# Economic Impacts

## OF GLOBALLY ENGAGED US COMPANIES

Business Roundtable

Prepared for Business Roundtable by PwC

# *Economic Impacts of Globally Engaged US Companies*

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# Economic Impacts of Globally Engaged US Companies

## *Executive Summary*

Business Roundtable engaged PwC to quantify the impacts to the US economy of globally engaged US companies in terms of employment, labor income, and value added.[1] This report provides PwC's economic impact estimates for 2019 at the national and state level. The study was carried out using data from the US Department of Commerce's Bureau of Economic Analysis (BEA) and the IMPLAN model, an input-output model based on federal government data. For purposes of this report, a globally engaged US company is defined as a US business entity that owns or controls 10 percent or more of the voting securities of a foreign business entity.

In describing these economic impacts, this report considers three separate channels -- the direct impact, the indirect impact, and the induced impact -- that in aggregate provide a measure of the total economic impact of globally engaged US companies.

- ***Direct impact*** is measured as the US jobs, labor income, and value added *directly attributable to* globally engaged US companies.
- ***Indirect impact*** is measured as the US jobs, labor income, and value added occurring *throughout the US supply chain* of globally engaged US companies.
- ***Induced impact*** is measured as the US jobs, labor income, and value added resulting from *household spending* of US labor and proprietor's income earned from globally engaged US companies and their US supply chains and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

This report quantifies the ***operational impact*** (due to purchases of US intermediate inputs and payments of US labor compensation and dividends by globally engaged US companies) and ***capital investment impact*** (due to investment in new US structures and equipment by globally engaged US companies) at the national and state level. These economic impacts include all of the linkages of globally engaged US companies to their US suppliers. They do not capture any economic impact on production in sectors that use the output of globally engaged US companies.

In 2019, globally engaged US companies directly employed 29.3 million American workers, including both full-time and part-time jobs. They accounted for 22.2 percent of US private-sector payroll employment and 16.6 percent of all US private-sector employment, including self employed. These companies paid out $2.4 trillion in employee compensation, or 25.8 percent of the US private-sector total, and directly contributed 22.6 percent ($4.2 trillion) to US private-sector gross domestic product ("GDP") (see **Table E-1**).

Including direct, indirect, and induced impacts, globally engaged US companies supported 51.4 percent of all US private-sector employment (90.9 million jobs), 56.4 percent of total US

[1] Value added refers to the additional value created at a particular stage of production. It is a measure of the overall importance of an industry and represents the industry's portion of US gross domestic product ("GDP"). Value added consists of: employee compensation, proprietors' income, income to capital owners from property, and indirect business taxes (including excise taxes, property taxes, fees, licenses, and sales taxes paid by businesses).

private-sector labor income ($6.2 trillion), and 56.0 percent of total US private-sector GDP ($10.5 trillion) in 2019.

**Table E-1 – Total Economic Impact of Globally Engaged US Companies in the United States, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of US Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 29,297,300 | 25,033,300 | 36,598,600 | 90,929,200 | 51.4% |
| Labor Income ($billions)[b] | $2,421.7 | $1,764.9 | $2,007.3 | $6,193.9 | 56.4% |
| GDP ($billions) | $4,234.5 | $2,849.9 | $3,412.5 | $10,496.9 | 56.0% |

Source: PwC calculations using the IMPLAN modeling system (2019 database).

Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

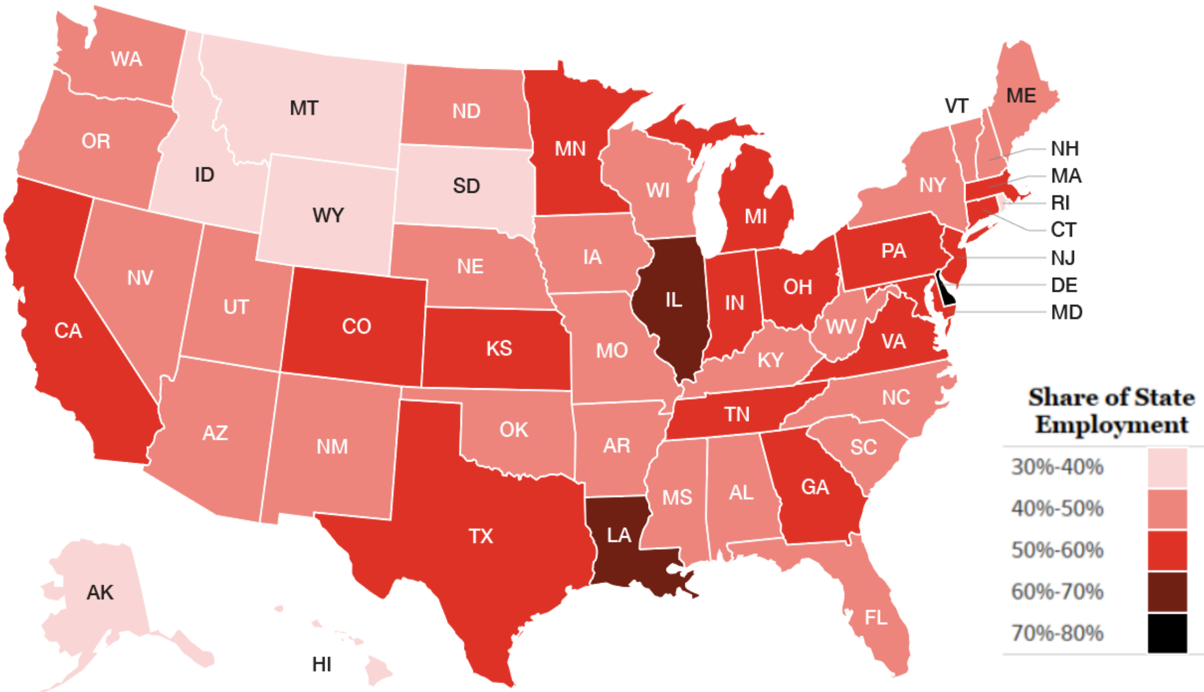
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

The economic impact of globally engaged US companies can be seen across the United States. In 27 states the industry directly and indirectly supported at least 1 million jobs in 2019. The share of employment supported by globally engaged US companies (including direct, indirect and induced impacts) in each state ranges from 34.4 percent in Hawaii to 75.9 percent in Delaware (see **Figure E-1**, below).

**Figure E-1 – Share of Employment Directly and Indirectly Supported by Globally Engaged US Companies, 2019**




Source: PwC calculations

# Economic Impacts of Globally Engaged US Companies

## *I. Introduction*

Business Roundtable engaged PwC to quantify the impacts on the US economy of globally engaged US companies in terms of employment, labor income, and value added.[2] This report provides PwC's economic impact estimates for 2019 at the national and state levels. The study was carried out using data from the US Department of Commerce's Bureau of Economic Analysis (BEA) and the IMPLAN model, an input-output model based on federal government data. For purposes of this report, a globally engaged US company is defined as a US business entity that owns or controls 10 percent or more of the voting securities of a foreign business entity.

The rest of this report is organized as follows. **Section II** presents summary estimates of the economic impact of globally engaged US companies in 2019 at the national and state levels in terms of employment, labor income, and value added. **Section III** provides a detailed description of the data sources and methodology used for the study. The **Appendix** presents additional detail on the economic impacts of globally engaged US companies at the national level and for each of the 50 states and the District of Columbia.

[2] Value added refers to the additional value created at a particular stage of production. It is a measure of the overall importance of an industry and represents the industry's portion of US gross domestic product ("GDP"). Value added consists of: employee compensation, proprietors' income, income to capital owners from property, and indirect business taxes (including excise taxes, property taxes, fees, licenses, and sales taxes paid by businesses).

# II. The Economic Impacts of Globally Engaged US Companies

Globally engaged US companies are an integral part of the US economy. According to the most recent data from the BEA, 4,838 US companies operated internationally and competed in global markets for inputs, capital, and customers in 2019.[3] These globally engaged US companies directly employed 29.3 million American workers, who earned $2.4 trillion in wages and salaries and benefits, and produced nearly $4.2 trillion in national GDP in 2019.

The total US economic impact of globally engaged US companies, however, is greater than the economic activity directly attributable to these companies (i.e., the "direct" impact). Globally engaged US companies purchase intermediate inputs from a variety of other companies throughout the economy, supporting additional jobs and economic activity among their suppliers, spurring additional rounds of spending. The US jobs, labor income, and value added supported by this cycle of spending, or multiplier process, are referred to as the "indirect" economic impact. Other economic impacts are generated by the personal consumption expenditures of employees and business owners of globally engaged US companies and their supply chains, as well as from dividend income of the shareholders of globally engaged US companies. The economic activity supported by this cycle of spending is referred to as the "induced" economic impact.

In addition to purchasing intermediate inputs, globally engaged US companies purchase capital goods. Purchases of these goods from their US suppliers have a similar multiplier effect on the rest of the economy. BEA data show that globally engaged US companies invested $738.9 billion in property, plant, and equipment in the United States in 2019, accounting for 40.9 percent of all US capital expenditures.[4]

Globally engaged US companies are among the most innovative American companies. BEA data show that globally engaged US companies spent a total of $350.2 billion on R&D in the United States in 2019, accounting for 71 percent of research and development (R&D) performed by all US businesses.[5]

In describing the economic impact of globally engaged US companies through their employment and purchases of goods and services, this report considers all three channels above -- the direct impact, the indirect impact, and the induced impact -- that in aggregate provide a measure of the total economic impact of globally engaged US companies.

- ***Direct impact*** is measured as the US jobs, labor income, and value added *directly attributable to* globally engaged US companies.
- ***Indirect impact*** is measured as the US jobs, labor income, and value added occurring *throughout the US supply chain* of globally engaged US companies.
- ***Induced impact*** is measured as the US jobs, labor income, and value added resulting from *household spending* of US labor and proprietor's income earned from globally engaged US companies and their US supply chains and the consumption spending by

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[3] US Bureau of Economic Analysis, Table I.A.2 at https://www.bea.gov/worldwide-activities-us-multinational-enterprises-preliminary-2019-statistics.

[4] US Bureau of Economic Analysis, "Activities of US Multinational Enterprises in 2019," *Survey of Current Business*, December 2021. Available at: https://apps.bea.gov/scb/2021/12-december/1221-multinational-enterprises.htm.

[5] Ibid.

households as shareholders from their receipt of dividends paid by globally engaged US companies.

The report also categorizes the total economic impact of globally engaged US companies into an **operational impact** (due to their purchases of intermediate inputs and payments of labor compensation and dividends) and a **capital investment impact** (due to their investment in new structures and equipment). The impact is presented at the national and state level.

### *National Level Impacts*

Including the direct, indirect, and induced impacts, the globally engaged US companies supported 51.4 percent of all US private-sector employment (90.9 million jobs) in 2019, 56.4 percent of total US private-sector labor income ($6.2 trillion), and 56.0 percent of total US private-sector GDP ($10.5 trillion) in 2019 (see **Table 1**, below).

**Table 1 – Total Economic Impact of Globally Engaged US Companies in the United States, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of US Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 29,297,300 | 25,033,300 | 36,598,600 | 90,929,200 | 51.4% |
| Labor Income ($billions)[b] | $2,421.7 | $1,764.9 | $2,007.3 | $6,193.9 | 56.4% |
| GDP ($billions) | $4,234.5 | $2,849.9 | $3,412.5 | $10,496.9 | 56.0% |

Source: PwC calculations using the IMPLAN modeling system (2019 database).
Details may not add to totals due to rounding.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table 2**, below, provides details on the direct, indirect, and induced economic impacts of globally engaged US companies at the national level by type of impact and by major industry groups classified by industry of the establishment.[6]

[6] BEA provides direct employment, compensation, and value added classified by industry of the parent, while all industry data in this report are classified by industry of the establishment.

**Table 2 – Direct, Indirect, and Induced Economic Impacts of Globally Engaged US Companies, by Major Industry Sector, 2019**

| Sector | Employment[a] | Labor Income ($ billion)[b] | GDP ($ billion) |
|---|---|---|---|
| **Direct Impact** | **29,297,300** | **$2,421.7** | **$4,234.5** |
| Manufacturing | 6,008,200 | $724.2 | $1,270.6 |
| Trade and transportation | 9,650,200 | $544.1 | $855.0 |
| Services | 12,698,900 | $1,066.6 | $1,904.6 |
| All other industries | 939,900 | $86.9 | $204.3 |
| | | | |
| **Indirect Impact[c]** | **25,033,300** | **$1,764.9** | **$2,849.9** |
| Manufacturing | 2,434,600 | $188.3 | $309.1 |
| Trade and transportation | 4,589,700 | $303.3 | $486.3 |
| Services | 14,737,700 | $1,052.2 | $1,687.6 |
| All other industries | 3,271,200 | $221.0 | $366.9 |
| | | | |
| **Induced Impact[d]** | **36,598,600** | **$2,007.3** | **$3,412.5** |
| Manufacturing | 1,105,500 | $74.8 | $133.7 |
| Trade and transportation | 5,959,500 | $300.2 | $482.6 |
| Services | 28,183,700 | $1,553.6 | $2,646.1 |
| All other industries | 1,349,900 | $78.8 | $150.0 |
| | | | |
| **Total Impact** | **90,929,200** | **$6,193.9** | **$10,496.9** |
| Manufacturing | 9,548,300 | $987.2 | $1,713.4 |
| Trade and transportation | 20,199,400 | $1,147.6 | $1,824.0 |
| Services | 55,620,300 | $3,672.3 | $6,238.3 |
| All other industries | 5,561,000 | $386.7 | $721.2 |

Source: PwC calculations using the IMPLAN modeling system (2019 database). Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

## *State Level Impacts*

Globally engaged US companies are significant employers in all 50 states and the District of Columbia. Including direct, indirect, and induced impacts, total employment supported by globally engaged US companies ranged from a low of 129,600 in Wyoming to a high of 10.8 million in California. **Table 3A**, below, provides the top 10 states in terms of the total employment impact of globally engaged US companies.

**Table 3A – Total Jobs Supported by Globally Engaged US Companies, 2019**
***Top 10 States, Ranked by Total Jobs Supported***

| State | Total Jobs Supported | Percent of Private Sector Employment in State |
|---|---|---|
| California | 10,819,600 | 50.6% |
| Texas | 9,436,800 | 59.7% |
| Florida | 5,311,400 | 46.0% |
| New York | 5,067,500 | 45.1% |
| Illinois | 4,450,200 | 63.7% |
| Pennsylvania | 3,719,600 | 53.1% |
| Ohio | 3,513,200 | 56.1% |
| Georgia | 3,051,300 | 54.4% |
| New Jersey | 2,876,400 | 58.1% |
| Michigan | 2,631,700 | 51.6% |

Source: PwC calculations using the IMPLAN modeling system (2019 database).

As a percent of the private sector workforce in the state, globally engaged US companies had the largest impact in Delaware (75.9 percent), Illinois (63.7 percent), Louisiana (60.5 percent), Texas (59.7 percent), and Minnesota (59.1 percent) (**Table 3B**, below).

**Table 3B – Total Jobs Supported by Globally Engaged US Companies, 2019**
***Top 10 States, Ranked by Share of Private Employment***

| State | Total Jobs Supported | Percent of Private Sector Employment in State |
|---|---|---|
| Delaware | 400,300 | 75.9% |
| Illinois | 4,450,200 | 63.7% |
| Louisiana | 1,426,500 | 60.5% |
| Texas | 9,436,800 | 59.7% |
| Minnesota | 1,980,000 | 59.1% |
| New Jersey | 2,876,400 | 58.1% |
| Virginia | 2,583,100 | 58.0% |
| Connecticut | 1,183,500 | 57.8% |
| Massachusetts | 2,473,300 | 56.1% |
| Ohio | 3,513,200 | 56.1% |

Source: PwC calculations using the IMPLAN modeling system (2019 database).

For the complete state-level results see **Appendix A**.

# III. Data Sources and Methodology

This section describes the methodology used to derive the results for the study. It first discusses the data sources used to develop the estimates of US employment, labor income, and value added directly attributable to globally engaged US companies and their dividend and capital investment impacts. It then describes the development of the indirect and induced impacts.

## Estimating Direct Jobs, Labor Income, and Value Added

The primary data source for this study is a survey on globally engaged US companies from the BEA. Each year BEA surveys US-headquartered multinational companies to collect detailed financial and operating data such as employment, sales, employee compensation, value added, capital expenditures, and R&D expenditures. BEA defines a multinational company as the combination of a US parent company and its foreign affiliates, where a US parent company is defined as a US-headquartered business entity that owns or controls 10 percent or more of the voting securities of a foreign business entity. The BEA data are reported separately for US parent companies and their foreign affiliates. The most recent complete data set available is for 2019.[7]

The BEA survey data are not available at the state level. PwC allocated BEA's national level estimates across the 50 states and the District of Columbia using data from S&P's *Capital IQ* and Dun & Bradstreet. *Capital IQ* financial statement data on all publicly traded US companies were first used to develop a list of publicly traded globally engaged US companies.[8] Dun & Bradstreet data were then used to develop a list of all domestic establishments (i.e., physical locations) of these globally engaged US companies and their subsidiaries. Dun & Bradstreet also provides estimates of employment at each location as well as an industry indicator based on the primary activity undertaken at each business location.[9] Each business location is mapped to a US parent company, which allowed PwC to scale the data to match the BEA national totals by industry of the parent company. The data were then summed to derive state employment by industry of the establishment of globally engaged US companies.

