ASHA
American
Speech-Language-Hearing
Association

## SLP Health Care Survey Report: Annual Salary Trends 2005-2019

Gail P. Brook, Surveys and Analysis
American Speech-Language-Hearing Association
2200 Research Boulevard
Rockville, MD 20850-3289
September 20, 2019

## Contents

Introduction ..... 2
Survey Report Highlights ..... 2
Pay Basis ..... 3
Employment Status ..... 3
Annual Salaries ..... 4
By Health Care Setting ..... 4
By Work Role ..... 5
Administrators and Supervisors ..... 5
Clinicians ..... 5
By Years of Experience ..... 5
By Geographic Region. ..... 5
Unpaid Student Loan Debt ..... 6
By Age. ..... 6
Survey Methodology ..... 7
Response Rates ..... 7
Suggested Citation ..... 7
Additional Information. ..... 7
Questions? ..... 7
Acknowledgment. ..... 7
Appendix ..... 8
Data Tables ..... 9
Key of Geographic Regions/Divisions and Corresponding States ..... 14

## Introduction

The American Speech-Language-Hearing Association (ASHA) conducted the 2019 SLP Health Care Survey to gather information from speech-language pathologists (SLPs) about earnings, service provision, practice issues, the workforce, and other professional topics. Results from this survey are presented in a series of reports, including this report on annual salary trends.

Results from the 2005, 2007, 2009, 2011, 2013, 2015, and 2017 ASHA SLP Health Care Surveys are included in this report for comparative purposes. Questions and response options differ among surveys; therefore, data on all topics are not available for all survey years.

The salaries presented in this report are full-time gross salaries (salaries prior to deductions). They include bonuses. The statistic that is presented is the median (i.e., middle or 50th percentile). Median salaries are presented because they are more stable than means (i.e., averages) and are less sensitive to extreme values. To preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25 .

## Survey Report Highlights

## In 2019:

- $34 \%$ of SLPs in health care settings were paid an annual salary in their main jobs-the same, or about the same, as in past years ( $30 \%-35 \%$ from 2007 to 2017).
- $91 \%$ of SLPs in health care settings who were paid an annual salary in their main jobs worked full time-about the same as in past years ( $86 \%$ - $90 \%$ from 2005 to 2017).
- SLPs who held primarily clinician positions reported a median annual salary of $\$ 74,000$ up from \$72,000 in 2017 (a 3\% increase).
- SLPs who held primarily administrative or supervisory positions reported a median annual salary of \$100,000-up from \$96,000 in 2017 (a $4 \%$ increase).
- $32 \%$ of SLPs who were paid an annual salary in their main jobs reported having unpaid student loan debt-down slightly from $34 \%$ in 2017. The median amount owed was $\$ 40,000$ - the same as in 2017.


## From 2005 to 2019:

- SLPs in skilled nursing facilities typically reported a higher median annual salary than SLPs in other health care settings.
- The median annual salary of SLPs tended to increase with their years of experience in the profession.
- SLPs in the West reported a higher median annual salary than SLPs in the Northeast, Midwest, and South.


## Pay Basis

In $2019,34 \%$ of SLPs in health care settings were paid an annual salary in their main jobs-the same or about the same as in past years ( $30 \%-35 \%$ from 2007 to 2017; see Appendix Table 1). The remainder were paid per hour (54\%) or per home visit (12\%).

## Employment Status

In $2019,91 \%$ of SLPs in health care settings who were paid an annual salary in their main jobs worked full time - about the same as in past years ( $86 \%-90 \%$ from 2005 to 2017; see Figure 1).

Figure 1. Percentage of SLPs in health care settings who were paid an annual salary in their main jobs and worked full or part time, by year.


Note. These data are from the 2005, 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys. Employed part time was not defined in the surveys.
$n=722$ (2005); $n=798$ (2007); $n=659$ (2009); $n=782$ (2011); $n=634$ (2013); $n=508$ (2015); $n=632$ (2017); $n=738$ (2019).

