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Economic Benefits of the Expansion of Avocado Imports from Mexico: State-by-State Impacts

Research Report to the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA)



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April 2014

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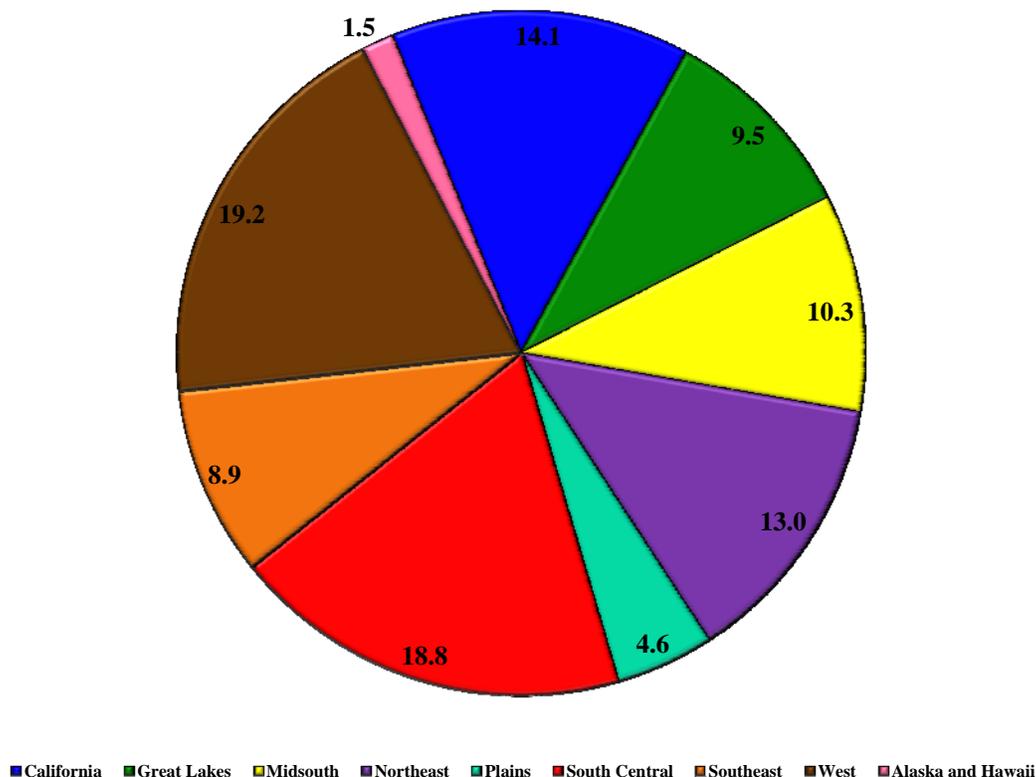
This report is the second of two reports analyzing the economic benefits from U.S. imports of avocados from Mexico. The previous report looked at the aggregate economic effects of those imports across the U.S. as a whole. This report provides a state-by-state breakdown of the impacts.

Avocados are consumed in every state of the union. Thus, avocado imports have an impact on the economies of every state as well. Obviously, the impact differs given the different levels of avocado imports that enter each state as driven primarily by differences in per capita state income and population. In 2013, the U.S. imported \$991.875 million of Mexican avocados (USDA 2014). Data on U.S. imports of any commodity are not available by state. Consequently, to determine the state-by-state impacts of U.S. avocado imports from Mexico, we estimated the value of avocado imports by state using avocado consumption data and state gross domestic product (GDP) levels as detailed in the methodology section. Using the Information Resources, Inc. (IRI) regional aggregation of states, the estimates suggest that the West region (Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming) accounted for the largest share of 2013 avocado imports from Mexico at 19.2% followed by the South Central region (Arkansas, Louisiana, Oklahoma, and Texas) at 18.8%, California at 14.0%, the Northeast region (Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island) at 13.0%, the Midsouth region (Delaware, District of Columbia, Kentucky, Maryland, North Carolina, Tennessee, and West Virginia) at 10.3%, the Great Lakes region (Illinois, Indiana, Michigan, Ohio, Wisconsin) at 9.5%, the Southeast region (Alabama, Florida, Georgia, Mississippi, South Carolina) at 8.9%, the Plains region (Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota) at 4.6%, and Alaska and Hawaii at 1.5% (Figure 1).

Methodology Used in the State-by-State Analysis

The same general methodology and procedures used in the first report to analyze the aggregate U.S. economic impact of Mexican avocado imports is used in this analysis of the state-level impacts of those imports with two exceptions. First, this state-by-state analysis employs only the IMPLAN model approach to the economic impact analysis (IMPLAN 2014). The econometric approach used for the analysis of the aggregate U.S. impact of Mexican avocado imports is not replicated in the state-by-state analysis. The econometric approach was utilized in the first study

Figure 1: Estimated Shares of U.S. Avocado Imports from Mexico by Region (%), 2013



primarily as a check of the validity of the IMPLAN results. Given the results of that analysis which validates the IMPLAN approach, a state-by-state econometric analysis is not needed.

The second difference in the methodology of the state-level analysis from the aggregate U.S. analysis is that an updated IMPLAN model is used in this analysis. The updated IMPLAN model uses 2012 data and coefficients for the United States and for individual states (rather than 2010 as in the aggregate U.S. analysis) to construct the U.S. and individual state models within IMPLAN. For each state, the 2013 value of the respective state's imports of Mexican avocado imports was entered into the respective state model as the industry sales for the wholesale trade businesses sector event.

Imputation of the 2013 Value of State Imports of Mexican Avocados

For this analysis, the value of avocado imports in 2013 by each state had to be estimated because state-level import data are not available. The problem is that shipments of any imported commodity like avocados into some states may simply be transported through the state to other destinations (transshipments). In deriving estimates of the state value of Mexican avocado

imports, the initial attention centered on the retail volume (number of pounds) of avocados sold in the United States based on the most recent Regional Composite Data reports available from the Hass Avocado Board (HAB 2014). These respective reports include retail volume and dollar trends and average selling prices delivered quarterly. These reports essentially provide the overview of the avocado category by region at the retail level of the marketing channel. Consequently, these data help retailers, shippers, handlers, and others involved in the avocado business identify opportunities for planning purposes. The Symphony Information Resources Inc. (IRI) Group / FreshLook Marketing organization gathers chain-wide sales across all retail market areas. Regional figures include data collected from all reporting retailers as well as imputed data (non-reporting retailers such as club, warehouse and independent stores) for a total of 100% of retail sales for the area. This information is available on a calendar quarter basis.

The IRI sales data are only available by the eight IRI regions, including: (1) California, (2) Great Lakes, (3) Midsouth, (4) Northeast, (5) Plains, (6) South Central, (7) Southeast, and (8) West. These regions are linked by 45 different metropolitan areas/cities of the United States as follows: **California:** Los Angeles; Sacramento; San Diego; and San Francisco; **Great Lakes:** Chicago, IL; Cincinnati, OH; Cleveland, OH; Columbus, OH; and Detroit, MI; **Mid-South:** Baltimore, MD; Louisville, KY; Memphis, TN; Raleigh, NC; Richmond, VA; and Roanoke, VA; **Northeast:** Albany, NY; Boston, MA; Buffalo, NY; New England; New York; Philadelphia, PA; and Pittsburgh, PA; **Plains:** St. Louis, MO; Omaha, NE; Des Moines, IA; Minneapolis/St. Paul, MN; Kansas City, KS/MO; and Wichita, KS; **South Central:** Dallas, TX; Houston, TX; and Little Rock, AR; **Southeast:** Atlanta, GA; Charlotte, SC; Columbia, SC; Jacksonville, FL; Miami, FL; Orlando, FL; and Tampa/St. Petersburg, FL; **West:** Boise, ID; Denver, CO; Las Vegas, NV; Phoenix, AZ; Portland, OR; Seattle, WA; and Spokane, WA.

Using the most recently available quarterly data from IRI (calendar year 2012) on the retail volume of avocados sold in the United States (pounds of avocados sold by region), the second step of this imputation process was to calculate average regional shares. These average regional shares of avocado consumption were as follows: (1) California, 22.60%; (2) Great Lakes, 8.58%; (3) Mid-South, 9.24%; (4) New England, 11.75%; (5) Plains, 4.18%; (6) Southeast, 8.05%; (7) South Central, 16.96%; and (8) West, 18.63%.