State level estimates of direct employee compensation and value added were derived using state-specific customized economic impact models developed using the IMPLAN modeling system. The model's state-level estimates of direct employee compensation and value added were adjusted so that the national total is consistent with the BEA data.

## Estimating Dividend Impact

PwC obtained data on common stock dividend payments by globally engaged US companies from *Capital IQ*. Dividend payments were allocated between households, foreign shareholders, retirement plans, governments, and other businesses using data from the Federal Reserve Board's *Flow of Funds Accounts*. Dividends paid to households by globally engaged US companies were allocated by income group and across the 50 states and the District of Columbia using tax return data published by the IRS's Statistics of Income Division.

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[7] See US Bureau of Economic Analysis, "Activities of US Multinational Enterprises in 2019," *Survey of Current Business*, November 2021 and accompanying on-line detail at: https://www.bea.gov/news/2021/activities-us-multinational-enterprises-2019.

[8] *Capital IQ* does not provide direct information on the ownership of foreign subsidiaries. PwC used geographic segment data and various other criteria, such as foreign income, foreign sales, and foreign taxes, to look for evidence of foreign operations to identify globally engaged US companies.

[9] Missing employment data were imputed based on average employment per establishment in a given industry.

Dividends paid to pension plans and other retirement accounts were allocated across income group based on data on retirement assets by income quintile obtained from the 2019 *Survey of Consumer Finances*, conducted by the Federal Reserve. The data were then allocated across the 50 states and the District of Columbia using data on the distribution of assets in 401(k) and thrift savings accounts from the *Survey of Income and Program Participation* conducted by the US Census Bureau. These data were combined with the data on dividends paid directly to households by globally engaged US companies to derive our estimates of total dividends paid to residents in each state.

To quantify the economic impact resulting from the dividend payments of globally engaged US companies, PwC first converted dividend payments into additional household consumption expenditures.[10] For dividends paid directly to households, after-tax dividend income was estimated by income class based on average tax rates on dividend income. The additional consumption from dividends received from globally engaged US companies was estimated using published estimates of the marginal propensity to consume.[11] Similarly, the additional consumption resulting from dividend payments by globally engaged US companies to retirement accounts was estimated based on published estimates of the marginal propensity to consume out of wealth.[12]

### Estimating Capital Investment Impact

To quantify the capital investment impact of globally engaged US companies, PwC estimated their US capital expenditures for 2019 based on data from the BEA. For the impact analysis, capital spending was then translated into purchases of capital assets by type through the use of the so-called "capital flow matrix" from the US Department of Commerce.

### Estimating R&D Expenditures by State

The BEA survey reports R&D expenditures by globally engaged US companies at the national level. In prior research, the BEA and National Science Foundation (NSF) linked data from the 2007 BEA survey with data from NSF's Survey of Industrial Research and Development (SIRD) in order to develop state-level estimates of R&D expenditures by globally engaged US companies.[13] To date this remains the most recent information on globally engaged US companies' R&D spending by state. For purposes of this study, PwC allocated national level

[10] A complete accounting of the economic impact of capital income earned by investors in globally engaged US companies would consider spending from the disposition of all corporate earnings, including (i) dividend payments, (ii) wealth attributable to retained earnings, (iii) stock buybacks, and (iv) interest income. Our estimates based only on dividend payments therefore understate the induced economic impact attributable to spending by shareholders and bondholders from capital income.

[11] The marginal propensity to consume (MPC) out of dividend income is a measure of the additional consumption resulting from the last dollar of dividend income earned. The MPCs used for this study were based on Malcolm Baker, Stefan Nagel, and Jeffrey Wurgler, "The Effects of Dividends on Consumption," Brookings Papers on Economic Activity, 2007, pgs. 213-291. Using two micro data sets the authors estimated pre-tax MPCs ranging from 0.25 to 0.77. Using the authors' midpoint estimate of 0.4, PwC estimated the after-tax MPC for each income group as the pre-tax MPC divided by one minus the marginal effective tax rate on dividend income.

[12] A review of the literature suggests that each additional dollar of financial wealth increases consumption between two and six cents. We assume an MPC out of stock market wealth held in retirement accounts of 0.028 for all income groups. For a recent estimate of the MPC out of stock market wealth, see Gabriel Chodorow-Reich, Plamen T. Nenov, and Alp Simsek, "Stock Market Wealth and the Real Economy: A Local Labor Market Approach," American Economic Review, May 2021.

[13] See US Bureau of Economic Analysis, "State-Level R&D by Multinational Companies Results from an Interagency Data Link Project," Survey of Current Business, September 2013.

R&D spending in 2019 to the 50 states and the District of Columbia in the same proportion as in 2007.

### *Estimating Indirect and Induced Economic Impacts*

Estimates of the indirect and induced economic impacts of globally engaged US companies were derived based on the customized IMPLAN models for the country as a whole and for each of the 50 states and the District of Columbia.

The IMPLAN models are built around an "input-output" table that relates the purchases that each industry has made from other industries to the value of the output of each industry. To meet the demand for goods and services from an industry, purchases are made in other industries according to the patterns recorded in the input-output table. These purchases in turn spark still more purchases by the industry's suppliers, and so on. Additionally, employees and business owners make personal purchases out of the additional income that is generated by this process, sending more new demands rippling through the economy. Multipliers describe these iterations. The Type I multiplier measures the direct and indirect effects of a change in economic activity. It captures the inter-industry effects only, i.e., industries buying from local industries. The Type II (Social Accounting Matrix or SAM) multiplier captures the direct and indirect effects. In addition, it also reflects induced effects (i.e., changes in spending from households as income increases or decreases due to the changes in production). The indirect and induced impacts of globally engaged US companies on the rest of the economy in terms of employment, labor income (including wages and salaries and benefits as well as proprietors' income), and value added were calculated through the multiplier process built into the models.[14]

IMPLAN state models capture only the indirect and induced effects within each state, excluding the indirect and induced effects crossing state borders ("cross-state spillover effects"). PwC estimated and allocated the cross-state indirect and induced employment, labor income, and value added effects by industry by state in proportion to each state's share of the national total employment, labor income, and value added in each industry. The state indirect and induced effects reported throughout this study include spillovers from other states.

[14] Because the IMPLAN models are used for total impact analysis (as opposed to marginal impact analysis) in this study, necessary adjustments are made to the initial indirect and induced impact estimates to prevent double-counting. For instance, any indirect or induced effects from the estimates that are mapped to globally engaged US companies are removed.

# *Appendix: Detailed Impacts for the United States and by State*

**Table A-1** shows the direct employment, labor income, and value added of globally engaged US companies by state for 2019. **Table A-2** shows the total (direct, indirect, and induced) economic impact of globally engaged US companies by state for 2019.

**Tables US-1** to **US-2** provide additional industry detail at the national level.

**Tables AL-1** to **WY-2** provide detailed state-specific estimates of the economic impact of globally engaged US companies.

## Table A-1 – Direct Economic Impacts of Globally Engaged US Companies by State, 2019

| State | Count of Companies* | Jobs** | Labor Income*** ($ Million) | GDP ($ Million) | Labor Income Per Employee | Dividends Received ($ Million) | R&D Expenditures ($ Million) |
|---|---|---|---|---|---|---|---|
| **US Total** | **4,838** | **29,297,300** | **$2,421,669** | **$4,234,524** | **$82,658** | **$292,325** | **$350,205** |
| Alabama | 667 | 353,600 | $23,328 | $33,410 | $65,974 | $2,433 | $1,885 |
| Alaska | 219 | 46,200 | $3,427 | $7,136 | $74,178 | $339 | $19 |
| Arizona | 854 | 530,600 | $39,652 | $61,676 | $74,731 | $5,001 | $5,257 |
| Arkansas | 551 | 212,800 | $12,537 | $19,407 | $58,915 | $3,179 | $308 |
| California | 1,907 | 3,148,800 | $352,155 | $595,541 | $111,838 | $39,520 | $82,651 |
| Colorado | 981 | 549,100 | $45,266 | $71,473 | $82,437 | $5,318 | $7,228 |
| Connecticut | 699 | 424,900 | $44,440 | $79,040 | $104,588 | $5,874 | $13,718 |
| Delaware | 507 | 183,900 | $14,420 | $31,596 | $78,414 | $816 | $1,632 |
| District of Columbia | 382 | 101,400 | $13,972 | $26,985 | $137,788 | $1,107 | $359 |
| Florida | 1,237 | 1,669,300 | $105,790 | $172,144 | $63,374 | $25,842 | $5,358 |
| Georgia | 1,072 | 1,013,500 | $75,216 | $133,294 | $74,214 | $8,162 | $2,760 |
| Hawaii | 341 | 74,700 | $5,155 | $9,021 | $69,009 | $1,071 | $190 |
| Idaho | 421 | 113,300 | $7,083 | $10,433 | $62,514 | $1,167 | $1,033 |
| Illinois | 1,219 | 1,581,400 | $125,320 | $211,500 | $79,246 | $11,073 | $15,770 |
| Indiana | 781 | 622,300 | $44,894 | $74,942 | $72,142 | $3,342 | $7,500 |
| Iowa | 532 | 246,000 | $18,463 | $32,585 | $75,053 | $2,027 | $1,541 |
| Kansas | 612 | 260,400 | $18,419 | $41,231 | $70,732 | $2,138 | $1,506 |
| Kentucky | 631 | 346,200 | $22,905 | $39,301 | $66,161 | $2,387 | $1,139 |
| Louisiana | 651 | 600,900 | $31,479 | $61,506 | $52,386 | $2,615 | $274 |
| Maine | 359 | 91,100 | $5,955 | $8,218 | $65,371 | $1,237 | $234 |
| Maryland | 783 | 594,100 | $46,489 | $84,767 | $78,250 | $5,411 | $2,404 |
| Massachusetts | 1,069 | 800,200 | $89,546 | $158,486 | $111,905 | $9,033 | $26,513 |
| Michigan | 913 | 837,800 | $65,077 | $96,119 | $77,676 | $7,572 | $25,094 |
| Minnesota | 801 | 635,800 | $52,196 | $82,910 | $82,095 | $5,617 | $8,778 |
| Mississippi | 504 | 186,500 | $10,046 | $15,487 | $53,865 | $883 | $240 |
| Missouri | 773 | 539,100 | $37,327 | $56,584 | $69,239 | $5,217 | $3,266 |
| Montana | 293 | 71,700 | $4,257 | $6,075 | $59,377 | $1,061 | $51 |
| Nebraska | 478 | 163,100 | $11,734 | $19,971 | $71,946 | $1,421 | $510 |
| Nevada | 603 | 312,800 | $17,162 | $34,390 | $54,867 | $2,961 | $436 |
| New Hampshire | 460 | 117,900 | $10,254 | $14,223 | $86,973 | $1,415 | $2,617 |
| New Jersey | 1,000 | 919,600 | $90,014 | $172,092 | $97,884 | $10,092 | $24,244 |
| New Mexico | 456 | 138,000 | $7,936 | $14,366 | $57,508 | $1,018 | $546 |
| New York | 1,301 | 1,512,900 | $173,512 | $346,010 | $114,688 | $22,443 | $12,997 |
| North Carolina | 991 | 836,300 | $63,547 | $119,234 | $75,985 | $7,184 | $8,628 |
| North Dakota | 295 | 64,200 | $4,969 | $8,068 | $77,391 | $427 | $135 |
| Ohio | 994 | 1,153,600 | $83,655 | $150,957 | $72,516 | $8,500 | $8,698 |
| Oklahoma | 643 | 307,600 | $19,231 | $33,103 | $62,518 | $2,227 | $542 |
| Oregon | 706 | 254,500 | $21,246 | $30,019 | $83,480 | $3,523 | $5,316 |
| Pennsylvania | 1,137 | 1,122,600 | $90,721 | $185,633 | $80,813 | $12,128 | $15,108 |
| Rhode Island | 339 | 66,300 | $5,425 | $8,765 | $81,823 | $754 | $485 |
| South Carolina | 646 | 355,700 | $25,045 | $40,689 | $70,410 | $3,619 | $1,756 |
| South Dakota | 282 | 58,600 | $4,005 | $6,925 | $68,344 | $715 | $38 |
| Tennessee | 803 | 649,200 | $42,155 | $65,245 | $64,933 | $4,246 | $1,621 |
| Texas | 1,520 | 2,923,500 | $223,665 | $430,744 | $76,506 | $20,698 | $19,051 |
| Utah | 678 | 276,000 | $20,648 | $31,925 | $74,811 | $1,968 | $1,153 |
| Vermont | 288 | 46,200 | $3,363 | $5,327 | $72,789 | $667 | $582 |
| Virginia | 938 | 1,019,800 | $84,376 | $130,803 | $82,738 | $9,101 | $5,065 |
| Washington | 936 | 523,300 | $56,897 | $92,785 | $108,728 | $10,934 | $19,806 |
| West Virginia | 372 | 98,900 | $6,208 | $9,364 | $62,774 | $648 | $234 |
| Wisconsin | 745 | 497,200 | $38,187 | $57,114 | $76,803 | $4,968 | $3,913 |
| Wyoming | 246 | 43,700 | $2,903 | $5,904 | $66,429 | $1,225 | $15 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, US Census Bureau, S&P's *Capital IQ*, and Dun & Bradstreet. Details may not add to totals due to rounding.
*State level company counts do not add to the national total due to counting of companies active in multiple states.
**Employment is defined as the number of full-time and part-time jobs.
*** Labor income is defined as wages and salaries and benefits as well as proprietors' income.

## Table A-2 – Total Economic Impacts of Globally Engaged US Companies by State, 2019

| State | Employment* | | Labor Income** | | GDP | |
|---|---|---|---|---|---|---|
| | Jobs | % of Private Sector | $ Million | % of Private Sector | $ Million | % of Private Sector |
| **US Total** | **90,929,200** | **51.4%** | **$6,193,883** | **56.4%** | **$10,496,908** | **56.0%** |
| Alabama | 1,017,800 | 44.2% | $55,556 | 49.2% | $87,647 | 45.3% |
| Alaska | 135,600 | 38.5% | $8,879 | 40.4% | $18,282 | 42.4% |
| Arizona | 1,693,800 | 48.8% | $102,271 | 53.0% | $166,760 | 51.3% |
| Arkansas | 655,600 | 45.6% | $33,735 | 50.2% | $55,142 | 48.4% |
| California | 10,819,600 | 50.6% | $893,055 | 56.9% | $1,496,670 | 55.3% |
| Colorado | 1,766,400 | 52.2% | $124,002 | 57.5% | $193,024 | 56.0% |
| Connecticut | 1,183,500 | 57.8% | $100,108 | 65.5% | $169,376 | 65.0% |
| Delaware | 400,300 | 75.9% | $27,531 | 86.1% | $56,959 | 82.1% |
| District of Columbia | 288,500 | 43.3% | $33,196 | 51.2% | $53,610 | 54.9% |
| Florida | 5,311,400 | 46.0% | $288,552 | 49.9% | $485,299 | 48.4% |
| Georgia | 3,051,300 | 54.4% | $186,371 | 58.3% | $326,798 | 57.6% |
| Hawaii | 254,000 | 34.4% | $14,791 | 35.9% | $26,603 | 36.2% |
| Idaho | 369,800 | 39.9% | $18,975 | 41.6% | $30,593 | 42.6% |
| Illinois | 4,450,200 | 63.7% | $312,075 | 66.4% | $526,073 | 65.3% |
| Indiana | 1,827,200 | 51.9% | $111,044 | 54.6% | $185,787 | 53.9% |
| Iowa | 799,600 | 44.5% | $47,018 | 50.7% | $82,507 | 48.1% |
| Kansas | 874,000 | 53.8% | $50,963 | 55.8% | $94,720 | 61.4% |
| Kentucky | 1,052,300 | 47.9% | $57,595 | 52.0% | $96,890 | 51.7% |
| Louisiana | 1,426,500 | 60.5% | $72,000 | 58.0% | $132,555 | 58.8% |
| Maine | 298,900 | 40.6% | $16,059 | 43.6% | $24,865 | 41.7% |
| Maryland | 1,624,800 | 51.2% | $109,605 | 55.9% | $190,849 | 56.8% |
| Massachusetts | 2,473,300 | 56.1% | $215,349 | 62.8% | $352,255 | 65.7% |
| Michigan | 2,631,700 | 51.6% | $166,926 | 57.3% | $262,145 | 55.0% |
| Minnesota | 1,980,000 | 59.1% | $135,300 | 64.5% | $217,049 | 62.6% |
| Mississippi | 556,500 | 41.7% | $25,258 | 45.3% | $42,042 | 44.5% |
| Missouri | 1,644,800 | 49.8% | $95,967 | 53.0% | $153,322 | 52.2% |
| Montana | 230,200 | 39.0% | $11,225 | 41.6% | $17,840 | 40.4% |
| Nebraska | 541,500 | 47.0% | $33,056 | 51.8% | $57,434 | 49.9% |
| Nevada | 780,700 | 45.8% | $41,315 | 45.5% | $77,770 | 47.8% |
| New Hampshire | 350,800 | 44.1% | $24,962 | 48.4% | $37,811 | 48.2% |
| New Jersey | 2,876,400 | 58.1% | $226,278 | 64.0% | $388,894 | 67.8% |
| New Mexico | 395,400 | 43.5% | $19,670 | 44.7% | $39,023 | 50.1% |
| New York | 5,067,500 | 45.1% | $453,067 | 51.6% | $813,128 | 51.0% |
| North Carolina | 2,582,500 | 48.9% | $156,282 | 54.0% | $279,087 | 53.8% |
| North Dakota | 200,200 | 40.6% | $12,737 | 44.6% | $21,534 | 41.1% |
| Ohio | 3,513,200 | 56.1% | $215,028 | 60.7% | $374,661 | 60.5% |
| Oklahoma | 947,300 | 49.0% | $52,624 | 49.8% | $88,992 | 52.0% |
| Oregon | 932,800 | 40.9% | $59,280 | 44.5% | $92,289 | 43.0% |
| Pennsylvania | 3,719,600 | 53.1% | $254,466 | 57.2% | $445,757 | 61.7% |
| Rhode Island | 228,500 | 39.7% | $14,507 | 43.8% | $23,996 | 45.5% |
| South Carolina | 1,094,000 | 44.3% | $60,581 | 49.4% | $101,352 | 48.7% |
| South Dakota | 200,300 | 38.2% | $11,454 | 41.0% | $19,956 | 41.7% |
| Tennessee | 1,861,200 | 50.1% | $111,012 | 51.6% | $175,645 | 52.2% |
| Texas | 9,436,800 | 59.7% | $632,657 | 64.3% | $1,084,013 | 64.9% |
| Utah | 866,500 | 47.2% | $51,238 | 52.1% | $84,735 | 49.1% |
| Vermont | 151,100 | 40.2% | $8,411 | 44.9% | $13,487 | 46.1% |
| Virginia | 2,583,100 | 58.0% | $176,556 | 65.2% | $288,141 | 63.1% |
| Washington | 1,736,400 | 44.1% | $142,657 | 49.8% | $242,861 | 46.4% |
| West Virginia | 294,200 | 40.4% | $15,617 | 42.0% | $26,212 | 39.3% |
| Wisconsin | 1,622,000 | 49.4% | $99,828 | 53.8% | $160,282 | 52.0% |
| Wyoming | 129,600 | 38.9% | $7,194 | 40.3% | $14,184 | 42.8% |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Details may not add to totals due to round

* Employment is defined as the number of full-time and part-time jobs.