## Annual Salaries

In 2019, SLPs who were employed full time in health care settings reported an overall median annual salary of $\$ 78,000$ - the same as in 2017 (see Figure 2). The median salary is the salary at which half of the SLPs earned more than that amount and half earned less.

Figure 2. Overall median annual salaries of SLPs who were employed full time in health care settings, by year.

\$30,000
\$0

| 2005 | 2007 | 2009 | 2011 | 2013 | 2015 | 2017 | 2019 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Note. These data are from the 2005, 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys. $n=630$ (2005); $n=648$ (2007); $n=525$ (2009); $n=682$ (2011); $n=546$ (2013); $n=425$ (2015); $n=499$ (2017); $n=630$ (2019).

As shown in the remainder of the report, numerous variables-including work setting and role, years of experience in the profession, and geographic region-affect earnings.

## Annual Salaries by Health Care Setting

From 2005 to 2019, SLPs in skilled nursing facilities typically reported a higher median annual salary than SLPs in other health care settings. In 2019, they reported a median salary of \$95,000-up from \$90,000 in 2017 (a 6\% increase; see Appendix Table 2).

From 2005 to 2019, SLPs in outpatient clinics/offices reported the lowest, or among the lowest, median annual salaries. In 2019, they reported a median salary of $\$ 73,500$ - up slightly from $\$ 73,000$ in 2017 (a $1 \%$ increase).

## Annual Salaries by Work Role

## Administrators and Supervisors

In 2019, SLPs who held primarily administrative or supervisory positions reported an overall median annual salary of $\$ 100,000$ - up from $\$ 96,000$ in 2017 (a $4 \%$ increase; see Appendix Table 3). Most of these SLPs worked in outpatient clinics/offices and skilled nursing facilities.

In 2019, SLP administrators/supervisors in outpatient clinics/offices reported a median salary of $\$ 90,000$ - the same as in 2017. Those in skilled nursing facilities reported a median salary of $\$ 102,000-u p$ from $\$ 95,000$ in 2017 (a $7 \%$ increase).

## Clinicians

In 2019, SLPs who held primarily clinician positions reported an overall median annual salary of $\$ 74,000$ - up from $\$ 72,000$ in 2017 (a 3\% increase; see Appendix Table 4).

From 2005 to 2019, clinicians in general medical, Veterans Affairs (VA), and long-term acute care (LTAC) hospitals typically reported the highest, or among the highest, median salaries. In 2019, they reported a median salary of \$77,047-down from \$80,000 in 2017 (a 4\% decline).

From 2009 to 2019, clinicians in outpatient clinics/offices typically reported the lowest, or among the lowest, median salaries. In 2019, they reported a median salary of \$70,000-up from \$67,356 in 2017 (a $4 \%$ increase).

## Annual Salaries by Years of Experience

In 2019, overall, the most seasoned SLPs (those with 31 or more years of experience in the profession) reported a median annual salary of $\$ 95,000$ - this was $\$ 29,000$ more than SLPs just starting out (those with 1-3 years of experience; see Appendix Table 5). The differential was somewhat higher than in 2013 (\$26,745), 2015 (\$26,397), and 2017 ( $\$ 26,095$ ).

## Annual Salaries by Geographic Region

From 2005 to 2019, SLPs in the West reported a higher median annual salary than SLPs in the Northeast, Midwest, and South. In 2019, they reported a median salary of $\$ 85,000$ - up from $\$ 83,655$ in 2017 (a $2 \%$ increase; see Appendix Table 6). SLPs in the Midwest typically reported the lowest, or among the lowest, median salaries. In 2019, they reported a median salary of \$73,520-down a little from $\$ 74,114$ in 2017 (a $1 \%$ decline).

See page 14 for a key of geographic regions/divisions and corresponding states.


## Unpaid Student Loan Debt

In $2019,32 \%$ of SLPs in health care settings who were paid an annual salary in their main jobs reported having unpaid student loan debt-down slightly from $34 \%$ in 2017. The median amount owed was $\$ 40,000$ - the same as in 2017. (These data are not shown in any figure or table.)