The third step in the process of estimating the state level value of Mexican avocado imports was to categorize each state and the District of Columbia into the IRI regions. The fourth step in the imputation process required the translation of the regional share information to respective states. To accommodate this translation, data were acquired concerning the gross domestic product (GDP) by state for 2012. So for any region, the sum of the respective state GDPs in that region was calculated and, subsequently, the GDP shares for each state in the respective regions. These GDP shares were multiplied by the average share of avocado consumption on a region-by-region basis.

The fifth step in this process entailed gathering the value of Mexican imports of avocados for calendar year 2013 (\$991,875,000) from the Foreign Agricultural Service of the U.S. Department of Agriculture. Because California also produces Hass avocados, it was necessary to acquire the value of avocado production for California in 2013 (\$435,023,142) from the California Avocado Commission industry statistical data (CAC 2014).

The last step in this imputation process was to multiply the value of Mexican imports of avocados for calendar year 2013 by the average regional share of avocado consumption and to multiply this product by the regional GDP share associated with the individual state. However, for the case of California, the value of avocado production for California was first subtracted from the total value of Mexican imports of avocados for calendar year 2013. Then the difference was multiplied by regional share of avocado consumption for California to arrive at the imputation of the value of Mexican avocado for California.

The projections of the total value of Mexican imports of avocados for calendar year 2013 by state are exhibited in Table 1. Not surprisingly, the two top states were California at \$139,680,249 and Texas at \$136,506,412. These state figures then formed the inputs into the IMPLAN model as described above.

Analysis of the State-by-State Benefits from Imports of Avocados from Mexico

The estimated state impacts of Mexican avocado imports are summarized alphabetically in Table 2. Details of the impacts by industry within each state are provided in the appendix. For this analysis, states were divided into three categories according to the impact of Mexican avocado imports on the respective states' economies: (1) high impact, (2) medium impact, and (3) low impact. High impact states include those for which imports of Mexican avocados in 2013 generated more than 500 jobs and contributed more than \$100 million to the respective state GDP. Medium impact states include those for which Mexican avocado imports in 2013 created from 100 to 500 jobs and contributed from \$10 million to \$100 million to the respective state GDP. Low impact states include those for which Mexican avocados generated less than 100 jobs and contributed less than \$10 million to the state GDP. Figure 2 groups the states according to the impact of Mexican avocado imports on their economies.

The highest impact states are, not surprisingly, California and Texas (in green on the map in Figure 2), states with relatively high state GDPs and, interestingly, large populations of Hispanic consumers and where Hispanic cuisine is highly popular. In California, Mexican avocado imports in 2013 generated 1,359 jobs and contributed \$168.2 million to the California state GDP. In Texas, imports of Mexican avocados created 1,292 jobs and contributed \$159.0 million to that state's GDP.

Table 1: Estimates of State Value of Avocado Imports from Mexico, 2013

State	Import value	State	Import value
	\$ million		\$ million
Alabama	\$9,728,544	Montana	\$4,817,774
Alaska	\$6,180,915	Nebraska	\$4,439,924
Arizona	\$31,809,917	Nevada	\$15,921,466
Arkansas	\$10,702,422	New Hampshire	\$2,661,779
California	\$139,680,249	New Jersey	\$20,900,379
Colorado	\$32,662,938	New Mexico	\$9,606,466
Connecticut	\$9,434,614	New York	\$49,614,657
Delaware	\$3,506,120	North Carolina	\$24,228,539
District of Columbia	\$5,833,951	North Dakota	\$2,052,166
Florida	\$41,192,032	Ohio	\$22,231,493
Georgia	\$22,980,462	Oklahoma	\$15,723,203
Hawaii	\$8,631,994	Oregon	\$23,682,680
Idaho	\$6,941,804	Pennsylvania	\$24,722,246
Illinois	\$30,342,347	Rhode Island	\$2,096,444
Indiana	\$13,032,923	South Carolina	\$9,340,032
Iowa	\$6,798,158	South Dakota	\$1,893,758
Kansas	\$6,196,859	Tennessee	\$14,720,559
Kentucky	\$9,217,273	Texas	\$136,506,412
Louisiana	\$23,764,014	Utah	\$15,552,225
Maine	\$2,207,528	Vermont	\$1,123,018
Maryland	\$16,880,109	Virginia	\$23,692,026
Massachusetts	\$16,614,181	Washington	\$44,782,102
Michigan	\$17,479,239	West Virginia	\$3,686,569
Minnesota	\$13,143,970	Wisconsin	\$11,414,767
Mississippi	\$5,379,276	Wyoming	\$4,579,400
Missouri	\$11,543,079	Total	\$991,875,000

The medium impact category included 25 states (in blue on the map in Figure 2) located primarily in the West and Great Lakes regions with some states from the Northeast and some from southern regions. Florida registered the largest impact of Mexican avocado imports on its economy among the medium impact states with 447 jobs created and \$48.4 million contributed to its state GDP. Florida, the state with the third largest impact of Mexican avocado imports, also has a high state GDP and where Hispanic culture heavily influences food consumption choices and cooking styles. New York and Washington were not far behind Florida with 400 jobs created in each state and \$56.4 million and \$50.1 million, respectively, in GDP created. Rounding out the top ten were Colorado (347 jobs and \$38.5 million in value added), Arizona (339 jobs created and \$36.4 million in value added), Illinois (291 jobs and \$36.4 million in value added), North Carolina (259 jobs and \$26.3 million in value added), and Oregon (248 jobs created and \$26.2 million in value added).

The low impact category included 23 states and the District of Columbia (in red on the map in Figure 2) located primarily in the Plains and Northeast regions with a few of the lower population states in the West region and a few from southern regions (along with Alaska and Hawaii). New

Table 2: Summary Economic Impact of U.S. Imports of Mexican Avocados by State, 2013

State	Total Output	Total Value Added	Total Employment	Total Labor Income	Total Taxes*
	\$ million	\$ million	No. Jobs	\$ million	\$ million
Alabama	\$14.88	\$9.41	94.2	\$5.27	\$2.82
Alaska	\$8.71	\$5.79	44.9	\$2.79	\$2.47
Arizona	\$55.54	\$36.42	339.2	\$21.67	\$9.71
Arkansas	\$15.92	\$10.54	92.2	\$5.29	\$3.14
California	\$252.77	\$168.15	1,358.6	\$96.38	\$52.37
Colorado	\$58.54	\$38.46	346.7	\$24.23	\$9.33
Connecticut	\$15.04	\$10.80	74.3	\$6.21	\$2.83
Delaware	\$5.44	\$3.75	29.4	\$2.19	\$1.01
District of Columbia	\$7.53	\$5.52	32.3	\$3.69	\$1.46
Florida	\$73.73	\$48.43	447.0	\$27.39	\$14.06
Georgia	\$40.15	\$26.75	235.6	\$15.45	\$6.84
Hawaii	\$13.73	\$8.16	88.1	\$4.61	\$2.47
Idaho	\$10.89	\$6.54	74.5	\$3.83	\$1.90
Illinois	\$53.66	\$36.41	291.2	\$21.40	\$9.61
Indiana	\$20.81	\$13.11	131.7	\$7.55	\$3.61
Iowa	\$10.65	\$6.71	67.3	\$3.87	\$1.86
Kansas	\$9.78	\$6.34	59.2	\$3.65	\$1.60
Kentucky	\$14.11	\$9.13	85.5	\$4.83	\$2.75
Louisiana	\$37.55	\$24.17	226.7	\$13.58	\$6.98
Maine	\$3.56	\$2.24	23.3	\$1.27	\$0.74
Maryland	\$27.38	\$18.42	154.0	\$10.83	\$5.84
Massachusetts	\$28.34	\$19.28	156.1	\$12.66	\$5.21
Michigan	\$29.42	\$19.25	175.8	\$11.09	\$5.18
Minnesota	\$23.63	\$15.50	136.1	\$9.46	\$4.04
Mississippi	\$8.02	\$4.99	51.3	\$2.64	\$1.67
Missouri	\$19.74	\$12.55	124.3	\$7.65	\$3.07
Montana	\$7.55	\$4.61	50.9	\$2.56	\$1.52
Nebraska	\$7.23	\$4.52	46.3	\$2.64	\$1.18
Nevada	\$25.09	\$16.34	151.6	\$9.48	\$5.04
New Hampshire	\$4.40	\$2.89	26.7	\$1.87	\$0.74
New Jersey	\$35.14	\$24.52	179.6	\$14.45	\$7.16
New Mexico	\$14.45	\$8.59	98.7	\$4.86	\$2.75
New York	\$80.06	\$56.42	400.1	\$32.48	\$18.78
North Carolina	\$41.11	\$26.31	258.8	\$15.45	\$7.30
North Dakota	\$2.92	\$1.94	16.3	\$1.05	\$0.58
Ohio	\$38.53	\$24.77	238.3	\$14.52	\$6.59
Oklahoma	\$24.93	\$15.88	153.2	\$8.67	\$4.60
Oregon	\$40.34	\$26.15	247.6	\$16.08	\$6.68
Pennsylvania	\$42.47	\$28.00	246.7	\$16.74	\$8.02
Rhode Island	\$3.37	\$2.23	19.8	\$1.32	\$0.75
South Carolina	\$14.48	\$9.27	93.6	\$5.16	\$3.03
South Dakota	\$2.89	\$1.81	18.0	\$0.99	\$0.53
Tennessee	\$24.66	\$16.12	148.3	\$9.18	\$4.47
Texas	\$236.04	\$159.00	1,291.8	\$90.94	\$38.41
Utah	\$27.53	\$16.90	181.3	\$10.08	\$4.56
Vermont	\$1.70	\$1.05	11.3	\$0.61	\$0.36
Virginia	\$39.00	\$26.05	223.4	\$15.29	\$7.57
Washington	\$74.68	\$50.14	400.0	\$27.71	\$15.93
West Virginia	\$5.19	\$3.25	32.7	\$1.74	\$1.17
Wisconsin	\$19.43	\$12.20	123.1	\$7.32	\$3.40
Wyoming	\$6.20	\$4.10	35.0	\$2.07	\$1.48

