

Appendix A: Soft Costs Impacts by States

Appendix A-1

Impacts of Office Soft Costs on State Economies, 2016

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.041	0.081	0.032	722
Alaska	0.009	0.016	0.006	124
Arizona	0.128	0.278	0.108	2,357
Arkansas	0.033	0.059	0.023	547
California	1.101	2.495	0.954	17,346
Colorado	0.196	0.454	0.174	3,629
Connecticut	0.008	0.016	0.006	103
Delaware	0.013	0.023	0.007	130
District of Columbia	0.424	0.592	0.086	1,348
Florida	0.346	0.760	0.295	6,691
Georgia	0.574	1.356	0.507	10,310
Hawaii	0.022	0.043	0.017	370
Idaho	0.034	0.062	0.025	577
Illinois	0.281	0.662	0.243	4,695
Indiana	0.071	0.143	0.054	1,225
Iowa	0.064	0.116	0.045	1,042
Kansas	0.128	0.243	0.086	1,921
Kentucky	0.041	0.081	0.029	688
Louisiana	0.033	0.065	0.026	531
Maine	0.017	0.032	0.013	297
Maryland	0.232	0.481	0.176	3,346
Massachusetts	0.478	1.008	0.373	6,514
Michigan	0.386	0.807	0.316	6,726
Minnesota	0.062	0.136	0.051	1,024
Mississippi	0.007	0.012	0.005	110
Missouri	0.155	0.320	0.109	2,329
Montana	0.015	0.027	0.011	266
Nebraska	0.026	0.049	0.019	411
Nevada	0.189	0.364	0.142	2,964
New Hampshire	0.004	0.007	0.003	53
New Jersey	0.079	0.173	0.061	1,156
New Mexico	0.023	0.041	0.016	390
New York	3.270	6.545	2.221	38,983
North Carolina	0.415	0.893	0.341	7,686
North Dakota	0.026	0.044	0.017	354
Ohio	0.223	0.487	0.183	3,822
Oklahoma	0.085	0.169	0.067	1,525
Oregon	0.307	0.617	0.234	5,388
Pennsylvania	0.152	0.327	0.119	2,239
Rhode Island	0.041	0.076	0.026	552
South Carolina	0.033	0.069	0.026	619
South Dakota	0.025	0.044	0.017	410
Tennessee	0.169	0.371	0.138	2,904
Texas	1.381	3.319	1.244	24,254
Utah	0.058	0.130	0.050	1,209
Vermont	0.001	0.001	0.000	11
Virginia	0.345	0.692	0.238	4,592
Washington	0.305	0.634	0.245	4,725
West Virginia	0.004	0.007	0.003	57
Wisconsin	0.169	0.329	0.129	2,836
Wyoming	0.002	0.004	0.001	31
State Totals	12.231	25.757	9.315	182,138
Interstate Spillovers		9.478	3.465	80,795
U.S. Totals	12.231	35.235	12.780	262,932

Source: GMU Schar Fuller; 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, 2016

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.090	0.176	0.069	1,568
Alaska	–	–	–	–
Arizona	0.006	0.013	0.005	110
Arkansas	0.021	0.038	0.015	358
California	0.076	0.172	0.066	1,199
Colorado	0.016	0.036	0.014	288
Connecticut	0.031	0.060	0.022	401
Delaware	0.000	0.000	0.000	0
District of Columbia	–	–	–	–
Florida	0.039	0.085	0.033	752
Georgia	0.006	0.014	0.005	108
Hawaii	0.000	0.000	0.000	1
Idaho	0.011	0.019	0.008	179
Illinois	0.023	0.054	0.020	382
Indiana	0.016	0.032	0.012	270
Iowa	0.029	0.052	0.020	466
Kansas	0.009	0.017	0.006	137
Kentucky	0.115	0.224	0.081	1,905
Louisiana	1.141	2.210	0.876	18,128
Maine	–	–	–	–
Maryland	0.010	0.021	0.008	143
Massachusetts	0.039	0.082	0.030	532
Michigan	0.323	0.675	0.265	5,631
Minnesota	0.038	0.085	0.032	637
Mississippi	0.013	0.023	0.009	210
Missouri	0.033	0.067	0.023	490
Montana	–	–	–	–
Nebraska	0.105	0.196	0.077	1,651
Nevada	0.002	0.004	0.002	33
New Hampshire	0.000	0.001	0.000	7
New Jersey	0.142	0.313	0.110	2,096
New Mexico	0.000	0.000	0.000	0
New York	0.065	0.130	0.044	776
North Carolina	0.005	0.010	0.004	87
North Dakota	0.000	0.000	0.000	3
Ohio	0.059	0.129	0.048	1,008
Oklahoma	0.006	0.012	0.005	109
Oregon	0.009	0.018	0.007	154
Pennsylvania	0.095	0.205	0.075	1,403
Rhode Island	0.002	0.004	0.002	32
South Carolina	0.147	0.305	0.116	2,723
South Dakota	0.059	0.103	0.041	971
Tennessee	0.102	0.224	0.083	1,751
Texas	0.371	0.891	0.334	6,508
Utah	0.000	0.001	0.000	6
Vermont	0.005	0.008	0.003	76
Virginia	0.005	0.010	0.004	70
Washington	0.036	0.075	0.029	558
West Virginia	0.007	0.013	0.005	102
Wisconsin	0.018	0.035	0.014	302
Wyoming	0.008	0.013	0.005	116
State Totals	3.333	6.856	2.625	54,436
Interstate Spillovers		2.745	0.858	17,210
U.S. Totals	3.333	9.601	3.482	71,646

