

# Appendix B: Soft Costs Impacts by State

## Appendix B-1

### Impacts of **Office** Soft Costs on State Economies, 2013

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.051	0.096	0.033	716
Alaska	0.017	0.030	0.010	196
Arizona	0.145	0.297	0.104	2,207
Arkansas	0.014	0.023	0.008	167
California	0.706	1.583	0.546	9,768
Colorado	0.132	0.298	0.103	1,915
Connecticut	0.043	0.085	0.028	482
Delaware	0.006	0.011	0.003	56
District of Columbia	0.136	0.190	0.015	238
Florida	0.130	0.275	0.096	2,059
Georgia	0.085	0.190	0.064	1,312
Hawaii	0.010	0.020	0.007	138
Idaho	0.007	0.013	0.005	95
Illinois	0.130	0.297	0.099	1,811
Indiana	0.055	0.104	0.034	765
Iowa	0.249	0.412	0.139	2,975
Kansas	0.044	0.077	0.024	484
Kentucky	0.030	0.057	0.018	400
Louisiana	0.069	0.128	0.045	924
Maine	0.014	0.026	0.009	207
Maryland	0.431	0.869	0.277	4,963
Massachusetts	0.230	0.486	0.162	2,732
Michigan	0.079	0.161	0.056	1,131
Minnesota	0.015	0.031	0.011	204
Mississippi	0.008	0.014	0.005	103
Missouri	0.044	0.090	0.027	550
Montana	0.003	0.005	0.002	37
Nebraska	0.105	0.175	0.060	1,189
Nevada	0.027	0.051	0.018	359
New Hampshire	0.012	0.024	0.007	147
New Jersey	0.215	0.467	0.147	2,547
New Mexico	0.019	0.033	0.012	257
New York	0.752	1.474	0.436	7,281
North Carolina	0.116	0.242	0.082	1,745
North Dakota	0.010	0.016	0.006	109
Ohio	0.074	0.157	0.053	1,083
Oklahoma	0.050	0.095	0.033	729
Oregon	0.079	0.157	0.053	1,138
Pennsylvania	0.112	0.243	0.080	1,541
Rhode Island	0.023	0.044	0.013	263
South Carolina	0.031	0.061	0.020	458
South Dakota	0.011	0.017	0.006	110
Tennessee	0.111	0.234	0.078	1,579
Texas	0.771	1.760	0.598	11,882
Utah	0.063	0.138	0.048	1,129
Vermont	0.008	0.015	0.005	111
Virginia	0.195	0.395	0.125	2,300
Washington	0.202	0.402	0.136	2,557
West Virginia	0.003	0.005	0.002	36
Wisconsin	0.037	0.071	0.024	520
Wyoming	0.008	0.012	0.004	85
<b>State Totals</b>	<b>5.916</b>	<b>12.155</b>	<b>3.976</b>	<b>75,792</b>
<b>Interstate Spillovers</b>	<b>0.000</b>	<b>4.012</b>	<b>1.413</b>	<b>33,096</b>
<b>U.S. Total</b>	<b>5.916</b>	<b>16.167</b>	<b>5.389</b>	<b>108,888</b>