* Federal, state, and local

Mexico, another state whose culture and cuisine is heavily influenced by Hispanic traditions, experienced the largest economic impact from Mexican avocado imports among the low impact category states (99 jobs created and \$8.6 million in value added).

The contributions to federal, state, and local taxes by Mexican avocado imports followed generally the same pattern as jobs created and value added generated. In California and Texas, the imports generated \$52.4 and \$38.4 million in federal, state and local taxes (Table 2). In contrast, in the low impact states, the additional federal, state, and local taxes generated ranged from a high of \$3.1 million in Arkansas to a low of \$360,000 in Vermont.

Just one caution about comparing these state-level numbers to the aggregate national numbers generated in the first report. The total impacts of all of the individual states summed up does not equal the aggregate of the U.S. for any of the categories in Tables 2 and 3 (output, employment, labor income, value added, and taxes). The reason is that state-level estimates only capture economic activity that occurs within state boundaries whereas the national-level estimates captures both the impact within states as well as economic activity that crosses state borders, and, thus, will be larger.

Implied State-Level Impact Multipliers

When the state-by-state benefits of the Mexican avocado imports are expressed on a per dollar of imports basis, the impacts are more even across the states (Table 3). Thus, a high dollar value of impact divided by a high level of import value is not much different in many cases from a low dollar impact value divided by a low dollar value of imports. The ratio of the value of impact to the value of imports for each state provides a measure of the multiplier effect of the imports. For example, the ratio of value added to import value for a given state indicates the value-added generated for every dollar of Mexican avocados imported into the state.

The value-added multipliers range from highs of 1.20 in California and 1.18 in Florida and Minnesota to low of 0.88 in West Virginia and 0.89 in New Mexico and Wyoming. The jobs multiplier (jobs generated per \$million in imports) ranged from highs of 11.7 in Utah, 10.9 in Florida, and 10.8 in Missouri and Wisconsin to lows of 5.5 in the District of Columbia, 7.3 in Alaska, 7.9 in Connecticut, and 8.0 in North Dakota.

Industry by Industry Breakdown of the State-Level Impacts

As with the aggregate U.S. analysis, the industry breakdown of the state-level economic impacts of Mexican avocado imports indicates that wholesale/retail and service industries account for much of the contribution of imports of Mexican imports to state-level economic activity as might be expected. (See the appendix for the tables showing the industry breakdown of the impacts for all

Table 3: Economic Multipliers of Avocado Imports by State, 2013

State	Total Output \$output/\$imports	Total Value Added \$VA/\$imports	Total Employment jobs added/\$million imports	Total Labor Income \$income/\$imports	Total Taxes* % of import value
Alabama	1.53	0.97	9.69	0.54	29.03
Alaska	1.41	0.94	7.27	0.45	40.04
Arizona	1.75	1.15	10.66	0.68	30.53
Arkansas	1.49	0.98	8.61	0.49	29.38
California	1.81	1.20	9.73	0.69	37.49
Colorado	1.79	1.18	10.61	0.74	28.57
Connecticut	1.59	1.14	7.87	0.66	30.04
Delaware	1.55	1.07	8.39	0.62	28.91
District of Columbia	1.29	0.95	5.54	0.63	25.07
Florida	1.79	1.18	10.85	0.66	34.13
Georgia	1.75	1.16	10.25	0.67	29.75
Hawaii	1.59	0.95	10.21	0.53	28.56
Idaho	1.57	0.94	10.73	0.55	27.32
Illinois	1.77	1.20	9.60	0.71	31.66
Indiana	1.60	1.01	10.11	0.58	27.71
Iowa	1.57	0.99	9.90	0.57	27.36
Kansas	1.58	1.02	9.55	0.59	25.83
Kentucky	1.53	0.99	9.27	0.52	29.89
Louisiana	1.58	1.02	9.54	0.57	29.38
Maine	1.61	1.01	10.54	0.58	33.72
Maryland	1.62	1.09	9.12	0.64	34.62
Massachusetts	1.71	1.16	9.40	0.76	31.36
Michigan	1.68	1.10	10.06	0.63	29.61
Minnesota	1.80	1.18	10.35	0.72	30.77
Mississippi	1.49	0.93	9.54	0.49	30.96
Missouri	1.71	1.09	10.77	0.66	26.56
Montana	1.57	0.96	10.56	0.53	31.65
Nebraska	1.63	1.02	10.42	0.59	26.63
Nevada	1.58	1.03	9.52	0.60	31.63
New Hampshire	1.65	1.09	10.02	0.70	27.77
New Jersey	1.68	1.17	8.59	0.69	34.27
New Mexico	1.50	0.89	10.27	0.51	28.68
New York	1.61	1.14	8.06	0.65	37.85
North Carolina	1.70	1.09	10.68	0.64	30.14
North Dakota	1.42	0.94	7.96	0.51	28.42
Ohio	1.73	1.11	10.72	0.65	29.66
Oklahoma	1.59	1.01	9.74	0.55	29.23
Oregon	1.70	1.10	10.46	0.68	28.20
Pennsylvania	1.72	1.13	9.98	0.68	32.45
Rhode Island	1.61	1.07	9.43	0.63	35.82
South Carolina	1.55	0.99	10.02	0.55	32.47
South Dakota	1.52	0.96	9.51	0.52	27.77
Tennessee	1.68	1.10	10.07	0.62	30.34
Texas	1.73	1.16	9.46	0.67	28.13
Utah	1.77	1.09	11.66	0.65	29.32
Vermont	1.52	0.94	10.02	0.54	32.30
Virginia	1.65	1.10	9.43	0.65	31.96
Washington	1.67	1.12	8.93	0.62	35.57
West Virginia	1.41	0.88	8.87	0.47	31.86
Wisconsin	1.70	1.07	10.78	0.64	29.75
Wyoming	1.35	0.89	7.65	0.45	32.33

* Federal, state, and local

50 states and the District of Colombia.) The manufacturing industry in most states is also a major beneficiary of state import of Mexican avocados. Transportation and warehousing and a large number of miscellaneous services account for much of the remaining contribution of imports of Mexican avocados to state economies.

Conclusions and Implications

The primary conclusion from this state-by-state analysis is that imports of avocados from Mexico have a positive and significant effect on economies of many U.S. states. Specifically, this study finds the following:

- California and Texas are the largest beneficiaries from the economic activity generated by imports of Mexican avocados, including 1,359 and 1,292 jobs created and \$168.2 million and 159.0 million in value added generated in the respective states;
- The other top ten beneficiary states in terms of economic activity generated (value-added) by the imports include (in order): New York, Washington, Florida, Colorado, Arizona, Illinois, North Carolina, and Oregon; and
- The economic activity generated by Mexican avocado imports was relatively low in 23 states and the District of Colombia.

On a per dollar of imports basis, however, the impacts among states was more even. The value added generated for each dollar of imports of Mexican avocados ranged from highs of \$1.20 in California and \$1.18 in Florida and Minnesota to low of \$0.88 in West Virginia and \$0.89 in New Mexico and Wyoming. The jobs generated per million dollars of Mexican avocado imports ranged from highs of 11.7 in Utah, 10.9 in Florida, and 10.8 in Missouri and Wisconsin to lows of 5.5 in the District of Colombia, 7.3 in Alaska, 7.9 in Connecticut, and 8.0 in North Dakota.