Source: GMU Schar Fuller; 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, 2016

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.002	0.003	0.001	28
Alaska	0.002	0.003	0.001	24
Arizona	0.095	0.206	0.080	1,751
Arkansas	0.036	0.065	0.026	604
California	0.440	0.998	0.381	6,939
Colorado	0.095	0.221	0.084	1,764
Connecticut	0.030	0.059	0.022	392
Delaware	0.001	0.003	0.001	14
District of Columbia	0.003	0.004	0.001	9
Florida	0.317	0.695	0.270	6,122
Georgia	0.098	0.232	0.087	1,765
Hawaii	0.004	0.008	0.003	71
Idaho	0.005	0.009	0.004	86
Illinois	0.232	0.546	0.201	3,873
Indiana	0.083	0.169	0.064	1,441
Iowa	0.019	0.034	0.013	301
Kansas	0.084	0.160	0.056	1,267
Kentucky	0.053	0.103	0.038	881
Louisiana	0.018	0.035	0.014	290
Maine	0.001	0.002	0.001	18
Maryland	0.040	0.084	0.031	584
Massachusetts	0.025	0.052	0.019	336
Michigan	0.034	0.070	0.028	586
Minnesota	0.037	0.083	0.031	622
Mississippi	0.000	0.001	0.000	5
Missouri	0.095	0.196	0.067	1,427
Montana	0.001	0.002	0.001	17
Nebraska	0.009	0.018	0.007	150
Nevada	0.068	0.132	0.051	1,072
New Hampshire	0.001	0.003	0.001	20
New Jersey	0.175	0.385	0.135	2,576
New Mexico	0.002	0.003	0.001	31
New York	0.174	0.349	0.118	2,080
North Carolina	0.055	0.119	0.046	1,026
North Dakota	0.015	0.025	0.010	201
Ohio	0.064	0.140	0.053	1,100
Oklahoma	0.034	0.067	0.027	609
Oregon	0.059	0.119	0.045	1,036
Pennsylvania	0.131	0.282	0.103	1,930
Rhode Island	0.000	0.000	0.000	2
South Carolina	0.019	0.040	0.015	354
South Dakota	0.015	0.026	0.010	243
Tennessee	0.028	0.062	0.023	484
Texas	0.426	1.023	0.383	7,475
Utah	0.029	0.065	0.025	602
Vermont	0.000	0.001	0.000	5
Virginia	0.032	0.064	0.022	423
Washington	0.052	0.109	0.042	810
West Virginia	0.005	0.009	0.003	71
Wisconsin	0.050	0.098	0.039	846
Wyoming	0.004	0.006	0.002	50
State Totals	3.302	7.186	2.685	54,416
Interstate Spillovers		2.325	0.765	16,557
U.S. Totals	3.302	9.511	3.450	70,973

Source: GMU Schar Fuller; 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, 2016

