

Appendix D: Tenant Improvement Impacts by State

Appendix D-1

Impacts of Tenant Improvements 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	0.765	1.629	0.533	12,735
Alaska	0.021	0.035	0.012	238
Arizona	0.297	0.605	0.203	4,739
Arkansas	0.100	0.201	0.065	1,517
California	0.981	2.055	0.682	13,032
Colorado	0.271	0.579	0.193	4,194
Connecticut	0.034	0.062	0.020	370
Delaware	0.008	0.013	0.004	75
District of Columbia	0.176	0.196	0.012	214
Florida	0.424	0.872	0.293	7,036
Georgia	0.478	1.088	0.356	8,423
Hawaii	0.033	0.060	0.021	413
Idaho	0.109	0.201	0.067	1,625
Illinois	0.686	1.569	0.494	9,563
Indiana	0.137	0.301	0.095	2,076
Iowa	0.192	0.366	0.119	2,645
Kansas	0.112	0.224	0.066	1,508
Kentucky	0.149	0.308	0.095	2,212
Louisiana	0.074	0.145	0.049	1,061
Maine	0.025	0.047	0.016	379
Maryland	0.326	0.599	0.186	3,731
Massachusetts	0.590	1.094	0.347	6,574
Michigan	0.138	0.293	0.097	2,144
Minnesota	0.108	0.237	0.076	1,512
Mississippi	0.025	0.050	0.016	386
Missouri	0.175	0.370	0.113	2,596
Montana	0.019	0.036	0.012	291
Nebraska	0.463	0.870	0.284	6,308
Nevada	0.067	0.124	0.041	935
New Hampshire	0.013	0.026	0.008	155
New Jersey	0.070	0.144	0.044	844
New Mexico	0.201	0.351	0.119	2,839
New York	2.776	4.968	1.548	29,115
North Carolina	0.467	1.015	0.327	7,650
North Dakota	0.026	0.047	0.015	288
Ohio	0.421	0.954	0.302	6,600
Oklahoma	0.370	0.764	0.254	5,573
Oregon	0.228	0.453	0.143	3,122
Pennsylvania	0.321	0.722	0.225	4,499
Rhode Island	0.006	0.010	0.003	58
South Carolina	0.186	0.401	0.129	3,097
South Dakota	0.040	0.073	0.024	548
Tennessee	0.488	1.105	0.345	7,366
Texas	1.447	3.467	1.138	22,415
Utah	0.093	0.205	0.067	1,517
Vermont	0.026	0.047	0.015	365
Virginia	1.128	2.193	0.680	14,748
Washington	0.167	0.341	0.111	2,180
West Virginia	0.005	0.009	0.003	61
Wisconsin	0.217	0.448	0.149	3,210
Wyoming	0.008	0.013	0.004	95
State Totals	15.689	31.984	10.219	214,881
Interstate Spillovers		13.119	4.067	86,600
U.S. Totals	15.689	45.102	14.286	301,481

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 D-2

Impacts of Tenant Improvements 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	0.123	0.263	0.086	2,056
Alaska	0.004	0.007	0.002	45
Arizona	0.236	0.480	0.161	3,760
Arkansas	0.159	0.318	0.103	2,402
California	0.080	0.167	0.055	1,056
Colorado	0.754	1.611	0.538	11,672
Connecticut	0.013	0.025	0.008	148
Delaware	0.026	0.044	0.012	254
District of Columbia	0.000	0.000	0.000	0
Florida	0.084	0.174	0.058	1,401
Georgia	0.275	0.624	0.204	4,834
Hawaii	0.004	0.008	0.003	55
Idaho	0.057	0.106	0.035	855
Illinois	0.026	0.059	0.019	361
Indiana	0.081	0.177	0.056	1,224
Iowa	0.073	0.139	0.045	1,004
Kansas	0.158	0.317	0.094	2,131
Kentucky	0.851	1.763	0.542	12,668
Louisiana	0.119	0.233	0.079	1,706
Maine	0.002	0.005	0.002	37
Maryland	0.003	0.006	0.002	38
Massachusetts	0.110	0.205	0.065	1,231
Michigan	0.305	0.646	0.214	4,725
Minnesota	0.371	0.813	0.260	5,194
Mississippi	0.271	0.531	0.171	4,101
Missouri	0.093	0.198	0.060	1,389
Montana	0.000	0.000	0.000	2
Nebraska	0.010	0.018	0.006	133
Nevada	0.002	0.003	0.001	26
New Hampshire	0.001	0.002	0.001	12
New Jersey	0.071	0.145	0.045	852
New Mexico	0.032	0.056	0.019	451
New York	0.177	0.317	0.099	1,859
North Carolina	0.187	0.407	0.131	3,064
North Dakota	0.079	0.140	0.044	856
Ohio	0.254	0.576	0.182	3,985
Oklahoma	0.197	0.408	0.136	2,975
Oregon	0.033	0.067	0.021	459
Pennsylvania	0.312	0.700	0.218	4,364
Rhode Island	0.235	0.410	0.120	2,445
South Carolina	0.329	0.710	0.228	5,474
South Dakota	0.049	0.090	0.030	670
Tennessee	2.800	6.344	1.984	42,309
Texas	2.003	4.797	1.574	31,016
Utah	0.033	0.073	0.024	537
Vermont	0.001	0.002	0.001	18
Virginia	0.095	0.185	0.057	1,243
Washington	0.021	0.043	0.014	277
West Virginia	0.006	0.012	0.004	79
Wisconsin	0.150	0.310	0.103	2,225
Wyoming	0.000	0.000	0.000	-
State Totals	11.357	24.733	7.914	169,675
Interstate Spillovers		7.915	2.427	48,559
U.S. Totals	11.357	32.648	10.341	218,235