As with the study of the aggregate, national economic impacts of Mexican avocado imports, the implication of this study of the state-level impacts is straight forward. Imports of Mexican avocados are pro-growth for state economies just as they are for the overall U.S. economy. Some states benefit much more given their larger GDPs and populations and their tendencies towards cuisines that utilize avocados more intensively. As Mexican avocado imports follow their projected steep growth path over the years, the measured benefits to individual state economies will likely grow as well. The cost of any domestic or trade policy that limits imports of avocados from Mexico will be lost jobs and economic growth across individual states as well as the U.S. economy as a whole.

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APPENDIX

**State by State Industry Breakdown of the
Economic Benefits of Mexican Avocado Imports**

Alabama

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$10,432,800	\$6,708,794	56.3	\$3,758,490	\$1,568,305
Manufacturing	\$239,621	\$51,204	0.7	\$33,943	\$1,039
Transportation & Warehousing	\$342,412	\$234,258	3.0	\$132,779	\$3,279
Services**	\$3,652,271	\$2,305,277	33.7	\$1,304,264	\$126,201
- Food & accommodation	\$224,872	\$120,992	4.1	\$80,481	\$16,527
- Other	\$3,427,400	\$2,184,285	29.6	\$1,223,783	\$109,674
Agriculture	\$10,676	\$4,076	0.1	\$2,471	\$5
Other	\$198,937	\$110,416	0.5	\$42,767	\$19,512
Total**	\$14,876,717	\$9,414,026	94.2	\$5,274,713	\$1,718,340

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Alaska

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$6,467,489	\$4,472,241	29.9	\$1,948,864	\$1,828,359
Manufacturing	\$140,569	\$37,401	0.2	\$9,555	\$639
Transportation & Warehousing	\$158,397	-\$1,853	1.7	\$148,036	\$3,474
Services**	\$1,776,709	\$1,166,148	12.9	\$647,232	\$48,941
- Food & accommodation	\$100,337	\$60,732	1.5	\$44,741	\$2,069
- Other	\$1,676,372	\$1,105,416	11.4	\$602,491	\$46,872
Agriculture	\$1,261	\$539	0.0	\$606	\$156
Other	\$165,696	\$117,783	0.3	\$31,055	\$33,586
Total**	\$8,710,120	\$5,792,258	44.9	\$2,785,349	\$1,915,154

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Arizona

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$35,118,065	\$23,546,096	179.3	\$14,190,127	\$4,593,963
Manufacturing	\$643,505	\$165,681	2.0	\$100,425	\$3,819
Transportation & Warehousing	\$1,379,827	\$821,264	13.7	\$643,429	\$58,092
Services**	\$17,587,496	\$11,412,151	142.1	\$6,561,609	\$548,421
- Food & accommodation	\$974,568	\$563,734	16.1	\$396,146	\$54,816
- Other	\$16,612,928	\$10,848,417	126.0	\$6,165,463	\$493,605
Agriculture	\$57,370	\$27,711	0.4	\$17,457	\$72
Other	\$749,274	\$450,186	1.8	\$161,506	\$80,757
Total**	\$55,535,536	\$36,423,089	339.2	\$21,674,553	\$5,285,124

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Arkansas

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$11,467,736	\$7,828,890	55.2	\$3,807,706	\$1,762,718
Manufacturing	\$228,177	\$50,960	0.7	\$34,000	\$1,429
Transportation & Warehousing	\$353,188	\$239,271	3.1	\$139,007	\$5,090
Services**	\$3,639,579	\$2,296,257	32.5	\$1,264,796	\$123,193
- Food & accommodation	\$212,485	\$112,350	3.9	\$73,864	\$15,684
- Other	\$3,427,095	\$2,183,907	28.6	\$1,190,933	\$107,509
Agriculture	\$15,440	\$5,316	0.1	\$3,691	\$39
Other	\$214,515	\$115,271	0.6	\$41,369	\$21,871
Total**	\$15,918,636	\$10,535,965	92.2	\$5,290,571	\$1,914,340

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

California

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$153,663,510	\$105,681,657	734.2	\$58,744,784	\$26,498,121
Manufacturing	\$11,934,334	\$3,389,631	21.7	\$1,616,495	\$115,816
Transportation & Warehousing	\$6,748,212	\$4,341,693	58.6	\$3,336,525	\$186,281
Services**	\$76,914,485	\$52,823,659	533.4	\$31,746,131	\$2,287,748
- Food & accommodation	\$3,850,835	\$2,310,665	60.1	\$1,590,063	\$265,755
- Other	\$73,063,650	\$50,512,994	473.3	\$30,156,068	\$2,021,993
Agriculture	\$602,920	\$272,787	3.1	\$200,535	-\$3,095
Other	\$2,907,979	\$1,645,382	7.7	\$733,704	\$274,744
Total**	\$252,771,441	\$168,154,809	1,358.6	\$96,378,174	\$29,359,615

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Colorado

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$36,066,634	\$24,199,742	183.9	\$15,453,941	\$3,435,934
Manufacturing	\$964,150	\$258,342	2.6	\$154,634	\$15,320
Transportation & Warehousing	\$1,341,116	\$789,057	12.9	\$658,566	\$49,547
Services**	\$19,307,347	\$12,730,889	144.6	\$7,745,118	\$547,446
- Food & accommodation	\$1,035,267	\$599,736	17.0	\$421,949	\$62,910
- Other	\$18,272,080	\$12,131,153	127.6	\$7,323,168	\$484,536
Agriculture	\$96,587	\$39,936	0.6	\$24,724	-\$487
Other	\$761,436	\$440,807	2.0	\$188,353	\$58,681
Total**	\$58,537,271	\$38,458,773	346.7	\$24,225,335	\$4,106,441

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Connecticut

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$10,187,927	\$7,399,482	43.2	\$4,221,884	\$950,841
Manufacturing	\$103,134	\$35,071	0.3	\$24,272	\$1,967
Transportation & Warehousing	\$296,792	\$206,936	2.7	\$132,558	\$5,355
Services**	\$4,279,211	\$3,048,873	27.7	\$1,783,571	\$176,749
- Food & accommodation	\$200,550	\$119,308	3.2	\$84,939	\$10,847
- Other	\$4,078,661	\$2,929,565	24.5	\$1,698,632	\$165,902
Agriculture	\$2,749	\$1,426	0.1	\$950	-\$12
Other	\$173,642	\$107,521	0.4	\$42,025	\$16,934
Total**	\$15,043,455	\$10,799,309	74.3	\$6,205,259	\$1,151,834

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Delaware

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$3,733,165	\$2,623,245	17.3	\$1,577,893	\$453,970
Manufacturing	\$87,093	\$16,256	0.1	\$5,301	\$390
Transportation & Warehousing	\$108,086	\$75,071	1.0	\$50,155	\$674
Services**	\$1,458,273	\$1,008,484	10.9	\$542,915	\$54,205
- Food & accommodation	\$84,761	\$47,081	1.5	\$33,233	\$5,252
- Other	\$1,373,512	\$961,404	9.4	\$509,682	\$48,952
Agriculture	\$2,575	\$954	0.0	\$599	-\$9
Other	\$52,028	\$29,325	0.2	\$13,122	\$3,267
Total**	\$5,441,220	\$3,753,334	29.4	\$2,189,985	\$512,498

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

District of Columbia

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$5,944,765	\$4,369,262	23.0	\$2,881,147	\$822,922
Manufacturing	\$3,335	\$1,098	0.0	\$592	\$129
Transportation & Warehousing	\$39,307	\$3,820	0.5	\$29,812	-\$1,166
Services**	\$1,490,090	\$1,109,812	8.8	\$772,512	\$38,164
- Food & accommodation	\$67,475	\$44,907	0.9	\$32,384	\$5,755
- Other	\$1,422,615	\$1,064,905	7.9	\$740,128	\$32,409
Agriculture	\$0	\$0	0.0	\$0	\$0
Other	\$54,652	\$39,079	0.1	\$7,266	\$6,847
Total**	\$7,532,150	\$5,523,070	32.3	\$3,691,327	\$866,896

