

Appendix E: Total Impacts by State

Appendix E-1

Impacts of Soft Costs, Site Development, Hard Costs and Tenant Improvements on State Economies (Office), 2015

| State | Direct Spending (In Billions of Dollars) | Total Output (In Billions of Dollars) | Personal Earnings (In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|------------------|
| Alabama | 0.115 | 0.243 | 0.082 | 1,970 |
| Alaska | 0.063 | 0.108 | 0.039 | 780 |
| Arizona | 0.556 | 1.147 | 0.397 | 9,323 |
| Arkansas | 0.143 | 0.281 | 0.094 | 2,300 |
| California | 3.138 | 6.740 | 2.291 | 46,263 |
| Colorado | 1.447 | 3.164 | 1.084 | 24,703 |
| Connecticut | 0.470 | 0.873 | 0.288 | 5,572 |
| Delaware | 0.061 | 0.107 | 0.030 | 637 |
| District of Columbia | 0.941 | 1.098 | 0.098 | 1,714 |
| Florida | 1.263 | 2.620 | 0.906 | 22,317 |
| Georgia | 1.179 | 2.718 | 0.911 | 21,334 |
| Hawaii | 0.075 | 0.139 | 0.049 | 1,058 |
| Idaho | 0.046 | 0.084 | 0.029 | 723 |
| Illinois | 2.373 | 5.474 | 1.771 | 36,646 |
| Indiana | 0.538 | 1.167 | 0.378 | 8,738 |
| Iowa | 2.570 | 4.917 | 1.632 | 37,861 |
| Kansas | 0.328 | 0.647 | 0.197 | 4,623 |
| Kentucky | 0.390 | 0.812 | 0.255 | 6,262 |
| Louisiana | 0.352 | 0.695 | 0.241 | 5,173 |
| Maine | 0.067 | 0.128 | 0.044 | 1,090 |
| Maryland | 0.866 | 1.652 | 0.538 | 10,926 |
| Massachusetts | 1.753 | 3.384 | 1.101 | 21,118 |
| Michigan | 0.390 | 0.828 | 0.283 | 6,677 |
| Minnesota | 0.475 | 1.039 | 0.341 | 7,385 |
| Mississippi | 0.163 | 0.318 | 0.106 | 2,625 |
| Missouri | 0.884 | 1.880 | 0.583 | 13,574 |
| Montana | 0.069 | 0.127 | 0.045 | 1,122 |
| Nebraska | 0.272 | 0.512 | 0.172 | 3,869 |
| Nevada | 0.811 | 1.507 | 0.516 | 11,145 |
| New Hampshire | 0.016 | 0.030 | 0.009 | 200 |
| New Jersey | 0.798 | 1.654 | 0.523 | 10,590 |
| New Mexico | 0.042 | 0.075 | 0.026 | 642 |
| New York | 16.994 | 31.556 | 9.974 | 194,668 |
| North Carolina | 1.281 | 2.796 | 0.930 | 22,902 |
| North Dakota | 0.147 | 0.257 | 0.084 | 1,723 |
| Ohio | 1.352 | 3.075 | 1.000 | 22,363 |
| Oklahoma | 0.859 | 1.757 | 0.603 | 13,754 |
| Oregon | 0.788 | 1.586 | 0.517 | 12,149 |
| Pennsylvania | 0.772 | 1.726 | 0.552 | 11,410 |
| Rhode Island | 0.001 | 0.002 | 0.001 | 14 |
| South Carolina | 1.285 | 2.775 | 0.917 | 23,052 |
| South Dakota | 0.241 | 0.441 | 0.151 | 3,737 |
| Tennessee | 1.048 | 2.352 | 0.759 | 16,718 |
| Texas | 6.353 | 15.243 | 5.114 | 106,800 |
| Utah | 0.326 | 0.725 | 0.245 | 5,831 |
| Vermont | 0.058 | 0.105 | 0.035 | 863 |
| Virginia | 1.117 | 2.187 | 0.695 | 15,609 |
| Washington | 1.893 | 3.923 | 1.318 | 27,039 |
| West Virginia | 0.019 | 0.035 | 0.011 | 251 |
| Wisconsin | 0.553 | 1.131 | 0.386 | 8,919 |
| Wyoming | 0.035 | 0.056 | 0.019 | 420 |
| State Totals | 57.777 | 117.896 | 38.371 | 817,183 |
| Interstate Spillovers | | 49.957 | 16.013 | 378,200 |
| U.S. Totals | 57.777 | 167.853 | 54.384 | 1,195,382 |

