

Appendix A: Soft Costs Impacts by State

Appendix A-1
Impacts of Soft Costs on State Economies (Office), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.042	0.085	0.030	625
Alaska	0.001	0.002	0.001	13
Arizona	0.097	0.217	0.078	1,565
Arkansas	0.042	0.078	0.028	591
California	2.303	5.335	1.913	33,594
Colorado	0.171	0.406	0.146	2,821
Connecticut	0.095	0.191	0.065	1,121
Delaware	0.056	0.101	0.028	496
District of Columbia	0.283	0.409	0.044	654
Florida	0.346	0.777	0.282	6,260
Georgia	0.484	1.173	0.412	8,867
Hawaii	0.021	0.041	0.015	288
Idaho	0.022	0.041	0.015	314
Illinois	0.412	1.002	0.343	6,118
Indiana	0.069	0.143	0.050	1,050
Iowa	0.055	0.100	0.035	738
Kansas	0.099	0.200	0.065	1,261
Kentucky	0.077	0.153	0.051	1,103
Louisiana	0.045	0.090	0.033	630
Maine	0.011	0.021	0.008	163
Maryland	0.441	0.926	0.307	5,353
Massachusetts	0.400	0.862	0.297	5,066
Michigan	0.137	0.300	0.109	2,080
Minnesota	0.079	0.179	0.062	1,195
Mississippi	0.001	0.002	0.001	15
Missouri	0.147	0.314	0.099	1,989
Montana	0.020	0.036	0.014	295
Nebraska	0.260	0.501	0.179	3,569
Nevada	0.047	0.092	0.033	667
New Hampshire	0.011	0.022	0.007	139
New Jersey	0.255	0.584	0.191	3,294
New Mexico	0.015	0.027	0.010	217
New York	1.748	3.504	1.105	18,338
North Carolina	0.458	1.021	0.361	7,770
North Dakota	0.029	0.052	0.018	307
Ohio	0.158	0.354	0.123	2,567
Oklahoma	0.032	0.066	0.024	484
Oregon	0.090	0.186	0.065	1,375
Pennsylvania	0.340	0.771	0.260	4,884
Rhode Island	0.009	0.017	0.006	112
South Carolina	0.107	0.231	0.081	1,700
South Dakota	0.028	0.050	0.018	371
Tennessee	0.168	0.385	0.132	2,651
Texas	1.543	3.908	1.369	24,829
Utah	0.079	0.181	0.065	1,436
Vermont	0.004	0.007	0.003	56
Virginia	0.428	0.908	0.296	5,376
Washington	0.310	0.659	0.237	4,320
West Virginia	0.003	0.006	0.002	43
Wisconsin	0.097	0.194	0.070	1,460
Wyoming	0.002	0.003	0.001	21
State Totals	12.179	26.914	9.182	170,252
Interstate Spillovers		9.444	3.260	73,678
U.S. Totals	12.179	36.358	12.442	243,929

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**), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.035	0.070	0.025	518
Alaska	0.000	0.000	0.000	2
Arizona	0.061	0.135	0.049	978
Arkansas	0.009	0.017	0.006	129
California	0.343	0.794	0.285	4,999
Colorado	0.061	0.146	0.052	1,013
Connecticut	0.007	0.014	0.005	80
Delaware	0.017	0.031	0.009	154
District of Columbia	-	-	-	-
Florida	0.043	0.097	0.035	779
Georgia	0.068	0.164	0.058	1,242
Hawaii	0.002	0.005	0.002	33
Idaho	0.009	0.017	0.006	130
Illinois	0.065	0.157	0.054	960
Indiana	0.052	0.109	0.038	795
Iowa	0.265	0.485	0.172	3,570
Kansas	0.026	0.053	0.017	334
Kentucky	0.041	0.081	0.027	586
Louisiana	0.691	1.388	0.507	9,710
Maine	0.008	0.016	0.006	128
Maryland	0.006	0.012	0.004	72
Massachusetts	0.144	0.311	0.107	1,827
Michigan	0.125	0.272	0.099	1,891
Minnesota	0.055	0.125	0.043	834
Mississippi	0.000	0.000	0.000	3
Missouri	0.078	0.165	0.052	1,046
Montana	0.005	0.009	0.003	72
Nebraska	0.074	0.143	0.051	1,021
Nevada	0.008	0.016	0.006	118
New Hampshire	0.001	0.002	0.001	12
New Jersey	0.021	0.048	0.016	271
New Mexico	0.001	0.002	0.001	14
New York	0.074	0.148	0.047	777
North Carolina	0.121	0.269	0.095	2,047
North Dakota	0.002	0.003	0.001	19
Ohio	0.083	0.185	0.064	1,344
Oklahoma	-	-	-	-
Oregon	0.004	0.008	0.003	62
Pennsylvania	1.460	3.315	1.118	20,985
Rhode Island	0.006	0.011	0.004	74
South Carolina	0.077	0.167	0.058	1,226
South Dakota	0.081	0.142	0.052	1,062
Tennessee	0.049	0.111	0.038	768
Texas	0.694	1.758	0.616	11,166
Utah	0.018	0.042	0.015	332
Vermont	0.007	0.013	0.005	100
Virginia	0.021	0.045	0.015	266
Washington	0.053	0.112	0.040	732
West Virginia	0.001	0.002	0.001	18
Wisconsin	0.044	0.088	0.032	665
Wyoming	-	-	-	-
State Totals	5.116	11.306	3.936	74,965
Interstate Spillovers		3.968	1.290	27,510
U.S. Totals	5.116	15.274	5.227	102,474