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.043	0.085	0.033	754
Alaska	0.003	0.006	0.002	46
Arizona	0.108	0.235	0.091	1,995
Arkansas	0.033	0.060	0.024	556
California	0.690	1.563	0.597	10,867
Colorado	0.123	0.286	0.109	2,284
Connecticut	0.029	0.056	0.021	373
Delaware	0.015	0.026	0.008	146
District of Columbia	0.040	0.056	0.008	128
Florida	0.517	1.134	0.441	9,992
Georgia	0.263	0.621	0.232	4,725
Hawaii	0.034	0.067	0.026	577
Idaho	0.020	0.037	0.015	342
Illinois	0.243	0.573	0.210	4,061
Indiana	0.063	0.127	0.048	1,088
Iowa	0.083	0.150	0.058	1,343
Kansas	0.057	0.107	0.038	849
Kentucky	0.069	0.135	0.049	1,152
Louisiana	0.056	0.109	0.043	892
Maine	0.012	0.022	0.009	206
Maryland	0.120	0.249	0.091	1,730
Massachusetts	0.213	0.448	0.166	2,895
Michigan	0.089	0.186	0.073	1,550
Minnesota	0.086	0.191	0.071	1,439
Mississippi	0.025	0.045	0.018	417
Missouri	0.119	0.245	0.084	1,783
Montana	0.020	0.036	0.015	357
Nebraska	0.033	0.062	0.024	521
Nevada	0.081	0.156	0.061	1,269
New Hampshire	0.016	0.031	0.011	228
New Jersey	0.116	0.255	0.090	1,711
New Mexico	0.028	0.051	0.020	484
New York	0.556	1.113	0.378	6,633
North Carolina	0.179	0.385	0.147	3,312
North Dakota	0.008	0.014	0.005	114
Ohio	0.167	0.364	0.137	2,858
Oklahoma	0.070	0.138	0.055	1,250
Oregon	0.071	0.142	0.054	1,239
Pennsylvania	0.257	0.554	0.202	3,795
Rhode Island	0.008	0.016	0.005	112
South Carolina	0.071	0.148	0.056	1,318
South Dakota	0.013	0.023	0.009	216
Tennessee	0.164	0.358	0.133	2,805
Texas	0.718	1.726	0.647	12,610
Utah	0.047	0.105	0.041	980
Vermont	0.004	0.008	0.003	73
Virginia	0.232	0.466	0.160	3,095
Washington	0.089	0.184	0.071	1,372
West Virginia	0.008	0.013	0.005	108
Wisconsin	0.078	0.152	0.060	1,311
Wyoming	0.004	0.007	0.003	62
State Totals	6.193	13.327	4.957	100,019
Interstate Spillovers		4.513	1.514	33,110
U.S. Totals	6.193	17.840	6.471	133,128

Source: GMU Schar Fuller; 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, 2016

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.177	0.344	0.135	3,072
Alaska	0.014	0.025	0.010	194
Arizona	0.337	0.732	0.284	6,213
Arkansas	0.123	0.222	0.088	2,065
California	2.307	5.228	1.998	36,350
Colorado	0.430	0.997	0.381	7,965
Connecticut	0.099	0.191	0.071	1,269
Delaware	0.029	0.052	0.015	290
District of Columbia	0.468	0.652	0.095	1,485
Florida	1.219	2.675	1.039	23,557
Georgia	0.941	2.223	0.832	16,907
Hawaii	0.060	0.119	0.047	1,018
Idaho	0.070	0.126	0.051	1,184
Illinois	0.779	1.835	0.674	13,010
Indiana	0.233	0.470	0.178	4,024
Iowa	0.194	0.352	0.137	3,152
Kansas	0.278	0.527	0.186	4,174
Kentucky	0.278	0.543	0.198	4,626
Louisiana	1.249	2.418	0.959	19,841
Maine	0.029	0.056	0.022	521
Maryland	0.402	0.835	0.305	5,803
Massachusetts	0.754	1.590	0.588	10,277
Michigan	0.831	1.738	0.682	14,494
Minnesota	0.224	0.494	0.184	3,722
Mississippi	0.045	0.080	0.031	742
Missouri	0.402	0.829	0.282	6,029
Montana	0.036	0.065	0.027	640
Nebraska	0.173	0.325	0.127	2,733
Nevada	0.340	0.656	0.255	5,338
New Hampshire	0.021	0.041	0.015	307
New Jersey	0.512	1.125	0.395	7,539
New Mexico	0.053	0.095	0.038	905
New York	4.066	8.138	2.761	48,472
North Carolina	0.653	1.407	0.537	12,111
North Dakota	0.050	0.084	0.032	671
Ohio	0.513	1.120	0.420	8,788
Oklahoma	0.195	0.386	0.153	3,492
Oregon	0.446	0.896	0.340	7,818
Pennsylvania	0.635	1.366	0.500	9,368
Rhode Island	0.052	0.096	0.033	699
South Carolina	0.270	0.562	0.213	5,014
South Dakota	0.112	0.196	0.078	1,840
Tennessee	0.464	1.015	0.377	7,944
Texas	2.895	6.958	2.607	50,847
Utah	0.135	0.301	0.116	2,797
Vermont	0.010	0.018	0.007	165
Virginia	0.614	1.232	0.423	8,180
Washington	0.482	1.002	0.387	7,464
West Virginia	0.025	0.042	0.016	338
Wisconsin	0.316	0.615	0.241	5,294
Wyoming	0.019	0.030	0.012	259
State Totals	25.059	53.126	19.581	391,009
Interstate Spillovers		19.062	6.602	147,671
U.S. Totals	25.059	72.188	26.183	538,680

Source: GMU Schar Fuller; Dodge Data & Analytics; BEA; NAIOP

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