** Labor income is defined as wages and salaries and benefits as well as proprietors' income.

### Table US-1 – Total Economic Impact of Globally Engaged US Companies in the United States, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of US Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 29,297,300 | 25,033,300 | 36,598,600 | 90,929,200 | 51.4% |
| Labor Income ($billions)[b] | $2,421.7 | $1,764.9 | $2,007.3 | $6,193.9 | 56.4% |
| Value Added (GDP) ($billions) | $4,234.5 | $2,849.9 | $3,412.5 | $10,496.9 | 56.0% |

### Table US-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in the United States, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **29,297,300** | **25,033,300** | **36,598,600** | **90,929,200** |
| **Manufacturing** | **6,008,200** | **2,434,600** | **1,105,600** | **9,548,400** |
| **Trade and transportation** | **9,650,200** | **4,589,700** | **5,959,400** | **20,199,300** |
| Wholesale trade | 2,015,200 | 1,473,400 | 762,700 | 4,251,300 |
| Retail trade | 6,186,000 | 457,900 | 3,457,800 | 10,101,700 |
| Transportation and warehousing | 1,449,000 | 2,658,400 | 1,738,900 | 5,846,300 |
| **Services** | **12,699,000** | **14,737,700** | **28,183,700** | **55,620,400** |
| Accommodations and food services | 1,682,800 | 1,099,100 | 4,697,700 | 7,479,600 |
| Administrative, support and waste management services | 1,526,400 | 3,720,100 | 2,325,900 | 7,572,400 |
| Finance and insurance | 2,444,800 | 1,544,500 | 2,240,100 | 6,229,400 |
| Health care and social assistance | 1,115,300 | 13,700 | 7,331,600 | 8,460,600 |
| Information | 2,350,100 | 567,300 | 328,300 | 3,245,700 |
| Management of companies and enterprises | 41,600 | 1,435,900 | 523,000 | 2,000,500 |
| Professional, scientific and technical services | 2,314,300 | 3,519,800 | 1,822,100 | 7,656,200 |
| Real estate and rental and leasing | 490,000 | 1,106,600 | 2,536,800 | 4,133,400 |
| Other services | 733,700 | 1,730,700 | 6,378,200 | 8,842,600 |
| **Other** | **939,900** | **3,271,100** | **1,350,000** | **5,561,000** |
| Agriculture, forestry, fishing & hunting | 47,400 | 1,152,900 | 807,800 | 2,008,100 |
| Construction | 409,500 | 1,486,000 | 348,400 | 2,243,900 |
| Mining | 282,800 | 446,100 | 74,400 | 803,300 |
| Utilities | 200,200 | 186,100 | 119,400 | 505,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&P's *Capital IQ*, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table AL-1 – Total Economic Impact of Globally Engaged US Companies in Alabama, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 353,600 | 291,100 | 373,100 | 1,017,800 | 44.2% |
| Labor Income ($millions)[b] | $23,328.2 | $15,988.1 | $16,239.9 | $55,556.2 | 49.2% |
| Value Added (GDP) ($millions) | $33,410.3 | $26,369.5 | $27,867.4 | $87,647.2 | 45.3% |

### Table AL-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Alabama, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **353,600** | **291,100** | **373,100** | **1,017,800** |
| **Manufacturing** | **76,000** | **47,600** | **20,800** | **144,400** |
| **Trade and transportation** | **152,200** | **44,500** | **60,100** | **256,800** |
| Wholesale trade | 25,500 | 15,800 | 7,800 | 49,100 |
| Retail trade | 93,300 | 5,900 | 38,900 | 138,100 |
| Transportation and warehousing | 33,400 | 22,800 | 13,400 | 69,600 |
| **Services** | **114,400** | **157,800** | **269,400** | **541,600** |
| Accommodations and food services | 15,600 | 13,200 | 51,200 | 80,000 |
| Administrative, support and waste management services | 18,300 | 50,300 | 28,500 | 97,100 |
| Finance and insurance | 16,700 | 15,800 | 21,000 | 53,500 |
| Health care and social assistance | 8,200 | 100 | 63,100 | 71,400 |
| Information | 20,100 | 3,900 | 2,000 | 26,000 |
| Management of companies and enterprises | 200 | 10,500 | 3,200 | 13,900 |
| Professional, scientific and technical services | 26,200 | 32,000 | 14,900 | 73,100 |
| Real estate and rental and leasing | 4,000 | 12,200 | 24,100 | 40,300 |
| Other services | 5,100 | 19,800 | 61,400 | 86,300 |
| **Other** | **11,100** | **41,300** | **18,500** | **70,900** |
| Agriculture, forestry, fishing & hunting | 100 | 15,100 | 11,700 | 26,900 |
| Construction | 4,100 | 19,700 | 3,900 | 27,700 |
| Mining | 5,400 | 2,200 | 400 | 8,000 |
| Utilities | 1,500 | 4,300 | 2,500 | 8,300 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table AK-1 – Total Economic Impact of Globally Engaged US Companies in Alaska, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 46,200 | 33,600 | 55,800 | 135,600 | 38.5% |
| Labor Income ($millions)[b] | $3,427.0 | $2,401.9 | $3,050.1 | $8,879.0 | 40.4% |
| Value Added (GDP) ($millions) | $7,136.0 | $5,330.8 | $5,815.2 | $18,282.0 | 42.4% |

**Table AK-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Alaska, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **46,200** | **33,600** | **55,800** | **135,600** |
| **Manufacturing** | **3,200** | **1,800** | **2,200** | **7,200** |
| **Trade and transportation** | **22,300** | **5,700** | **9,200** | **37,200** |
| Wholesale trade | 4,400 | 1,000 | 700 | 6,100 |
| Retail trade | 12,900 | 1,000 | 5,500 | 19,400 |
| Transportation and warehousing | 5,000 | 3,700 | 3,000 | 11,700 |
| **Services** | **12,600** | **16,700** | **39,400** | **68,700** |
| Accommodations and food services | 1,100 | 1,600 | 7,600 | 10,300 |
| Administrative, support and waste management services | 2,300 | 3,400 | 2,300 | 8,000 |
| Finance and insurance | 1,800 | 1,400 | 1,900 | 5,100 |
| Health care and social assistance | 700 | * | 12,300 | 13,000 |
| Information | 4,500 | 600 | 300 | 5,400 |
| Management of companies and enterprises | * | 1,400 | 500 | 1,900 |
| Professional, scientific and technical services | 1,400 | 4,300 | 2,000 | 7,700 |
| Real estate and rental and leasing | 400 | 1,600 | 3,400 | 5,400 |
| Other services | 400 | 2,400 | 9,100 | 11,900 |
| **Other** | **7,700** | **9,700** | **4,100** | **21,500** |
| Agriculture, forestry, fishing & hunting | * | 2,700 | 2,700 | 5,400 |
| Construction | 4,200 | 3,100 | 500 | 7,800 |
| Mining | 3,500 | 3,400 | 600 | 7,500 |
| Utilities | * | 500 | 300 | 800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table AZ-1 – Total Economic Impact of Globally Engaged US Companies in Arizona, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 530,600 | 468,900 | 694,300 | 1,693,800 | 48.8% |
| Labor Income ($millions)[b] | $39,652.4 | $27,928.0 | $34,690.7 | $102,271.2 | 53.0% |
| Value Added (GDP) ($millions) | $61,676.4 | $45,549.8 | $59,534.2 | $166,760.4 | 51.3% |

### Table AZ-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Arizona, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **530,600** | **468,900** | **694,300** | **1,693,800** |
| **Manufacturing** | **79,600** | **31,100** | **13,600** | **124,300** |
| **Trade and transportation** | **176,900** | **76,800** | **112,700** | **366,400** |
| Wholesale trade | 36,000 | 22,300 | 13,000 | 71,300 |
| Retail trade | 103,400 | 8,600 | 67,500 | 179,500 |
| Transportation and warehousing | 37,500 | 45,900 | 32,200 | 115,600 |
| **Services** | **251,000** | **309,800** | **532,100** | **1,092,900** |
| Accommodations and food services | 45,300 | 20,800 | 87,000 | 153,100 |
| Administrative, support and waste management services | 35,600 | 84,500 | 54,800 | 174,900 |
| Finance and insurance | 45,300 | 41,700 | 49,700 | 136,700 |
| Health care and social assistance | 27,100 | 400 | 129,100 | 156,600 |
| Information | 28,000 | 11,800 | 6,400 | 46,200 |
| Management of companies and enterprises | 600 | 23,100 | 7,700 | 31,400 |
| Professional, scientific and technical services | 40,600 | 70,300 | 33,600 | 144,500 |
| Real estate and rental and leasing | 17,100 | 24,200 | 54,300 | 95,600 |
| Other services | 11,400 | 33,000 | 109,500 | 153,900 |
| **Other** | **23,200** | **51,400** | **22,500** | **97,100** |
| Agriculture, forestry, fishing & hunting | 400 | 11,400 | 11,100 | 22,900 |
| Construction | 8,500 | 30,500 | 7,100 | 46,100 |
| Mining | 12,900 | 5,000 | 1,000 | 18,900 |
| Utilities | 1,400 | 4,500 | 3,300 | 9,200 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table AR-1 – Total Economic Impact of Globally Engaged US Companies in Arkansas, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 212,800 | 200,300 | 242,500 | 655,600 | 45.6% |
| Labor Income ($millions)[b] | $12,537.1 | $10,670.0 | $10,527.6 | $33,734.8 | 50.2% |
| Value Added (GDP) ($millions) | $19,407.2 | $17,781.2 | $17,953.2 | $55,141.6 | 48.4% |

### Table AR-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Arkansas, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **212,800** | **200,300** | **242,500** | **655,600** |
| **Manufacturing** | **56,200** | **28,500** | **15,500** | **100,200** |
| **Trade and transportation** | **97,500** | **34,300** | **37,800** | **169,600** |
| Wholesale trade | 11,800 | 12,300 | 5,100 | 29,200 |
| Retail trade | 59,400 | 3,600 | 22,200 | 85,200 |
| Transportation and warehousing | 26,300 | 18,400 | 10,500 | 55,200 |
| **Services** | **54,500** | **98,000** | **164,600** | **317,100** |
| Accommodations and food services | 6,600 | 7,900 | 29,000 | 43,500 |
| Administrative, support and waste management services | 9,800 | 27,600 | 14,400 | 51,800 |
| Finance and insurance | 8,700 | 9,300 | 11,800 | 29,800 |
| Health care and social assistance | 2,600 | * | 47,900 | 50,500 |
| Information | 15,100 | 2,700 | 1,100 | 18,900 |
| Management of companies and enterprises | - | 11,700 | 5,200 | 16,900 |
| Professional, scientific and technical services | 7,400 | 19,100 | 8,400 | 34,900 |
| Real estate and rental and leasing | 1,900 | 7,400 | 13,000 | 22,300 |
| Other services | 2,400 | 12,300 | 33,800 | 48,500 |
| **Other** | **4,400** | **39,600** | **16,800** | **60,800** |
| Agriculture, forestry, fishing & hunting | 1,100 | 21,600 | 12,500 | 35,200 |
| Construction | 1,400 | 12,100 | 2,300 | 15,800 |
| Mining | 1,700 | 3,600 | 700 | 6,000 |
| Utilities | 200 | 2,300 | 1,300 | 3,800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table CA-1 – Total Economic Impact of Globally Engaged US Companies in California, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 3,148,800 | 2,998,200 | 4,672,600 | 10,819,600 | 50.6% |
| Labor Income ($millions)[b] | $352,154.9 | $250,779.0 | $290,121.3 | $893,055.2 | 56.9% |
| Value Added (GDP) ($millions) | $595,541.0 | $398,664.9 | $502,464.2 | $1,496,670.1 | 55.3% |

### Table CA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in California, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **3,148,800** | **2,998,200** | **4,672,600** | **10,819,600** |
| **Manufacturing** | **650,500** | **253,100** | **128,700** | **1,032,300** |
| **Trade and transportation** | **878,400** | **596,700** | **760,400** | **2,235,500** |
| Wholesale trade | 188,200 | 180,400 | 99,600 | 468,200 |
| Retail trade | 582,100 | 46,200 | 401,400 | 1,029,700 |
| Transportation and warehousing | 108,100 | 370,100 | 259,400 | 737,600 |
| **Services** | **1,549,500** | **1,814,500** | **3,520,300** | **6,884,300** |
| Accommodations and food services | 166,400 | 128,700 | 602,900 | 898,000 |
| Administrative, support and waste management services | 168,700 | 449,200 | 290,900 | 908,800 |
| Finance and insurance | 225,500 | 147,300 | 244,400 | 617,200 |
| Health care and social assistance | 160,100 | 1,600 | 860,500 | 1,022,200 |
| Information | 361,200 | 108,100 | 60,200 | 529,500 |
| Management of companies and enterprises | 3,500 | 177,400 | 57,300 | 238,200 |
| Professional, scientific and technical services | 322,700 | 469,600 | 248,900 | 1,041,200 |
| Real estate and rental and leasing | 51,600 | 115,700 | 320,700 | 488,000 |
| Other services | 89,800 | 216,900 | 834,500 | 1,141,200 |
| **Other** | **70,700** | **333,900** | **176,500** | **581,100** |
| Agriculture, forestry, fishing & hunting | 2,900 | 133,300 | 120,200 | 256,400 |
| Construction | 45,900 | 159,600 | 40,100 | 245,600 |
| Mining | 4,600 | 23,800 | 3,400 | 31,800 |
| Utilities | 17,300 | 17,200 | 12,800 | 47,300 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table CO-1 – Total Economic Impact of Globally Engaged US Companies in Colorado, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 549,100 | 509,100 | 708,200 | 1,766,400 | 52.2% |
| Labor Income ($millions)[b] | $45,266.0 | $40,597.5 | $38,138.6 | $124,002.2 | 57.5% |
| Value Added (GDP) ($millions) | $71,472.6 | $57,140.4 | $64,411.0 | $193,023.9 | 56.0% |

### Table CO-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Colorado, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **549,100** | **509,100** | **708,200** | **1,766,400** |
| **Manufacturing** | **93,000** | **28,400** | **15,200** | **136,600** |
| **Trade and transportation** | **139,000** | **77,400** | **111,600** | **328,000** |
| Wholesale trade | 26,800 | 27,600 | 15,400 | 69,800 |
| Retail trade | 89,500 | 8,600 | 67,700 | 165,800 |
| Transportation and warehousing | 22,700 | 41,200 | 28,500 | 92,400 |
| **Services** | **287,400** | **325,200** | **538,500** | **1,151,100** |
| Accommodations and food services | 40,300 | 21,500 | 93,600 | 155,400 |
| Administrative, support and waste management services | 34,600 | 65,500 | 40,100 | 140,200 |
| Finance and insurance | 34,500 | 35,600 | 49,000 | 119,100 |
| Health care and social assistance | 35,400 | 400 | 110,900 | 146,700 |
| Information | 66,900 | 12,500 | 7,600 | 87,000 |
| Management of companies and enterprises | 2,000 | 29,700 | 10,000 | 41,700 |
| Professional, scientific and technical services | 52,900 | 89,300 | 42,100 | 184,300 |
| Real estate and rental and leasing | 9,300 | 26,800 | 61,400 | 97,500 |
| Other services | 11,500 | 43,900 | 123,800 | 179,200 |
| **Other** | **29,600** | **78,300** | **28,500** | **136,400** |
| Agriculture, forestry, fishing & hunting | 200 | 18,700 | 15,100 | 34,000 |
| Construction | 13,800 | 34,700 | 7,900 | 56,400 |
| Mining | 13,100 | 21,600 | 3,400 | 38,100 |
| Utilities | 2,500 | 3,300 | 2,100 | 7,900 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