Sources: CRA; Dodge Data & Analytics; BEA; NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix E-2

Impacts of Soft Costs, Site Development, Hard Costs and Tenant Improvements on State Economies (Industrial), 2015

| State | Direct Spending (In Billions of Dollars) | Total Output (In Billions of Dollars) | Personal Earnings (In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama | 0.858 | 1.820 | 0.609 | 14,685 |
| Alaska | 0.004 | 0.006 | 0.002 | 45 |
| Arizona | 0.089 | 0.182 | 0.063 | 1,477 |
| Arkansas | 0.094 | 0.185 | 0.061 | 1,504 |
| California | 0.937 | 2.008 | 0.678 | 13,772 |
| Colorado | 0.263 | 0.574 | 0.195 | 4,476 |
| Connecticut | 0.062 | 0.115 | 0.038 | 730 |
| Delaware | 0.006 | 0.011 | 0.003 | 65 |
| District of Columbia | - | - | - | - |
| Florida | 0.136 | 0.280 | 0.096 | 2,385 |
| Georgia | 0.768 | 1.770 | 0.589 | 13,912 |
| Hawaii | - | - | - | - |
| Idaho | 0.292 | 0.533 | 0.183 | 4,567 |
| Illinois | 0.142 | 0.328 | 0.105 | 2,186 |
| Indiana | 0.901 | 1.962 | 0.632 | 14,597 |
| Iowa | 0.214 | 0.411 | 0.135 | 3,137 |
| Kansas | 0.239 | 0.472 | 0.143 | 3,354 |
| Kentucky | 0.218 | 0.455 | 0.142 | 3,497 |
| Louisiana | 15.066 | 29.820 | 10.256 | 220,784 |
| Maine | 0.006 | 0.012 | 0.004 | 104 |
| Maryland | 0.084 | 0.160 | 0.052 | 1,053 |
| Massachusetts | 0.276 | 0.530 | 0.171 | 3,298 |
| Michigan | 0.568 | 1.207 | 0.409 | 9,712 |
| Minnesota | 0.152 | 0.332 | 0.108 | 2,352 |
| Mississippi | 0.038 | 0.074 | 0.025 | 611 |
| Missouri | 0.943 | 2.009 | 0.621 | 14,504 |
| Montana | 0.001 | 0.001 | 0.000 | 9 |
| Nebraska | 0.156 | 0.294 | 0.098 | 2,211 |
| Nevada | 0.356 | 0.660 | 0.224 | 4,857 |
| New Hampshire | 0.035 | 0.067 | 0.021 | 443 |
| New Jersey | 0.143 | 0.296 | 0.093 | 1,890 |
| New Mexico | 0.005 | 0.009 | 0.003 | 78 |
| New York | 0.265 | 0.491 | 0.154 | 3,033 |
| North Carolina | 0.356 | 0.778 | 0.257 | 6,357 |
| North Dakota | 0.881 | 1.549 | 0.502 | 10,289 |
| Ohio | 0.567 | 1.293 | 0.417 | 9,367 |
| Oklahoma | 0.277 | 0.568 | 0.194 | 4,414 |
| Oregon | 0.273 | 0.550 | 0.178 | 4,183 |
| Pennsylvania | 0.228 | 0.510 | 0.162 | 3,365 |
| Rhode Island | 0.019 | 0.034 | 0.010 | 218 |
| South Carolina | 0.534 | 1.155 | 0.379 | 9,564 |
| South Dakota | 0.046 | 0.085 | 0.029 | 714 |
| Tennessee | 1.413 | 3.176 | 1.017 | 22,462 |
| Texas | 9.581 | 22.987 | 7.666 | 160,707 |
| Utah | 0.075 | 0.166 | 0.056 | 1,324 |
| Vermont | 0.084 | 0.152 | 0.050 | 1,236 |
| Virginia | 0.091 | 0.178 | 0.056 | 1,273 |
| Washington | 0.055 | 0.114 | 0.038 | 785 |
| West Virginia | 0.001 | 0.001 | 0.000 | 7 |
| Wisconsin | 0.461 | 0.947 | 0.321 | 7,433 |
| Wyoming | 0.529 | 0.851 | 0.290 | 6,394 |
| State Totals | 38.790 | 82.168 | 27.537 | 599,419 |
| Interstate Spillovers | | 30.571 | 8.773 | 201,555 |
| U.S. Totals | 38.790 | 112.739 | 36.310 | 800,975 |

Sources: CRA; Dodge Data & Analytics; BEA; NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix E-3