## Unpaid Student Loan Debt by Age

In 2017 and 2019, the median amount of student loan debt owed by SLPs in health care settings who were paid an annual salary in their main jobs steadily decreased with age (see Table 1).

Table 1. Median amount of student loan debt owed by SLPs in health care settings who were paid an annual salary, by age and year.

|  |  | $\$$ |
| :--- | :---: | :---: |
| Age | $\mathbf{2 0 1 7}$ <br> $(\boldsymbol{n}=\mathbf{1 9 5})$ | $\mathbf{2 0 1 9}$ <br> $(\boldsymbol{n}=\mathbf{2 1 1})$ |
| 30 or younger | 45,000 | 55,954 |
| $31-35$ years | 37,186 | 36,500 |
| 36-40 years | 35,000 | 34,000 |
| 41-45 years | 33,085 | $n / r$ |
| 46 years or older | $n / r$ | $n / r$ |

Note. These data are from the 2017 and 2019 ASHA SLP Health Care Surveys. $n / r=$ not reported (to preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25).


## Survey Methodology

The survey was sent in February 2019 to a random sample of 4,500 ASHA-certified SLPs who were employed in health care facilities in the United States. The sample was stratified by type of facility and by private practice. Of this group, 2,250 SLPs were assigned to a control group to receive the survey cover letter with the full signature of the ASHA chief executive officer (CEO). The 2,250 SLPs who were assigned to an experimental group were sent a survey cover letter with only the CEO's first name. Both groups also received a survey pre-notification email at the time of the first postal mailing. Second (March) and third (April) postal mailings followed, at approximately 3- or 4-week intervals.

Because facilities with fewer SLPs, such as pediatric hospitals, were oversampled, ASHA used weighting when presenting survey data.

## Response Rates

Of the original 4,500 SLPs in the sample, 14 had incorrect postal mail addresses, 39 were employed in other types of facilities, seven were not employed in the profession, two were retired, and four were ineligible for other reasons, which left 4,433 possible respondents. The actual number of respondents was 2,232-a $50.3 \%$ response rate. Past ASHA SLP Health Care Survey response rates were 54.6\% (2005), $63.8 \%$ (2007), $54.6 \%$ (2009), $62.5 \%$ (2011), $53.5 \%$ (2013), $46.9 \%$ (2015), and $52.1 \%$ (2017).

## Suggested Citation

American Speech-Language-Hearing Association. (2019). SLP Health Care Survey report: Annual salary trends, 2005-2019. Retrieved from www.asha.org.

## Additional Information

Companion survey reports are available on the ASHA website at www.asha.org/Research/memberdata/HealthcareSurvey/.

## Questions?

For additional information regarding this report, please contact Monica Sampson, director of Health Care Services, at 800-498-2071, ext. 5686 or msampson @asha.org. To learn more about how the Association is working on behalf of ASHA-certified SLPs in health care settings, visit www.asha.org/slp/healthcare.

## Acknowledgment

Without the generous cooperation of the members who participate in our surveys, ASHA could not fulfill its mission to provide vital information about the professions and discipline to the Association membership and the public. Thank you!

## Appendix

## Pay Basis

Table 1. Percentage of SLPs in health care settings who were paid primarily an annual salary, per hour, or per home-visit in their main jobs, by year.

|  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Pay basis | $\mathbf{2 0 0 7}$ <br> $(\boldsymbol{n}=\mathbf{2 , 2 7 1})$ | $\mathbf{2 0 0 9}$ <br> $(\boldsymbol{n}=\mathbf{1 , 9 1 6})$ | $\mathbf{2 0 1 1}$ <br> $(\boldsymbol{n}=\mathbf{2 , 3 4 7 )}$ | $\mathbf{2 0 1 3}$ <br> $(\boldsymbol{n}=\mathbf{1 , 9 5 1})$ | $\mathbf{2 0 1 5}$ <br> $(\boldsymbol{n}=\mathbf{1 , 7 1 7})$ | $\mathbf{2 0 1 7}$ <br> $(\boldsymbol{n}=\mathbf{1 , 8 9 2})$ | $\mathbf{2 0 1 9}$ <br> $(\boldsymbol{n}=\mathbf{2 , 1 6 0})$ |
| Primarily annual salary | 35 | 35 | 33 | 33 | 30 | 34 | 34 |
| Primarily per hour | 65 | 56 | 55 | 56 | 58 | 55 | 54 |
| Primarily per home-visit | - | 9 | 11 | 12 | 13 | 12 | 12 |

