

# Appendix A: Soft Costs Impacts by States

## Appendix A-1

Impacts of Office Soft Costs on State Economies, 2015

| State                        | Direct Spending<br>(In Billions of Dollars) | Total Output<br>(In Billions of Dollars) | Personal Earnings<br>(In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama                      | 0.019                                       | 0.037                                    | 0.014   | 329            |
| Alaska                       | 0.010                                       | 0.018                                    | 0.007   | 144            |
| Arizona                      | 0.091                                       | 0.198                                    | 0.077   | 1,685          |
| Arkansas                     | 0.023                                       | 0.042                                    | 0.017   | 395            |
| California                   | 0.516                                       | 1.169                                    | 0.447   | 8,131          |
| Colorado                     | 0.238                                       | 0.552                                    | 0.211   | 4,412          |
| Connecticut                  | 0.077                                       | 0.150                                    | 0.056   | 994            |
| Delaware                     | 0.010                                       | 0.018                                    | 0.005   | 100            |
| District of Columbia         | 0.155                                       | 0.216                                    | 0.031   | 491            |
| Florida                      | 0.208                                       | 0.456                                    | 0.177   | 4,013          |
| Georgia                      | 0.194                                       | 0.458                                    | 0.171   | 3,484          |
| Hawaii                       | 0.012                                       | 0.024                                    | 0.010   | 209            |
| Idaho                        | 0.008                                       | 0.014                                    | 0.005   | 127            |
| Illinois                     | 0.390                                       | 0.919                                    | 0.337   | 6,517          |
| Indiana                      | 0.088                                       | 0.178                                    | 0.068   | 1,527          |
| Iowa                         | 0.422                                       | 0.768                                    | 0.299   | 6,869          |
| Kansas                       | 0.054                                       | 0.102                                    | 0.036   | 810            |
| Kentucky                     | 0.064                                       | 0.125                                    | 0.045   | 1,065          |
| Louisiana                    | 0.058                                       | 0.112                                    | 0.044   | 918            |
| Maine                        | 0.011                                       | 0.021                                    | 0.008   | 196            |
| Maryland                     | 0.142                                       | 0.296                                    | 0.108   | 2,058          |
| Massachusetts                | 0.288                                       | 0.608                                    | 0.225   | 3,927          |
| Michigan                     | 0.064                                       | 0.134                                    | 0.053   | 1,119          |
| Minnesota                    | 0.078                                       | 0.172                                    | 0.064   | 1,300          |
| Mississippi                  | 0.027                                       | 0.048                                    | 0.019   | 446            |
| Missouri                     | 0.145                                       | 0.300                                    | 0.102   | 2,178          |
| Montana                      | 0.011                                       | 0.020                                    | 0.008   | 201            |
| Nebraska                     | 0.045                                       | 0.084                                    | 0.033   | 705            |
| Nevada                       | 0.133                                       | 0.257                                    | 0.100   | 2,095          |
| New Hampshire                | 0.003                                       | 0.005                                    | 0.002   | 37             |
| New Jersey                   | 0.131                                       | 0.288                                    | 0.101   | 1,931          |
| New Mexico                   | 0.007                                       | 0.013                                    | 0.005   | 120            |
| New York                     | 2.794                                       | 5.592                                    | 1.897   | 33,307         |
| North Carolina               | 0.211                                       | 0.453                                    | 0.173   | 3,904          |
| North Dakota                 | 0.024                                       | 0.041                                    | 0.016   | 324            |
| Ohio                         | 0.222                                       | 0.486                                    | 0.182   | 3,810          |
| Oklahoma                     | 0.141                                       | 0.280                                    | 0.111   | 2,527          |
| Oregon                       | 0.130                                       | 0.260                                    | 0.099   | 2,271          |
| Pennsylvania                 | 0.127                                       | 0.273                                    | 0.100   | 1,874          |
| Rhode Island                 | 0.000                                       | 0.000                                    | 0.000   | 3              |
| South Carolina               | 0.211                                       | 0.439                                    | 0.166   | 3,919          |
| South Dakota                 | 0.040                                       | 0.069                                    | 0.028   | 648            |
| Tennessee                    | 0.172                                       | 0.377                                    | 0.140   | 2,953          |
| Texas                        | 1.045                                       | 2.510                                    | 0.941   | 18,345         |
| Utah                         | 0.054                                       | 0.120                                    | 0.046   | 1,112          |
| Vermont                      | 0.010                                       | 0.017                                    | 0.007   | 155            |
| Virginia                     | 0.184                                       | 0.368                                    | 0.127   | 2,444          |
| Washington                   | 0.311                                       | 0.647                                    | 0.250   | 4,821          |
| West Virginia                | 0.003                                       | 0.005                                    | 0.002   | 44             |
| Wisconsin                    | 0.091                                       | 0.177                                    | 0.069   | 1,524          |
| Wyoming                      | 0.006                                       | 0.009                                    | 0.004   | 78             |
| <b>State Totals</b>          | <b>9.499</b>                                | <b>19.929</b>                            | <b>7.244</b>                                  | <b>142,596</b> |
| <b>Interstate Spillovers</b> |   | <b>7.437</b>                             | <b>2.682</b>                                  | <b>61,612</b>  |
| <b>U.S. Totals</b>           | <b>9.499</b>                                | <b>27.366</b>                            | <b>9.926</b>                                  | <b>204,208</b> |