Source: CRA, McGraw-Hill Construction, BEA and NAIOP

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

Appendix B-2  
Impacts of **Industrial** Soft Costs on State Economies, 2013

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.144	0.271	0.094	2,026
Alaska	0.000	0.000	0.000	1
Arizona	0.004	0.009	0.003	64
Arkansas	0.004	0.006	0.002	46
California	0.037	0.083	0.029	511
Colorado	0.038	0.086	0.030	551
Connecticut	0.034	0.067	0.022	380
Delaware	0.000	0.001	0.000	3
District of Columbia	0.000	0.000	0.000	0
Florida	0.045	0.096	0.034	716
Georgia	0.310	0.690	0.232	4,763
Hawaii	0.007	0.014	0.005	97
Idaho	0.002	0.003	0.001	24
Illinois	0.067	0.153	0.051	931
Indiana	0.141	0.269	0.089	1,970
Iowa	0.641	1.061	0.359	7,660
Kansas	0.189	0.326	0.104	2,059
Kentucky	0.038	0.072	0.023	499
Louisiana	1.521	2.833	0.997	20,491
Maine	0.000	0.000	0.000	2
Maryland	0.017	0.034	0.011	194
Massachusetts	0.038	0.080	0.027	453
Michigan	0.050	0.102	0.035	716
Minnesota	0.064	0.133	0.045	870
Mississippi	0.050	0.086	0.029	654
Missouri	0.035	0.071	0.022	434
Montana	0.000	0.000	0.000	0
Nebraska	0.014	0.023	0.008	155
Nevada	0.022	0.041	0.014	291
New Hampshire	0.006	0.011	0.004	71
New Jersey	0.023	0.050	0.016	271
New Mexico	0.001	0.001	0.000	7
New York	0.218	0.428	0.127	2,114
North Carolina	0.103	0.213	0.072	1,536
North Dakota	0.139	0.221	0.075	1,479
Ohio	0.098	0.208	0.069	1,430
Oklahoma	0.009	0.016	0.006	126
Oregon	0.313	0.620	0.208	4,490
Pennsylvania	0.151	0.329	0.109	2,085
Rhode Island	0.001	0.001	0.000	7
South Carolina	0.071	0.140	0.047	1,050
South Dakota	0.001	0.001	0.000	5
Tennessee	0.016	0.033	0.011	223
Texas	0.138	0.315	0.107	2,127
Utah	0.057	0.125	0.043	1,020
Vermont	0.012	0.021	0.007	157
Virginia	0.019	0.038	0.012	220
Washington	0.019	0.037	0.012	235
West Virginia	0.526	0.889	0.299	6,562
Wisconsin	0.064	0.123	0.042	903
Wyoming	0.006	0.010	0.003	69
<b>State Totals</b>	<b>5.498</b>	<b>10.438</b>	<b>3.535</b>	<b>72,752</b>
<b>Interstate Spillovers</b>	<b>0.000</b>	<b>4.586</b>	<b>1.473</b>	<b>28,438</b>
<b>U.S. Total</b>	<b>5.498</b>	<b>15.024</b>	<b>5.008</b>	<b>101,190</b>

Source: CRA, McGraw-Hill Construction, BEA and NAIOP

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

### Appendix B-3

#### Impacts of Warehouse Soft Costs on State Economies, 2013

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.011	0.022	0.008	162
Alaska	0.003	0.004	0.002	29
Arizona	0.094	0.192	0.067	1,429
Arkansas	0.003	0.006	0.002	42
California	0.192	0.430	0.148	2,654
Colorado	0.040	0.090	0.031	578
Connecticut	0.032	0.064	0.021	360
Delaware	0.000	0.000	0.000	0
District of Columbia	0.000	0.000	0.000	0
Florida	0.116	0.247	0.086	1,844
Georgia	0.055	0.122	0.041	843
Hawaii	0.000	0.001	0.000	7
Idaho	0.002	0.003	0.001	22
Illinois	0.082	0.186	0.062	1,137
Indiana	0.115	0.218	0.072	1,602
Iowa	0.011	0.018	0.006	131
Kansas	0.042	0.072	0.023	457
Kentucky	0.024	0.046	0.015	323
Louisiana	0.024	0.044	0.016	319
Maine	0.004	0.007	0.003	59
Maryland	0.046	0.093	0.030	530
Massachusetts	0.015	0.032	0.010	177
Michigan	0.029	0.060	0.021	423
Minnesota	0.025	0.051	0.017	333
Mississippi	0.035	0.061	0.021	462
Missouri	0.036	0.074	0.022	450
Montana	0.010	0.018	0.006	144
Nebraska	0.003	0.005	0.002	34
Nevada	0.016	0.029	0.010	209
New Hampshire	0.002	0.003	0.001	20
New Jersey	0.117	0.254	0.080	1,386
New Mexico	0.005	0.008	0.003	62
New York	0.067	0.130	0.039	644
North Carolina	0.011	0.022	0.007	159
North Dakota	0.006	0.010	0.004	69
Ohio	0.113	0.240	0.080	1,654
Oklahoma	0.009	0.018	0.006	135
Oregon	0.031	0.062	0.021	447
Pennsylvania	0.116	0.252	0.083	1,594
Rhode Island	0.000	0.000	0.000	1
South Carolina	0.038	0.076	0.025	570
South Dakota	0.003	0.005	0.002	35
Tennessee	0.087	0.184	0.061	1,240
Texas	0.312	0.713	0.242	4,812
Utah	0.020	0.043	0.015	355
Vermont	0.002	0.003	0.001	25
Virginia	0.017	0.035	0.011	206
Washington	0.068	0.136	0.046	863
West Virginia	0.006	0.011	0.004	78
Wisconsin	0.059	0.113	0.039	831
Wyoming	0.001	0.002	0.001	12
<b>State Totals</b>	<b>2.155</b>	<b>4.517</b>	<b>1.514</b>	<b>29,962</b>
<b>Interstate Spillovers</b>	<b>0.000</b>	<b>1.373</b>	<b>0.449</b>	<b>9,709</b>
<b>U.S. Total</b>	<b>2.155</b>	<b>5.890</b>	<b>1.963</b>	<b>39,671</b>