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 D-3

Impacts of Tenant Improvements 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	0.058	0.123	0.040	963
Alaska	0.001	0.002	0.001	15
Arizona	0.109	0.222	0.074	1,736
Arkansas	0.022	0.044	0.014	331
California	0.511	1.069	0.355	6,780
Colorado	0.091	0.195	0.065	1,415
Connecticut	0.062	0.115	0.037	686
Delaware	0.006	0.011	0.003	62
District of Columbia	0.011	0.012	0.001	13
Florida	0.434	0.893	0.300	7,207
Georgia	0.261	0.594	0.194	4,597
Hawaii	0.005	0.009	0.003	61
Idaho	0.028	0.052	0.017	418
Illinois	0.207	0.474	0.149	2,885
Indiana	0.075	0.165	0.052	1,135
Iowa	0.046	0.087	0.028	629
Kansas	0.105	0.211	0.062	1,416
Kentucky	0.037	0.076	0.023	549
Louisiana	0.017	0.033	0.011	243
Maine	0.005	0.010	0.003	80
Maryland	0.039	0.072	0.022	450
Massachusetts	0.035	0.065	0.021	390
Michigan	0.095	0.201	0.067	1,472
Minnesota	0.128	0.280	0.089	1,789
Mississippi	0.021	0.041	0.013	313
Missouri	0.092	0.195	0.059	1,369
Montana	0.001	0.001	0.000	9
Nebraska	0.005	0.009	0.003	66
Nevada	0.070	0.130	0.043	977
New Hampshire	0.004	0.007	0.002	41
New Jersey	0.318	0.651	0.200	3,817
New Mexico	0.009	0.015	0.005	123
New York	0.238	0.425	0.132	2,492
North Carolina	0.167	0.364	0.117	2,740
North Dakota	0.003	0.006	0.002	34
Ohio	0.139	0.315	0.100	2,179
Oklahoma	0.048	0.100	0.033	728
Oregon	0.080	0.160	0.050	1,100
Pennsylvania	0.147	0.330	0.103	2,057
Rhode Island	0.004	0.008	0.002	47
South Carolina	0.103	0.221	0.071	1,709
South Dakota	0.003	0.005	0.002	41
Tennessee	0.061	0.139	0.044	929
Texas	0.570	1.366	0.448	8,835
Utah	0.021	0.045	0.015	335
Vermont	0.002	0.003	0.001	26
Virginia	0.057	0.110	0.034	739
Washington	0.153	0.311	0.102	1,987
West Virginia	0.001	0.002	0.001	17
Wisconsin	0.036	0.075	0.025	540
Wyoming	0.001	0.002	0.001	11
State Totals	4.742	10.051	3.242	68,586
Interstate Spillovers		3.582	1.076	22,539
U.S. Totals	4.742	13.633	4.318	91,125