Note. These data are from the 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys. Because of rounding, percentages may not total exactly $100 \%$. Dash indicates that the item was not included in the survey.

## Annual Salaries, by Health Care Setting

Table 2. Median annual salaries of SLPs who were employed full time, by health care setting and year.

| Health care setting | \$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2005 \\ (n=630) \\ \hline \end{gathered}$ | $\begin{gathered} 2007 \\ (n=648) \\ \hline \end{gathered}$ | $\begin{gathered} 2009 \\ (n=525) \\ \hline \end{gathered}$ | $\begin{gathered} 2011 \\ (n=682) \\ \hline \end{gathered}$ | $\begin{gathered} 2013 \\ (n=546) \\ \hline \end{gathered}$ | $\begin{gathered} 2015 \\ (n=425) \\ \hline \end{gathered}$ | $\begin{gathered} 2017 \\ (n=499) \\ \hline \end{gathered}$ | $\begin{gathered} 2019 \\ (n=630) \end{gathered}$ |
| Overall | 60,000 | 65,000 | 70,000 | 70,000 | 75,000 | 75,000 | 78,000 | 78,000 |
| General medical, Veterans Affairs (VA), or long-term acute care (LTAC) hospital ${ }^{\text {a }}$ | 61,250 | 65,000 | 73,000 | 71,387 | 77,133 | 90,000 | 81,656 | 85,798 |
| Home health care agency/client's home | 53,000 | 57,500 | 66,000 | 69,095 | 73,000 | 75,000 | 78,000 | 76,000 |
| Outpatient clinic/office | 60,000 | 63,000 | 65,000 | 64,000 | 70,000 | 68,000 | 73,000 | 73,500 |
| Pediatric hospital | 60,000 | 60,000 | 66,250 | 69,144 | 70,000 | 74,000 | 73,000 | 78,000 |
| Rehabilitation hospital | 58,920 | 60,500 | 73,400 | 64,721 | 73,995 | 79,693 | 73,291 | 79,000 |
| Skilled nursing facility | 68,200 | 75,000 | 80,000 | 81,681 | 90,000 | 90,000 | 90,000 | 95,000 |

Note. These data are from the 2005, 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys. ${ }^{\text {a }}$ From 2005 to 2011, this item was general medical hospital. In 2013, it was general medical or LTAC hospital.

## Salaries of Administrators and Supervisors

Table 3. Median annual salaries of SLP administrators and supervisors who were employed full time, by health care setting and year.

| Health care setting | \$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2005 \\ (n=161) \end{gathered}$ | $\begin{gathered} 2007 \\ (n=172) \end{gathered}$ | $\begin{gathered} 2009 \\ (n=137) \end{gathered}$ | $\begin{gathered} 2011 \\ (n=171) \end{gathered}$ | $\begin{gathered} 2013 \\ (n=139) \end{gathered}$ | $\begin{gathered} 2015 \\ (n=89) \\ \hline \end{gathered}$ | $\begin{gathered} 2017 \\ (n=123) \end{gathered}$ | $\begin{gathered} 2019 \\ (n=125) \end{gathered}$ |
| Overall | 72,985 | 79,009 | 85,000 | 90,000 | 90,000 | 93,534 | 96,000 | 100,000 |
| General medical, Veterans Affairs (VA), or long-term acute care (LTAC) hospital ${ }^{\text {a }}$ | 80,000 | 80,000 | 90,000 | 87,814 | $n / r$ | $n / r$ | $n / r$ | $n / r$ |
| Home health care agency/client's home | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ |
| Outpatient clinic/office | 73,500 | 72,500 | 77,000 | 78,904 | 75,450 | 93,000 | 90,000 | 90,000 |
| Pediatric hospital | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ |
| Rehabilitation hospital | 71,000 | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ | $n / r$ |
| Skilled nursing facility | 71,000 | 79,500 | 89,000 | 91,119 | 92,082 | 92,000 | 95,000 | 102,000 |