Source: CRA, McGraw-Hill Construction, BEA and NAIOP

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

Appendix B-4

Impacts of **Retail and Entertainment** Soft Costs on State Economies, 2013

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.085	0.160	0.056	1,199
Alaska	0.029	0.050	0.017	332
Arizona	0.105	0.215	0.075	1,597
Arkansas	0.038	0.065	0.023	469
California	0.423	0.949	0.327	5,855
Colorado	0.116	0.262	0.090	1,685
Connecticut	0.102	0.204	0.068	1,153
Delaware	0.029	0.050	0.014	247
District of Columbia	0.024	0.033	0.003	42
Florida	0.492	1.045	0.366	7,816
Georgia	0.200	0.446	0.150	3,075
Hawaii	0.077	0.145	0.051	1,020
Idaho	0.021	0.037	0.013	272
Illinois	0.241	0.550	0.184	3,353
Indiana	0.119	0.226	0.075	1,658
Iowa	0.066	0.108	0.037	783
Kansas	0.123	0.213	0.068	1,347
Kentucky	0.091	0.174	0.056	1,214
Louisiana	0.138	0.257	0.090	1,859
Maine	0.012	0.022	0.008	173
Maryland	0.136	0.274	0.087	1,565
Massachusetts	0.190	0.401	0.134	2,255
Michigan	0.120	0.246	0.085	1,725
Minnesota	0.100	0.207	0.070	1,353
Mississippi	0.055	0.094	0.032	714
Missouri	0.110	0.226	0.069	1,376
Montana	0.012	0.020	0.007	165
Nebraska	0.055	0.092	0.031	621
Nevada	0.063	0.118	0.041	837
New Hampshire	0.033	0.065	0.020	401
New Jersey	0.123	0.267	0.084	1,454
New Mexico	0.029	0.051	0.018	397
New York	0.492	0.965	0.286	4,766
North Carolina	0.185	0.385	0.131	2,779
North Dakota	0.040	0.065	0.022	431
Ohio	0.188	0.399	0.133	2,745
Oklahoma	0.081	0.155	0.054	1,189
Oregon	0.083	0.165	0.055	1,195
Pennsylvania	0.110	0.240	0.079	1,520
Rhode Island	0.013	0.024	0.007	146
South Carolina	0.093	0.184	0.062	1,384
South Dakota	0.032	0.049	0.016	329
Tennessee	0.153	0.324	0.107	2,184
Texas	0.600	1.370	0.465	9,245
Utah	0.055	0.119	0.041	976
Vermont	0.015	0.027	0.009	203
Virginia	0.162	0.328	0.104	1,913
Washington	0.121	0.242	0.082	1,541
West Virginia	0.011	0.018	0.006	136
Wisconsin	0.090	0.173	0.059	1,272
Wyoming	0.011	0.017	0.006	116
<b>State Totals</b>	<b>6.093</b>	<b>12.521</b>	<b>4.173</b>	<b>82,081</b>
<b>Interstate Spillovers</b>	<b>0.000</b>	<b>4.128</b>	<b>1.376</b>	<b>30,055</b>
<b>U.S. Total</b>	<b>6.093</b>	<b>16.649</b>	<b>5.549</b>	<b>112,137</b>

