 7 | Coverall Health-Based Cleaning | | | Franchisor | 321 | |
|  |  | | |  |  | |
| 8 | JAN-PRO | | | Franchisor | 220 | |
|  |  | | |  |  | |
| 9 | Molly Maid | | | Franchisor | 219 | |
|  |  | | |  |  | |
| 10 | Chem-Dry | | | Franchisor | 215 | |
|  |  | | |  |  | |
| 11 | Rainbow International | | | Franchisor | 198 | |
|  |  | | |  |  | |
| 12 | Pritchard Industries | | | Private | 164 | |
|  |  | | |  |  | |
| 13 | Red Coats, Inc. | | | Private | 139 | |
|  |  | | |  |  | |
| 14 | The Cleaning Authority | | | Franchisor | 137 | |
|  |  | | |  |  | |
| 15 | CleanNet | | | Franchisor | 129 | |
|  |  | | |  |  | |
| 16 | Steamatic | | | Franchisor | 124 | |
|  |  | | |  |  | |
| 17 | The Maids | | | Franchisor | 120 | |
|  |  | | |  |  | |
| 18 | Stratus | | | Franchisor | 109 | |
|  |  | | |  |  | |
| 19 | Coit | | | Franchisor | 100 | |
|  |  | | |  |  | |
| 20 | Vanguard Cleaning System | | | Franchisor | 88 | |
|  | Totals | | |  | 11,347 | |

Source: Franchise Times, OneSource, company Websites, Marketdata Estimates