

Appendix A: Soft Costs Impacts by States

Appendix A-1

Impacts of Office Soft Costs on State Economies, 2014

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.031	0.058	0.020	437
Alaska	0.019	0.033	0.012	222
Arizona	0.092	0.188	0.066	1,396
Arkansas	0.020	0.035	0.012	247
California	1.228	2.753	0.949	16,989
Colorado	0.189	0.428	0.148	2,756
Connecticut	0.031	0.062	0.021	350
Delaware	0.001	0.001	0.000	6
District of Columbia	0.091	0.127	0.010	159
Florida	0.278	0.590	0.207	4,415
Georgia	0.127	0.283	0.095	1,951
Hawaii	0.021	0.040	0.014	284
Idaho	0.028	0.047	0.017	353
Illinois	0.332	0.758	0.254	4,627
Indiana	0.068	0.130	0.043	954
Iowa	0.359	0.594	0.201	4,287
Kansas	0.019	0.032	0.010	203
Kentucky	0.027	0.052	0.017	365
Louisiana	0.084	0.156	0.055	1,130
Maine	0.004	0.007	0.003	58
Maryland	0.175	0.352	0.112	2,012
Massachusetts	0.333	0.702	0.234	3,946
Michigan	0.085	0.174	0.060	1,224
Minnesota	0.162	0.336	0.114	2,202
Mississippi	0.014	0.023	0.008	178
Missouri	0.069	0.142	0.043	862
Montana	0.010	0.017	0.006	141
Nebraska	0.085	0.142	0.048	960
Nevada	0.062	0.115	0.040	815
New Hampshire	0.011	0.021	0.007	131
New Jersey	0.167	0.363	0.114	1,979
New Mexico	0.007	0.013	0.005	102
New York	0.911	1.785	0.529	8,817
North Carolina	0.092	0.191	0.065	1,379
North Dakota	0.022	0.034	0.012	230
Ohio	0.177	0.376	0.126	2,589
Oklahoma	0.070	0.132	0.046	1,015
Oregon	0.133	0.263	0.089	1,909
Pennsylvania	0.495	1.075	0.354	6,808
Rhode Island	0.002	0.004	0.001	25
South Carolina	0.029	0.057	0.019	426
South Dakota	0.003	0.005	0.002	31
Tennessee	0.111	0.235	0.078	1,583
Texas	0.944	2.157	0.733	14,561
Utah	0.054	0.117	0.040	958
Vermont	0.007	0.012	0.004	91
Virginia	0.218	0.441	0.140	2,571
Washington	0.332	0.662	0.224	4,210
West Virginia	0.004	0.007	0.002	52
Wisconsin	0.191	0.368	0.127	2,707
Wyoming	0.006	0.009	0.003	65
State Totals	8.028	16.709	5.536	105,767
Interstate Spillovers		5.229	1.776	41,991
U.S. Totals	8.028	21.938	7.312	147,758

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

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

Appendix A-2
Impacts of **Industrial** Soft Costs on State Economies, 2014

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.134	0.252	0.087	1,886
Alaska	0.000	0.000	0.000	3
Arizona	0.008	0.016	0.006	118
Arkansas	0.236	0.407	0.140	2,915
California	0.030	0.067	0.023	411
Colorado	0.049	0.112	0.039	720
Connecticut	0.011	0.022	0.007	127
Delaware	0.002	0.003	0.001	15
District of Columbia	-	-	-	-
Florida	0.048	0.101	0.035	755
Georgia	0.207	0.462	0.155	3,184
Hawaii	0.000	0.001	0.000	6
Idaho	0.003	0.006	0.002	44
Illinois	0.023	0.053	0.018	321
Indiana	0.203	0.387	0.128	2,840
Iowa	0.033	0.054	0.018	390
Kansas	0.020	0.035	0.011	223
Kentucky	0.085	0.161	0.052	1,126
Louisiana	0.826	1.540	0.542	11,135
Maine	0.019	0.035	0.012	277
Maryland	0.004	0.008	0.003	48
Massachusetts	0.030	0.063	0.021	352
Michigan	0.156	0.320	0.110	2,243
Minnesota	0.195	0.405	0.137	2,648
Mississippi	0.139	0.239	0.081	1,811
Missouri	0.049	0.101	0.031	615
Montana	0.117	0.201	0.071	1,636
Nebraska	0.015	0.024	0.008	164
Nevada	0.799	1.487	0.521	10,543
New Hampshire	0.002	0.004	0.001	24
New Jersey	0.042	0.092	0.029	502
New Mexico	0.026	0.047	0.017	362
New York	0.156	0.305	0.090	1,508
North Carolina	0.143	0.298	0.101	2,148
North Dakota	0.155	0.248	0.084	1,656
Ohio	0.151	0.320	0.107	2,203
Oklahoma	0.427	0.812	0.282	6,240
Oregon	0.172	0.340	0.114	2,468
Pennsylvania	0.039	0.084	0.028	530
Rhode Island	0.011	0.021	0.006	128
South Carolina	0.078	0.153	0.051	1,150
South Dakota	0.001	0.002	0.001	13
Tennessee	0.109	0.230	0.076	1,551
Texas	4.821	11.012	3.743	74,334
Utah	0.015	0.033	0.011	270
Vermont	0.002	0.003	0.001	24
Virginia	0.020	0.041	0.013	240
Washington	0.259	0.516	0.174	3,281
West Virginia	0.000	0.000	0.000	1
Wisconsin	0.071	0.136	0.047	999
Wyoming	-	-	-	-
State Totals	10.143	21.258	7.237	146,186
Interstate Spillovers		6.457	2.001	40,489
U.S. Totals	10.143	27.716	9.238	186,675

