

# Appendix A: Soft Costs Impacts by State

**Appendix A-1**  
Impacts of Soft Costs on State Economies (Office), 2018

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.686	1.387	0.496	10,211
Alaska	0.019	0.033	0.012	207
Arizona	0.266	0.595	0.214	4,292
Arkansas	0.090	0.165	0.060	1,256
California	0.880	2.040	0.731	12,844
Colorado	0.243	0.578	0.207	4,015
Connecticut	0.030	0.061	0.021	356
Delaware	0.007	0.013	0.003	62
District of Columbia	0.158	0.228	0.024	365
Florida	0.380	0.855	0.310	6,887
Georgia	0.429	1.040	0.365	7,859
Hawaii	0.030	0.058	0.021	412
Idaho	0.098	0.181	0.066	1,376
Illinois	0.616	1.496	0.512	9,131
Indiana	0.123	0.255	0.089	1,870
Iowa	0.172	0.315	0.111	2,319
Kansas	0.100	0.202	0.065	1,276
Kentucky	0.133	0.266	0.089	1,909
Louisiana	0.066	0.133	0.049	931
Maine	0.022	0.043	0.016	341
Maryland	0.292	0.614	0.204	3,550
Massachusetts	0.529	1.139	0.392	6,695
Michigan	0.124	0.271	0.098	1,878
Minnesota	0.097	0.219	0.076	1,462
Mississippi	0.023	0.042	0.015	325
Missouri	0.157	0.334	0.105	2,113
Montana	0.017	0.032	0.012	259
Nebraska	0.416	0.800	0.286	5,698
Nevada	0.060	0.118	0.042	857
New Hampshire	0.012	0.024	0.008	151
New Jersey	0.063	0.144	0.047	815
New Mexico	0.181	0.329	0.121	2,639
New York	2.491	4.991	1.573	26,123
North Carolina	0.419	0.933	0.330	7,104
North Dakota	0.024	0.042	0.015	249
Ohio	0.378	0.847	0.294	6,150
Oklahoma	0.332	0.683	0.250	5,027
Oregon	0.204	0.420	0.148	3,114
Pennsylvania	0.288	0.655	0.221	4,146
Rhode Island	0.005	0.009	0.003	61
South Carolina	0.167	0.362	0.126	2,658
South Dakota	0.036	0.063	0.023	469
Tennessee	0.437	1.003	0.345	6,915
Texas	1.298	3.289	1.152	20,894
Utah	0.084	0.193	0.069	1,530
Vermont	0.024	0.043	0.016	330
Virginia	1.012	2.148	0.700	12,718
Washington	0.150	0.319	0.115	2,088
West Virginia	0.005	0.008	0.003	57
Wisconsin	0.194	0.388	0.139	2,921
Wyoming	0.007	0.012	0.004	87
<b>State Totals</b>	<b>14.075</b>	<b>30.416</b>	<b>10.393</b>	<b>197,002</b>
<b>Interstate Spillovers</b>		<b>11.604</b>	<b>3.986</b>	<b>84,912</b>
<b>U.S. Totals</b>	<b>14.075</b>	<b>42.020</b>	<b>14.379</b>	<b>281,915</b>

Source: GMU Schar School of Policy and Government, The Stephen S. Fuller Institute; Dodge Data & Analytics; BEA; NAIOP

