

Appendix D: Tenant Improvement Impacts by State

Appendix D-1

Impacts of Tenant Improvements on State Economies (Office), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.053	0.112	0.037	878
Alaska	0.002	0.003	0.001	17
Arizona	0.122	0.248	0.083	1,945
Arkansas	0.053	0.106	0.034	803
California	2.890	6.050	2.007	38,373
Colorado	0.214	0.458	0.153	3,317
Connecticut	0.119	0.221	0.071	1,315
Delaware	0.070	0.120	0.033	685
District of Columbia	0.355	0.395	0.025	432
Florida	0.434	0.892	0.300	7,200
Georgia	0.608	1.382	0.452	10,699
Hawaii	0.026	0.047	0.016	325
Idaho	0.028	0.052	0.017	417
Illinois	0.518	1.184	0.373	7,214
Indiana	0.087	0.190	0.060	1,313
Iowa	0.069	0.131	0.043	947
Kansas	0.124	0.249	0.074	1,677
Kentucky	0.097	0.200	0.062	1,439
Louisiana	0.056	0.111	0.038	808
Maine	0.013	0.025	0.008	204
Maryland	0.553	1.017	0.315	6,333
Massachusetts	0.502	0.932	0.295	5,601
Michigan	0.172	0.365	0.121	2,673
Minnesota	0.099	0.218	0.070	1,391
Mississippi	0.001	0.003	0.001	20
Missouri	0.185	0.392	0.120	2,752
Montana	0.025	0.046	0.016	373
Nebraska	0.327	0.613	0.200	4,448
Nevada	0.059	0.109	0.036	819
New Hampshire	0.014	0.027	0.008	160
New Jersey	0.320	0.655	0.202	3,842
New Mexico	0.019	0.032	0.011	263
New York	2.194	3.927	1.223	23,010
North Carolina	0.575	1.250	0.402	9,420
North Dakota	0.037	0.065	0.021	399
Ohio	0.198	0.448	0.142	3,101
Oklahoma	0.040	0.083	0.028	604
Oregon	0.113	0.225	0.071	1,552
Pennsylvania	0.426	0.958	0.298	5,967
Rhode Island	0.012	0.020	0.006	120
South Carolina	0.134	0.289	0.093	2,230
South Dakota	0.035	0.065	0.022	489
Tennessee	0.210	0.477	0.149	3,180
Texas	1.936	4.638	1.522	29,988
Utah	0.099	0.217	0.071	1,603
Vermont	0.005	0.009	0.003	70
Virginia	0.537	1.043	0.324	7,019
Washington	0.390	0.795	0.260	5,076
West Virginia	0.004	0.008	0.002	52
Wisconsin	0.122	0.252	0.084	1,807
Wyoming	0.002	0.004	0.001	26
State Totals	15.283	31.356	10.000	204,394
Interstate Spillovers		12.579	3.916	89,280
U.S. Totals	15.283	43.934	13.916	293,674

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**), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.060	0.129	0.042	1,006
Alaska	0.000	0.000	0.000	3
Arizona	0.105	0.215	0.072	1,680
Arkansas	0.016	0.032	0.010	242
California	0.594	1.244	0.413	7,893
Colorado	0.106	0.227	0.076	1,647
Connecticut	0.012	0.022	0.007	129
Delaware	0.030	0.051	0.014	294
District of Columbia	0.000	0.000	0.000	-
Florida	0.075	0.153	0.051	1,238
Georgia	0.118	0.267	0.087	2,071
Hawaii	0.004	0.007	0.003	51
Idaho	0.016	0.030	0.010	239
Illinois	0.112	0.257	0.081	1,565
Indiana	0.091	0.199	0.063	1,374
Iowa	0.459	0.878	0.285	6,338
Kansas	0.046	0.091	0.027	614
Kentucky	0.071	0.147	0.045	1,057
Louisiana	1.198	2.357	0.801	17,224
Maine	0.015	0.027	0.009	220
Maryland	0.010	0.019	0.006	118
Massachusetts	0.250	0.464	0.147	2,792
Michigan	0.217	0.459	0.152	3,359
Minnesota	0.096	0.210	0.067	1,343
Mississippi	0.000	0.001	0.000	6
Missouri	0.135	0.285	0.087	2,000
Montana	0.008	0.015	0.005	126
Nebraska	0.129	0.243	0.079	1,759
Nevada	0.014	0.027	0.009	200
New Hampshire	0.002	0.003	0.001	20
New Jersey	0.036	0.075	0.023	437
New Mexico	0.002	0.003	0.001	24
New York	0.128	0.230	0.072	1,347
North Carolina	0.209	0.455	0.147	3,431
North Dakota	0.003	0.005	0.002	33
Ohio	0.143	0.324	0.103	2,244
Oklahoma	0.000	0.000	0.000	-
Oregon	0.007	0.014	0.004	96
Pennsylvania	2.532	5.688	1.769	35,445
Rhode Island	0.010	0.018	0.005	109
South Carolina	0.133	0.288	0.092	2,224
South Dakota	0.140	0.258	0.086	1,931
Tennessee	0.084	0.191	0.060	1,274
Texas	1.204	2.883	0.946	18,642
Utah	0.032	0.069	0.023	512
Vermont	0.013	0.022	0.007	173
Virginia	0.037	0.071	0.022	480
Washington	0.091	0.186	0.061	1,190
West Virginia	0.002	0.004	0.001	30
Wisconsin	0.077	0.159	0.053	1,138
Wyoming	0.000	0.000	0.000	-
State Totals	8.875	19.007	6.126	127,370
Interstate Spillovers		6.507	1.956	43,176
U.S. Totals	8.875	25.514	8.082	170,546