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

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

Appendix A-3
Impacts of **Warehouse** Soft Costs on State Economies, 2014

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.005	0.010	0.004	76
Alaska	0.005	0.009	0.003	57
Arizona	0.075	0.153	0.054	1,140
Arkansas	0.003	0.006	0.002	40
California	0.258	0.578	0.199	3,568
Colorado	0.083	0.189	0.065	1,215
Connecticut	0.016	0.031	0.010	178
Delaware	0.001	0.001	0.000	7
District of Columbia	0.000	0.000	0.000	0
Florida	0.154	0.326	0.114	2,439
Georgia	0.110	0.246	0.083	1,697
Hawaii	0.005	0.009	0.003	65
Idaho	0.011	0.018	0.006	134
Illinois	0.131	0.300	0.100	1,829
Indiana	0.141	0.269	0.089	1,970
Iowa	0.027	0.045	0.015	321
Kansas	0.021	0.037	0.012	231
Kentucky	0.034	0.065	0.021	453
Louisiana	0.031	0.058	0.020	416
Maine	0.002	0.004	0.002	34
Maryland	0.063	0.128	0.041	731
Massachusetts	0.026	0.054	0.018	305
Michigan	0.034	0.070	0.024	489
Minnesota	0.066	0.137	0.047	899
Mississippi	0.077	0.133	0.045	1,006
Missouri	0.014	0.028	0.008	170
Montana	0.001	0.002	0.001	13
Nebraska	0.009	0.014	0.005	97
Nevada	0.065	0.120	0.042	852
New Hampshire	0.026	0.052	0.016	321
New Jersey	0.170	0.369	0.116	2,013
New Mexico	0.003	0.005	0.002	40
New York	0.084	0.164	0.049	811
North Carolina	0.083	0.172	0.059	1,245
North Dakota	0.018	0.028	0.010	190
Ohio	0.101	0.216	0.072	1,484
Oklahoma	0.047	0.090	0.031	688
Oregon	0.042	0.083	0.028	599
Pennsylvania	0.159	0.345	0.114	2,186
Rhode Island	0.000	0.000	0.000	1
South Carolina	0.043	0.084	0.028	630
South Dakota	0.005	0.007	0.002	47
Tennessee	0.097	0.204	0.068	1,377
Texas	0.386	0.882	0.300	5,956
Utah	0.047	0.103	0.036	843
Vermont	0.006	0.011	0.004	82
Virginia	0.050	0.101	0.032	589
Washington	0.054	0.108	0.036	686
West Virginia	0.000	0.000	0.000	3
Wisconsin	0.050	0.095	0.033	701
Wyoming	0.004	0.007	0.002	48
State Totals	2.942	6.166	2.069	40,973
Interstate Spillovers		1.874	0.610	13,182
U.S. Totals	2.942	8.040	2.680	54,155