## Table CT-1 – Total Economic Impact of Globally Engaged US Companies in Connecticut, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 424,900 | 273,600 | 485,000 | 1,183,500 | 57.8% |
| Labor Income ($millions)[b] | $44,439.6 | $23,811.7 | $31,856.9 | $100,108.2 | 65.5% |
| Value Added (GDP) ($millions) | $79,040.3 | $37,130.9 | $53,204.7 | $169,376.0 | 65.0% |

## Table CT-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Connecticut, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **424,900** | **273,600** | **485,000** | **1,183,500** |
| **Manufacturing** | **104,000** | **30,600** | **9,800** | **144,400** |
| **Trade and transportation** | **85,000** | **43,600** | **76,100** | **204,700** |
| Wholesale trade | 25,900 | 15,800 | 8,500 | 50,200 |
| Retail trade | 47,300 | 5,100 | 49,400 | 101,800 |
| Transportation and warehousing | 11,800 | 22,700 | 18,200 | 52,700 |
| **Services** | **230,800** | **176,700** | **378,600** | **786,100** |
| Accommodations and food services | 11,700 | 12,600 | 51,800 | 76,100 |
| Administrative, support and waste management services | 28,800 | 37,200 | 24,200 | 90,200 |
| Finance and insurance | 73,200 | 20,100 | 31,700 | 125,000 |
| Health care and social assistance | 6,200 | 100 | 111,800 | 118,100 |
| Information | 51,400 | 6,900 | 3,300 | 61,600 |
| Management of companies and enterprises | 600 | 18,000 | 7,100 | 25,700 |
| Professional, scientific and technical services | 40,500 | 40,800 | 21,900 | 103,200 |
| Real estate and rental and leasing | 9,600 | 13,600 | 36,200 | 59,400 |
| Other services | 8,800 | 27,400 | 90,600 | 126,800 |
| **Other** | **5,100** | **22,700** | **9,100** | **36,900** |
| Agriculture, forestry, fishing & hunting | 300 | 4,100 | 3,000 | 7,400 |
| Construction | 3,400 | 16,000 | 4,600 | 24,000 |
| Mining | 300 | 900 | 100 | 1,300 |
| Utilities | 1,100 | 1,700 | 1,400 | 4,200 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table DE-1 – Total Economic Impact of Globally Engaged US Companies in Delaware, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 183,900 | 82,200 | 134,200 | 400,300 | 75.9% |
| Labor Income ($millions)[b] | $14,420.3 | $5,723.0 | $7,387.3 | $27,530.6 | 86.1% |
| Value Added (GDP) ($millions) | $31,596.5 | $10,673.7 | $14,688.4 | $56,958.6 | 82.1% |

### Table DE-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Delaware, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **183,900** | **82,200** | **134,200** | **400,300** |
| **Manufacturing** | **45,300** | **4,000** | **2,900** | **52,200** |
| **Trade and transportation** | **35,300** | **21,100** | **21,400** | **77,800** |
| Wholesale trade | 4,800 | 6,700 | 2,000 | 13,500 |
| Retail trade | 26,900 | 2,600 | 14,200 | 43,700 |
| Transportation and warehousing | 3,600 | 11,800 | 5,200 | 20,600 |
| **Services** | **97,500** | **49,800** | **105,900** | **253,200** |
| Accommodations and food services | 12,200 | 4,500 | 17,000 | 33,700 |
| Administrative, support and waste management services | 12,100 | 13,800 | 7,500 | 33,400 |
| Finance and insurance | 31,700 | 5,500 | 9,100 | 46,300 |
| Health care and social assistance | 4,700 | 100 | 33,900 | 38,700 |
| Information | 8,200 | 600 | 400 | 9,200 |
| Management of companies and enterprises | 1,100 | 7,000 | 2,000 | 10,100 |
| Professional, scientific and technical services | 23,100 | 7,800 | 4,100 | 35,000 |
| Real estate and rental and leasing | 2,800 | 4,200 | 9,200 | 16,200 |
| Other services | 1,600 | 6,300 | 22,700 | 30,600 |
| **Other** | **5,700** | **7,500** | **2,400** | **15,600** |
| Agriculture, forestry, fishing & hunting | 3,300 | 1,100 | 800 | 5,200 |
| Construction | 2,000 | 5,300 | 1,200 | 8,500 |
| Mining | 300 | 100 | * | 400 |
| Utilities | 100 | 1,000 | 400 | 1,500 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table DC-1 – Total Economic Impact of Globally Engaged US Companies in the District of Columbia, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 101,400 | 78,100 | 109,000 | 288,500 | 43.3% |
| Labor Income ($millions)[b] | $13,971.7 | $9,394.8 | $9,829.9 | $33,196.4 | 51.2% |
| Value Added (GDP) ($millions) | $26,984.8 | $12,714.5 | $13,910.4 | $53,609.8 | 54.9% |

### Table DC-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in the District of Columbia, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **101,400** | **78,100** | **109,000** | **288,500** |
| **Manufacturing** | **5,600** | **400** | **300** | **6,300** |
| **Trade and transportation** | **7,800** | **7,200** | **9,700** | **24,700** |
| Wholesale trade | 400 | 1,500 | 700 | 2,600 |
| Retail trade | 5,800 | 900 | 5,500 | 12,200 |
| Transportation and warehousing | 1,600 | 4,800 | 3,500 | 9,900 |
| **Services** | **87,800** | **67,300** | **96,700** | **251,800** |
| Accommodations and food services | 11,200 | 4,900 | 17,200 | 33,300 |
| Administrative, support and waste management services | 3,600 | 18,000 | 7,400 | 29,000 |
| Finance and insurance | 7,500 | 2,900 | 4,400 | 14,800 |
| Health care and social assistance | 2,200 | - | 19,400 | 21,600 |
| Information | 35,600 | 4,300 | 1,600 | 41,500 |
| Management of companies and enterprises | * | 1,800 | 500 | 2,300 |
| Professional, scientific and technical services | 20,300 | 24,100 | 12,200 | 56,600 |
| Real estate and rental and leasing | 5,700 | 4,200 | 6,300 | 16,200 |
| Other services | 1,700 | 7,100 | 27,700 | 36,500 |
| **Other** | **300** | **3,300** | **800** | **4,400** |
| Agriculture, forestry, fishing & hunting | - | * | * | * |
| Construction | 100 | 2,800 | 500 | 3,400 |
| Mining | 100 | 100 | * | 200 |
| Utilities | 100 | 400 | 300 | 800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding. An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table FL-1 – Total Economic Impact of Globally Engaged US Companies in Florida, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 1,669,300 | 1,443,900 | 2,198,200 | 5,311,400 | 46.0% |
| Labor Income ($millions)[b] | $105,790.0 | $80,918.5 | $101,843.6 | $288,552.0 | 49.9% |
| Value Added (GDP) ($millions) | $172,144.0 | $134,031.5 | $179,123.4 | $485,298.9 | 48.4% |

### Table FL-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Florida, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **1,669,300** | **1,443,900** | **2,198,200** | **5,311,400** |
| **Manufacturing** | **188,400** | **77,600** | **37,500** | **303,500** |
| **Trade and transportation** | **554,300** | **247,500** | **362,500** | **1,164,300** |
| Wholesale trade | 104,400 | 75,200 | 45,500 | 225,100 |
| Retail trade | 353,900 | 28,500 | 213,200 | 595,600 |
| Transportation and warehousing | 96,000 | 143,800 | 103,800 | 343,600 |
| **Services** | **894,900** | **966,300** | **1,653,100** | **3,514,300** |
| Accommodations and food services | 163,100 | 65,300 | 280,600 | 509,000 |
| Administrative, support and waste management services | 118,300 | 251,800 | 166,500 | 536,600 |
| Finance and insurance | 158,000 | 118,800 | 149,200 | 426,000 |
| Health care and social assistance | 131,300 | 1,600 | 367,600 | 500,500 |
| Information | 107,400 | 28,300 | 15,900 | 151,600 |
| Management of companies and enterprises | 1,300 | 77,700 | 29,700 | 108,700 |
| Professional, scientific and technical services | 117,400 | 221,300 | 113,500 | 452,200 |
| Real estate and rental and leasing | 44,100 | 83,200 | 181,100 | 308,400 |
| Other services | 54,000 | 118,300 | 349,000 | 521,300 |
| **Other** | **31,700** | **152,400** | **62,700** | **246,800** |
| Agriculture, forestry, fishing & hunting | 2,900 | 38,900 | 33,000 | 74,800 |
| Construction | 18,800 | 98,600 | 22,500 | 139,900 |
| Mining | 2,700 | 5,900 | 1,500 | 10,100 |
| Utilities | 7,300 | 9,000 | 5,700 | 22,000 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table GA-1 – Total Economic Impact of Globally Engaged US Companies in Georgia, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 1,013,500 | 850,600 | 1,187,200 | 3,051,300 | 54.4% |
| Labor Income ($millions)[b] | $75,216.2 | $53,033.4 | $58,121.9 | $186,371.5 | 58.3% |
| Value Added (GDP) ($millions) | $133,294.2 | $88,818.5 | $104,685.8 | $326,798.5 | 57.6% |

### Table GA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Georgia, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **1,013,500** | **850,600** | **1,187,200** | **3,051,300** |
| **Manufacturing** | **231,800** | **76,200** | **41,100** | **349,100** |
| **Trade and transportation** | **322,500** | **157,500** | **204,200** | **684,200** |
| Wholesale trade | 76,400 | 53,900 | 27,000 | 157,300 |
| Retail trade | 182,900 | 15,600 | 119,000 | 317,500 |
| Transportation and warehousing | 63,200 | 88,000 | 58,200 | 209,400 |
| **Services** | **443,200** | **533,000** | **890,800** | **1,867,000** |
| Accommodations and food services | 54,100 | 39,400 | 158,700 | 252,200 |
| Administrative, support and waste management services | 77,300 | 150,400 | 93,100 | 320,800 |
| Finance and insurance | 77,700 | 50,800 | 64,800 | 193,300 |
| Health care and social assistance | 33,700 | 400 | 204,400 | 238,500 |
| Information | 81,200 | 24,900 | 12,800 | 118,900 |
| Management of companies and enterprises | 1,600 | 48,700 | 19,200 | 69,500 |
| Professional, scientific and technical services | 80,500 | 114,900 | 58,500 | 253,900 |
| Real estate and rental and leasing | 12,500 | 35,800 | 77,800 | 126,100 |
| Other services | 24,600 | 67,700 | 201,500 | 293,800 |
| **Other** | **15,900** | **83,900** | **33,200** | **133,000** |
| Agriculture, forestry, fishing & hunting | 2,900 | 30,900 | 18,000 | 51,800 |
| Construction | 11,000 | 45,100 | 10,900 | 67,000 |
| Mining | 1,200 | 2,400 | 400 | 4,000 |
| Utilities | 800 | 5,500 | 3,900 | 10,200 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table HI-1 – Total Economic Impact of Globally Engaged US Companies in Hawaii, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 74,700 | 65,500 | 113,800 | 254,000 | 34.4% |
| Labor Income ($millions)[b] | $5,155.0 | $3,828.6 | $5,807.3 | $14,790.8 | 35.9% |
| Value Added (GDP) ($millions) | $9,020.5 | $6,601.1 | $10,981.4 | $26,603.0 | 36.2% |

### Table HI-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Hawaii, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **74,700** | **65,500** | **113,800** | **254,000** |
| **Manufacturing** | **2,700** | **2,400** | **2,600** | **7,700** |
| **Trade and transportation** | **29,300** | **10,800** | **19,000** | **59,100** |
| Wholesale trade | 7,500 | 3,000 | 2,100 | 12,600 |
| Retail trade | 13,400 | 1,600 | 11,500 | 26,500 |
| Transportation and warehousing | 8,400 | 6,200 | 5,400 | 20,000 |
| **Services** | **39,900** | **41,800** | **85,200** | **166,900** |
| Accommodations and food services | 11,800 | 4,000 | 19,600 | 35,400 |
| Administrative, support and waste management services | 5,400 | 11,100 | 7,200 | 23,700 |
| Finance and insurance | 3,100 | 3,600 | 5,100 | 11,800 |
| Health care and social assistance | 1,000 | * | 18,100 | 19,100 |
| Information | 7,600 | 2,500 | 800 | 10,900 |
| Management of companies and enterprises | 800 | 3,600 | 1,500 | 5,900 |
| Professional, scientific and technical services | 5,600 | 8,200 | 4,300 | 18,100 |
| Real estate and rental and leasing | 1,500 | 3,400 | 8,000 | 12,900 |
| Other services | 3,100 | 5,400 | 20,600 | 29,100 |
| **Other** | **2,900** | **10,100** | **5,300** | **18,300** |
| Agriculture, forestry, fishing & hunting | 300 | 3,700 | 3,800 | 7,800 |
| Construction | 2,300 | 5,800 | 1,100 | 9,200 |
| Mining | 200 | 100 | * | 300 |
| Utilities | 100 | 500 | 400 | 1,000 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

An asterisk (*) denotes less than 50 jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table ID-1 – Total Economic Impact of Globally Engaged US Companies in Idaho, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 113,300 | 108,700 | 147,800 | 369,800 | 39.9% |
| Labor Income ($millions)[b] | $7,082.9 | $5,564.6 | $6,327.5 | $18,974.9 | 41.6% |
| Value Added (GDP) ($millions) | $10,433.3 | $9,246.2 | $10,913.1 | $30,592.7 | 42.6% |

### Table ID-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Idaho, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **113,300** | **108,700** | **147,800** | **369,800** |
| **Manufacturing** | **17,000** | **11,200** | **6,400** | **34,600** |
| **Trade and transportation** | **56,600** | **17,000** | **22,900** | **96,500** |
| Wholesale trade | 10,700 | 5,900 | 3,100 | 19,700 |
| Retail trade | 37,500 | 2,400 | 14,700 | 54,600 |
| Transportation and warehousing | 8,400 | 8,700 | 5,100 | 22,200 |
| **Services** | **29,500** | **55,100** | **103,200** | **187,800** |
| Accommodations and food services | 3,700 | 4,800 | 18,700 | 27,200 |
| Administrative, support and waste management services | 5,300 | 13,600 | 8,900 | 27,800 |
| Finance and insurance | 6,200 | 5,700 | 8,000 | 19,900 |
| Health care and social assistance | 2,600 | * | 26,600 | 29,200 |
| Information | 4,100 | 2,100 | 1,100 | 7,300 |
| Management of companies and enterprises | * | 3,800 | 1,400 | 5,200 |
| Professional, scientific and technical services | 3,500 | 12,700 | 6,400 | 22,600 |
| Real estate and rental and leasing | 2,300 | 5,400 | 10,900 | 18,600 |
| Other services | 1,800 | 7,000 | 21,200 | 30,000 |
| **Other** | **10,200** | **25,500** | **13,000** | **48,700** |
| Agriculture, forestry, fishing & hunting | * | 14,600 | 10,700 | 25,300 |
| Construction | 6,300 | 9,200 | 1,700 | 17,200 |
| Mining | 2,200 | 900 | 200 | 3,300 |
| Utilities | 1,700 | 800 | 400 | 2,900 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table IL-1 – Total Economic Impact of Globally Engaged US Companies in Illinois, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 1,581,400 | 1,178,500 | 1,690,300 | 4,450,200 | 63.7% |
| Labor Income ($millions)[b] | $125,320.0 | $87,515.4 | $99,239.2 | $312,074.6 | 66.4% |
| Value Added (GDP) ($millions) | $211,499.9 | $143,298.1 | $171,275.3 | $526,073.2 | 65.3% |