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

**Appendix A-2**  
Impacts of Soft Costs on State Economies (**Industrial**), 2018

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.068	0.138	0.049	1,019
Alaska	0.002	0.004	0.001	24
Arizona	0.131	0.292	0.105	2,105
Arkansas	0.088	0.162	0.058	1,230
California	0.044	0.102	0.037	644
Colorado	0.418	0.994	0.356	6,907
Connecticut	0.007	0.015	0.005	88
Delaware	0.014	0.026	0.007	128
District of Columbia	–	–	–	–
Florida	0.047	0.105	0.038	848
Georgia	0.152	0.369	0.129	2,788
Hawaii	0.002	0.005	0.002	34
Idaho	0.032	0.059	0.022	447
Illinois	0.014	0.035	0.012	213
Indiana	0.045	0.093	0.032	681
Iowa	0.040	0.074	0.026	544
Kansas	0.088	0.177	0.057	1,115
Kentucky	0.472	0.940	0.314	6,757
Louisiana	0.066	0.132	0.048	925
Maine	0.001	0.003	0.001	20
Maryland	0.002	0.004	0.001	22
Massachusetts	0.061	0.132	0.045	775
Michigan	0.169	0.369	0.134	2,558
Minnesota	0.206	0.465	0.161	3,104
Mississippi	0.150	0.275	0.098	2,137
Missouri	0.052	0.110	0.035	698
Montana	–	–	–	1
Nebraska	0.005	0.010	0.004	74
Nevada	0.001	0.002	0.001	15
New Hampshire	0.001	0.001	–	7
New Jersey	0.039	0.090	0.029	508
New Mexico	0.018	0.032	0.012	259
New York	0.098	0.197	0.062	1,031
North Carolina	0.104	0.231	0.082	1,759
North Dakota	0.044	0.078	0.027	458
Ohio	0.141	0.316	0.110	2,295
Oklahoma	0.109	0.225	0.082	1,659
Oregon	0.019	0.038	0.013	283
Pennsylvania	0.173	0.393	0.132	2,485
Rhode Island	0.131	0.244	0.078	1,594
South Carolina	0.182	0.395	0.138	2,904
South Dakota	0.027	0.047	0.017	354
Tennessee	1.553	3.560	1.224	24,546
Texas	1.110	2.813	0.985	17,869
Utah	0.018	0.042	0.015	335
Vermont	0.001	0.001	–	10
Virginia	0.053	0.112	0.036	662
Washington	0.012	0.025	0.009	164
West Virginia	0.004	0.006	0.002	45
Wisconsin	0.083	0.166	0.060	1,251
Wyoming	–	–	–	–
<b>State Totals</b>	<b>6.297</b>	<b>14.106</b>	<b>4.895</b>	<b>96,379</b>
<b>Interstate Spillovers</b>		<b>4.694</b>	<b>1.539</b>	<b>29,753</b>
<b>U.S. Totals</b>	<b>6.297</b>	<b>18.800</b>	<b>6.433</b>	<b>126,132</b>

Source: GMU Schar School of Policy and Government, The Stephen S. Fuller Institute; Dodge Data & Analytics; BEA; NAIOP

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

**Appendix A-3**  
Impacts of Soft Costs on State Economies (**Warehouse**), 2018

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.065	0.132	0.047	972
Alaska	0.001	0.003	0.001	16
Arizona	0.123	0.274	0.099	1,978
Arkansas	0.025	0.045	0.016	345
California	0.576	1.335	0.479	8,408
Colorado	0.103	0.245	0.088	1,705
Connecticut	0.070	0.141	0.048	829
Delaware	0.007	0.013	0.004	63
District of Columbia	0.012	0.018	0.002	28
Florida	0.490	1.102	0.399	8,875
Georgia	0.295	0.714	0.251	5,397
Hawaii	0.006	0.011	0.004	77
Idaho	0.032	0.058	0.021	445
Illinois	0.234	0.568	0.194	3,466
Indiana	0.085	0.176	0.061	1,287
Iowa	0.051	0.094	0.033	694
Kansas	0.118	0.239	0.077	1,509
Kentucky	0.042	0.083	0.028	597
Louisiana	0.019	0.038	0.014	268
Maine	0.006	0.011	0.004	91
Maryland	0.044	0.093	0.031	538
Massachusetts	0.039	0.085	0.029	500
Michigan	0.107	0.234	0.085	1,622
Minnesota	0.144	0.326	0.113	2,176
Mississippi	0.023	0.043	0.015	332
Missouri	0.104	0.221	0.070	1,402
Montana	0.001	0.001	–	11
Nebraska	0.005	0.011	0.004	75
Nevada	0.079	0.155	0.055	1,127
New Hampshire	0.004	0.008	0.003	50
New Jersey	0.359	0.822	0.268	4,635
New Mexico	0.010	0.018	0.007	144
New York	0.268	0.537	0.169	2,813
North Carolina	0.189	0.421	0.149	3,201
North Dakota	0.004	0.006	0.002	37
Ohio	0.157	0.352	0.122	2,555
Oklahoma	0.055	0.112	0.041	826
Oregon	0.091	0.186	0.065	1,380
Pennsylvania	0.166	0.377	0.127	2,385
Rhode Island	0.005	0.010	0.003	62
South Carolina	0.116	0.251	0.088	1,845
South Dakota	0.003	0.006	0.002	44
Tennessee	0.069	0.159	0.055	1,097
Texas	0.644	1.631	0.571	10,361
Utah	0.023	0.054	0.019	425
Vermont	0.002	0.004	0.001	30
Virginia	0.064	0.135	0.044	802
Washington	0.172	0.366	0.131	2,395
West Virginia	0.002	0.003	0.001	20
Wisconsin	0.041	0.082	0.029	618
Wyoming	0.001	0.002	0.001	13
<b>State Totals</b>	<b>5.353</b>	<b>12.011</b>	<b>4.173</b>	<b>80,569</b>
<b>Interstate Spillovers</b>		<b>3.969</b>	<b>1.295</b>	<b>26,638</b>
<b>U.S. Totals</b>	<b>5.353</b>	<b>15.979</b>	<b>5.468</b>	<b>107,207</b>