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, 2015

| State                        | Direct Spending<br>(In Billions of Dollars) | Total Output<br>(In Billions of Dollars) | Personal Earnings<br>(In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama                      | 0.105                                       | 0.205                                    | 0.080   | 1,830          |
| Alaska                       | 0.000                                       | 0.001                                    | 0.000   | 6              |
| Arizona                      | 0.011                                       | 0.024                                    | 0.009   | 200            |
| Arkansas                     | 0.011                                       | 0.021                                    | 0.008   | 193            |
| California                   | 0.115                                       | 0.260                                    | 0.099   | 1,809          |
| Colorado                     | 0.032                                       | 0.075                                    | 0.029   | 598            |
| Connecticut                  | 0.008                                       | 0.015                                    | 0.005   | 97             |
| Delaware                     | 0.001                                       | 0.001                                    | 0.000   | 8              |
| District of Columbia         | -   | -  | -   | -              |
| Florida                      | 0.017                                       | 0.036                                    | 0.014   | 321            |
| Georgia                      | 0.094                                       | 0.222                                    | 0.083   | 1,692          |
| Hawaii                       | -   | -  | -   | -              |
| Idaho                        | 0.036                                       | 0.064                                    | 0.026   | 601            |
| Illinois                     | 0.017                                       | 0.041                                    | 0.015   | 291            |
| Indiana                      | 0.110                                       | 0.223                                    | 0.084   | 1,906          |
| Iowa                         | 0.026                                       | 0.048                                    | 0.019   | 426            |
| Kansas                       | 0.029                                       | 0.055                                    | 0.020   | 439            |
| Kentucky                     | 0.027                                       | 0.052                                    | 0.019   | 444            |
| Louisiana                    | 1.845                                       | 3.573                                    | 1.416   | 29,317         |
| Maine                        | 0.001                                       | 0.001                                    | 0.001   | 14             |
| Maryland                     | 0.010                                       | 0.021                                    | 0.008   | 149            |
| Massachusetts                | 0.034                                       | 0.071                                    | 0.026   | 460            |
| Michigan                     | 0.070                                       | 0.146                                    | 0.057   | 1,214          |
| Minnesota                    | 0.019                                       | 0.041                                    | 0.015   | 310            |
| Mississippi                  | 0.005                                       | 0.008                                    | 0.003   | 78             |
| Missouri                     | 0.116                                       | 0.238                                    | 0.081   | 1,732          |
| Montana                      | 0.000                                       | 0.000                                    | 0.000   | 1              |
| Nebraska                     | 0.019                                       | 0.036                                    | 0.014   | 302            |
| Nevada                       | 0.044                                       | 0.084                                    | 0.033   | 685            |
| New Hampshire                | 0.004                                       | 0.008                                    | 0.003   | 61             |
| New Jersey                   | 0.018                                       | 0.039                                    | 0.014   | 258            |
| New Mexico                   | 0.001                                       | 0.001                                    | 0.000   | 11             |
| New York                     | 0.032                                       | 0.065                                    | 0.022   | 387            |
| North Carolina               | 0.044                                       | 0.094                                    | 0.036   | 809            |
| North Dakota                 | 0.108                                       | 0.182                                    | 0.069   | 1,451          |
| Ohio                         | 0.069                                       | 0.152                                    | 0.057   | 1,191          |
| Oklahoma                     | 0.034                                       | 0.067                                    | 0.027   | 608            |
| Oregon                       | 0.033                                       | 0.067                                    | 0.026   | 587            |
| Pennsylvania                 | 0.028                                       | 0.060                                    | 0.022   | 412            |
| Rhode Island                 | 0.002                                       | 0.004                                    | 0.002   | 32             |
| South Carolina               | 0.065                                       | 0.136                                    | 0.051   | 1,213          |
| South Dakota                 | 0.006                                       | 0.010                                    | 0.004   | 93             |
| Tennessee                    | 0.173                                       | 0.379                                    | 0.141   | 2,967          |
| Texas                        | 1.174                                       | 2.820                                    | 1.057   | 20,611         |
| Utah                         | 0.009                                       | 0.020                                    | 0.008   | 190            |
| Vermont                      | 0.010                                       | 0.019                                    | 0.007   | 167            |
| Virginia                     | 0.011                                       | 0.022                                    | 0.008   | 148            |
| Washington                   | 0.007                                       | 0.014                                    | 0.005   | 105            |
| West Virginia                | 0.000                                       | 0.000                                    | 0.000   | 1              |
| Wisconsin                    | 0.057                                       | 0.110                                    | 0.043   | 948            |
| Wyoming                      | 0.065                                       | 0.101                                    | 0.041   | 889            |
| <b>State Totals</b>          | <b>4.751</b>                                | <b>9.936</b>                             | <b>3.808</b>                                  | <b>78,259</b>  |
| <b>Interstate Spillovers</b> |   | <b>3.751</b>                             | <b>1.156</b>                                  | <b>23,878</b>  |
| <b>U.S. Totals</b>           | <b>4.751</b>                                | <b>13.687</b>                            | <b>4.964</b>                                  | <b>102,137</b> |