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**), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.102	0.217	0.071	1,699
Alaska	0.002	0.003	0.001	19
Arizona	0.066	0.135	0.045	1,054
Arkansas	0.028	0.055	0.018	418
California	0.606	1.268	0.421	8,044
Colorado	0.124	0.265	0.089	1,922
Connecticut	0.039	0.073	0.023	434
Delaware	0.005	0.008	0.002	48
District of Columbia	0.000	0.000	0.000	-
Florida	0.396	0.815	0.274	6,577
Georgia	0.249	0.566	0.185	4,387
Hawaii	0.006	0.011	0.004	76
Idaho	0.008	0.014	0.005	116
Illinois	0.185	0.424	0.133	2,581
Indiana	0.059	0.130	0.041	895
Iowa	0.029	0.056	0.018	401
Kansas	0.101	0.202	0.060	1,357
Kentucky	0.095	0.196	0.060	1,409
Louisiana	0.015	0.030	0.010	218
Maine	0.002	0.003	0.001	24
Maryland	0.114	0.209	0.065	1,300
Massachusetts	0.061	0.114	0.036	685
Michigan	0.060	0.127	0.042	926
Minnesota	0.032	0.069	0.022	441
Mississippi	0.028	0.054	0.017	418
Missouri	0.163	0.344	0.105	2,418
Montana	0.000	0.001	0.000	7
Nebraska	0.008	0.016	0.005	114
Nevada	0.065	0.120	0.040	902
New Hampshire	0.015	0.029	0.009	173
New Jersey	0.305	0.623	0.192	3,655
New Mexico	0.002	0.004	0.001	33
New York	0.233	0.416	0.130	2,440
North Carolina	0.062	0.135	0.044	1,020
North Dakota	0.003	0.005	0.001	28
Ohio	0.057	0.128	0.040	886
Oklahoma	0.019	0.040	0.013	292
Oregon	0.059	0.117	0.037	809
Pennsylvania	0.161	0.363	0.113	2,259
Rhode Island	0.004	0.007	0.002	40
South Carolina	0.042	0.091	0.029	700
South Dakota	0.013	0.023	0.008	175
Tennessee	0.058	0.132	0.041	880
Texas	0.581	1.392	0.457	9,003
Utah	0.078	0.171	0.056	1,268
Vermont	0.002	0.004	0.001	31
Virginia	0.068	0.133	0.041	895
Washington	0.157	0.320	0.105	2,047
West Virginia	0.000	0.000	0.000	-
Wisconsin	0.038	0.079	0.026	564
Wyoming	0.002	0.003	0.001	20
State Totals	4.606	9.740	3.141	66,109
Interstate Spillovers		3.502	1.053	22,404
U.S. Totals	4.606	13.242	4.194	88,513