Impacts of Soft Costs, Site Development, Hard Costs and Tenant Improvements on State Economies (**Warehouse**), 2015

| State | Direct Spending (In Billions of Dollars) | Total Output (In Billions of Dollars) | Personal Earnings (In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama | 0.023 | 0.049 | 0.016 | 393 |
| Alaska | 0.015 | 0.026 | 0.009 | 188 |
| Arizona | 0.539 | 1.111 | 0.383 | 9,017 |
| Arkansas | 0.021 | 0.041 | 0.014 | 337 |
| California | 2.566 | 5.503 | 1.863 | 37,756 |
| Colorado | 0.547 | 1.194 | 0.407 | 9,313 |
| Connecticut | 0.114 | 0.212 | 0.070 | 1,349 |
| Delaware | 0.019 | 0.034 | 0.009 | 204 |
| District of Columbia | 0.021 | 0.024 | 0.002 | 37 |
| Florida | 1.395 | 2.888 | 0.994 | 24,574 |
| Georgia | 0.693 | 1.597 | 0.533 | 12,546 |
| Hawaii | 0.020 | 0.036 | 0.013 | 273 |
| Idaho | 0.080 | 0.146 | 0.050 | 1,254 |
| Illinois | 0.966 | 2.228 | 0.718 | 14,888 |
| Indiana | 0.550 | 1.196 | 0.386 | 8,924 |
| Iowa | 0.279 | 0.534 | 0.177 | 4,096 |
| Kansas | 0.412 | 0.812 | 0.247 | 5,784 |
| Kentucky | 0.571 | 1.191 | 0.373 | 9,164 |
| Louisiana | 0.084 | 0.166 | 0.057 | 1,235 |
| Maine | 0.003 | 0.006 | 0.002 | 49 |
| Maryland | 0.379 | 0.720 | 0.234 | 4,756 |
| Massachusetts | 0.300 | 0.578 | 0.187 | 3,604 |
| Michigan | 0.297 | 0.630 | 0.214 | 5,074 |
| Minnesota | 0.218 | 0.476 | 0.156 | 3,378 |
| Mississippi | 0.070 | 0.137 | 0.046 | 1,126 |
| Missouri | 0.397 | 0.845 | 0.262 | 6,104 |
| Montana | 0.015 | 0.028 | 0.010 | 244 |
| Nebraska | 0.103 | 0.193 | 0.065 | 1,455 |
| Nevada | 0.479 | 0.890 | 0.304 | 6,563 |
| New Hampshire | 0.025 | 0.049 | 0.015 | 325 |
| New Jersey | 0.949 | 1.963 | 0.618 | 12,549 |
| New Mexico | 0.009 | 0.015 | 0.005 | 130 |
| New York | 1.122 | 2.079 | 0.656 | 12,837 |
| North Carolina | 0.620 | 1.355 | 0.449 | 11,082 |
| North Dakota | 0.105 | 0.184 | 0.060 | 1,228 |
| Ohio | 0.696 | 1.584 | 0.513 | 11,497 |
| Oklahoma | 0.189 | 0.387 | 0.132 | 3,017 |
| Oregon | 0.156 | 0.314 | 0.102 | 2,397 |
| Pennsylvania | 0.983 | 2.199 | 0.701 | 14,524 |
| Rhode Island | 0.001 | 0.002 | 0.001 | 13 |
| South Carolina | 0.588 | 1.271 | 0.418 | 10,535 |
| South Dakota | 0.110 | 0.202 | 0.069 | 1,710 |
| Tennessee | 0.362 | 0.812 | 0.261 | 5,757 |
| Texas | 2.742 | 6.579 | 2.200 | 46,041 |
| Utah | 0.161 | 0.358 | 0.121 | 2,870 |
| Vermont | 0.005 | 0.010 | 0.003 | 78 |
| Virginia | 0.308 | 0.604 | 0.191 | 4,318 |
| Washington | 0.292 | 0.605 | 0.202 | 4,160 |
| West Virginia | 0.012 | 0.022 | 0.007 | 157 |
| Wisconsin | 0.202 | 0.413 | 0.140 | 3,251 |
| Wyoming | 0.005 | 0.008 | 0.003 | 64 |
| State Totals | 20.819 | 44.507 | 14.669 | 322,225 |
| Interstate Spillovers | | 15.989 | 4.866 | 108,027 |
| U.S. Totals | 20.819 | 60.496 | 19.535 | 430,252 |

Sources: CRA; Dodge Data & Analytics; BEA; NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix E-4