### Table IL-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Illinois, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **1,581,400** | **1,178,500** | **1,690,300** | **4,450,200** |
| **Manufacturing** | **373,700** | **117,300** | **47,200** | **538,200** |
| **Trade and transportation** | **625,200** | **243,900** | **235,900** | **1,105,000** |
| Wholesale trade | 131,600 | 73,500 | 35,400 | 240,500 |
| Retail trade | 432,900 | 13,500 | 102,800 | 549,200 |
| Transportation and warehousing | 60,700 | 156,900 | 97,700 | 315,300 |
| **Services** | **552,300** | **706,000** | **1,338,900** | **2,597,200** |
| Accommodations and food services | 71,500 | 50,800 | 208,300 | 330,600 |
| Administrative, support and waste management services | 102,300 | 183,700 | 112,400 | 398,400 |
| Finance and insurance | 128,400 | 79,500 | 115,700 | 323,600 |
| Health care and social assistance | 22,000 | 300 | 355,300 | 377,600 |
| Information | 115,900 | 22,400 | 12,100 | 150,400 |
| Management of companies and enterprises | 4,500 | 60,200 | 21,400 | 86,100 |
| Professional, scientific and technical services | 70,900 | 181,300 | 95,000 | 347,200 |
| Real estate and rental and leasing | 15,700 | 48,700 | 104,000 | 168,400 |
| Other services | 21,100 | 79,100 | 314,700 | 414,900 |
| **Other** | **30,200** | **111,100** | **40,200** | **181,500** |
| Agriculture, forestry, fishing & hunting | 500 | 45,100 | 19,100 | 64,700 |
| Construction | 20,100 | 49,800 | 13,700 | 83,600 |
| Mining | 6,700 | 7,300 | 1,600 | 15,600 |
| Utilities | 2,900 | 8,900 | 5,800 | 17,600 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table IN-1 – Total Economic Impact of Globally Engaged US Companies in Indiana, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 622,300 | 524,300 | 680,600 | 1,827,200 | 51.9% |
| Labor Income ($millions)[b] | $44,894.0 | $32,080.9 | $34,069.4 | $111,044.3 | 54.6% |
| Value Added (GDP) ($millions) | $74,941.9 | $53,938.8 | $56,906.3 | $185,786.9 | 53.9% |

### Table IN-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Indiana, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **622,300** | **524,300** | **680,600** | **1,827,200** |
| **Manufacturing** | **216,600** | **106,300** | **36,400** | **359,300** |
| **Trade and transportation** | **192,700** | **107,200** | **114,000** | **413,900** |
| Wholesale trade | 50,400 | 35,700 | 13,400 | 99,500 |
| Retail trade | 116,400 | 11,100 | 67,300 | 194,800 |
| Transportation and warehousing | 25,900 | 60,400 | 33,300 | 119,600 |
| **Services** | **197,200** | **253,600** | **497,800** | **948,600** |
| Accommodations and food services | 36,000 | 22,300 | 87,500 | 145,800 |
| Administrative, support and waste management services | 21,300 | 75,500 | 44,100 | 140,900 |
| Finance and insurance | 39,300 | 25,800 | 30,000 | 95,100 |
| Health care and social assistance | 20,900 | 300 | 146,600 | 167,800 |
| Information | 17,200 | 7,000 | 4,100 | 28,300 |
| Management of companies and enterprises | 200 | 21,700 | 7,300 | 29,200 |
| Professional, scientific and technical services | 29,900 | 51,600 | 26,100 | 107,600 |
| Real estate and rental and leasing | 10,800 | 18,900 | 39,000 | 68,700 |
| Other services | 21,600 | 30,500 | 113,100 | 165,200 |
| **Other** | **15,800** | **57,300** | **24,600** | **97,700** |
| Agriculture, forestry, fishing & hunting | 3,200 | 20,700 | 15,200 | 39,100 |
| Construction | 7,300 | 28,900 | 6,400 | 42,600 |
| Mining | 1,900 | 2,900 | 500 | 5,300 |
| Utilities | 3,400 | 4,800 | 2,500 | 10,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table IA-1 – Total Economic Impact of Globally Engaged US Companies in Iowa, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 246,000 | 236,900 | 316,700 | 799,600 | 44.5% |
| Labor Income ($millions)[b] | $18,463.0 | $13,861.9 | $14,693.1 | $47,017.9 | 50.7% |
| Value Added (GDP) ($millions) | $32,585.3 | $23,718.2 | $26,203.5 | $82,507.0 | 48.1% |

### Table IA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Iowa, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **246,000** | **236,900** | **316,700** | **799,600** |
| **Manufacturing** | **51,000** | **35,900** | **18,800** | **105,700** |
| **Trade and transportation** | **89,600** | **43,000** | **54,500** | **187,100** |
| Wholesale trade | 22,200 | 13,100 | 6,800 | 42,100 |
| Retail trade | 51,600 | 5,600 | 34,600 | 91,800 |
| Transportation and warehousing | 15,800 | 24,300 | 13,100 | 53,200 |
| **Services** | **91,000** | **113,300** | **215,600** | **419,900** |
| Accommodations and food services | 12,800 | 10,300 | 36,300 | 59,400 |
| Administrative, support and waste management services | 6,800 | 26,200 | 14,600 | 47,600 |
| Finance and insurance | 40,300 | 17,000 | 20,600 | 77,900 |
| Health care and social assistance | 1,800 | * | 58,900 | 60,700 |
| Information | 14,200 | 3,700 | 2,200 | 20,100 |
| Management of companies and enterprises | - | 10,300 | 3,800 | 14,100 |
| Professional, scientific and technical services | 8,200 | 23,500 | 10,900 | 42,600 |
| Real estate and rental and leasing | 3,200 | 8,700 | 17,000 | 28,900 |
| Other services | 3,700 | 13,600 | 51,300 | 68,600 |
| **Other** | **14,400** | **44,600** | **24,100** | **83,100** |
| Agriculture, forestry, fishing & hunting | 200 | 26,100 | 20,000 | 46,300 |
| Construction | 2,500 | 15,300 | 3,000 | 20,800 |
| Mining | 500 | 2,100 | 200 | 2,800 |
| Utilities | 11,200 | 1,100 | 900 | 13,200 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table KS-1 – Total Economic Impact of Globally Engaged US Companies in Kansas, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 260,400 | 287,200 | 326,400 | 874,000 | 53.8% |
| Labor Income ($millions)[b] | $18,418.7 | $16,701.6 | $15,843.0 | $50,963.3 | 55.8% |
| Value Added (GDP) ($millions) | $41,231.0 | $26,358.5 | $27,130.1 | $94,719.5 | 61.4% |

### Table KS-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Kansas, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **260,400** | **287,200** | **326,400** | **874,000** |
| **Manufacturing** | **59,500** | **27,900** | **13,000** | **100,400** |
| **Trade and transportation** | **91,700** | **43,200** | **53,400** | **188,300** |
| Wholesale trade | 20,900 | 14,200 | 6,700 | 41,800 |
| Retail trade | 47,400 | 5,000 | 34,500 | 86,900 |
| Transportation and warehousing | 23,400 | 24,000 | 12,200 | 59,600 |
| **Services** | **100,800** | **148,300** | **233,400** | **482,500** |
| Accommodations and food services | 8,400 | 11,100 | 39,300 | 58,800 |
| Administrative, support and waste management services | 16,200 | 35,700 | 17,500 | 69,400 |
| Finance and insurance | 17,600 | 17,800 | 22,600 | 58,000 |
| Health care and social assistance | 8,400 | 100 | 64,700 | 73,200 |
| Information | 32,100 | 3,800 | 1,900 | 37,800 |
| Management of companies and enterprises | 100 | 16,100 | 5,400 | 21,600 |
| Professional, scientific and technical services | 11,000 | 35,600 | 13,500 | 60,100 |
| Real estate and rental and leasing | 3,000 | 10,200 | 18,800 | 32,000 |
| Other services | 4,000 | 17,900 | 49,700 | 71,600 |
| **Other** | **8,600** | **67,700** | **22,200** | **98,500** |
| Agriculture, forestry, fishing & hunting | 700 | 23,800 | 15,100 | 39,600 |
| Construction | 2,100 | 15,300 | 2,900 | 20,300 |
| Mining | 5,400 | 26,500 | 2,900 | 34,800 |
| Utilities | 400 | 2,100 | 1,300 | 3,800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table KY-1 – Total Economic Impact of Globally Engaged US Companies in Kentucky, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 346,200 | 323,500 | 382,600 | 1,052,300 | 47.9% |
| Labor Income ($millions)[b] | $22,904.9 | $17,123.0 | $17,566.8 | $57,594.7 | 52.0% |
| Value Added (GDP) ($millions) | $39,301.4 | $28,247.0 | $29,341.7 | $96,890.1 | 51.7% |

### Table KY-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Kentucky, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **346,200** | **323,500** | **382,600** | **1,052,300** |
| **Manufacturing** | **73,800** | **44,100** | **18,400** | **136,300** |
| **Trade and transportation** | **124,000** | **60,800** | **67,500** | **252,300** |
| Wholesale trade | 29,100 | 16,300 | 7,800 | 53,200 |
| Retail trade | 68,100 | 7,000 | 40,300 | 115,400 |
| Transportation and warehousing | 26,800 | 37,500 | 19,400 | 83,700 |
| **Services** | **134,700** | **152,700** | **267,000** | **554,400** |
| Accommodations and food services | 39,200 | 12,600 | 48,700 | 100,500 |
| Administrative, support and waste management services | 18,500 | 45,100 | 24,800 | 88,400 |
| Finance and insurance | 19,300 | 15,900 | 19,600 | 54,800 |
| Health care and social assistance | 13,400 | 200 | 75,300 | 88,900 |
| Information | 18,000 | 3,700 | 1,900 | 23,600 |
| Management of companies and enterprises | 200 | 12,600 | 4,200 | 17,000 |
| Professional, scientific and technical services | 8,200 | 33,300 | 14,500 | 56,000 |
| Real estate and rental and leasing | 3,300 | 11,800 | 21,800 | 36,900 |
| Other services | 14,600 | 17,500 | 56,200 | 88,300 |
| **Other** | **13,800** | **66,000** | **24,500** | **104,300** |
| Agriculture, forestry, fishing & hunting | 1,500 | 33,400 | 19,000 | 53,900 |
| Construction | 7,400 | 19,000 | 3,500 | 29,900 |
| Mining | 700 | 10,700 | 700 | 12,100 |
| Utilities | 4,200 | 2,900 | 1,300 | 8,400 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table LA-1 – Total Economic Impact of Globally Engaged US Companies in Louisiana, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 600,900 | 362,700 | 462,900 | 1,426,500 | 60.5% |
| Labor Income ($millions)[b] | $31,478.7 | $20,161.2 | $20,360.5 | $72,000.4 | 58.0% |
| Value Added (GDP) ($millions) | $61,505.9 | $35,026.3 | $36,023.2 | $132,555.3 | 58.8% |

### Table LA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Louisiana, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **600,900** | **362,700** | **462,900** | **1,426,500** |
| **Manufacturing** | **49,000** | **23,800** | **10,500** | **83,300** |
| **Trade and transportation** | **377,500** | **57,700** | **70,100** | **505,300** |
| Wholesale trade | 34,700 | 16,000 | 7,800 | 58,500 |
| Retail trade | 318,500 | 8,200 | 44,600 | 371,300 |
| Transportation and warehousing | 24,300 | 33,500 | 17,700 | 75,500 |
| **Services** | **148,200** | **218,600** | **356,900** | **723,700** |
| Accommodations and food services | 19,900 | 17,600 | 68,800 | 106,300 |
| Administrative, support and waste management services | 12,100 | 60,600 | 29,000 | 101,700 |
| Finance and insurance | 25,100 | 17,900 | 22,400 | 65,400 |
| Health care and social assistance | 19,600 | 300 | 100,100 | 120,000 |
| Information | 35,100 | 8,400 | 2,800 | 46,300 |
| Management of companies and enterprises | 300 | 19,800 | 5,300 | 25,400 |
| Professional, scientific and technical services | 18,800 | 44,900 | 18,500 | 82,200 |
| Real estate and rental and leasing | 5,500 | 19,000 | 32,100 | 56,600 |
| Other services | 11,800 | 30,100 | 77,900 | 119,800 |
| **Other** | **26,200** | **62,900** | **21,500** | **110,600** |
| Agriculture, forestry, fishing & hunting | 400 | 16,700 | 11,300 | 28,400 |
| Construction | 11,700 | 27,500 | 5,400 | 44,600 |
| Mining | 12,700 | 15,200 | 3,100 | 31,000 |
| Utilities | 1,400 | 3,500 | 1,700 | 6,600 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table ME-1 – Total Economic Impact of Globally Engaged US Companies in Maine, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 91,100 | 79,700 | 128,100 | 298,900 | 40.6% |
| Labor Income ($millions)[b] | $5,955.3 | $4,263.9 | $5,839.2 | $16,058.5 | 43.6% |
| Value Added (GDP) ($millions) | $8,218.4 | $6,773.3 | $9,872.8 | $24,864.5 | 41.7% |

### Table ME-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Maine, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **91,100** | **79,700** | **128,100** | **298,900** |
| **Manufacturing** | **14,600** | **8,700** | **4,700** | **28,000** |
| **Trade and transportation** | **37,300** | **11,300** | **20,200** | **68,800** |
| Wholesale trade | 12,100 | 3,200 | 2,100 | 17,400 |
| Retail trade | 21,800 | 1,800 | 14,000 | 37,600 |
| Transportation and warehousing | 3,400 | 6,300 | 4,100 | 13,800 |
| **Services** | **38,100** | **44,600** | **93,300** | **176,000** |
| Accommodations and food services | 5,500 | 3,500 | 15,700 | 24,700 |
| Administrative, support and waste management services | 4,100 | 10,100 | 6,600 | 20,800 |
| Finance and insurance | 11,400 | 4,600 | 5,500 | 21,500 |
| Health care and social assistance | 1,100 | * | 28,000 | 29,100 |
| Information | 4,200 | 1,800 | 900 | 6,900 |
| Management of companies and enterprises | - | 5,700 | 2,200 | 7,900 |
| Professional, scientific and technical services | 9,300 | 10,100 | 5,200 | 24,600 |
| Real estate and rental and leasing | 1,500 | 3,500 | 7,500 | 12,500 |
| Other services | 1,000 | 5,300 | 21,700 | 28,000 |
| **Other** | **1,200** | **15,000** | **7,200** | **23,400** |
| Agriculture, forestry, fishing & hunting | 300 | 7,600 | 5,400 | 13,300 |
| Construction | 800 | 6,900 | 1,500 | 9,200 |
| Mining | - | 100 | * | 100 |
| Utilities | 100 | 400 | 300 | 800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table MD-1 – Total Economic Impact of Globally Engaged US Companies in Maryland, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 594,100 | 389,300 | 641,400 | 1,624,800 | 51.2% |
| Labor Income ($millions)[b] | $46,488.6 | $26,923.5 | $36,192.5 | $109,604.6 | 55.9% |
| Value Added (GDP) ($millions) | $84,767.3 | $42,914.5 | $63,167.0 | $190,848.8 | 56.8% |

### Table MD-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Maryland, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **594,100** | **389,300** | **641,400** | **1,624,800** |
| **Manufacturing** | **94,100** | **18,600** | **10,400** | **123,100** |
| **Trade and transportation** | **151,800** | **72,600** | **105,100** | **329,500** |
| Wholesale trade | 25,900 | 20,800 | 11,900 | 58,600 |
| Retail trade | 112,100 | 6,900 | 58,400 | 177,400 |
| Transportation and warehousing | 13,800 | 44,900 | 34,800 | 93,500 |
| **Services** | **340,100** | **257,600** | **501,000** | **1,098,700** |
| Accommodations and food services | 70,900 | 17,300 | 73,300 | 161,500 |
| Administrative, support and waste management services | 23,800 | 70,500 | 43,300 | 137,600 |
| Finance and insurance | 58,300 | 23,800 | 30,800 | 112,900 |
| Health care and social assistance | 13,400 | 200 | 140,800 | 154,400 |
| Information | 54,000 | 8,500 | 4,300 | 66,800 |
| Management of companies and enterprises | 600 | 20,100 | 6,600 | 27,300 |
| Professional, scientific and technical services | 95,100 | 65,600 | 34,700 | 195,400 |
| Real estate and rental and leasing | 11,500 | 18,500 | 47,600 | 77,600 |
| Other services | 12,500 | 33,100 | 119,600 | 165,200 |
| **Other** | **8,100** | **40,500** | **14,500** | **63,100** |
| Agriculture, forestry, fishing & hunting | 100 | 7,500 | 5,300 | 12,900 |
| Construction | 7,200 | 29,800 | 7,000 | 44,000 |
| Mining | 600 | 800 | 200 | 1,600 |
| Utilities | 200 | 2,400 | 2,000 | 4,600 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table MA-1 – Total Economic Impact of Globally Engaged US Companies in Massachusetts, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 800,200 | 617,800 | 1,055,300 | 2,473,300 | 56.1% |
| Labor Income ($millions)[b] | $89,546.3 | $55,415.3 | $70,387.8 | $215,349.4 | 62.8% |
| Value Added (GDP) ($millions) | $158,486.1 | $82,920.8 | $110,847.7 | $352,254.6 | 65.7% |