Source: GMU Schar School of Policy and Government, The Stephen S. Fuller Institute; Dodge Data & Analytics; BEA; NAIOP  
Note: Appendices include data for the District of Columbia, resulting in 51 states.

**Appendix A-4**  
Impacts of Soft Costs on State Economies (**Retail**), 2018

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.072	0.146	0.052	1,074
Alaska	0.010	0.018	0.007	111
Arizona	0.062	0.138	0.050	997
Arkansas	0.037	0.068	0.025	519
California	0.436	1.010	0.362	6,362
Colorado	0.130	0.309	0.111	2,144
Connecticut	0.058	0.117	0.040	688
Delaware	0.014	0.026	0.007	127
District of Columbia	0.037	0.054	0.006	86
Florida	0.650	1.462	0.530	11,774
Georgia	0.191	0.462	0.162	3,489
Hawaii	0.069	0.136	0.049	957
Idaho	0.027	0.050	0.018	378
Illinois	0.220	0.534	0.183	3,260
Indiana	0.100	0.207	0.072	1,518
Iowa	0.060	0.110	0.039	814
Kansas	0.055	0.111	0.036	700
Kentucky	0.082	0.163	0.055	1,175
Louisiana	0.081	0.162	0.059	1,137
Maine	0.009	0.017	0.006	134
Maryland	0.129	0.271	0.090	1,564
Massachusetts	0.158	0.341	0.117	2,003
Michigan	0.120	0.263	0.095	1,822
Minnesota	0.126	0.285	0.099	1,899
Mississippi	0.038	0.069	0.025	536
Missouri	0.109	0.233	0.073	1,474
Montana	0.016	0.030	0.011	243
Nebraska	0.020	0.038	0.014	270
Nevada	0.045	0.089	0.032	645
New Hampshire	0.034	0.067	0.022	421
New Jersey	0.170	0.388	0.127	2,189
New Mexico	0.032	0.058	0.021	465
New York	0.489	0.979	0.309	5,125
North Carolina	0.162	0.362	0.128	2,755
North Dakota	0.017	0.031	0.011	183
Ohio	0.204	0.458	0.159	3,324
Oklahoma	0.042	0.086	0.032	636
Oregon	0.048	0.098	0.035	728
Pennsylvania	0.122	0.276	0.093	1,747
Rhode Island	0.018	0.033	0.011	217
South Carolina	0.118	0.256	0.090	1,884
South Dakota	0.029	0.052	0.019	389
Tennessee	0.127	0.292	0.100	2,014
Texas	0.696	1.762	0.617	11,191
Utah	0.034	0.078	0.028	618
Vermont	0.017	0.030	0.011	233
Virginia	0.185	0.392	0.128	2,320
Washington	0.156	0.331	0.119	2,170
West Virginia	0.011	0.020	0.007	145
Wisconsin	0.106	0.212	0.076	1,593
Wyoming	0.004	0.007	0.002	51
<b>State Totals</b>	<b>5.982</b>	<b>13.186</b>	<b>4.567</b>	<b>88,298</b>
<b>Interstate Spillovers</b>		<b>4.674</b>	<b>1.545</b>	<b>31,526</b>
<b>U.S. Totals</b>	<b>5.982</b>	<b>17.860</b>	<b>6.112</b>	<b>119,824</b>