Impacts of Soft Costs, Site Development, Hard Costs and Tenant Improvements on State Economies (Retail and Entertainment), 2015

| State | Direct Spending (In Billions of Dollars) | Total Output (In Billions of Dollars) | Personal Earnings (In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama | 0.473 | 0.997 | 0.337 | 8,094 |
| Alaska | 0.042 | 0.071 | 0.026 | 514 |
| Arizona | 0.630 | 1.301 | 0.451 | 10,580 |
| Arkansas | 0.261 | 0.514 | 0.172 | 4,206 |
| California | 3.694 | 7.941 | 2.704 | 54,515 |
| Colorado | 0.821 | 1.797 | 0.617 | 14,037 |
| Connecticut | 0.333 | 0.618 | 0.204 | 3,943 |
| Delaware | 0.060 | 0.107 | 0.030 | 635 |
| District of Columbia | 0.170 | 0.199 | 0.018 | 312 |
| Florida | 2.900 | 6.019 | 2.084 | 51,293 |
| Georgia | 0.898 | 2.071 | 0.695 | 16,245 |
| Hawaii | 0.521 | 0.965 | 0.342 | 7,357 |
| Idaho | 0.112 | 0.204 | 0.071 | 1,759 |
| Illinois | 1.252 | 2.889 | 0.937 | 19,361 |
| Indiana | 0.597 | 1.295 | 0.421 | 9,717 |
| Iowa | 0.371 | 0.710 | 0.236 | 5,477 |
| Kansas | 0.350 | 0.689 | 0.211 | 4,927 |
| Kentucky | 0.479 | 0.997 | 0.314 | 7,704 |
| Louisiana | 0.674 | 1.332 | 0.462 | 9,923 |
| Maine | 0.126 | 0.240 | 0.083 | 2,047 |
| Maryland | 0.734 | 1.401 | 0.457 | 9,275 |
| Massachusetts | 0.655 | 1.267 | 0.413 | 7,910 |
| Michigan | 0.665 | 1.410 | 0.483 | 11,377 |
| Minnesota | 0.413 | 0.903 | 0.297 | 6,425 |
| Mississippi | 0.283 | 0.551 | 0.185 | 4,556 |
| Missouri | 0.581 | 1.236 | 0.384 | 8,924 |
| Montana | 0.064 | 0.116 | 0.041 | 1,028 |
| Nebraska | 0.197 | 0.371 | 0.125 | 2,814 |
| Nevada | 0.428 | 0.795 | 0.273 | 5,891 |
| New Hampshire | 0.125 | 0.241 | 0.076 | 1,604 |
| New Jersey | 0.708 | 1.468 | 0.465 | 9,405 |
| New Mexico | 0.145 | 0.255 | 0.089 | 2,192 |
| New York | 4.850 | 9.017 | 2.853 | 55,593 |
| North Carolina | 1.036 | 2.261 | 0.754 | 18,531 |
| North Dakota | 0.094 | 0.165 | 0.054 | 1,112 |
| Ohio | 1.346 | 3.059 | 0.997 | 22,271 |
| Oklahoma | 0.459 | 0.939 | 0.323 | 7,369 |
| Oregon | 0.386 | 0.777 | 0.254 | 5,959 |
| Pennsylvania | 1.073 | 2.397 | 0.769 | 15,857 |
| Rhode Island | 0.062 | 0.110 | 0.033 | 710 |
| South Carolina | 0.523 | 1.129 | 0.374 | 9,388 |
| South Dakota | 0.088 | 0.160 | 0.055 | 1,358 |
| Tennessee | 0.922 | 2.069 | 0.669 | 14,725 |
| Texas | 4.402 | 10.564 | 3.550 | 74,061 |
| Utah | 0.340 | 0.756 | 0.256 | 6,094 |
| Vermont | 0.041 | 0.075 | 0.025 | 611 |
| Virginia | 0.951 | 1.863 | 0.593 | 13,281 |
| Washington | 0.482 | 1.000 | 0.337 | 6,901 |
| West Virginia | 0.074 | 0.132 | 0.042 | 960 |
| Wisconsin | 0.711 | 1.455 | 0.498 | 11,488 |
| Wyoming | 0.023 | 0.037 | 0.013 | 281 |
| State Totals | 37.624 | 78.930 | 26.150 | 570,599 |
| Interstate Spillovers | | 30.362 | 9.324 | 208,290 |
| U.S. Totals | 37.624 | 109.292 | 35.474 | 778,889 |

Sources: CRA; Dodge Data & Analytics; BEA; NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix E-5