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**), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.114	0.230	0.082	1,695
Alaska	0.002	0.003	0.001	21
Arizona	0.074	0.165	0.059	1,189
Arkansas	0.031	0.057	0.020	431
California	0.676	1.567	0.562	9,868
Colorado	0.139	0.330	0.118	2,290
Connecticut	0.044	0.089	0.030	519
Delaware	0.006	0.010	0.003	49
District of Columbia	-	-	-	-
Florida	0.442	0.995	0.361	8,012
Georgia	0.278	0.674	0.237	5,094
Hawaii	0.007	0.013	0.005	94
Idaho	0.009	0.016	0.006	122
Illinois	0.207	0.502	0.172	3,067
Indiana	0.066	0.137	0.048	1,003
Iowa	0.032	0.059	0.021	438
Kansas	0.112	0.227	0.073	1,430
Kentucky	0.106	0.210	0.070	1,513
Louisiana	0.017	0.034	0.012	238
Maine	0.002	0.003	0.001	27
Maryland	0.127	0.266	0.088	1,540
Massachusetts	0.069	0.148	0.051	868
Michigan	0.067	0.145	0.053	1,009
Minnesota	0.035	0.079	0.028	530
Mississippi	0.031	0.057	0.020	439
Missouri	0.182	0.387	0.122	2,449
Montana	0.001	0.001	0.000	8
Nebraska	0.009	0.018	0.006	129
Nevada	0.073	0.141	0.051	1,028
New Hampshire	0.017	0.034	0.011	210
New Jersey	0.340	0.779	0.254	4,391
New Mexico	0.003	0.005	0.002	38
New York	0.260	0.521	0.164	2,725
North Carolina	0.070	0.155	0.055	1,179
North Dakota	0.003	0.005	0.002	30
Ohio	0.063	0.142	0.049	1,027
Oklahoma	0.022	0.045	0.016	328
Oregon	0.066	0.135	0.048	1,004
Pennsylvania	0.180	0.409	0.138	2,591
Rhode Island	0.004	0.008	0.003	53
South Carolina	0.047	0.102	0.036	748
South Dakota	0.014	0.025	0.009	187
Tennessee	0.065	0.149	0.051	1,028
Texas	0.649	1.644	0.576	10,444
Utah	0.087	0.201	0.072	1,592
Vermont	0.002	0.005	0.002	35
Virginia	0.076	0.162	0.053	960
Washington	0.175	0.372	0.134	2,440
West Virginia	-	-	-	-
Wisconsin	0.043	0.085	0.030	639
Wyoming	0.002	0.003	0.001	22
State Totals	5.143	11.548	4.006	76,771
Interstate Spillovers		3.806	1.249	26,241
U.S. Totals	5.143	15.354	5.254	103,012