**Table MA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Massachusetts, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **800,200** | **617,800** | **1,055,300** | **2,473,300** |
| **Manufacturing** | **204,300** | **45,200** | **20,900** | **270,400** |
| **Trade and transportation** | **174,200** | **113,900** | **162,000** | **450,100** |
| Wholesale trade | 45,000 | 39,600 | 19,300 | 103,900 |
| Retail trade | 118,000 | 11,200 | 96,400 | 225,600 |
| Transportation and warehousing | 11,200 | 63,100 | 46,300 | 120,600 |
| **Services** | **413,600** | **412,200** | **833,800** | **1,659,600** |
| Accommodations and food services | 28,800 | 27,300 | 121,900 | 178,000 |
| Administrative, support and waste management services | 45,800 | 87,000 | 51,300 | 184,100 |
| Finance and insurance | 71,300 | 40,600 | 60,600 | 172,500 |
| Health care and social assistance | 24,800 | 400 | 252,600 | 277,800 |
| Information | 114,100 | 19,800 | 10,300 | 144,200 |
| Management of companies and enterprises | 1,400 | 51,800 | 15,500 | 68,700 |
| Professional, scientific and technical services | 91,600 | 110,400 | 58,500 | 260,500 |
| Real estate and rental and leasing | 20,300 | 27,300 | 65,100 | 112,700 |
| Other services | 15,500 | 47,600 | 198,000 | 261,100 |
| **Other** | **7,900** | **46,500** | **18,000** | **72,400** |
| Agriculture, forestry, fishing & hunting | 700 | 6,400 | 5,600 | 12,700 |
| Construction | 5,600 | 35,600 | 9,300 | 50,500 |
| Mining | 800 | 800 | 200 | 1,800 |
| Utilities | 800 | 3,700 | 2,900 | 7,400 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table MI-1 – Total Economic Impact of Globally Engaged US Companies in Michigan, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 837,800 | 754,900 | 1,039,000 | 2,631,700 | 51.6% |
| Labor Income ($millions)[b] | $65,076.6 | $49,655.5 | $52,194.2 | $166,926.3 | 57.3% |
| Value Added (GDP) ($millions) | $96,119.4 | $78,754.6 | $87,270.8 | $262,144.8 | 55.0% |

### Table MI-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Michigan, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **837,800** | **754,900** | **1,039,000** | **2,631,700** |
| **Manufacturing** | **266,300** | **132,900** | **41,900** | **441,100** |
| **Trade and transportation** | **271,000** | **133,400** | **157,100** | **561,500** |
| Wholesale trade | 58,900 | 54,800 | 20,300 | 134,000 |
| Retail trade | 177,500 | 14,500 | 97,200 | 289,200 |
| Transportation and warehousing | 34,600 | 64,100 | 39,600 | 138,300 |
| **Services** | **290,200** | **402,900** | **790,400** | **1,483,500** |
| Accommodations and food services | 44,100 | 31,200 | 124,600 | 199,900 |
| Administrative, support and waste management services | 37,300 | 110,800 | 71,500 | 219,600 |
| Finance and insurance | 53,800 | 40,400 | 57,000 | 151,200 |
| Health care and social assistance | 18,600 | 300 | 212,900 | 231,800 |
| Information | 41,100 | 11,200 | 7,200 | 59,500 |
| Management of companies and enterprises | 3,600 | 42,200 | 15,100 | 60,900 |
| Professional, scientific and technical services | 60,700 | 94,100 | 51,000 | 205,800 |
| Real estate and rental and leasing | 8,100 | 31,700 | 71,200 | 111,000 |
| Other services | 22,900 | 41,000 | 179,900 | 243,800 |
| **Other** | **10,200** | **85,900** | **33,300** | **129,400** |
| Agriculture, forestry, fishing & hunting | 200 | 37,800 | 18,700 | 56,700 |
| Construction | 3,000 | 37,200 | 9,400 | 49,600 |
| Mining | 5,700 | 4,500 | 1,200 | 11,400 |
| Utilities | 1,300 | 6,400 | 4,000 | 11,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table MN-1 – Total Economic Impact of Globally Engaged US Companies in Minnesota, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 635,800 | 541,400 | 802,800 | 1,980,000 | 59.1% |
| Labor Income ($millions)[b] | $52,195.7 | $38,965.8 | $44,138.1 | $135,299.6 | 64.5% |
| Value Added (GDP) ($millions) | $82,909.7 | $61,775.4 | $72,363.4 | $217,048.6 | 62.6% |

**Table MN-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Minnesota, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **635,800** | **541,400** | **802,800** | **1,980,000** |
| **Manufacturing** | **205,300** | **63,700** | **26,500** | **295,500** |
| **Trade and transportation** | **210,300** | **97,100** | **120,800** | **428,200** |
| Wholesale trade | 66,600 | 32,700 | 15,100 | 114,400 |
| Retail trade | 111,800 | 10,100 | 74,600 | 196,500 |
| Transportation and warehousing | 31,900 | 54,300 | 31,100 | 117,300 |
| **Services** | **201,000** | **297,900** | **613,600** | **1,112,500** |
| Accommodations and food services | 18,200 | 22,400 | 89,400 | 130,000 |
| Administrative, support and waste management services | 19,500 | 59,100 | 38,700 | 117,300 |
| Finance and insurance | 70,300 | 38,400 | 47,400 | 156,100 |
| Health care and social assistance | 10,200 | 200 | 185,500 | 195,900 |
| Information | 24,200 | 9,300 | 7,200 | 40,700 |
| Management of companies and enterprises | 300 | 43,800 | 16,700 | 60,800 |
| Professional, scientific and technical services | 32,100 | 71,000 | 38,900 | 142,000 |
| Real estate and rental and leasing | 6,800 | 21,700 | 47,500 | 76,000 |
| Other services | 19,400 | 32,000 | 142,300 | 193,700 |
| **Other** | **19,600** | **82,500** | **29,200** | **131,300** |
| Agriculture, forestry, fishing & hunting | 7,600 | 48,900 | 18,700 | 75,200 |
| Construction | 4,700 | 25,700 | 6,900 | 37,300 |
| Mining | 4,200 | 2,400 | 500 | 7,100 |
| Utilities | 3,100 | 5,500 | 3,100 | 11,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table MS-1 – Total Economic Impact of Globally Engaged US Companies in Mississippi, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 186,500 | 167,000 | 203,000 | 556,500 | 41.7% |
| Labor Income ($millions)[b] | $10,045.9 | $7,491.6 | $7,720.1 | $25,257.5 | 45.3% |
| Value Added (GDP) ($millions) | $15,487.4 | $12,882.4 | $13,672.6 | $42,042.3 | 44.5% |

### Table MS-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Mississippi, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **186,500** | **167,000** | **203,000** | **556,500** |
| **Manufacturing** | **35,400** | **24,300** | **12,000** | **71,700** |
| **Trade and transportation** | **75,900** | **27,900** | **33,400** | **137,200** |
| Wholesale trade | 10,100 | 8,900 | 3,700 | 22,700 |
| Retail trade | 49,800 | 3,600 | 20,500 | 73,900 |
| Transportation and warehousing | 16,000 | 15,400 | 9,200 | 40,600 |
| **Services** | **72,900** | **86,800** | **141,200** | **300,900** |
| Accommodations and food services | 20,700 | 7,500 | 29,000 | 57,200 |
| Administrative, support and waste management services | 5,400 | 28,700 | 14,400 | 48,500 |
| Finance and insurance | 13,200 | 8,700 | 9,600 | 31,500 |
| Health care and social assistance | 4,900 | 100 | 37,000 | 42,000 |
| Information | 11,000 | 2,500 | 700 | 14,200 |
| Management of companies and enterprises | 1,500 | 6,000 | 2,000 | 9,500 |
| Professional, scientific and technical services | 11,900 | 14,900 | 6,300 | 33,100 |
| Real estate and rental and leasing | 1,400 | 6,300 | 10,900 | 18,600 |
| Other services | 2,900 | 12,100 | 31,300 | 46,300 |
| **Other** | **2,000** | **28,200** | **14,300** | **44,500** |
| Agriculture, forestry, fishing & hunting | * | 12,100 | 10,300 | 22,400 |
| Construction | 1,000 | 11,000 | 2,000 | 14,000 |
| Mining | 900 | 3,000 | 700 | 4,600 |
| Utilities | 100 | 2,100 | 1,300 | 3,500 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding. An asterisk (*) denotes less than 50 jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table MO-1 – Total Economic Impact of Globally Engaged US Companies in Missouri, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 539,100 | 456,500 | 649,200 | 1,644,800 | 49.8% |
| Labor Income ($millions)[b] | $37,327.0 | $27,397.3 | $31,242.6 | $95,966.8 | 53.0% |
| Value Added (GDP) ($millions) | $56,583.7 | $44,343.6 | $52,395.1 | $153,322.5 | 52.2% |

### Table MO-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Missouri, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **539,100** | **456,500** | **649,200** | **1,644,800** |
| **Manufacturing** | **95,700** | **49,900** | **22,300** | **167,900** |
| **Trade and transportation** | **192,700** | **75,100** | **102,100** | **369,900** |
| Wholesale trade | 44,100 | 26,900 | 14,300 | 85,300 |
| Retail trade | 118,400 | 8,700 | 62,400 | 189,500 |
| Transportation and warehousing | 30,200 | 39,500 | 25,400 | 95,100 |
| **Services** | **237,600** | **263,100** | **481,700** | **982,400** |
| Accommodations and food services | 29,000 | 20,800 | 84,600 | 134,400 |
| Administrative, support and waste management services | 24,200 | 59,800 | 36,600 | 120,600 |
| Finance and insurance | 69,000 | 32,100 | 37,000 | 138,100 |
| Health care and social assistance | 24,500 | 300 | 130,000 | 154,800 |
| Information | 31,300 | 10,200 | 5,300 | 46,800 |
| Management of companies and enterprises | 800 | 28,400 | 11,800 | 41,000 |
| Professional, scientific and technical services | 36,400 | 59,200 | 29,600 | 125,200 |
| Real estate and rental and leasing | 9,600 | 21,200 | 41,500 | 72,300 |
| Other services | 12,800 | 31,100 | 105,300 | 149,200 |
| **Other** | **13,200** | **68,500** | **31,100** | **112,800** |
| Agriculture, forestry, fishing & hunting | 2,000 | 35,800 | 21,900 | 59,700 |
| Construction | 5,300 | 26,800 | 6,200 | 38,300 |
| Mining | 5,000 | 2,000 | 400 | 7,400 |
| Utilities | 900 | 3,900 | 2,600 | 7,400 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table MT-1 – Total Economic Impact of Globally Engaged US Companies in Montana, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 71,700 | 62,400 | 96,100 | 230,200 | 39.0% |
| Labor Income ($millions)[b] | $4,257.4 | $2,979.3 | $3,988.3 | $11,224.9 | 41.6% |
| Value Added (GDP) ($millions) | $6,074.8 | $5,063.2 | $6,701.9 | $17,839.9 | 40.4% |

### Table MT-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Montana, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **71,700** | **62,400** | **96,100** | **230,200** |
| **Manufacturing** | **11,800** | **3,800** | **2,300** | **17,900** |
| **Trade and transportation** | **40,000** | **8,400** | **14,500** | **62,900** |
| Wholesale trade | 8,400 | 2,900 | 1,800 | 13,100 |
| Retail trade | 21,700 | 1,400 | 9,900 | 33,000 |
| Transportation and warehousing | 9,900 | 4,100 | 2,800 | 16,800 |
| **Services** | **18,300** | **31,800** | **67,800** | **117,900** |
| Accommodations and food services | 2,500 | 3,000 | 13,300 | 18,800 |
| Administrative, support and waste management services | 500 | 6,700 | 4,200 | 11,400 |
| Finance and insurance | 4,300 | 3,400 | 4,300 | 12,000 |
| Health care and social assistance | 300 | * | 17,700 | 18,000 |
| Information | 6,200 | 1,000 | 600 | 7,800 |
| Management of companies and enterprises | - | 1,400 | 400 | 1,800 |
| Professional, scientific and technical services | 3,300 | 8,000 | 4,100 | 15,400 |
| Real estate and rental and leasing | 500 | 3,600 | 7,400 | 11,500 |
| Other services | 700 | 4,700 | 15,800 | 21,200 |
| **Other** | **1,300** | **18,100** | **9,600** | **29,000** |
| Agriculture, forestry, fishing & hunting | 100 | 8,900 | 7,500 | 16,500 |
| Construction | 300 | 6,000 | 1,200 | 7,500 |
| Mining | 600 | 2,500 | 500 | 3,600 |
| Utilities | 300 | 700 | 400 | 1,400 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table NE-1 – Total Economic Impact of Globally Engaged US Companies in Nebraska, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 163,100 | 160,300 | 218,100 | 541,500 | 47.0% |
| Labor Income ($millions)[b] | $11,734.4 | $10,173.5 | $11,148.0 | $33,055.8 | 51.8% |
| Value Added (GDP) ($millions) | $19,970.6 | $17,815.6 | $19,647.6 | $57,433.8 | 49.9% |

### Table NE-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Nebraska, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **163,100** | **160,300** | **218,100** | **541,500** |
| **Manufacturing** | **33,700** | **14,900** | **10,000** | **58,600** |
| **Trade and transportation** | **65,400** | **24,600** | **35,300** | **125,300** |
| Wholesale trade | 13,700 | 8,600 | 4,200 | 26,500 |
| Retail trade | 31,100 | 3,400 | 22,400 | 56,900 |
| Transportation and warehousing | 20,600 | 12,600 | 8,700 | 41,900 |
| **Services** | **63,400** | **87,300** | **152,600** | **303,300** |
| Accommodations and food services | 6,600 | 7,900 | 24,600 | 39,100 |
| Administrative, support and waste management services | 4,600 | 21,100 | 11,400 | 37,100 |
| Finance and insurance | 19,700 | 11,600 | 15,100 | 46,400 |
| Health care and social assistance | 1,600 | * | 42,500 | 44,100 |
| Information | 14,800 | 3,400 | 1,900 | 20,100 |
| Management of companies and enterprises | 100 | 9,600 | 3,800 | 13,500 |
| Professional, scientific and technical services | 12,400 | 17,200 | 8,400 | 38,000 |
| Real estate and rental and leasing | 1,200 | 6,800 | 12,000 | 20,000 |
| Other services | 2,400 | 9,700 | 32,900 | 45,000 |
| **Other** | **600** | **33,000** | **16,600** | **50,200** |
| Agriculture, forestry, fishing & hunting | 200 | 20,700 | 13,100 | 34,000 |
| Construction | 200 | 10,100 | 2,200 | 12,500 |
| Mining | 100 | 700 | 200 | 1,000 |
| Utilities | 100 | 1,500 | 1,100 | 2,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table NV-1 – Total Economic Impact of Globally Engaged US Companies in Nevada, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 312,800 | 188,000 | 279,900 | 780,700 | 45.8% |
| Labor Income ($millions)[b] | $17,162.5 | $10,732.4 | $13,419.9 | $41,314.8 | 45.5% |
| Value Added (GDP) ($millions) | $34,389.9 | $18,017.7 | $25,362.6 | $77,770.3 | 47.8% |

### Table NV-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Nevada, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **312,800** | **188,000** | **279,900** | **780,700** |
| **Manufacturing** | **16,000** | **10,700** | **5,400** | **32,100** |
| **Trade and transportation** | **85,800** | **37,000** | **49,000** | **171,800** |
| Wholesale trade | 7,900 | 8,100 | 5,200 | 21,200 |
| Retail trade | 66,100 | 3,900 | 26,300 | 96,300 |
| Transportation and warehousing | 11,800 | 25,000 | 17,500 | 54,300 |
| **Services** | **196,100** | **118,400** | **214,200** | **528,700** |
| Accommodations and food services | 67,900 | 11,500 | 49,200 | 128,600 |
| Administrative, support and waste management services | 19,100 | 32,200 | 20,000 | 71,300 |
| Finance and insurance | 17,300 | 10,300 | 18,400 | 46,000 |
| Health care and social assistance | 23,900 | 200 | 39,900 | 64,000 |
| Information | 15,100 | 2,900 | 1,900 | 19,900 |
| Management of companies and enterprises | 300 | 12,300 | 5,300 | 17,900 |
| Professional, scientific and technical services | 19,200 | 25,600 | 12,300 | 57,100 |
| Real estate and rental and leasing | 21,800 | 10,900 | 22,200 | 54,900 |
| Other services | 11,500 | 12,500 | 45,000 | 69,000 |
| **Other** | **15,000** | **21,800** | **5,400** | **42,200** |
| Agriculture, forestry, fishing & hunting | * | 1,600 | 1,500 | 3,100 |
| Construction | 4,600 | 15,800 | 2,900 | 23,300 |
| Mining | 3,700 | 3,800 | 600 | 8,100 |
| Utilities | 6,700 | 600 | 400 | 7,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table NH-1 – Total Economic Impact of Globally Engaged US Companies in New Hampshire, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 117,900 | 87,500 | 145,400 | 350,800 | 44.1% |
| Labor Income ($millions)[b] | $10,254.1 | $6,371.9 | $8,336.5 | $24,962.5 | 48.4% |
| Value Added (GDP) ($millions) | $14,223.1 | $9,738.2 | $13,850.1 | $37,811.4 | 48.2% |