Source: GMU Schar School of Policy and Government, The Stephen S. Fuller Institute; 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 on State Economies (in Four Categories), 2018

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.892	1.803	0.645	13,275
Alaska	0.032	0.058	0.021	358
Arizona	0.582	1.298	0.468	9,372
Arkansas	0.240	0.441	0.159	3,349
California	1.937	4.488	1.609	28,257
Colorado	0.894	2.126	0.762	14,771
Connecticut	0.166	0.335	0.114	1,961
Delaware	0.043	0.077	0.021	379
District of Columbia	0.207	0.300	0.032	479
Florida	1.568	3.523	1.277	28,384
Georgia	1.067	2.584	0.907	19,532
Hawaii	0.106	0.210	0.076	1,480
Idaho	0.188	0.348	0.128	2,647
Illinois	1.083	2.632	0.901	16,070
Indiana	0.353	0.731	0.254	5,356
Iowa	0.324	0.593	0.210	4,371
Kansas	0.361	0.729	0.236	4,601
Kentucky	0.729	1.452	0.485	10,437
Louisiana	0.232	0.466	0.170	3,261
Maine	0.039	0.074	0.027	587
Maryland	0.467	0.982	0.325	5,675
Massachusetts	0.788	1.696	0.584	9,973
Michigan	0.520	1.135	0.412	7,881
Minnesota	0.573	1.295	0.450	8,641
Mississippi	0.234	0.429	0.152	3,330
Missouri	0.422	0.898	0.283	5,687
Montana	0.035	0.063	0.024	514
Nebraska	0.446	0.859	0.307	6,118
Nevada	0.186	0.363	0.130	2,643
New Hampshire	0.050	0.101	0.034	630
New Jersey	0.631	1.445	0.471	8,146
New Mexico	0.240	0.437	0.161	3,507
New York	3.346	6.704	2.114	35,092
North Carolina	0.873	1.947	0.688	14,819
North Dakota	0.088	0.157	0.054	927
Ohio	0.880	1.973	0.685	14,324
Oklahoma	0.538	1.107	0.405	8,147
Oregon	0.361	0.743	0.261	5,505
Pennsylvania	0.749	1.700	0.573	10,763
Rhode Island	0.158	0.297	0.095	1,935
South Carolina	0.583	1.265	0.442	9,291
South Dakota	0.095	0.168	0.061	1,256
Tennessee	2.187	5.014	1.724	34,571
Texas	3.748	9.494	3.325	60,314
Utah	0.159	0.367	0.131	2,908
Vermont	0.043	0.079	0.028	603
Virginia	1.313	2.787	0.909	16,503
Washington	0.490	1.040	0.374	6,817
West Virginia	0.021	0.036	0.013	267
Wisconsin	0.425	0.848	0.305	6,383
Wyoming	0.013	0.020	0.007	151
<b>State Totals</b>	<b>31.707</b>	<b>69.719</b>	<b>24.028</b>	<b>462,248</b>
<b>Interstate Spillovers</b>		<b>24.940</b>	<b>8.364</b>	<b>172,829</b>
<b>U.S. Totals</b>	<b>31.707</b>	<b>94.659</b>	<b>32.392</b>	<b>635,078</b>

Source: GMU Schar School of Policy and Government, The Stephen S. Fuller Institute; Dodge Data & Analytics; BEA; NAIOP  
Note: Appendices include data for the District of Columbia, resulting in 51 states.