Source: CRA, McGraw-Hill Construction, BEA and NAIOP

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

## Appendix B-5

### Impacts of Soft Costs in **Four Categories** on State Economies, 2013

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.291	0.549	0.190	4,102
Alaska	0.048	0.084	0.029	558
Arizona	0.348	0.713	0.249	5,298
Arkansas	0.059	0.101	0.035	725
California	1.358	3.045	1.050	18,789
Colorado	0.325	0.735	0.254	4,729
Connecticut	0.210	0.420	0.139	2,375
Delaware	0.036	0.062	0.017	306
District of Columbia	0.160	0.223	0.018	280
Florida	0.783	1.662	0.582	12,435
Georgia	0.651	1.448	0.487	9,993
Hawaii	0.095	0.180	0.063	1,262
Idaho	0.033	0.056	0.020	414
Illinois	0.519	1.185	0.397	7,232
Indiana	0.429	0.817	0.270	5,995
Iowa	0.966	1.599	0.541	11,549
Kansas	0.398	0.688	0.219	4,346
Kentucky	0.183	0.349	0.112	2,436
Louisiana	1.751	3.262	1.148	23,593
Maine	0.030	0.056	0.020	440
Maryland	0.629	1.270	0.405	7,253
Massachusetts	0.474	0.999	0.333	5,617
Michigan	0.278	0.569	0.196	3,996
Minnesota	0.203	0.422	0.143	2,761
Mississippi	0.148	0.255	0.087	1,934
Missouri	0.224	0.462	0.140	2,810
Montana	0.025	0.043	0.015	346
Nebraska	0.177	0.295	0.101	1,999
Nevada	0.129	0.239	0.084	1,696
New Hampshire	0.053	0.103	0.032	639
New Jersey	0.477	1.037	0.325	5,658
New Mexico	0.053	0.093	0.033	724
New York	1.530	2.998	0.887	14,805
North Carolina	0.415	0.862	0.293	6,220
North Dakota	0.196	0.313	0.106	2,089
Ohio	0.473	1.004	0.336	6,912
Oklahoma	0.149	0.284	0.098	2,180
Oregon	0.507	1.003	0.337	7,271
Pennsylvania	0.490	1.064	0.351	6,741
Rhode Island	0.037	0.069	0.021	418
South Carolina	0.234	0.461	0.154	3,462
South Dakota	0.047	0.072	0.024	480
Tennessee	0.367	0.775	0.257	5,226
Texas	1.820	4.158	1.413	28,065
Utah	0.195	0.425	0.147	3,479
Vermont	0.037	0.066	0.022	495
Virginia	0.392	0.796	0.252	4,638
Washington	0.410	0.817	0.276	5,196
West Virginia	0.546	0.922	0.310	6,812
Wisconsin	0.249	0.479	0.165	3,526
Wyoming	0.026	0.040	0.014	282
<b>State Totals</b>	<b>19.663</b>	<b>39.631</b>	<b>13.198</b>	<b>260,587</b>
<b>Interstate Spillovers</b>	<b>0.000</b>	<b>14.098</b>	<b>4.711</b>	<b>101,299</b>
<b>U.S. Total</b>	<b>19.663</b>	<b>53.729</b>	<b>17.909</b>	<b>361,886</b>

Source: CRA, McGraw-Hill Construction, BEA and NAIOP

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