**Table NH-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in New Hampshire, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **117,900** | **87,500** | **145,400** | **350,800** |
| **Manufacturing** | **28,400** | **13,300** | **4,600** | **46,300** |
| **Trade and transportation** | **37,400** | **14,000** | **24,500** | **75,900** |
| Wholesale trade | 5,000 | 6,800 | 3,500 | 15,300 |
| Retail trade | 26,500 | 2,100 | 17,200 | 45,800 |
| Transportation and warehousing | 5,900 | 5,100 | 3,800 | 14,800 |
| **Services** | **51,400** | **50,700** | **109,400** | **211,500** |
| Accommodations and food services | 6,100 | 3,700 | 17,800 | 27,600 |
| Administrative, support and waste management services | 3,500 | 11,500 | 8,200 | 23,200 |
| Finance and insurance | 7,500 | 5,300 | 8,400 | 21,200 |
| Health care and social assistance | 7,700 | 100 | 27,900 | 35,700 |
| Information | 14,300 | 1,800 | 1,200 | 17,300 |
| Management of companies and enterprises | - | 4,900 | 1,800 | 6,700 |
| Professional, scientific and technical services | 6,700 | 13,900 | 7,500 | 28,100 |
| Real estate and rental and leasing | 1,800 | 3,700 | 10,000 | 15,500 |
| Other services | 3,800 | 5,800 | 26,600 | 36,200 |
| **Other** | **900** | **9,400** | **4,000** | **14,300** |
| Agriculture, forestry, fishing & hunting | * | 1,800 | 1,800 | 3,600 |
| Construction | 600 | 6,800 | 1,700 | 9,100 |
| Mining | 100 | 300 | 100 | 500 |
| Utilities | 200 | 500 | 400 | 1,100 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding. An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table NJ-1 – Total Economic Impact of Globally Engaged US Companies in New Jersey, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 919,600 | 754,000 | 1,202,800 | 2,876,400 | 58.1% |
| Labor Income ($millions)[b] | $90,014.3 | $61,650.8 | $74,612.8 | $226,277.9 | 64.0% |
| Value Added (GDP) ($millions) | $172,092.2 | $94,161.9 | $122,640.5 | $388,894.5 | 67.8% |

### Table NJ-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in New Jersey, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **919,600** | **754,000** | **1,202,800** | **2,876,400** |
| **Manufacturing** | **221,000** | **42,900** | **22,700** | **286,600** |
| **Trade and transportation** | **253,500** | **186,000** | **211,800** | **651,300** |
| Wholesale trade | 47,000 | 58,900 | 29,900 | 135,800 |
| Retail trade | 184,400 | 14,900 | 110,900 | 310,200 |
| Transportation and warehousing | 22,100 | 112,200 | 71,000 | 205,300 |
| **Services** | **432,700** | **464,900** | **927,700** | **1,825,300** |
| Accommodations and food services | 34,100 | 33,000 | 121,600 | 188,700 |
| Administrative, support and waste management services | 42,400 | 120,100 | 75,700 | 238,200 |
| Finance and insurance | 95,500 | 53,000 | 78,500 | 227,000 |
| Health care and social assistance | 22,400 | 300 | 244,300 | 267,000 |
| Information | 108,900 | 11,700 | 6,800 | 127,400 |
| Management of companies and enterprises | 500 | 48,900 | 18,100 | 67,500 |
| Professional, scientific and technical services | 94,800 | 113,600 | 64,400 | 272,800 |
| Real estate and rental and leasing | 25,000 | 39,000 | 103,400 | 167,400 |
| Other services | 9,100 | 45,300 | 214,900 | 269,300 |
| **Other** | **12,300** | **60,300** | **20,700** | **93,300** |
| Agriculture, forestry, fishing & hunting | 1,000 | 12,500 | 6,200 | 19,700 |
| Construction | 7,800 | 39,100 | 10,900 | 57,800 |
| Mining | 200 | 3,300 | 200 | 3,700 |
| Utilities | 3,300 | 5,400 | 3,400 | 12,100 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table NM-1 – Total Economic Impact of Globally Engaged US Companies in New Mexico, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 138,000 | 108,000 | 149,400 | 395,400 | 43.5% |
| Labor Income ($millions)[b] | $7,936.0 | $5,637.8 | $6,095.7 | $19,669.5 | 44.7% |
| Value Added (GDP) ($millions) | $14,365.8 | $13,039.2 | $11,618.0 | $39,023.1 | 50.1% |

### Table NM-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in New Mexico, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **138,000** | **108,000** | **149,400** | **395,400** |
| **Manufacturing** | **14,600** | **5,000** | **3,000** | **22,600** |
| **Trade and transportation** | **67,600** | **14,900** | **20,200** | **102,700** |
| Wholesale trade | 8,600 | 4,600 | 2,500 | 15,700 |
| Retail trade | 47,600 | 2,000 | 13,300 | 62,900 |
| Transportation and warehousing | 11,400 | 8,300 | 4,400 | 24,100 |
| **Services** | **48,700** | **58,500** | **113,300** | **220,500** |
| Accommodations and food services | 7,300 | 5,700 | 22,400 | 35,400 |
| Administrative, support and waste management services | 3,300 | 15,300 | 8,400 | 27,000 |
| Finance and insurance | 9,500 | 5,100 | 6,300 | 20,900 |
| Health care and social assistance | 5,700 | 100 | 33,100 | 38,900 |
| Information | 6,600 | 2,400 | 1,000 | 10,000 |
| Management of companies and enterprises | - | 3,500 | 1,100 | 4,600 |
| Professional, scientific and technical services | 12,600 | 13,200 | 6,600 | 32,400 |
| Real estate and rental and leasing | 1,200 | 4,800 | 8,700 | 14,700 |
| Other services | 2,500 | 8,400 | 25,700 | 36,600 |
| **Other** | **7,000** | **29,300** | **11,000** | **47,300** |
| Agriculture, forestry, fishing & hunting | * | 7,900 | 7,100 | 15,000 |
| Construction | 1,600 | 9,600 | 1,600 | 12,800 |
| Mining | 4,900 | 10,400 | 1,500 | 16,800 |
| Utilities | 500 | 1,400 | 800 | 2,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding. An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table NY-1 – Total Economic Impact of Globally Engaged US Companies in New York, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 1,512,900 | 1,249,900 | 2,304,700 | 5,067,500 | 45.1% |
| Labor Income ($millions)[b] | $173,511.5 | $117,486.4 | $162,069.6 | $453,067.4 | 51.6% |
| Value Added (GDP) ($millions) | $346,009.7 | $191,799.4 | $275,319.3 | $813,128.4 | 51.0% |

**Table NY-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in New York, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **1,512,900** | **1,249,900** | **2,304,700** | **5,067,500** |
| **Manufacturing** | **247,200** | **81,400** | **41,500** | **370,100** |
| **Trade and transportation** | **391,000** | **223,100** | **351,400** | **965,500** |
| Wholesale trade | 93,400 | 71,900 | 42,800 | 208,100 |
| Retail trade | 249,800 | 22,400 | 200,500 | 472,700 |
| Transportation and warehousing | 47,800 | 128,800 | 108,100 | 284,700 |
| **Services** | **854,500** | **838,600** | **1,820,000** | **3,513,100** |
| Accommodations and food services | 70,800 | 53,600 | 255,500 | 379,900 |
| Administrative, support and waste management services | 68,600 | 171,800 | 117,200 | 357,600 |
| Finance and insurance | 273,500 | 89,300 | 144,100 | 506,900 |
| Health care and social assistance | 33,800 | 500 | 538,400 | 572,700 |
| Information | 215,100 | 49,500 | 26,000 | 290,600 |
| Management of companies and enterprises | 3,500 | 75,400 | 30,400 | 109,300 |
| Professional, scientific and technical services | 121,800 | 230,100 | 125,600 | 477,500 |
| Real estate and rental and leasing | 30,800 | 67,200 | 168,700 | 266,700 |
| Other services | 36,600 | 101,200 | 414,100 | 551,900 |
| **Other** | **20,300** | **107,100** | **42,800** | **170,200** |
| Agriculture, forestry, fishing & hunting | 100 | 22,000 | 17,300 | 39,400 |
| Construction | 15,800 | 72,600 | 17,400 | 105,800 |
| Mining | 2,000 | 3,000 | 600 | 5,600 |
| Utilities | 2,400 | 9,500 | 7,500 | 19,400 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table NC-1 – Total Economic Impact of Globally Engaged US Companies in North Carolina, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 836,300 | 735,500 | 1,010,700 | 2,582,500 | 48.9% |
| Labor Income ($millions)[b] | $63,546.6 | $44,100.6 | $48,634.9 | $156,282.0 | 54.0% |
| Value Added (GDP) ($millions) | $119,233.9 | $73,497.5 | $86,355.8 | $279,087.3 | 53.8% |

### Table NC-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in North Carolina, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **836,300** | **735,500** | **1,010,700** | **2,582,500** |
| **Manufacturing** | **200,200** | **83,500** | **43,100** | **326,800** |
| **Trade and transportation** | **260,900** | **136,600** | **174,700** | **572,200** |
| Wholesale trade | 45,400 | 49,600 | 24,800 | 119,800 |
| Retail trade | 176,900 | 15,200 | 110,000 | 302,100 |
| Transportation and warehousing | 38,600 | 71,800 | 39,900 | 150,300 |
| **Services** | **325,500** | **434,700** | **744,400** | **1,504,600** |
| Accommodations and food services | 40,600 | 35,400 | 142,100 | 218,100 |
| Administrative, support and waste management services | 30,600 | 126,100 | 74,200 | 230,900 |
| Finance and insurance | 63,000 | 43,200 | 56,300 | 162,500 |
| Health care and social assistance | 28,300 | 300 | 172,300 | 200,900 |
| Information | 43,000 | 15,500 | 9,400 | 67,900 |
| Management of companies and enterprises | 2,800 | 42,600 | 16,300 | 61,700 |
| Professional, scientific and technical services | 90,300 | 87,600 | 43,400 | 221,300 |
| Real estate and rental and leasing | 7,900 | 33,600 | 70,900 | 112,400 |
| Other services | 19,000 | 50,400 | 159,500 | 228,900 |
| **Other** | **49,800** | **80,700** | **32,000** | **162,500** |
| Agriculture, forestry, fishing & hunting | 300 | 27,500 | 18,900 | 46,700 |
| Construction | 10,900 | 47,100 | 10,900 | 68,900 |
| Mining | 2,100 | 3,900 | 400 | 6,400 |
| Utilities | 36,500 | 2,200 | 1,800 | 40,500 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table ND-1 – Total Economic Impact of Globally Engaged US Companies in North Dakota, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 64,200 | 56,200 | 79,800 | 200,200 | 40.6% |
| Labor Income ($millions)[b] | $4,968.5 | $3,713.0 | $4,055.5 | $12,737.0 | 44.6% |
| Value Added (GDP) ($millions) | $8,068.3 | $6,587.5 | $6,878.3 | $21,534.1 | 41.1% |

### Table ND-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in North Dakota, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **64,200** | **56,200** | **79,800** | **200,200** |
| **Manufacturing** | **6,300** | **4,000** | **2,100** | **12,400** |
| **Trade and transportation** | **32,200** | **10,200** | **13,900** | **56,300** |
| Wholesale trade | 13,300 | 3,300 | 2,100 | 18,700 |
| Retail trade | 13,600 | 1,400 | 8,300 | 23,300 |
| Transportation and warehousing | 5,300 | 5,500 | 3,500 | 14,300 |
| **Services** | **17,100** | **24,000** | **54,300** | **95,400** |
| Accommodations and food services | 2,400 | 2,400 | 9,400 | 14,200 |
| Administrative, support and waste management services | 5,100 | 4,300 | 2,700 | 12,100 |
| Finance and insurance | 1,800 | 3,400 | 5,000 | 10,200 |
| Health care and social assistance | 900 | * | 16,900 | 17,800 |
| Information | 2,900 | 800 | 600 | 4,300 |
| Management of companies and enterprises | 100 | 1,900 | 600 | 2,600 |
| Professional, scientific and technical services | 2,800 | 5,100 | 2,500 | 10,400 |
| Real estate and rental and leasing | 300 | 2,600 | 5,100 | 8,000 |
| Other services | 800 | 3,500 | 11,500 | 15,800 |
| **Other** | **8,400** | **18,100** | **8,600** | **35,100** |
| Agriculture, forestry, fishing & hunting | * | 6,900 | 6,300 | 13,200 |
| Construction | 2,600 | 4,700 | 800 | 8,100 |
| Mining | 4,000 | 5,400 | 1,100 | 10,500 |
| Utilities | 1,800 | 1,100 | 400 | 3,300 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding. An asterisk (*) denotes less than 50 jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

## Table OH-1 – Total Economic Impact of Globally Engaged US Companies in Ohio, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 1,153,600 | 998,000 | 1,361,600 | 3,513,200 | 56.1% |
| Labor Income ($millions)[b] | $83,654.6 | $63,373.5 | $68,000.1 | $215,028.2 | 60.7% |
| Value Added (GDP) ($millions) | $150,956.8 | $106,301.1 | $117,402.9 | $374,660.9 | 60.5% |

## Table OH-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Ohio, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **1,153,600** | **998,000** | **1,361,600** | **3,513,200** |
| **Manufacturing** | **333,400** | **150,600** | **50,500** | **534,500** |
| **Trade and transportation** | **388,600** | **194,100** | **207,200** | **789,900** |
| Wholesale trade | 103,300 | 66,600 | 27,700 | 197,600 |
| Retail trade | 234,300 | 19,600 | 120,000 | 373,900 |
| Transportation and warehousing | 51,000 | 107,900 | 59,500 | 218,400 |
| **Services** | **395,600** | **535,300** | **1,043,400** | **1,974,300** |
| Accommodations and food services | 74,800 | 41,800 | 168,400 | 285,000 |
| Administrative, support and waste management services | 32,900 | 145,100 | 87,200 | 265,200 |
| Finance and insurance | 86,300 | 50,600 | 77,000 | 213,900 |
| Health care and social assistance | 16,400 | 300 | 308,000 | 324,700 |
| Information | 65,100 | 13,500 | 7,900 | 86,500 |
| Management of companies and enterprises | 1,200 | 71,800 | 27,200 | 100,200 |
| Professional, scientific and technical services | 69,200 | 115,400 | 59,900 | 244,500 |
| Real estate and rental and leasing | 12,600 | 40,700 | 82,400 | 135,700 |
| Other services | 37,100 | 56,100 | 225,400 | 318,600 |
| **Other** | **36,100** | **117,900** | **40,400** | **194,400** |
| Agriculture, forestry, fishing & hunting | 1,100 | 51,300 | 23,200 | 75,600 |
| Construction | 23,200 | 48,800 | 11,800 | 83,800 |
| Mining | 2,100 | 10,900 | 1,900 | 14,900 |
| Utilities | 9,700 | 6,900 | 3,500 | 20,100 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table OK-1 – Total Economic Impact of Globally Engaged US Companies in Oklahoma, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 307,600 | 287,600 | 352,100 | 947,300 | 49.0% |
| Labor Income ($millions)[b] | $19,230.6 | $17,188.2 | $16,205.6 | $52,624.3 | 49.8% |
| Value Added (GDP) ($millions) | $33,103.2 | $28,821.7 | $27,067.5 | $88,992.5 | 52.0% |

### Table OK-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Oklahoma, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **307,600** | **287,600** | **352,100** | **947,300** |
| **Manufacturing** | **52,700** | **27,700** | **10,300** | **90,700** |
| **Trade and transportation** | **129,400** | **37,800** | **53,500** | **220,700** |
| Wholesale trade | 15,900 | 14,700 | 7,100 | 37,700 |
| Retail trade | 81,500 | 5,800 | 35,200 | 122,500 |
| Transportation and warehousing | 32,000 | 17,300 | 11,200 | 60,500 |
| **Services** | **88,500** | **144,100** | **253,500** | **486,100** |
| Accommodations and food services | 13,400 | 12,000 | 48,700 | 74,100 |
| Administrative, support and waste management services | 9,800 | 40,000 | 22,600 | 72,400 |
| Finance and insurance | 11,600 | 16,800 | 22,000 | 50,400 |
| Health care and social assistance | 6,700 | 100 | 66,000 | 72,800 |
| Information | 20,600 | 4,100 | 1,900 | 26,600 |
| Management of companies and enterprises | 200 | 11,300 | 4,200 | 15,700 |
| Professional, scientific and technical services | 12,200 | 31,500 | 14,400 | 58,100 |
| Real estate and rental and leasing | 6,300 | 11,100 | 21,500 | 38,900 |
| Other services | 7,700 | 17,200 | 52,200 | 77,100 |
| **Other** | **36,800** | **78,000** | **30,300** | **145,100** |
| Agriculture, forestry, fishing & hunting | 1,600 | 23,200 | 17,500 | 42,300 |
| Construction | 6,200 | 19,400 | 3,800 | 29,400 |
| Mining | 26,400 | 31,500 | 7,100 | 65,000 |
| Utilities | 2,600 | 3,900 | 1,900 | 8,400 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table OR-1 – Total Economic Impact of Globally Engaged US Companies in Oregon, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 254,500 | 276,500 | 401,800 | 932,800 | 40.9% |
| Labor Income ($millions)[b] | $21,245.6 | $17,682.3 | $20,352.2 | $59,280.1 | 44.5% |
| Value Added (GDP) ($millions) | $30,018.6 | $28,099.9 | $34,170.2 | $92,288.7 | 43.0% |