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 and Entertainment), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.111	0.236	0.077	1,842
Alaska	0.003	0.004	0.002	29
Arizona	0.097	0.198	0.066	1,547
Arkansas	0.032	0.064	0.021	485
California	0.587	1.228	0.407	7,788
Colorado	0.156	0.333	0.111	2,411
Connecticut	0.131	0.242	0.078	1,442
Delaware	0.013	0.022	0.006	126
District of Columbia	0.047	0.052	0.003	57
Florida	0.683	1.403	0.471	11,329
Georgia	0.184	0.419	0.137	3,244
Hawaii	0.040	0.072	0.025	501
Idaho	0.020	0.037	0.012	298
Illinois	0.223	0.510	0.161	3,110
Indiana	0.072	0.157	0.049	1,083
Iowa	0.058	0.112	0.036	807
Kansas	0.043	0.086	0.025	575
Kentucky	0.083	0.172	0.053	1,235
Louisiana	0.074	0.145	0.049	1,063
Maine	0.008	0.014	0.005	117
Maryland	0.095	0.174	0.054	1,087
Massachusetts	0.123	0.228	0.072	1,371
Michigan	0.122	0.259	0.086	1,893
Minnesota	0.069	0.152	0.049	971
Mississippi	0.028	0.054	0.017	419
Missouri	0.182	0.386	0.118	2,710
Montana	0.015	0.028	0.009	226
Nebraska	0.071	0.133	0.044	966
Nevada	0.055	0.102	0.034	770
New Hampshire	0.012	0.024	0.007	142
New Jersey	0.186	0.381	0.117	2,234
New Mexico	0.035	0.062	0.021	497
New York	0.495	0.885	0.276	5,188
North Carolina	0.227	0.495	0.159	3,727
North Dakota	0.016	0.028	0.009	172
Ohio	0.207	0.469	0.148	3,242
Oklahoma	0.042	0.086	0.029	631
Oregon	0.092	0.184	0.058	1,267
Pennsylvania	0.169	0.380	0.118	2,370
Rhode Island	0.016	0.028	0.008	169
South Carolina	0.083	0.178	0.057	1,376
South Dakota	0.010	0.019	0.006	141
Tennessee	0.105	0.239	0.075	1,592
Texas	0.879	2.105	0.691	13,609
Utah	0.072	0.159	0.052	1,173
Vermont	0.008	0.015	0.005	113
Virginia	0.137	0.266	0.082	1,787
Washington	0.137	0.280	0.091	1,787
West Virginia	0.008	0.014	0.004	94
Wisconsin	0.105	0.217	0.072	1,553
Wyoming	0.003	0.005	0.002	34
State Totals	6.468	13.539	4.366	92,399
Interstate Spillovers		5.055	1.524	31,891
U.S. Totals	6.468	18.594	5.890	124,290

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), 2017

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	0.326	0.694	0.227	5,424
Alaska	0.006	0.010	0.004	68
Arizona	0.390	0.795	0.266	6,226
Arkansas	0.129	0.258	0.083	1,949
California	4.677	9.790	3.248	62,098
Colorado	0.600	1.283	0.428	9,298
Connecticut	0.301	0.558	0.179	3,320
Delaware	0.118	0.201	0.056	1,153
District of Columbia	0.402	0.447	0.028	489
Florida	1.587	3.263	1.096	26,343
Georgia	1.159	2.635	0.862	20,402
Hawaii	0.076	0.137	0.047	953
Idaho	0.072	0.133	0.044	1,071
Illinois	1.038	2.375	0.748	14,470
Indiana	0.308	0.676	0.213	4,665
Iowa	0.615	1.176	0.381	8,493
Kansas	0.313	0.628	0.186	4,223
Kentucky	0.345	0.715	0.220	5,139
Louisiana	1.343	2.643	0.898	19,313
Maine	0.037	0.070	0.024	565
Maryland	0.772	1.419	0.440	8,838
Massachusetts	0.937	1.738	0.551	10,449
Michigan	0.570	1.210	0.401	8,851
Minnesota	0.297	0.649	0.207	4,146
Mississippi	0.057	0.112	0.036	862
Missouri	0.664	1.406	0.429	9,880
Montana	0.049	0.090	0.030	732
Nebraska	0.535	1.005	0.328	7,287
Nevada	0.194	0.358	0.119	2,692
New Hampshire	0.043	0.082	0.025	496
New Jersey	0.848	1.734	0.534	10,168
New Mexico	0.058	0.101	0.034	817
New York	3.050	5.458	1.701	31,984
North Carolina	1.074	2.336	0.752	17,598
North Dakota	0.058	0.104	0.033	633
Ohio	0.604	1.369	0.433	9,473
Oklahoma	0.101	0.209	0.070	1,527
Oregon	0.272	0.541	0.170	3,724
Pennsylvania	3.289	7.389	2.297	46,041
Rhode Island	0.042	0.074	0.022	438
South Carolina	0.392	0.846	0.272	6,529
South Dakota	0.198	0.366	0.122	2,736
Tennessee	0.458	1.039	0.325	6,926
Texas	4.600	11.018	3.616	71,242
Utah	0.281	0.616	0.202	4,556
Vermont	0.028	0.050	0.016	387
Virginia	0.779	1.514	0.470	10,180
Washington	0.775	1.581	0.517	10,099
West Virginia	0.014	0.026	0.008	176
Wisconsin	0.342	0.706	0.234	5,062
Wyoming	0.007	0.011	0.004	79
State Totals	35.232	73.642	23.634	490,272
Interstate Spillovers		27.642	8.448	186,751
U.S. Totals	35.232	101.284	32.082	677,023

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.