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, 2015

| State                        | Direct Spending<br>(In Billions of Dollars) | Total Output<br>(In Billions of Dollars) | Personal Earnings<br>(In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama                      | 0.003                                       | 0.006                                    | 0.002   | 56             |
| Alaska                       | 0.002                                       | 0.004                                    | 0.002   | 30             |
| Arizona                      | 0.076                                       | 0.165                                    | 0.064   | 1,399          |
| Arkansas                     | 0.003                                       | 0.005                                    | 0.002   | 50             |
| California                   | 0.361                                       | 0.819                                    | 0.313   | 5,693          |
| Colorado                     | 0.077                                       | 0.179                                    | 0.068   | 1,428          |
| Connecticut                  | 0.016                                       | 0.031                                    | 0.012   | 207            |
| Delaware                     | 0.003                                       | 0.005                                    | 0.001   | 27             |
| District of Columbia         | 0.003                                       | 0.004                                    | 0.001   | 9              |
| Florida                      | 0.196                                       | 0.431                                    | 0.167   | 3,793          |
| Georgia                      | 0.098                                       | 0.231                                    | 0.086   | 1,754          |
| Hawaii                       | 0.003                                       | 0.005                                    | 0.002   | 46             |
| Idaho                        | 0.011                                       | 0.020                                    | 0.008   | 189            |
| Illinois                     | 0.136                                       | 0.321                                    | 0.118   | 2,272          |
| Indiana                      | 0.077                                       | 0.156                                    | 0.059   | 1,337          |
| Iowa                         | 0.039                                       | 0.071                                    | 0.028   | 638            |
| Kansas                       | 0.058                                       | 0.110                                    | 0.039   | 870            |
| Kentucky                     | 0.080                                       | 0.157                                    | 0.057   | 1,336          |
| Louisiana                    | 0.012                                       | 0.023                                    | 0.009   | 188            |
| Maine                        | 0.000                                       | 0.001                                    | 0.000   | 8              |
| Maryland                     | 0.053                                       | 0.111                                    | 0.041   | 770            |
| Massachusetts                | 0.042                                       | 0.089                                    | 0.033   | 576            |
| Michigan                     | 0.042                                       | 0.087                                    | 0.034   | 729            |
| Minnesota                    | 0.031                                       | 0.068                                    | 0.025   | 510            |
| Mississippi                  | 0.010                                       | 0.018                                    | 0.007   | 164            |
| Missouri                     | 0.056                                       | 0.115                                    | 0.039   | 838            |
| Montana                      | 0.002                                       | 0.004                                    | 0.002   | 37             |
| Nebraska                     | 0.014                                       | 0.027                                    | 0.011   | 228            |
| Nevada                       | 0.067                                       | 0.130                                    | 0.051   | 1,061          |
| New Hampshire                | 0.004                                       | 0.007                                    | 0.002   | 51             |
| New Jersey                   | 0.134                                       | 0.293                                    | 0.103   | 1,966          |
| New Mexico                   | 0.001                                       | 0.002                                    | 0.001   | 21             |
| New York                     | 0.158                                       | 0.316                                    | 0.107   | 1,883          |
| North Carolina               | 0.087                                       | 0.188                                    | 0.072   | 1,619          |
| North Dakota                 | 0.015                                       | 0.025                                    | 0.010   | 198            |
| Ohio                         | 0.098                                       | 0.214                                    | 0.080   | 1,679          |
| Oklahoma                     | 0.027                                       | 0.053                                    | 0.021   | 476            |
| Oregon                       | 0.022                                       | 0.044                                    | 0.017   | 385            |
| Pennsylvania                 | 0.138                                       | 0.298                                    | 0.109   | 2,042          |
| Rhode Island                 | 0.000                                       | 0.000                                    | 0.000   | 2              |
| South Carolina               | 0.083                                       | 0.172                                    | 0.065   | 1,535          |
| South Dakota                 | 0.016                                       | 0.027                                    | 0.011   | 254            |
| Tennessee                    | 0.051                                       | 0.112                                    | 0.041   | 873            |
| Texas                        | 0.386                                       | 0.928                                    | 0.348   | 6,780          |
| Utah                         | 0.023                                       | 0.051                                    | 0.019   | 471            |
| Vermont                      | 0.001                                       | 0.001                                    | 0.001   | 12             |
| Virginia                     | 0.043                                       | 0.087                                    | 0.030   | 578            |
| Washington                   | 0.041                                       | 0.085                                    | 0.033   | 637            |
| West Virginia                | 0.002                                       | 0.003                                    | 0.001   | 23             |
| Wisconsin                    | 0.028                                       | 0.055                                    | 0.022   | 476            |
| Wyoming                      | 0.001                                       | 0.001                                    | 0.000   | 10             |
| <b>State Totals</b>          | <b>2.931</b>                                | <b>6.356</b>                             | <b>2.374</b>                                  | <b>48,218</b>  |
| <b>Interstate Spillovers</b> |   | <b>2.088</b>                             | <b>0.689</b>                                  | <b>14,788</b>  |
| <b>U.S. Totals</b>           | <b>2.931</b>                                | <b>8.443</b>                             | <b>3.062</b>                                  | <b>63,006</b>  |