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Florida

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$45,435,776	\$30,770,339	227.3	\$16,939,931	\$6,860,059
Manufacturing	\$1,169,534	\$308,965	3.4	\$189,628	\$18,070
Transportation & Warehousing	\$1,901,980	\$1,084,449	20.1	\$878,213	\$62,209
Services**	\$24,102,178	\$15,566,155	192.8	\$9,184,884	\$1,130,655
- Food & accommodation	\$1,212,213	\$714,046	19.5	\$490,651	\$91,944
- Other	\$22,889,964	\$14,852,109	173.3	\$8,694,232	\$1,038,711
Agriculture	\$91,306	\$49,688	0.8	\$28,643	\$542
Other	\$1,031,837	\$650,608	2.7	\$171,085	\$170,838
Total**	\$73,732,610	\$48,430,204	447.0	\$27,392,385	\$8,242,373

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Georgia

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$25,247,926	\$17,265,190	124.4	\$9,963,963	\$3,021,462
Manufacturing	\$797,631	\$239,219	2.1	\$132,391	\$5,785
Transportation & Warehousing	\$1,090,525	\$732,859	8.5	\$467,025	\$29,670
Services**	\$12,413,326	\$8,210,200	98.8	\$4,757,899	\$384,566
- Food & accommodation	\$668,564	\$378,236	11.3	\$259,285	\$46,362
- Other	\$11,744,762	\$7,831,964	87.5	\$4,498,614	\$338,204
Agriculture	\$49,122	\$20,062	0.3	\$17,885	\$481
Other	\$556,452	\$284,003	1.5	\$110,502	\$57,494
Total**	\$40,154,982	\$26,751,533	235.6	\$15,449,665	\$3,499,458

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Hawaii

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$9,257,630	\$5,451,689	56.1	\$3,052,918	\$1,396,587
Manufacturing	\$326,411	\$54,790	0.5	\$24,698	\$1,619
Transportation & Warehousing	\$230,775	\$107,135	2.2	\$132,310	\$9,397
Services**	\$3,707,013	\$2,417,166	28.8	\$1,359,223	\$146,066
- Food & accommodation	\$200,068	\$120,069	3.1	\$91,917	\$5,705
- Other	\$3,506,944	\$2,297,097	25.7	\$1,267,306	\$140,361
Agriculture	\$11,729	\$5,373	0.2	\$5,113	-\$120
Other	\$197,706	\$122,209	0.4	\$40,061	\$17,853
Total**	\$13,731,264	\$8,158,362	88.1	\$4,614,323	\$1,571,404

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Idaho

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$7,501,693	\$4,587,749	43.9	\$2,668,215	\$975,959
Manufacturing	\$134,190	\$27,056	0.5	\$20,766	\$764
Transportation & Warehousing	\$194,586	\$89,266	2.6	\$105,475	\$3,320
Services**	\$2,901,182	\$1,748,796	27.1	\$994,883	\$87,896
- Food & accommodation	\$161,038	\$82,984	3.1	\$57,477	\$8,020
- Other	\$2,740,144	\$1,665,812	24.0	\$937,406	\$79,876
Agriculture	\$19,295	\$8,697	0.1	\$6,399	-\$28
Other	\$137,595	\$74,709	0.4	\$30,444	\$8,520
Total**	\$10,888,541	\$6,536,273	74.5	\$3,826,183	\$1,076,432

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Illinois

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$33,237,750	\$23,182,470	155.8	\$13,617,159	\$3,806,697
Manufacturing	\$1,526,655	\$389,758	3.1	\$245,966	\$10,402
Transportation & Warehousing	\$1,422,131	\$922,958	11.8	\$626,208	\$39,131
Services**	\$16,790,619	\$11,512,047	119.1	\$6,762,960	\$687,388
- Food & accommodation	\$846,257	\$502,647	13.4	\$335,190	\$77,529
- Other	\$15,944,362	\$11,009,400	105.7	\$6,427,770	\$609,859
Agriculture	\$39,132	\$16,839	0.2	\$13,679	-\$179
Other	\$645,675	\$387,980	1.2	\$133,574	\$97,877
Total**	\$53,661,962	\$36,412,052	291.2	\$21,399,546	\$4,641,316

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Indiana

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$14,040,360	\$8,926,029	77.8	\$5,241,336	\$1,678,179
Manufacturing	\$522,657	\$150,675	1.2	\$77,201	\$2,809
Transportation & Warehousing	\$560,385	\$365,489	5.3	\$226,726	\$8,485
Services**	\$5,406,937	\$3,511,267	46.6	\$1,938,641	\$228,914
- Food & accommodation	\$338,023	\$176,027	6.3	\$121,649	\$23,178
- Other	\$5,068,914	\$3,335,241	40.3	\$1,816,992	\$205,736
Agriculture	\$19,003	\$8,067	0.1	\$5,227	-\$103
Other	\$258,882	\$145,652	0.7	\$58,684	\$23,181
Total**	\$20,808,225	\$13,107,180	131.7	\$7,547,815	\$1,941,465

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Iowa

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$7,347,147	\$4,692,601	40.5	\$2,755,537	\$870,499
Manufacturing	\$168,734	\$44,052	0.5	\$27,948	\$871
Transportation & Warehousing	\$249,751	\$161,620	2.5	\$109,882	\$3,311
Services**	\$2,744,613	\$1,733,571	23.4	\$943,928	\$114,649
- Food & accommodation	\$144,146	\$71,644	2.8	\$49,642	\$7,655
- Other	\$2,600,467	\$1,661,927	20.6	\$894,285	\$106,994
Agriculture	\$17,394	\$6,716	0.1	\$4,531	-\$63
Other	\$127,196	\$73,119	0.3	\$27,918	\$10,431
Total**	\$10,654,834	\$6,711,679	67.3	\$3,869,744	\$999,697

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Kansas

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$6,703,756	\$4,432,325	34.7	\$2,569,000	\$664,462
Manufacturing	\$145,709	\$38,811	0.5	\$26,148	\$1,121
Transportation & Warehousing	\$244,405	\$166,578	2.2	\$104,591	\$4,474
Services**	\$2,550,644	\$1,626,836	21.5	\$917,305	\$95,651
- Food & accommodation	\$152,891	\$84,025	2.7	\$56,452	\$10,033
- Other	\$2,397,753	\$1,542,811	18.8	\$860,853	\$85,618
Agriculture	\$11,819	\$3,711	0.1	\$3,219	-\$76
Other	\$125,164	\$67,144	0.3	\$25,520	\$11,314
Total**	\$9,781,497	\$6,335,405	59.2	\$3,645,783	\$776,947

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Kentucky

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$9,862,605	\$6,568,133	50.2	\$3,338,544	\$1,529,631
Manufacturing	\$313,150	\$81,616	0.7	\$41,159	\$7,141
Transportation & Warehousing	\$376,233	\$261,140	3.3	\$177,095	\$3,520
Services**	\$3,383,491	\$2,125,612	30.6	\$1,236,472	\$123,658
- Food & accommodation	\$209,677	\$113,799	3.7	\$77,556	\$13,778
- Other	\$3,173,814	\$2,011,813	26.9	\$1,158,916	\$109,879
Agriculture	\$11,723	\$4,583	0.2	\$2,963	-\$74
Other	\$166,384	\$92,156	0.5	\$32,294	\$11,956
Total**	\$14,113,586	\$9,133,240	85.5	\$4,828,528	\$1,675,832

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Louisiana

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$25,626,058	\$16,933,342	132.1	\$9,504,576	\$3,942,873
Manufacturing	\$1,003,608	\$297,687	1.3	\$76,454	\$3,407
Transportation & Warehousing	\$1,008,594	\$697,517	7.9	\$424,115	\$16,385
Services**	\$9,299,394	\$5,843,889	83.8	\$3,449,084	\$339,168
- Food & accommodation	\$579,600	\$320,895	10.1	\$225,489	\$33,031
- Other	\$8,719,794	\$5,522,994	73.7	\$3,223,595	\$306,137
Agriculture	\$32,518	\$13,908	0.3	\$9,673	\$333
Other	\$582,900	\$378,880	1.4	\$113,663	\$34,222
Total**	\$37,553,072	\$24,165,223	226.7	\$13,577,564	\$4,336,387

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Maine

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$2,395,279	\$1,531,442	13.2	\$843,016	\$419,940
Manufacturing	\$38,719	\$9,058	0.1	\$6,330	\$979
Transportation & Warehousing	\$74,119	\$38,200	1.0	\$44,898	\$1,596
Services**	\$1,003,354	\$632,303	8.8	\$367,775	\$42,468
- Food & accommodation	\$56,498	\$31,845	1.0	\$21,902	\$4,139
- Other	\$946,855	\$600,457	7.8	\$345,873	\$38,329
Agriculture	\$2,842	\$1,414	0.0	\$1,089	-\$14
Other	\$42,504	\$25,274	0.1	\$7,964	\$3,429
Total**	\$3,556,817	\$2,237,690	23.3	\$1,271,073	\$468,397