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 and Entertainment), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.105	0.212	0.076	1,564
Alaska	0.002	0.004	0.002	27
Arizona	0.092	0.206	0.074	1,484
Arkansas	0.031	0.056	0.020	426
California	0.557	1.291	0.463	8,129
Colorado	0.148	0.352	0.126	2,445
Connecticut	0.124	0.250	0.085	1,466
Delaware	0.012	0.022	0.006	109
District of Columbia	0.045	0.065	0.007	103
Florida	0.649	1.458	0.528	11,743
Georgia	0.175	0.424	0.149	3,206
Hawaii	0.038	0.075	0.027	529
Idaho	0.019	0.035	0.013	268
Illinois	0.212	0.515	0.176	3,145
Indiana	0.068	0.141	0.049	1,033
Iowa	0.056	0.102	0.036	749
Kansas	0.040	0.082	0.026	515
Kentucky	0.079	0.157	0.052	1,128
Louisiana	0.070	0.141	0.052	988
Maine	0.007	0.014	0.005	111
Maryland	0.090	0.190	0.063	1,095
Massachusetts	0.117	0.251	0.087	1,478
Michigan	0.116	0.253	0.092	1,756
Minnesota	0.066	0.149	0.052	995
Mississippi	0.026	0.048	0.017	374
Missouri	0.173	0.369	0.116	2,335
Montana	0.014	0.026	0.010	213
Nebraska	0.067	0.130	0.046	924
Nevada	0.053	0.103	0.037	748
New Hampshire	0.012	0.023	0.008	147
New Jersey	0.177	0.405	0.132	2,283
New Mexico	0.034	0.061	0.023	490
New York	0.470	0.942	0.297	4,929
North Carolina	0.216	0.481	0.170	3,665
North Dakota	0.015	0.027	0.009	158
Ohio	0.196	0.441	0.153	3,199
Oklahoma	0.040	0.082	0.030	603
Oregon	0.088	0.181	0.063	1,338
Pennsylvania	0.161	0.365	0.123	2,312
Rhode Island	0.015	0.029	0.009	189
South Carolina	0.078	0.170	0.059	1,250
South Dakota	0.010	0.017	0.006	128
Tennessee	0.100	0.230	0.079	1,583
Texas	0.835	2.115	0.741	13,434
Utah	0.069	0.158	0.057	1,254
Vermont	0.008	0.014	0.005	108
Virginia	0.130	0.276	0.090	1,632
Washington	0.130	0.277	0.099	1,812
West Virginia	0.007	0.013	0.004	93
Wisconsin	0.100	0.199	0.071	1,496
Wyoming	0.003	0.004	0.002	33
State Totals	6.145	13.629	4.724	91,220
Interstate Spillovers		4.717	1.554	31,862
U.S. Totals	6.145	18.345	6.278	123,081

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), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.296	0.598	0.214	4,402
Alaska	0.006	0.010	0.004	62
Arizona	0.324	0.722	0.260	5,215
Arkansas	0.113	0.207	0.075	1,576
California	3.879	8.987	3.223	56,590
Colorado	0.518	1.233	0.442	8,569
Connecticut	0.270	0.544	0.186	3,186
Delaware	0.091	0.165	0.045	808
District of Columbia	0.327	0.474	0.050	757
Florida	1.480	3.326	1.206	26,793
Georgia	1.005	2.435	0.855	18,409
Hawaii	0.068	0.134	0.049	944
Idaho	0.059	0.110	0.040	834
Illinois	0.896	2.177	0.745	13,289
Indiana	0.256	0.530	0.184	3,882
Iowa	0.407	0.746	0.264	5,494
Kansas	0.278	0.561	0.181	3,541
Kentucky	0.302	0.602	0.201	4,331
Louisiana	0.823	1.653	0.603	11,566
Maine	0.028	0.054	0.020	429
Maryland	0.663	1.395	0.462	8,060
Massachusetts	0.730	1.572	0.541	9,240
Michigan	0.445	0.971	0.352	6,737
Minnesota	0.236	0.533	0.185	3,554
Mississippi	0.058	0.107	0.038	830
Missouri	0.580	1.235	0.389	7,819
Montana	0.039	0.072	0.027	586
Nebraska	0.411	0.792	0.283	5,642
Nevada	0.181	0.352	0.126	2,561
New Hampshire	0.041	0.081	0.027	509
New Jersey	0.793	1.816	0.593	10,239
New Mexico	0.052	0.095	0.035	759
New York	2.552	5.114	1.612	26,769
North Carolina	0.864	1.926	0.681	14,662
North Dakota	0.049	0.087	0.030	514
Ohio	0.500	1.121	0.389	8,137
Oklahoma	0.093	0.192	0.070	1,415
Oregon	0.248	0.510	0.179	3,779
Pennsylvania	2.141	4.861	1.640	30,773
Rhode Island	0.035	0.066	0.021	428
South Carolina	0.309	0.670	0.234	4,924
South Dakota	0.133	0.234	0.085	1,748
Tennessee	0.381	0.875	0.301	6,030
Texas	3.721	9.424	3.301	59,872
Utah	0.253	0.583	0.209	4,613
Vermont	0.022	0.039	0.014	299
Virginia	0.655	1.391	0.454	8,235
Washington	0.669	1.420	0.510	9,305
West Virginia	0.012	0.021	0.007	154
Wisconsin	0.284	0.566	0.203	4,260
Wyoming	0.006	0.010	0.004	76
State Totals	28.583	63.397	21.848	413,207
Interstate Spillovers		21.935	7.353	159,290
U.S. Totals	28.583	85.332	29.200	572,497

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.