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, 2015

| State                        | Direct Spending<br>(In Billions of Dollars) | Total Output<br>(In Billions of Dollars) | Personal Earnings<br>(In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama                      | 0.084                                       | 0.163                                    | 0.064   | 1,456          |
| Alaska                       | 0.007                                       | 0.013                                    | 0.005   | 102            |
| Arizona                      | 0.112                                       | 0.242                                    | 0.094   | 2,055          |
| Arkansas                     | 0.046                                       | 0.083                                    | 0.033   | 778            |
| California                   | 0.654                                       | 1.482                                    | 0.566   | 10,303         |
| Colorado                     | 0.145                                       | 0.337                                    | 0.129   | 2,695          |
| Connecticut                  | 0.059                                       | 0.114                                    | 0.042   | 756            |
| Delaware                     | 0.011                                       | 0.019                                    | 0.006   | 107            |
| District of Columbia         | 0.030                                       | 0.042                                    | 0.006   | 95             |
| Florida                      | 0.513                                       | 1.126                                    | 0.437   | 9,914          |
| Georgia                      | 0.159                                       | 0.376                                    | 0.141   | 2,856          |
| Hawaii                       | 0.092                                       | 0.182                                    | 0.071   | 1,559          |
| Idaho                        | 0.020                                       | 0.036                                    | 0.014   | 333            |
| Illinois                     | 0.222                                       | 0.522                                    | 0.192   | 3,702          |
| Indiana                      | 0.106                                       | 0.213                                    | 0.081   | 1,826          |
| Iowa                         | 0.066                                       | 0.119                                    | 0.046   | 1,068          |
| Kansas                       | 0.062                                       | 0.117                                    | 0.041   | 929            |
| Kentucky                     | 0.085                                       | 0.166                                    | 0.060   | 1,410          |
| Louisiana                    | 0.119                                       | 0.231                                    | 0.092   | 1,894          |
| Maine                        | 0.022                                       | 0.042                                    | 0.017   | 396            |
| Maryland                     | 0.130                                       | 0.270                                    | 0.099   | 1,876          |
| Massachusetts                | 0.116                                       | 0.245                                    | 0.090   | 1,580          |
| Michigan                     | 0.118                                       | 0.246                                    | 0.097   | 2,053          |
| Minnesota                    | 0.073                                       | 0.161                                    | 0.060   | 1,216          |
| Mississippi                  | 0.050                                       | 0.090                                    | 0.035   | 834            |
| Missouri                     | 0.103                                       | 0.212                                    | 0.072   | 1,542          |
| Montana                      | 0.011                                       | 0.020                                    | 0.008   | 197            |
| Nebraska                     | 0.035                                       | 0.066                                    | 0.026   | 551            |
| Nevada                       | 0.076                                       | 0.146                                    | 0.057   | 1,190          |
| New Hampshire                | 0.022                                       | 0.043                                    | 0.015   | 317            |
| New Jersey                   | 0.125                                       | 0.275                                    | 0.097   | 1,844          |
| New Mexico                   | 0.026                                       | 0.046                                    | 0.018   | 438            |
| New York                     | 0.858                                       | 1.718                                    | 0.583   | 10,234         |
| North Carolina               | 0.183                                       | 0.395                                    | 0.151   | 3,399          |
| North Dakota                 | 0.017                                       | 0.028                                    | 0.011   | 224            |
| Ohio                         | 0.238                                       | 0.520                                    | 0.195   | 4,082          |
| Oklahoma                     | 0.081                                       | 0.161                                    | 0.064   | 1,455          |
| Oregon                       | 0.068                                       | 0.137                                    | 0.052   | 1,197          |
| Pennsylvania                 | 0.190                                       | 0.409                                    | 0.150   | 2,803          |
| Rhode Island                 | 0.011                                       | 0.020                                    | 0.007   | 148            |
| South Carolina               | 0.093                                       | 0.192                                    | 0.073   | 1,717          |
| South Dakota                 | 0.015                                       | 0.027                                    | 0.011   | 253            |
| Tennessee                    | 0.163                                       | 0.357                                    | 0.133   | 2,797          |
| Texas                        | 0.779                                       | 1.873                                    | 0.702   | 13,686         |
| Utah                         | 0.060                                       | 0.134                                    | 0.052   | 1,248          |
| Vermont                      | 0.007                                       | 0.013                                    | 0.005   | 118            |
| Virginia                     | 0.168                                       | 0.337                                    | 0.116   | 2,240          |
| Washington                   | 0.085                                       | 0.178                                    | 0.069   | 1,323          |
| West Virginia                | 0.013                                       | 0.022                                    | 0.009   | 180            |
| Wisconsin                    | 0.126                                       | 0.245                                    | 0.096   | 2,112          |
| Wyoming                      | 0.004                                       | 0.006                                    | 0.003   | 56             |
| <b>State Totals</b>          | <b>6.659</b>                                | <b>14.220</b>                            | <b>5.291</b>                                  | <b>107,147</b> |
| <b>Interstate Spillovers</b> |   | <b>4.964</b>                             | <b>1.668</b>                                  | <b>36,011</b>  |
| <b>U.S. Totals</b>           | <b>6.659</b>                                | <b>19.184</b>                            | <b>6.958</b>                                  | <b>143,158</b> |