Note. These data are from the 2005, 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys. $n / r=$ not reported (to preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25). ${ }^{\text {a }}$ From 2005 to 2011, this item was general medical hospital. In 2013, it was general medical or LTAC hospital.

## Annual Salaries of Clinicians

Table 4. Median annual salaries of SLP clinical service providers who were employed full time, by health care setting and year.

| Health care setting | \$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2005 \\ (n=443) \end{gathered}$ | $\begin{gathered} 2007 \\ (n=459) \end{gathered}$ | $\begin{gathered} 2009 \\ (n=378) \end{gathered}$ | $\begin{gathered} 2011 \\ (n=490) \end{gathered}$ | $\begin{gathered} 2013 \\ (n=381) \end{gathered}$ | $\begin{gathered} 2015 \\ (n=321) \end{gathered}$ | $\begin{gathered} 2017 \\ (n=348) \end{gathered}$ | $\begin{gathered} 2019 \\ (n=476) \end{gathered}$ |
| Overall | 56,000 | 60,000 | 67,000 | 65,000 | 70,000 | 70,000 | 72,000 | 74,000 |
| General medical, Veterans Affairs (VA), or long-term acute care (LTAC) hospital ${ }^{\text {a }}$ | 58,000 | 62,000 | 70,000 | 68,000 | 75,000 | 79,540 | 80,000 | 77,047 |
| Home health care agency/client's home | 52,000 | 57,000 | 62,000 | 67,204 | 70,000 | 70,386 | 75,657 | 73,000 |
| Outpatient clinic/office | 55,000 | 60,000 | 63,750 | 62,000 | 68,183 | 65,994 | 67,356 | 70,000 |
| Pediatric hospital | 54,000 | 59,000 | $n / r$ | 65,157 | 68,000 | 69,000 | 71,362 | 73,000 |
| Rehabilitation hospital | 55,000 | 58,250 | 69,000 | 61,500 | 68,000 | 78,000 | 72,252 | 75,762 |
| Skilled nursing facility | 59,000 | 69,850 | 74,250 | 66,963 | 80,000 | 79,981 | 79,134 | $n / r$ |

Note. These data are from the 2005, 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys. $n / r=$ not reported (to preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25). ${ }^{\text {a }}$ From 2005 to 2011, this item was general medical hospital. In 2013, it was general medical or LTAC hospital.

## Annual Salaries, by Years of Experience

Table 5. Median annual salaries of SLPs who were employed full time in health care settings, by years of experience in the profession and year.