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

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

Appendix A-4

Impacts of Retail and Entertainment Soft Costs on State Economies, 2014

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.117	0.220	0.076	1,644
Alaska	0.018	0.031	0.011	204
Arizona	0.098	0.200	0.070	1,483
Arkansas	0.085	0.147	0.051	1,051
California	0.493	1.104	0.381	6,813
Colorado	0.146	0.329	0.114	2,119
Connecticut	0.064	0.127	0.042	719
Delaware	0.021	0.038	0.010	184
District of Columbia	0.036	0.051	0.004	64
Florida	0.440	0.934	0.327	6,987
Georgia	0.191	0.426	0.143	2,939
Hawaii	0.139	0.261	0.092	1,835
Idaho	0.020	0.034	0.012	250
Illinois	0.269	0.613	0.205	3,741
Indiana	0.136	0.259	0.086	1,902
Iowa	0.057	0.094	0.032	679
Kansas	0.075	0.129	0.041	816
Kentucky	0.107	0.203	0.065	1,417
Louisiana	0.122	0.227	0.080	1,643
Maine	0.011	0.021	0.007	164
Maryland	0.072	0.144	0.046	824
Massachusetts	0.171	0.360	0.120	2,025
Michigan	0.142	0.291	0.100	2,045
Minnesota	0.116	0.241	0.082	1,581
Mississippi	0.042	0.072	0.024	545
Missouri	0.133	0.274	0.083	1,668
Montana	0.015	0.026	0.009	211
Nebraska	0.035	0.058	0.020	397
Nevada	0.073	0.136	0.048	966
New Hampshire	0.034	0.066	0.020	408
New Jersey	0.160	0.347	0.109	1,892
New Mexico	0.041	0.072	0.026	564
New York	0.457	0.897	0.265	4,428
North Carolina	0.234	0.487	0.165	3,512
North Dakota	0.025	0.040	0.014	270
Ohio	0.205	0.436	0.146	3,000
Oklahoma	0.088	0.166	0.058	1,278
Oregon	0.084	0.166	0.056	1,201
Pennsylvania	0.213	0.463	0.153	2,935
Rhode Island	0.011	0.021	0.006	125
South Carolina	0.121	0.238	0.080	1,791
South Dakota	0.017	0.027	0.009	178
Tennessee	0.144	0.305	0.101	2,055
Texas	0.722	1.649	0.560	11,132
Utah	0.063	0.138	0.048	1,126
Vermont	0.006	0.010	0.003	77
Virginia	0.164	0.333	0.105	1,938
Washington	0.145	0.289	0.098	1,838
West Virginia	0.014	0.023	0.008	174
Wisconsin	0.120	0.230	0.079	1,696
Wyoming	0.017	0.027	0.009	188
State Totals	6.527	13.482	4.500	88,720
Interstate Spillovers		4.353	1.445	31,405
U.S. Totals	6.527	17.835	5.945	120,125

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

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

Appendix A-5
Impacts of Soft Costs in **Four Categories** on State Economies, 2014

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.287	0.541	0.187	4,042
Alaska	0.042	0.073	0.026	486
Arizona	0.272	0.557	0.195	4,137
Arkansas	0.345	0.594	0.204	4,253
California	2.008	4.503	1.552	27,781
Colorado	0.468	1.058	0.366	6,810
Connecticut	0.122	0.243	0.080	1,373
Delaware	0.025	0.043	0.012	212
District of Columbia	0.127	0.178	0.014	223
Florida	0.919	1.951	0.683	14,596
Georgia	0.636	1.416	0.476	9,772
Hawaii	0.165	0.312	0.110	2,190
Idaho	0.061	0.105	0.037	781
Illinois	0.755	1.724	0.578	10,519
Indiana	0.549	1.045	0.345	7,665
Iowa	0.475	0.786	0.266	5,677
Kansas	0.135	0.233	0.074	1,473
Kentucky	0.253	0.482	0.154	3,361
Louisiana	1.063	1.980	0.697	14,324
Maine	0.036	0.068	0.024	533
Maryland	0.314	0.633	0.202	3,615
Massachusetts	0.559	1.179	0.392	6,629
Michigan	0.417	0.855	0.295	6,000
Minnesota	0.540	1.120	0.380	7,330
Mississippi	0.271	0.467	0.159	3,540
Missouri	0.265	0.545	0.165	3,315
Montana	0.144	0.246	0.087	2,000
Nebraska	0.143	0.239	0.081	1,618
Nevada	0.999	1.858	0.651	13,176
New Hampshire	0.073	0.142	0.044	883
New Jersey	0.538	1.171	0.367	6,386
New Mexico	0.078	0.137	0.049	1,069
New York	1.608	3.152	0.933	15,563
North Carolina	0.553	1.148	0.390	8,285
North Dakota	0.220	0.351	0.119	2,345
Ohio	0.634	1.348	0.450	9,276
Oklahoma	0.631	1.200	0.416	9,221
Oregon	0.431	0.852	0.286	6,177
Pennsylvania	0.905	1.967	0.648	12,459
Rhode Island	0.025	0.046	0.014	279
South Carolina	0.270	0.532	0.178	3,997
South Dakota	0.026	0.040	0.013	269
Tennessee	0.461	0.974	0.323	6,565
Texas	6.874	15.701	5.336	105,983
Utah	0.180	0.390	0.135	3,197
Vermont	0.020	0.036	0.012	274
Virginia	0.452	0.917	0.290	5,340
Washington	0.789	1.574	0.532	10,015
West Virginia	0.018	0.031	0.010	229
Wisconsin	0.432	0.829	0.285	6,103
Wyoming	0.028	0.043	0.015	301
State Totals	27.640	57.6148	19.342	381,646
Interstate Spillovers		17.9136	5.833	127,066
U.S. Totals	27.640	75.5284	25.175	508,712

Sources: CRA; Dodge Data & Analytics; BEA; NAIO/P

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