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 D-4
Impacts of Tenant Improvements 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	0.078	0.167	0.054	1,303
Alaska	0.011	0.018	0.006	125
Arizona	0.067	0.137	0.046	1,071
Arkansas	0.040	0.081	0.026	609
California	0.473	0.990	0.328	6,279
Colorado	0.141	0.301	0.100	2,179
Connecticut	0.063	0.117	0.038	697
Delaware	0.015	0.026	0.007	151
District of Columbia	0.041	0.045	0.003	49
Florida	0.705	1.449	0.487	11,701
Georgia	0.207	0.470	0.154	3,637
Hawaii	0.075	0.135	0.046	933
Idaho	0.029	0.054	0.018	434
Illinois	0.238	0.545	0.172	3,322
Indiana	0.108	0.238	0.075	1,639
Iowa	0.065	0.125	0.041	903
Kansas	0.060	0.120	0.035	804
Kentucky	0.089	0.184	0.057	1,325
Louisiana	0.088	0.172	0.059	1,260
Maine	0.010	0.018	0.006	145
Maryland	0.140	0.257	0.079	1,598
Massachusetts	0.172	0.318	0.101	1,913
Michigan	0.130	0.277	0.092	2,023
Minnesota	0.137	0.299	0.096	1,911
Mississippi	0.041	0.080	0.026	619
Missouri	0.118	0.251	0.077	1,762
Montana	0.018	0.033	0.011	267
Nebraska	0.021	0.040	0.013	291
Nevada	0.049	0.091	0.030	684
New Hampshire	0.036	0.070	0.021	420
New Jersey	0.184	0.376	0.116	2,206
New Mexico	0.035	0.060	0.020	486
New York	0.530	0.948	0.295	5,556
North Carolina	0.176	0.383	0.123	2,886
North Dakota	0.019	0.034	0.011	205
Ohio	0.221	0.502	0.159	3,470
Oklahoma	0.045	0.094	0.031	685
Oregon	0.052	0.103	0.032	710
Pennsylvania	0.132	0.296	0.092	1,844
Rhode Island	0.019	0.034	0.010	200
South Carolina	0.128	0.277	0.089	2,135
South Dakota	0.032	0.059	0.020	442
Tennessee	0.138	0.313	0.098	2,087
Texas	0.754	1.806	0.593	11,679
Utah	0.037	0.080	0.026	596
Vermont	0.018	0.032	0.011	251
Virginia	0.200	0.389	0.121	2,617
Washington	0.169	0.345	0.113	2,203
West Virginia	0.012	0.022	0.007	150
Wisconsin	0.115	0.238	0.079	1,703
Wyoming	0.005	0.008	0.003	54
State Totals	6.486	13.504	4.351	92,222
Interstate Spillovers		5.143	1.556	32,423
U.S. Totals	6.486	18.647	5.907	124,645

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 D-5

Impacts of Tenant Improvements 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	1.024	2.181	0.714	17,058
Alaska	0.037	0.062	0.022	422
Arizona	0.708	1.444	0.484	11,306
Arkansas	0.322	0.644	0.208	4,859
California	2.044	4.280	1.420	27,147
Colorado	1.256	2.685	0.897	19,460
Connecticut	0.172	0.319	0.103	1,902
Delaware	0.056	0.095	0.026	542
District of Columbia	0.227	0.253	0.016	276
Florida	1.648	3.387	1.138	27,345
Georgia	1.221	2.775	0.908	21,492
Hawaii	0.117	0.211	0.073	1,462
Idaho	0.223	0.413	0.138	3,332
Illinois	1.157	2.647	0.834	16,132
Indiana	0.402	0.880	0.277	6,075
Iowa	0.375	0.718	0.233	5,182
Kansas	0.434	0.872	0.258	5,860
Kentucky	1.125	2.331	0.716	16,754
Louisiana	0.297	0.584	0.199	4,270
Maine	0.042	0.080	0.027	641
Maryland	0.508	0.934	0.289	5,817
Massachusetts	0.907	1.682	0.533	10,109
Michigan	0.668	1.417	0.470	10,364
Minnesota	0.744	1.628	0.520	10,405
Mississippi	0.357	0.702	0.226	5,418
Missouri	0.478	1.013	0.309	7,116
Montana	0.038	0.070	0.024	569
Nebraska	0.499	0.937	0.306	6,798
Nevada	0.189	0.349	0.116	2,623
New Hampshire	0.055	0.104	0.032	628
New Jersey	0.643	1.316	0.405	7,719
New Mexico	0.277	0.482	0.163	3,899
New York	3.721	6.659	2.075	39,022
North Carolina	0.997	2.169	0.698	16,340
North Dakota	0.127	0.226	0.071	1,383
Ohio	1.036	2.347	0.742	16,234
Oklahoma	0.661	1.365	0.454	9,961
Oregon	0.393	0.782	0.247	5,390
Pennsylvania	0.912	2.049	0.637	12,765
Rhode Island	0.265	0.462	0.135	2,751
South Carolina	0.745	1.609	0.516	12,415
South Dakota	0.123	0.227	0.076	1,700
Tennessee	3.487	7.901	2.471	52,691
Texas	4.775	11.437	3.753	73,945
Utah	0.184	0.403	0.132	2,985
Vermont	0.048	0.085	0.028	661
Virginia	1.480	2.876	0.892	19,346
Washington	0.510	1.041	0.340	6,647
West Virginia	0.025	0.045	0.014	307
Wisconsin	0.518	1.071	0.355	7,678
Wyoming	0.014	0.022	0.007	160
State Totals	38.274	80.272	25.726	545,364
Interstate Spillovers		29.758	9.126	190,121
U.S. Totals	38.274	110.030	34.852	735,486

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.