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, 2015

| State                        | Direct Spending<br>(In Billions of Dollars) | Total Output<br>(In Billions of Dollars) | Personal Earnings<br>(In Billions of Dollars) | Jobs Supported |
|------------------------------|---|--|---|----------------|
| Alabama                      | 0.211                                       | 0.411                                    | 0.161   | 3,671          |
| Alaska                       | 0.020                                       | 0.036                                    | 0.014   | 283            |
| Arizona                      | 0.290                                       | 0.629                                    | 0.244   | 5,339          |
| Arkansas                     | 0.084                                       | 0.152                                    | 0.060   | 1,416          |
| California                   | 1.646                                       | 3.730                                    | 1.426   | 25,936         |
| Colorado                     | 0.493                                       | 1.143                                    | 0.437   | 9,132          |
| Connecticut                  | 0.160                                       | 0.310                                    | 0.115   | 2,055          |
| Delaware                     | 0.024                                       | 0.043                                    | 0.013   | 242            |
| District of Columbia         | 0.188                                       | 0.262                                    | 0.038   | 596            |
| Florida                      | 0.934                                       | 2.048                                    | 0.795   | 18,042         |
| Georgia                      | 0.544                                       | 1.287                                    | 0.481   | 9,785          |
| Hawaii                       | 0.107                                       | 0.211                                    | 0.083   | 1,814          |
| Idaho                        | 0.074                                       | 0.134                                    | 0.054   | 1,251          |
| Illinois                     | 0.765                                       | 1.803                                    | 0.662   | 12,782         |
| Indiana                      | 0.382                                       | 0.771                                    | 0.292   | 6,596          |
| Iowa                         | 0.554                                       | 1.006                                    | 0.392   | 9,002          |
| Kansas                       | 0.203                                       | 0.385                                    | 0.136   | 3,048          |
| Kentucky                     | 0.256                                       | 0.500                                    | 0.182   | 4,255          |
| Louisiana                    | 2.034                                       | 3.939                                    | 1.561   | 32,318         |
| Maine                        | 0.035                                       | 0.066                                    | 0.026   | 614            |
| Maryland                     | 0.336                                       | 0.698                                    | 0.255   | 4,853          |
| Massachusetts                | 0.480                                       | 1.013                                    | 0.374   | 6,543          |
| Michigan                     | 0.293                                       | 0.613                                    | 0.241   | 5,115          |
| Minnesota                    | 0.200                                       | 0.443                                    | 0.165   | 3,336          |
| Mississippi                  | 0.091                                       | 0.165                                    | 0.064   | 1,522          |
| Missouri                     | 0.420                                       | 0.865                                    | 0.295   | 6,290          |
| Montana                      | 0.025                                       | 0.044                                    | 0.018   | 437            |