|  | Years of <br> experience |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 0 5}$ <br> $(\boldsymbol{n}=\mathbf{6 1 9})$ | $\mathbf{2 0 0 7}$ <br> $(\boldsymbol{n}=\mathbf{6 4 8})$ | $\mathbf{2 0 0 9}$ <br> $(\boldsymbol{n}=\mathbf{5 2 4})$ | $\mathbf{2 0 1 1}$ <br> $(\boldsymbol{n}=\mathbf{6 7 5})$ | $\mathbf{2 0 1 3}$ <br> $(\boldsymbol{n}=\mathbf{5 4 5})$ | $\mathbf{2 0 1 5}$ <br> $(\boldsymbol{n}=\mathbf{3 6 0})$ | $\mathbf{2 0 1 7}$ <br> $(\boldsymbol{n}=\mathbf{4 5 3})$ | $\mathbf{2 0 1 9}(\boldsymbol{n}=\mathbf{6 1 1})$ |
| $1-3$ | 52,694 | 51,500 | $n / r$ | 58,048 | 58,255 | 63,603 | 65,000 | 66,000 |
| $4-6$ | 51,850 | 56,450 | 60,000 | 63,000 | 68,000 | 68,600 | 67,000 | 72,000 |
| $7-9$ | 53,730 | 62,086 | 66,000 | 70,000 | 71,643 | 65,428 | 73,012 | 78,000 |
| $10-12$ | 58,000 | 65,000 | 69,000 | 75,000 | 79,495 | 68,000 | 85,511 | 78,000 |
| $13-15$ | 62,000 | 65,000 | 70,000 | 75,000 | 80,601 | 85,000 | 82,000 | 87,500 |
| $16-18$ | 67,000 | 64,000 | 70,000 | 75,000 | 73,000 | 90,000 | 83,996 | 82,000 |
| $19-21$ | 65,000 | 80,000 | 73,000 | 75,507 | 84,565 | 82,653 | $n / r$ | 100,000 |
| $22-24$ | 70,000 | 69,840 | 80,000 | $n / r$ | 80,000 | $n / r$ | 84,938 | 83,000 |
| $25-27$ | 70,000 | 74,400 | 74,000 | 80,000 | 85,493 | $n / r$ | 83,380 | 90,000 |
| $28-30$ | - | - | 75,000 | 83,124 | 80,000 | $n / r$ | $n / r$ | $n / r$ |
| 28 or more | 78,146 | 74,000 | - | - | - | - | - | - |
| 31 or more | - | - | 80,000 | 88,750 | 85,000 | 90,000 | 91,095 | 95,000 |

Note. These data are from the 2005, 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys. Dash indicates that the item was not included in the survey analysis. $n / r=$ not reported (to preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25).

## Annual Salaries, by Geographic Region

Table 6. Median annual salaries of SLPs who were employed full time in health care settings, by geographic region of health care setting and year.

| Geographic region | \$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2005 \\ (n=628) \\ \hline \end{gathered}$ | $\begin{gathered} 2007 \\ (n=648) \end{gathered}$ | $\begin{gathered} 2009 \\ (n=523) \end{gathered}$ | $\begin{gathered} 2011 \\ (n=682) \end{gathered}$ | $\begin{gathered} 2013 \\ (n=543) \\ \hline \end{gathered}$ | $\begin{gathered} 2015 \\ (n=425) \\ \hline \end{gathered}$ | $\begin{gathered} 2017 \\ (n=498) \\ \hline \end{gathered}$ | $\begin{gathered} 2019 \\ (n=628) \\ \hline \end{gathered}$ |
| Northeast | 60,000 | 65,532 | 70,000 | 69,000 | 74,000 | 74,000 | 79,524 | 78,000 |
| Midwest | 60,000 | 62,000 | 69,000 | 65,000 | 72,000 | 80,000 | 74,114 | 73,520 |
| South | 58,000 | 65,000 | 70,000 | 70,000 | 75,554 | 70,885 | 78,173 | 79,000 |
| West | 68,000 | 70,000 | 80,000 | 80,000 | 80,000 | 84,000 | 83,655 | 85,000 |

Note. These data are from the 2005, 2007, 2009, 2011, 2013, 2015, 2017, and 2019 ASHA SLP Health Care Surveys.
Key of geographic regions/divisions and corresponding states.

| Geographic region/division | Corresponding states |
| :--- | :--- |
| Northeast |  |
| $\quad$ New England | CT, ME, MA, NH, RI, VT |
| $\quad$ Mid-Atlantic | NJ, NY, PA |
| Midwest |  |
| $\quad$ East North Central | IL, IN, MI, OH, WI |
| $\quad$ West North Central | IA, KS, MN, MO, NE, ND, SD |
| South |  |
| $\quad$ South Atlantic | DE, DC, FL, GA, MD, NC, SC, VA, WV |
| $\quad$ East South Central | AL, KY, MS, TN |
| $\quad$ West South Central | AR, LA, OK, TX |
| West |  |
| $\quad$ Mountain | AZ, CO, ID, MT, NV, NM, UT, WY |
| $\quad$ Pacific | AK, CA, HI, OR, WA |