Impacts of Soft Costs, Site Development, Hard Costs and Tenant Improvements on State Economies (in Four Categories), 2015

| State | Direct Spending (In Billions of Dollars) | Total Output (In Billions of Dollars) | Personal Earnings (In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|------------------|
| Alabama | 1.469 | 3.109 | 1.044 | 25,142 |
| Alaska | 0.124 | 0.211 | 0.076 | 1,528 |
| Arizona | 1.814 | 3.741 | 1.294 | 30,397 |
| Arkansas | 0.519 | 1.022 | 0.340 | 8,347 |
| California | 10.336 | 22.191 | 7.536 | 152,306 |
| Colorado | 3.079 | 6.729 | 2.303 | 52,529 |
| Connecticut | 0.979 | 1.817 | 0.599 | 11,594 |
| Delaware | 0.146 | 0.259 | 0.071 | 1,541 |
| District of Columbia | 1.131 | 1.321 | 0.118 | 2,063 |
| Florida | 5.694 | 11.807 | 4.081 | 100,569 |
| Georgia | 3.538 | 8.155 | 2.728 | 64,037 |
| Hawaii | 0.616 | 1.140 | 0.404 | 8,688 |
| Idaho | 0.529 | 0.968 | 0.333 | 8,303 |
| Illinois | 4.733 | 10.919 | 3.531 | 73,082 |
| Indiana | 2.585 | 5.619 | 1.817 | 41,975 |
| Iowa | 3.434 | 6.571 | 2.180 | 50,571 |
| Kansas | 1.329 | 2.620 | 0.798 | 18,688 |
| Kentucky | 1.657 | 3.455 | 1.085 | 26,627 |
| Louisiana | 16.175 | 32.014 | 11.016 | 237,115 |
| Maine | 0.203 | 0.385 | 0.133 | 3,290 |
| Maryland | 2.063 | 3.934 | 1.280 | 26,010 |
| Massachusetts | 2.985 | 5.758 | 1.872 | 35,930 |
| Michigan | 1.920 | 4.075 | 1.390 | 32,840 |
| Minnesota | 1.258 | 2.749 | 0.902 | 19,540 |
| Mississippi | 0.555 | 1.080 | 0.362 | 8,918 |
| Missouri | 2.806 | 5.970 | 1.850 | 43,106 |
| Montana | 0.149 | 0.273 | 0.096 | 2,403 |
| Nebraska | 0.728 | 1.370 | 0.461 | 10,349 |
| Nevada | 2.074 | 3.853 | 1.317 | 28,457 |
| New Hampshire | 0.200 | 0.388 | 0.122 | 2,573 |
| New Jersey | 2.599 | 5.381 | 1.698 | 34,434 |
| New Mexico | 0.201 | 0.353 | 0.124 | 3,042 |
| New York | 23.232 | 43.143 | 13.638 | 266,131 |
| North Carolina | 3.293 | 7.190 | 2.390 | 58,872 |
| North Dakota | 1.227 | 2.155 | 0.699 | 14,352 |
| Ohio | 3.961 | 9.010 | 2.928 | 65,498 |
| Oklahoma | 1.785 | 3.651 | 1.252 | 28,554 |
| Oregon | 1.604 | 3.227 | 1.050 | 24,688 |
| Pennsylvania | 3.055 | 6.831 | 2.185 | 45,156 |
| Rhode Island | 0.084 | 0.148 | 0.045 | 954 |
| South Carolina | 2.930 | 6.330 | 2.088 | 52,539 |
| South Dakota | 0.485 | 0.888 | 0.304 | 7,519 |
| Tennessee | 3.745 | 8.409 | 2.706 | 59,663 |
| Texas | 23.078 | 55.374 | 18.529 | 387,609 |
| Utah | 0.903 | 2.005 | 0.677 | 16,119 |
| Vermont | 0.188 | 0.341 | 0.114 | 2,788 |
| Virginia | 2.467 | 4.832 | 1.536 | 34,482 |
| Washington | 2.722 | 5.643 | 1.895 | 38,885 |
| West Virginia | 0.106 | 0.189 | 0.060 | 1,376 |
| Wisconsin | 1.927 | 3.947 | 1.345 | 31,090 |
| Wyoming | 0.592 | 0.953 | 0.325 | 7,159 |
| State Totals | 155.009 | 323.501 | 106.728 | 2,309,426 |
| Interstate Spillovers | | 126.879 | 38.976 | 896,072 |
| U.S. Totals | 155.009 | 450.381 | 145.704 | 3,205,498 |

Sources: CRA; Dodge Data & Analytics; BEA; NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.