| Nebraska                     | 0.113                                       | 0.212                                    | 0.083   | 1,786          |
| Nevada                       | 0.320                                       | 0.618                                    | 0.240   | 5,031          |
| New Hampshire                | 0.032                                       | 0.063                                    | 0.023   | 466            |
| New Jersey                   | 0.408                                       | 0.895                                    | 0.314   | 5,999          |
| New Mexico                   | 0.034                                       | 0.062                                    | 0.025   | 589            |
| New York                     | 3.843                                       | 7.691                                    | 2.610   | 45,811         |
| North Carolina               | 0.525                                       | 1.130                                    | 0.432   | 9,730          |
| North Dakota                 | 0.164                                       | 0.276                                    | 0.105   | 2,197          |
| Ohio                         | 0.628                                       | 1.372                                    | 0.514   | 10,762         |
| Oklahoma                     | 0.283                                       | 0.561                                    | 0.222   | 5,065          |
| Oregon                       | 0.253                                       | 0.509                                    | 0.193   | 4,440          |
| Pennsylvania                 | 0.483                                       | 1.040                                    | 0.380   | 7,131          |
| Rhode Island                 | 0.014                                       | 0.025                                    | 0.009   | 185            |
| South Carolina               | 0.452                                       | 0.940                                    | 0.356   | 8,385          |
| South Dakota                 | 0.076                                       | 0.133                                    | 0.053   | 1,249          |
| Tennessee                    | 0.560                                       | 1.226                                    | 0.455   | 9,590          |
| Texas                        | 3.383                                       | 8.131                                    | 3.047   | 59,422         |
| Utah                         | 0.146                                       | 0.325                                    | 0.125   | 3,021          |
| Vermont                      | 0.028                                       | 0.050                                    | 0.020   | 452            |
| Virginia                     | 0.406                                       | 0.815                                    | 0.280   | 5,410          |
| Washington                   | 0.444                                       | 0.924                                    | 0.357   | 6,885          |
| West Virginia                | 0.018                                       | 0.031                                    | 0.012   | 248            |
| Wisconsin                    | 0.302                                       | 0.587                                    | 0.230   | 5,059          |
| Wyoming                      | 0.075                                       | 0.118                                    | 0.048   | 1,033          |
| <b>State Totals</b>          | <b>23.841</b>                               | <b>50.4411</b>                           | <b>18.716</b>                                 | <b>376,220</b> |
| <b>Interstate Spillovers</b> |   | <b>18.2398</b>                           | <b>6.194</b>                                  | <b>136,289</b> |
| <b>U.S. Totals</b>           | <b>23.841</b>                               | <b>68.6809</b>                           | <b>24.911</b>                                 | <b>512,509</b> |

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

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