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Maryland

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$18,163,373	\$12,406,888	88.0	\$7,216,229	\$2,886,279
Manufacturing	\$328,002	\$80,371	0.8	\$53,427	\$3,427
Transportation & Warehousing	\$691,342	\$455,947	6.5	\$324,336	\$13,950
Services**	\$7,826,151	\$5,244,365	57.8	\$3,151,640	\$263,002
- Food & accommodation	\$398,510	\$236,217	6.4	\$161,064	\$29,792
- Other	\$7,427,641	\$5,008,148	51.4	\$2,990,576	\$233,210
Agriculture	\$13,743	\$5,962	0.1	\$3,888	\$130
Other	\$352,572	\$224,694	0.8	\$82,390	\$35,498
Total**	\$27,375,182	\$18,418,227	154.0	\$10,831,909	\$3,202,287

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Massachusetts

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$18,085,220	\$12,472,590	86.8	\$8,289,224	\$1,860,462
Manufacturing	\$412,223	\$121,509	1.2	\$87,543	\$3,099
Transportation & Warehousing	\$490,228	\$257,792	5.9	\$316,487	\$11,663
Services**	\$9,017,393	\$6,235,582	61.3	\$3,882,942	\$280,819
- Food & accommodation	\$474,552	\$281,869	7.5	\$201,226	\$31,564
- Other	\$8,542,841	\$5,953,713	53.8	\$3,681,716	\$249,255
Agriculture	\$6,782	\$3,707	0.1	\$2,214	\$30
Other	\$326,286	\$186,534	0.8	\$80,026	\$13,322
Total**	\$28,338,132	\$19,277,714	156.1	\$12,658,436	\$2,169,395

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Michigan

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$19,008,337	\$12,830,875	95.5	\$7,337,529	\$2,249,402
Manufacturing	\$658,580	\$145,348	1.5	\$95,970	\$4,422
Transportation & Warehousing	\$699,355	\$448,000	6.1	\$314,417	\$17,673
Services**	\$8,577,116	\$5,568,292	71.3	\$3,226,016	\$351,071
- Food & accommodation	\$450,976	\$236,181	8.4	\$163,876	\$29,358
- Other	\$8,126,140	\$5,332,111	62.9	\$3,062,141	\$321,713
Agriculture	\$35,075	\$16,360	0.3	\$15,222	\$107
Other	\$439,536	\$237,514	1.2	\$98,555	\$42,013
Total**	\$29,417,999	\$19,246,388	175.8	\$11,087,709	\$2,664,688

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Minnesota

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$14,463,215	\$9,763,581	73.3	\$6,227,566	\$1,448,256
Manufacturing	\$833,774	\$221,345	1.9	\$125,882	\$4,070
Transportation & Warehousing	\$562,926	\$358,960	4.7	\$228,681	\$14,511
Services**	\$7,385,336	\$4,963,118	55.2	\$2,787,511	\$300,258
- Food & accommodation	\$360,670	\$199,604	6.3	\$129,412	\$35,869
- Other	\$7,024,666	\$4,763,514	48.9	\$2,658,100	\$264,389
Agriculture	\$49,277	\$20,327	0.2	\$14,762	-\$227
Other	\$334,849	\$177,085	0.9	\$76,634	\$26,422
Total**	\$23,629,377	\$15,504,417	136.1	\$9,461,036	\$1,793,289

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Mississippi

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$5,737,011	\$3,629,429	31.6	\$1,911,684	\$1,009,854
Manufacturing	\$142,201	\$31,287	0.3	\$15,489	\$749
Transportation & Warehousing	\$203,144	\$134,019	1.9	\$80,897	\$3,289
Services**	\$1,814,715	\$1,126,767	17.1	\$611,800	\$81,774
- Food & accommodation	\$116,234	\$61,245	2.2	\$41,686	\$7,917
- Other	\$1,698,481	\$1,065,522	14.9	\$570,114	\$73,857
Agriculture	\$9,651	\$3,817	0.1	\$2,859	\$43
Other	\$110,442	\$61,351	0.3	\$21,954	\$7,767
Total**	\$8,017,164	\$4,986,669	51.3	\$2,644,683	\$1,103,476

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Missouri

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$12,619,160	\$8,145,716	68.7	\$4,952,259	\$1,217,076
Manufacturing	\$354,305	\$96,908	1.0	\$57,767	\$5,352
Transportation & Warehousing	\$493,830	\$311,698	4.8	\$218,826	\$11,174
Services**	\$5,972,697	\$3,846,111	48.8	\$2,352,730	\$201,358
- Food & accommodation	\$323,242	\$170,755	6.0	\$123,926	\$15,039
- Other	\$5,649,455	\$3,675,357	42.8	\$2,228,804	\$186,319
Agriculture	\$19,767	\$7,378	0.2	\$5,659	-\$71
Other	\$276,933	\$147,163	0.8	\$61,021	\$20,813
Total**	\$19,736,692	\$12,554,975	124.3	\$7,648,262	\$1,455,702

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Montana

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$5,211,624	\$3,252,876	29.6	\$1,777,494	\$865,801
Manufacturing	\$73,383	\$11,515	0.2	\$9,237	\$653
Transportation & Warehousing	\$179,856	\$109,504	1.7	\$74,237	\$4,697
Services**	\$1,957,557	\$1,175,716	18.9	\$666,017	\$61,703
- Food & accommodation	\$121,963	\$62,009	2.3	\$46,309	\$2,009
- Other	\$1,835,594	\$1,113,707	16.6	\$619,708	\$59,694
Agriculture	\$8,456	\$3,832	0.1	\$2,246	\$4
Other	\$116,469	\$59,513	0.3	\$27,014	\$9,832
Total**	\$7,547,345	\$4,612,955	50.9	\$2,556,245	\$942,691

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Nebraska

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$4,826,778	\$3,049,484	27.0	\$1,770,417	\$540,655
Manufacturing	\$93,167	\$22,584	0.3	\$16,434	\$437
Transportation & Warehousing	\$167,751	\$108,705	1.6	\$72,475	\$2,676
Services**	\$2,077,510	\$1,305,530	17.1	\$758,733	\$64,306
- Food & accommodation	\$105,288	\$54,090	2.0	\$36,686	\$6,498
- Other	\$1,972,221	\$1,251,440	15.1	\$722,047	\$57,809
Agriculture	\$13,083	\$4,409	0.0	\$3,727	-\$85
Other	\$50,595	\$27,672	0.2	\$15,142	\$2,331
Total**	\$7,228,883	\$4,518,384	46.3	\$2,636,928	\$610,320

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Nevada

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$17,222,949	\$11,284,348	90.0	\$6,512,994	\$2,865,112
Manufacturing	\$173,804	\$50,079	0.7	\$35,761	\$1,212
Transportation & Warehousing	\$578,154	\$253,037	6.9	\$371,256	\$23,290
Services**	\$6,832,670	\$4,589,098	53.5	\$2,493,866	\$281,216
- Food & accommodation	\$417,994	\$268,146	5.9	\$194,128	\$36,133
- Other	\$6,414,676	\$4,320,952	47.6	\$2,299,738	\$245,083
Agriculture	\$7,435	\$3,490	0.0	\$2,012	-\$55
Other	\$278,690	\$163,303	0.7	\$60,810	\$22,924
Total**	\$25,093,702	\$16,343,355	151.6	\$9,476,698	\$3,193,698

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

New Hampshire

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$2,921,385	\$1,940,076	15.4	\$1,313,790	\$265,417
Manufacturing	\$40,930	\$11,423	0.1	\$8,117	\$779
Transportation & Warehousing	\$65,954	\$25,833	1.0	\$43,971	\$1,555
Services**	\$1,311,119	\$876,940	10.0	\$493,966	\$54,969
- Food & accommodation	\$74,939	\$41,978	1.3	\$31,310	\$2,591
- Other	\$1,236,180	\$834,962	8.7	\$462,656	\$52,378
Agriculture	\$1,125	\$535	0.0	\$545	-\$1
Other	\$59,630	\$35,472	0.2	\$13,345	\$6,001
Total**	\$4,400,143	\$2,890,278	26.7	\$1,873,733	\$328,720

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

New Jersey

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$22,762,415	\$16,251,983	100.5	\$9,608,173	\$3,012,801
Manufacturing	\$709,420	\$151,524	1.2	\$106,442	\$6,872
Transportation & Warehousing	\$876,585	\$615,912	6.7	\$365,965	\$21,658
Services**	\$10,372,014	\$7,238,678	70.2	\$4,266,928	\$431,911
- Food & accommodation	\$426,266	\$244,049	7.1	\$184,091	\$10,168
- Other	\$9,945,748	\$6,994,629	63.1	\$4,082,837	\$421,743
Agriculture	\$8,817	\$5,396	0.1	\$2,916	\$77
Other	\$412,637	\$261,014	0.9	\$101,087	\$46,002
Total**	\$35,141,887	\$24,524,507	179.6	\$14,451,510	\$3,519,322

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

New Mexico

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$10,259,197	\$6,053,472	62.5	\$3,394,064	\$1,583,559
Manufacturing	\$104,018	\$18,481	0.4	\$14,187	\$434
Transportation & Warehousing	\$318,760	\$187,679	3.4	\$160,927	\$6,764
Services**	\$3,578,024	\$2,237,059	31.8	\$1,245,289	\$151,655
- Food & accommodation	\$229,630	\$126,945	4.0	\$89,762	\$11,953
- Other	\$3,348,394	\$2,110,114	27.8	\$1,155,527	\$139,703
Agriculture	\$11,780	\$5,709	0.1	\$8,377	-\$78
Other	\$178,667	\$91,112	0.5	\$36,870	\$13,053
Total**	\$14,450,446	\$8,593,512	98.7	\$4,859,713	\$1,755,388

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

New York

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$53,472,904	\$38,066,010	234.5	\$21,142,820	\$9,158,467
Manufacturing	\$1,087,720	\$340,695	2.7	\$185,484	\$52,503
Transportation & Warehousing	\$1,442,513	\$837,705	15.0	\$771,688	\$37,555
Services**	\$23,019,564	\$16,566,256	145.3	\$10,119,439	\$880,789
- Food & accommodation	\$1,110,887	\$704,507	15.9	\$463,395	\$115,054
- Other	\$21,908,677	\$15,861,748	129.4	\$9,656,044	\$765,735
Agriculture	\$52,765	\$24,832	0.5	\$23,041	-\$76
Other	\$984,932	\$587,274	2.2	\$235,251	\$110,306
Total**	\$80,060,398	\$56,422,771	400.1	\$32,477,723	\$10,239,545

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

North Carolina

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$26,442,878	\$17,060,312	143.8	\$10,317,079	\$3,359,660
Manufacturing	\$970,784	\$337,880	2.5	\$143,439	\$35,783
Transportation & Warehousing	\$1,073,788	\$674,442	10.5	\$464,346	\$26,992
Services**	\$12,043,886	\$7,908,716	100.2	\$4,410,032	\$431,523
- Food & accommodation	\$674,152	\$359,341	12.3	\$256,749	\$32,914
- Other	\$11,369,735	\$7,549,376	87.9	\$4,153,283	\$398,608
Agriculture	\$57,653	\$25,650	0.4	\$17,560	\$80
Other	\$516,715	\$305,301	1.4	\$101,722	\$54,601
Total**	\$41,105,705	\$26,312,301	258.8	\$15,454,178	\$3,908,639

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

North Dakota

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$2,202,782	\$1,497,237	10.7	\$819,139	\$324,069
Manufacturing	\$19,193	\$4,374	0.1	\$3,170	\$59
Transportation & Warehousing	\$50,526	\$34,793	0.4	\$18,810	\$697
Services**	\$613,911	\$385,495	5.1	\$203,998	\$19,892
- Food & accommodation	\$38,622	\$20,331	0.7	\$13,757	\$2,458
- Other	\$575,289	\$365,165	4.4	\$190,241	\$17,435
Agriculture	\$2,926	\$1,180	0.0	\$1,292	-\$21
Other	\$33,006	\$15,968	0.1	\$7,930	\$1,496
Total**	\$2,922,343	\$1,939,047	16.3	\$1,054,339	\$346,193

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Ohio

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$24,375,472	\$16,011,276	128.9	\$9,396,360	\$2,876,187
Manufacturing	\$984,654	\$258,783	2.4	\$148,908	\$9,406
Transportation & Warehousing	\$1,058,420	\$697,808	9.4	\$440,555	\$20,680
Services**	\$11,563,009	\$7,504,687	96.0	\$4,412,974	\$418,244
- Food & accommodation	\$634,584	\$337,088	11.6	\$236,728	\$31,194
- Other	\$10,928,425	\$7,167,599	84.3	\$4,176,245	\$387,051
Agriculture	\$33,299	\$14,512	0.3	\$11,899	-\$169
Other	\$511,771	\$283,537	1.4	\$110,343	\$52,252
Total**	\$38,526,625	\$24,770,603	238.3	\$14,521,039	\$3,376,600

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Oklahoma

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$16,970,003	\$11,049,890	89.5	\$5,912,708	\$2,465,079
Manufacturing	\$379,527	\$90,120	0.9	\$50,576	\$1,760
Transportation & Warehousing	\$593,540	\$413,363	4.2	\$202,541	\$8,086
Services**	\$6,591,290	\$4,130,236	57.4	\$2,417,718	\$212,577
- Food & accommodation	\$380,680	\$209,013	6.7	\$144,979	\$17,696
- Other	\$6,210,610	\$3,921,223	50.7	\$2,272,739	\$194,881
Agriculture	\$18,470	\$7,469	0.2	\$5,244	-\$48
Other	\$380,547	\$191,865	1.0	\$86,144	\$20,025
Total**	\$24,933,377	\$15,882,943	153.2	\$8,674,931	\$2,707,479

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Oregon

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$25,932,149	\$17,281,018	134.3	\$10,894,412	\$2,407,683
Manufacturing	\$864,487	\$214,448	2.7	\$144,807	\$8,355
Transportation & Warehousing	\$1,069,057	\$675,841	9.5	\$461,194	\$34,253
Services**	\$11,945,290	\$7,696,465	98.9	\$4,445,623	\$303,515
- Food & accommodation	\$665,854	\$363,582	11.8	\$273,928	\$10,493
- Other	\$11,279,436	\$7,332,883	87.0	\$4,171,695	\$293,022
Agriculture	\$70,721	\$33,640	0.9	\$21,359	\$272
Other	\$461,216	\$250,247	1.4	\$108,817	\$32,314
Total**	\$40,342,920	\$26,151,658	247.6	\$16,076,212	\$2,786,392

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Pennsylvania

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$26,931,454	\$18,192,981	135.6	\$10,820,170	\$3,492,714
Manufacturing	\$1,132,085	\$264,817	2.4	\$156,146	\$4,767
Transportation & Warehousing	\$1,077,931	\$669,864	10.9	\$532,480	\$16,528
Services**	\$12,671,763	\$8,478,735	95.9	\$5,077,518	\$522,060
- Food & accommodation	\$618,993	\$336,399	11.0	\$242,467	\$29,992
- Other	\$12,052,770	\$8,142,337	84.9	\$4,835,051	\$492,068
Agriculture	\$39,224	\$17,136	0.4	\$13,607	-\$88
Other	\$617,379	\$379,224	1.5	\$137,500	\$56,955
Total**	\$42,469,836	\$28,002,756	246.7	\$16,737,420	\$4,092,937

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Rhode Island

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$2,266,169	\$1,520,457	11.3	\$894,813	\$390,680
Manufacturing	\$17,924	\$4,819	0.1	\$4,197	\$200
Transportation & Warehousing	\$54,749	\$27,578	0.8	\$38,101	\$1,627
Services**	\$999,357	\$678,439	7.5	\$378,979	\$43,210
- Food & accommodation	\$57,268	\$32,535	1.0	\$22,520	\$4,661
- Other	\$942,090	\$645,904	6.5	\$356,459	\$38,550
Agriculture	\$306	\$168	0.0	\$78	-\$1
Other	\$34,380	\$3,013	0.1	\$7,399	\$3,694
Total**	\$3,372,885	\$2,234,474	19.8	\$1,323,567	\$439,410

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

South Carolina

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$10,070,862	\$6,621,055	52.8	\$3,561,620	\$1,794,233
Manufacturing	\$208,058	\$51,359	0.6	\$33,312	\$1,723
Transportation & Warehousing	\$340,144	\$205,551	3.8	\$166,458	\$5,123
Services**	\$3,655,629	\$2,284,523	35.8	\$1,352,164	\$139,420
- Food & accommodation	\$237,213	\$128,143	4.3	\$89,987	\$13,592
- Other	\$3,418,417	\$2,156,380	31.5	\$1,262,177	\$125,828
Agriculture	\$11,331	\$5,060	0.1	\$2,631	\$151
Other	\$189,185	\$105,409	0.5	\$39,003	\$17,171
Total**	\$14,475,210	\$9,272,957	93.6	\$5,155,187	\$1,957,821

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

South Dakota

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$2,048,692	\$1,320,829	11.0	\$711,595	\$291,883
Manufacturing	\$35,032	\$8,788	0.2	\$8,764	\$248
Transportation & Warehousing	\$52,682	\$30,063	0.6	\$23,972	\$675
Services**	\$708,358	\$433,845	6.2	\$235,690	\$26,771
- Food & accommodation	\$40,510	\$19,971	0.8	\$13,887	\$2,169
- Other	\$667,848	\$413,874	5.4	\$221,803	\$24,602
Agriculture	\$4,070	\$1,485	0.0	\$1,685	-\$3
Other	\$37,224	\$19,245	0.1	\$7,517	\$3,084
Total**	\$2,886,058	\$1,814,254	18.0	\$989,223	\$322,659

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Tennessee

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$16,067,611	\$10,674,339	82.9	\$5,926,565	\$2,296,548
Manufacturing	\$505,147	\$138,880	1.3	\$74,486	\$4,251
Transportation & Warehousing	\$660,549	\$451,431	5.5	\$311,528	\$11,316
Services**	\$7,235,472	\$4,757,163	57.7	\$2,818,235	\$295,264
- Food & accommodation	\$407,473	\$229,221	7.0	\$154,065	\$30,693
- Other	\$6,827,999	\$4,527,943	50.7	\$2,664,169	\$264,571
Agriculture	\$17,166	\$6,852	0.3	\$3,358	-\$28
Other	\$172,276	\$90,425	0.7	\$42,472	\$10,379
Total**	\$24,658,221	\$16,119,090	148.3	\$9,176,644	\$2,617,730

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Texas

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$149,599,187	\$105,375,705	688.5	\$60,450,418	\$16,665,518
Manufacturing	\$8,241,987	\$2,167,263	14.8	\$969,596	\$54,566
Transportation & Warehousing	\$6,249,243	\$4,238,837	45.8	\$2,278,443	\$151,702
Services**	\$67,417,324	\$44,419,738	529.3	\$26,036,856	\$2,865,129
- Food & accommodation	\$3,739,034	\$2,164,710	61.5	\$1,420,180	\$328,969
- Other	\$63,678,290	\$42,255,027	467.8	\$24,616,676	\$2,536,160
Agriculture	\$353,522	\$129,231	3.6	\$100,110	\$331
Other	\$4,179,181	\$2,673,333	10.0	\$1,106,881	\$393,362
Total**	\$236,040,444	\$159,004,107	1,291.8	\$90,942,304	\$20,130,607

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Utah

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$17,116,756	\$10,790,467	96.6	\$6,526,582	\$2,140,807
Manufacturing	\$770,496	\$184,131	2.1	\$108,677	\$3,333
Transportation & Warehousing	\$764,035	\$461,918	7.5	\$371,647	\$25,396
Services**	\$8,513,314	\$5,273,066	73.9	\$2,991,509	\$255,094
- Food & accommodation	\$431,061	\$230,960	7.8	\$163,445	\$23,282
- Other	\$8,082,252	\$5,042,105	66.0	\$2,828,064	\$231,812
Agriculture	\$30,216	\$13,444	0.3	\$4,811	-\$53
Other	\$332,209	\$175,212	1.0	\$81,433	\$28,764
Total**	\$27,527,027	\$16,898,236	181.4	\$10,084,659	\$2,453,342

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Vermont

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$1,198,162	\$749,746	6.7	\$428,912	\$206,100
Manufacturing	\$14,777	\$3,006	0.1	\$2,546	\$119
Transportation & Warehousing	\$29,192	\$14,130	0.4	\$19,001	\$514
Services**	\$436,641	\$273,487	4.0	\$153,807	\$19,800
- Food & accommodation	\$25,343	\$13,981	0.4	\$10,216	\$1,347
- Other	\$411,298	\$259,506	3.5	\$143,591	\$18,452
Agriculture	\$1,565	\$716	0.0	\$1,008	-\$5
Other	\$23,163	\$12,076	0.1	\$5,446	\$2,236
Total**	\$1,703,499	\$1,053,161	11.3	\$610,719	\$228,763

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Virginia

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$25,549,422	\$17,154,733	128.9	\$10,207,527	\$3,530,691
Manufacturing	\$553,460	\$189,713	1.5	\$84,537	\$26,768
Transportation & Warehousing	\$987,331	\$655,912	8.9	\$401,754	\$28,226
Services**	\$11,409,411	\$7,751,822	82.5	\$4,492,229	\$382,931
- Food & accommodation	\$577,236	\$322,625	10.0	\$228,908	\$32,381
- Other	\$10,832,175	\$7,429,197	72.6	\$4,263,322	\$350,550
Agriculture	\$25,794	\$11,621	0.3	\$6,249	\$401
Other	\$475,593	\$285,370	1.3	\$102,146	\$50,777
Total**	\$39,001,011	\$26,049,170	223.4	\$15,294,442	\$4,019,795

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Washington

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$48,932,962	\$33,882,108	229.0	\$18,507,127	\$8,880,939
Manufacturing	\$2,367,503	\$641,307	4.1	\$258,769	\$14,847
Transportation & Warehousing	\$1,863,358	\$1,226,339	15.1	\$840,962	\$67,493
Services**	\$20,760,374	\$13,945,301	148.9	\$7,919,684	\$996,785
- Food & accommodation	\$1,132,371	\$700,157	16.9	\$439,790	\$120,897
- Other	\$19,628,004	\$13,245,144	132.0	\$7,479,894	\$875,888
Agriculture	\$106,646	\$50,065	0.9	\$45,020	-\$110
Other	\$645,949	\$393,450	1.9	\$142,670	\$92,401
Total**	\$74,676,793	\$50,138,571	400.0	\$27,714,232	\$10,052,357

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

West Virginia

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$3,906,650	\$2,465,358	21.5	\$1,283,696	\$719,989
Manufacturing	\$34,602	\$7,212	0.1	\$5,163	\$112
Transportation & Warehousing	\$99,844	\$65,343	0.9	\$40,724	\$1,289
Services**	\$1,090,966	\$682,835	10.0	\$394,575	\$38,180
- Food & accommodation	\$70,514	\$36,847	1.3	\$25,434	\$4,813
- Other	\$1,020,452	\$645,988	8.6	\$369,141	\$33,367
Agriculture	\$1,448	\$625	0.1	\$371	-\$4
Other	\$60,858	\$32,358	0.2	\$12,645	\$5,631
Total**	\$5,194,369	\$3,253,730	32.7	\$1,737,175	\$765,196

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Wisconsin

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$12,452,558	\$7,943,641	69.2	\$4,858,006	\$1,456,428
Manufacturing	\$577,217	\$162,938	1.8	\$115,053	\$3,251
Transportation & Warehousing	\$454,032	\$283,380	4.6	\$220,537	\$7,545
Services**	\$5,642,246	\$3,635,770	46.6	\$2,052,592	\$234,155
- Food & accommodation	\$303,183	\$154,903	5.8	\$107,408	\$16,171
- Other	\$5,339,064	\$3,480,868	40.8	\$1,945,185	\$217,984
Agriculture	\$35,458	\$15,966	0.3	\$14,763	-\$156
Other	\$270,111	\$162,761	0.7	\$60,507	\$23,787
Total**	\$19,431,621	\$12,204,457	123.1	\$7,321,458	\$1,725,009

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding

Wyoming

Industry	Output	Value-added	Employment (no. of jobs)	Labor Income	Taxes*
Wholesale/Retail	\$4,845,607	\$3,262,991	23.5	\$1,626,351	\$952,593
Manufacturing	\$29,456	\$4,489	0.1	\$3,454	\$234
Transportation & Warehousing	\$125,398	\$81,598	1.1	\$53,401	\$2,721
Services**	\$1,127,227	\$702,497	10.1	\$369,194	\$42,289
- Food & accommodation	\$77,082	\$41,615	1.4	\$29,748	\$3,521
- Other	\$1,050,145	\$660,881	8.7	\$339,446	\$38,768
Agriculture	\$1,989	\$1,085	0.0	\$661	\$97
Other	\$74,242	\$42,456	0.2	\$15,877	\$7,368
Total**	\$6,203,919	\$4,095,116	35.0	\$2,068,937	\$1,005,302

* Indirect Business Taxes

** Services (Total) and Total may not add due to rounding