**Table OR-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Oregon, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **254,500** | **276,500** | **401,800** | **932,800** |
| **Manufacturing** | **50,400** | **35,100** | **16,200** | **101,700** |
| **Trade and transportation** | **106,800** | **44,400** | **64,100** | **215,300** |
| Wholesale trade | 29,700 | 14,800 | 8,200 | 52,700 |
| Retail trade | 50,000 | 5,300 | 39,900 | 95,200 |
| Transportation and warehousing | 27,100 | 24,300 | 16,000 | 67,400 |
| **Services** | **90,300** | **148,100** | **287,700** | **526,100** |
| Accommodations and food services | 11,200 | 11,500 | 51,600 | 74,300 |
| Administrative, support and waste management services | 13,600 | 31,900 | 21,200 | 66,700 |
| Finance and insurance | 18,600 | 13,400 | 17,300 | 49,300 |
| Health care and social assistance | 2,800 | 100 | 74,900 | 77,800 |
| Information | 17,700 | 7,100 | 4,400 | 29,200 |
| Management of companies and enterprises | 200 | 19,200 | 8,200 | 27,600 |
| Professional, scientific and technical services | 15,500 | 37,500 | 19,700 | 72,700 |
| Real estate and rental and leasing | 3,100 | 10,600 | 25,800 | 39,500 |
| Other services | 7,600 | 16,800 | 64,600 | 89,000 |
| **Other** | **7,000** | **48,800** | **26,100** | **81,900** |
| Agriculture, forestry, fishing & hunting | 100 | 27,700 | 21,000 | 48,800 |
| Construction | 4,700 | 17,700 | 3,700 | 26,100 |
| Mining | 300 | 1,500 | 200 | 2,000 |
| Utilities | 1,900 | 1,900 | 1,200 | 5,000 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table PA-1 – Total Economic Impact of Globally Engaged US Companies in Pennsylvania, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 1,122,600 | 932,500 | 1,664,500 | 3,719,600 | 53.1% |
| Labor Income ($millions)[b] | $90,720.7 | $69,646.0 | $94,099.0 | $254,465.7 | 57.2% |
| Value Added (GDP) ($millions) | $185,633.1 | $110,653.3 | $149,470.5 | $445,756.9 | 61.7% |

**Table PA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Pennsylvania, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **1,122,600** | **932,500** | **1,664,500** | **3,719,600** |
| **Manufacturing** | **281,300** | **115,800** | **49,500** | **446,600** |
| **Trade and transportation** | **363,700** | **184,600** | **256,500** | **804,800** |
| Wholesale trade | 79,400 | 57,300 | 29,700 | 166,400 |
| Retail trade | 233,900 | 18,900 | 151,900 | 404,700 |
| Transportation and warehousing | 50,400 | 108,400 | 74,900 | 233,700 |
| **Services** | **443,200** | **516,800** | **1,289,300** | **2,249,300** |
| Accommodations and food services | 63,900 | 39,300 | 184,800 | 288,000 |
| Administrative, support and waste management services | 69,800 | 113,200 | 83,800 | 266,800 |
| Finance and insurance | 73,300 | 62,000 | 102,100 | 237,400 |
| Health care and social assistance | 27,300 | 400 | 407,700 | 435,400 |
| Information | 84,300 | 15,700 | 11,300 | 111,300 |
| Management of companies and enterprises | 1,300 | 64,100 | 27,500 | 92,900 |
| Professional, scientific and technical services | 76,500 | 124,700 | 77,500 | 278,700 |
| Real estate and rental and leasing | 15,500 | 36,000 | 95,700 | 147,200 |
| Other services | 31,300 | 61,400 | 298,900 | 391,600 |
| **Other** | **34,600** | **115,300** | **42,000** | **191,900** |
| Agriculture, forestry, fishing & hunting | 600 | 37,200 | 21,000 | 58,800 |
| Construction | 13,400 | 53,800 | 13,600 | 80,800 |
| Mining | 13,300 | 15,800 | 2,400 | 31,500 |
| Utilities | 7,300 | 8,500 | 5,000 | 20,800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table RI-1 – Total Economic Impact of Globally Engaged US Companies in Rhode Island, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 66,300 | 61,600 | 100,600 | 228,500 | 39.7% |
| Labor Income ($millions)[b] | $5,424.9 | $3,942.4 | $5,140.2 | $14,507.4 | 43.8% |
| Value Added (GDP) ($millions) | $8,764.6 | $6,385.3 | $8,845.7 | $23,995.6 | 45.5% |

**Table RI-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Rhode Island, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **66,300** | **61,600** | **100,600** | **228,500** |
| **Manufacturing** | **17,500** | **6,400** | **2,900** | **26,800** |
| **Trade and transportation** | **22,900** | **9,900** | **13,800** | **46,600** |
| Wholesale trade | 6,200 | 3,500 | 1,900 | 11,600 |
| Retail trade | 15,500 | 1,100 | 8,500 | 25,100 |
| Transportation and warehousing | 1,200 | 5,300 | 3,400 | 9,900 |
| **Services** | **24,500** | **39,900** | **80,200** | **144,600** |
| Accommodations and food services | 2,700 | 2,900 | 14,100 | 19,700 |
| Administrative, support and waste management services | 1,600 | 9,000 | 5,900 | 16,500 |
| Finance and insurance | 7,500 | 4,900 | 6,200 | 18,600 |
| Health care and social assistance | 600 | * | 21,400 | 22,000 |
| Information | 7,400 | 1,400 | 600 | 9,400 |
| Management of companies and enterprises | * | 4,700 | 2,200 | 6,900 |
| Professional, scientific and technical services | 2,900 | 9,700 | 4,900 | 17,500 |
| Real estate and rental and leasing | 700 | 2,800 | 6,500 | 10,000 |
| Other services | 1,100 | 4,500 | 18,400 | 24,000 |
| **Other** | **1,400** | **5,300** | **1,600** | **8,300** |
| Agriculture, forestry, fishing & hunting | * | 800 | 600 | 1,400 |
| Construction | 500 | 4,000 | 800 | 5,300 |
| Mining | - | 100 | * | 100 |
| Utilities | 900 | 400 | 200 | 1,500 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding. An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table SC-1 – Total Economic Impact of Globally Engaged US Companies in South Carolina, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 355,700 | 320,800 | 417,500 | 1,094,000 | 44.3% |
| Labor Income ($millions)[b] | $25,044.7 | $17,623.7 | $17,912.9 | $60,581.3 | 49.4% |
| Value Added (GDP) ($millions) | $40,689.0 | $29,196.9 | $31,465.8 | $101,351.7 | 48.7% |

### Table SC-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in South Carolina, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **355,700** | **320,800** | **417,500** | **1,094,000** |
| **Manufacturing** | **80,600** | **46,200** | **19,200** | **146,000** |
| **Trade and transportation** | **134,300** | **55,200** | **69,500** | **259,000** |
| Wholesale trade | 27,600 | 17,500 | 7,800 | 52,900 |
| Retail trade | 83,300 | 7,100 | 45,500 | 135,900 |
| Transportation and warehousing | 23,400 | 30,600 | 16,200 | 70,200 |
| **Services** | **120,400** | **183,800** | **306,900** | **611,100** |
| Accommodations and food services | 18,700 | 15,200 | 64,200 | 98,100 |
| Administrative, support and waste management services | 21,600 | 56,700 | 33,900 | 112,200 |
| Finance and insurance | 19,600 | 18,900 | 22,000 | 60,500 |
| Health care and social assistance | 18,300 | 200 | 61,600 | 80,100 |
| Information | 14,100 | 5,300 | 3,000 | 22,400 |
| Management of companies and enterprises | 1,000 | 13,600 | 5,000 | 19,600 |
| Professional, scientific and technical services | 17,300 | 38,500 | 18,000 | 73,800 |
| Real estate and rental and leasing | 4,000 | 14,500 | 29,700 | 48,200 |
| Other services | 5,800 | 20,900 | 69,500 | 96,200 |
| **Other** | **20,200** | **35,800** | **14,600** | **70,600** |
| Agriculture, forestry, fishing & hunting | 1,400 | 10,200 | 8,400 | 20,000 |
| Construction | 8,800 | 20,500 | 4,100 | 33,400 |
| Mining | 200 | 2,000 | 300 | 2,500 |
| Utilities | 9,800 | 3,100 | 1,800 | 14,700 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

## Table SD-1 – Total Economic Impact of Globally Engaged US Companies in South Dakota, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 58,600 | 55,600 | 86,100 | 200,300 | 38.2% |
| Labor Income ($millions)[b] | $4,005.0 | $3,181.6 | $4,267.0 | $11,453.6 | 41.0% |
| Value Added (GDP) ($millions) | $6,924.9 | $5,497.7 | $7,533.5 | $19,956.1 | 41.7% |

## Table SD-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in South Dakota, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **58,600** | **55,600** | **86,100** | **200,300** |
| **Manufacturing** | **15,200** | **7,100** | **3,900** | **26,200** |
| **Trade and transportation** | **26,300** | **9,300** | **13,600** | **49,200** |
| Wholesale trade | 7,800 | 3,900 | 2,000 | 13,700 |
| Retail trade | 11,400 | 1,600 | 9,100 | 22,100 |
| Transportation and warehousing | 7,100 | 3,800 | 2,500 | 13,400 |
| **Services** | **15,900** | **26,200** | **59,000** | **101,100** |
| Accommodations and food services | 2,100 | 2,600 | 10,600 | 15,300 |
| Administrative, support and waste management services | 1,500 | 4,700 | 3,000 | 9,200 |
| Finance and insurance | 5,800 | 3,700 | 6,200 | 15,700 |
| Health care and social assistance | 300 | * | 17,000 | 17,300 |
| Information | 3,000 | 800 | 500 | 4,300 |
| Management of companies and enterprises | 100 | 2,800 | 1,000 | 3,900 |
| Professional, scientific and technical services | 2,200 | 5,300 | 2,600 | 10,100 |
| Real estate and rental and leasing | 200 | 2,600 | 5,300 | 8,100 |
| Other services | 700 | 3,700 | 12,800 | 17,200 |
| **Other** | **1,100** | **12,900** | **8,300** | **22,300** |
| Agriculture, forestry, fishing & hunting | - | 7,600 | 7,100 | 14,700 |
| Construction | 500 | 4,300 | 800 | 5,600 |
| Mining | 500 | 500 | 100 | 1,100 |
| Utilities | 100 | 500 | 300 | 900 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding. An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table TN-1 – Total Economic Impact of Globally Engaged US Companies in Tennessee, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 649,200 | 520,000 | 692,000 | 1,861,200 | 50.1% |
| Labor Income ($millions)[b] | $42,154.8 | $31,333.2 | $37,523.8 | $111,011.8 | 51.6% |
| Value Added (GDP) ($millions) | $65,245.1 | $50,054.6 | $60,345.6 | $175,645.3 | 52.2% |

### Table TN-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Tennessee, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **649,200** | **520,000** | **692,000** | **1,861,200** |
| **Manufacturing** | **123,600** | **64,200** | **27,500** | **215,300** |
| **Trade and transportation** | **222,800** | **95,200** | **121,700** | **439,700** |
| Wholesale trade | 42,600 | 28,600 | 14,500 | 85,700 |
| Retail trade | 140,900 | 9,800 | 70,700 | 221,400 |
| Transportation and warehousing | 39,300 | 56,800 | 36,500 | 132,600 |
| **Services** | **295,500** | **294,100** | **504,900** | **1,094,500** |
| Accommodations and food services | 32,900 | 22,700 | 95,000 | 150,600 |
| Administrative, support and waste management services | 44,800 | 82,300 | 52,100 | 179,200 |
| Finance and insurance | 49,800 | 33,400 | 39,000 | 122,200 |
| Health care and social assistance | 77,900 | 700 | 116,200 | 194,800 |
| Information | 29,300 | 9,600 | 5,500 | 44,400 |
| Management of companies and enterprises | 200 | 27,400 | 10,500 | 38,100 |
| Professional, scientific and technical services | 31,600 | 58,700 | 29,800 | 120,100 |
| Real estate and rental and leasing | 6,400 | 21,300 | 43,300 | 71,000 |
| Other services | 22,600 | 38,000 | 113,500 | 174,100 |
| **Other** | **7,200** | **66,400** | **28,600** | **102,200** |
| Agriculture, forestry, fishing & hunting | 700 | 29,600 | 18,100 | 48,400 |
| Construction | 4,300 | 29,800 | 6,900 | 41,000 |
| Mining | 1,400 | 2,200 | 400 | 4,000 |
| Utilities | 800 | 4,800 | 3,200 | 8,800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table TX-1 – Total Economic Impact of Globally Engaged US Companies in Texas, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 2,923,500 | 2,831,500 | 3,681,800 | 9,436,800 | 59.7% |
| Labor Income ($millions)[b] | $223,664.6 | $212,844.9 | $196,147.4 | $632,656.9 | 64.3% |
| Value Added (GDP) ($millions) | $430,743.8 | $336,480.6 | $316,788.7 | $1,084,013.1 | 64.9% |

### Table TX-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Texas, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **2,923,500** | **2,831,500** | **3,681,800** | **9,436,800** |
| **Manufacturing** | **451,300** | **197,600** | **85,000** | **733,900** |
| **Trade and transportation** | **1,073,800** | **529,800** | **577,400** | **2,181,000** |
| Wholesale trade | 214,800 | 158,100 | 82,700 | 455,600 |
| Retail trade | 672,400 | 46,200 | 322,400 | 1,041,000 |
| Transportation and warehousing | 186,600 | 325,500 | 172,300 | 684,400 |
| **Services** | **1,176,400** | **1,606,700** | **2,791,900** | **5,575,000** |
| Accommodations and food services | 148,800 | 121,200 | 502,600 | 772,600 |
| Administrative, support and waste management services | 149,400 | 430,600 | 252,500 | 832,500 |
| Finance and insurance | 203,800 | 185,400 | 278,500 | 667,700 |
| Health care and social assistance | 155,600 | 1,700 | 658,200 | 815,500 |
| Information | 170,700 | 41,400 | 26,000 | 238,100 |
| Management of companies and enterprises | 3,200 | 140,200 | 46,300 | 189,700 |
| Professional, scientific and technical services | 186,200 | 389,500 | 176,400 | 752,100 |
| Real estate and rental and leasing | 54,700 | 121,200 | 253,000 | 428,900 |
| Other services | 104,000 | 175,500 | 598,400 | 877,900 |
| **Other** | **222,100** | **497,200** | **168,100** | **887,400** |
| Agriculture, forestry, fishing & hunting | 6,300 | 120,700 | 90,900 | 217,900 |
| Construction | 61,900 | 177,400 | 39,200 | 278,500 |
| Mining | 112,900 | 178,200 | 27,500 | 318,600 |
| Utilities | 41,000 | 20,900 | 10,500 | 72,400 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table UT-1 – Total Economic Impact of Globally Engaged US Companies in Utah, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 276,000 | 251,700 | 338,800 | 866,500 | 47.2% |
| Labor Income ($millions)[b] | $20,647.8 | $14,687.6 | $15,902.7 | $51,238.1 | 52.1% |
| Value Added (GDP) ($millions) | $31,924.5 | $24,476.8 | $28,333.7 | $84,735.0 | 49.1% |

### Table UT-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Utah, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **276,000** | **251,700** | **338,800** | **866,500** |
| **Manufacturing** | **59,500** | **24,200** | **11,600** | **95,300** |
| **Trade and transportation** | **95,700** | **43,300** | **56,500** | **195,500** |
| Wholesale trade | 20,900 | 14,100 | 6,900 | 41,900 |
| Retail trade | 56,500 | 5,100 | 35,100 | 96,700 |
| Transportation and warehousing | 18,300 | 24,100 | 14,500 | 56,900 |
| **Services** | **108,200** | **155,400** | **255,400** | **519,000** |
| Accommodations and food services | 15,800 | 9,800 | 38,500 | 64,100 |
| Administrative, support and waste management services | 10,800 | 32,700 | 20,500 | 64,000 |
| Finance and insurance | 17,300 | 16,800 | 26,700 | 60,800 |
| Health care and social assistance | 15,500 | 200 | 51,900 | 67,600 |
| Information | 19,000 | 8,200 | 5,000 | 32,200 |
| Management of companies and enterprises | 200 | 19,000 | 5,700 | 24,900 |
| Professional, scientific and technical services | 24,600 | 39,000 | 19,900 | 83,500 |
| Real estate and rental and leasing | 2,600 | 13,700 | 28,900 | 45,200 |
| Other services | 2,400 | 16,000 | 58,300 | 76,700 |
| **Other** | **12,600** | **29,200** | **11,200** | **53,000** |
| Agriculture, forestry, fishing & hunting | * | 6,900 | 5,800 | 12,700 |
| Construction | 6,700 | 17,300 | 3,800 | 27,800 |
| Mining | 4,500 | 3,400 | 600 | 8,500 |
| Utilities | 1,400 | 1,600 | 1,000 | 4,000 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table VT-1 – Total Economic Impact of Globally Engaged US Companies in Vermont, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 46,200 | 38,700 | 66,200 | 151,100 | 40.2% |
| Labor Income ($millions)[b] | $3,362.8 | $2,043.5 | $3,005.0 | $8,411.3 | 44.9% |
| Value Added (GDP) ($millions) | $5,326.8 | $3,165.2 | $4,995.2 | $13,487.1 | 46.1% |

### Table VT-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Vermont, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **46,200** | **38,700** | **66,200** | **151,100** |
| **Manufacturing** | **7,600** | **4,900** | **2,700** | **15,200** |
| **Trade and transportation** | **20,300** | **5,000** | **9,200** | **34,500** |
| Wholesale trade | 4,400 | 1,800 | 1,100 | 7,300 |
| Retail trade | 12,500 | 900 | 6,500 | 19,900 |
| Transportation and warehousing | 3,400 | 2,300 | 1,600 | 7,300 |
| **Services** | **18,000** | **21,100** | **48,900** | **88,000** |
| Accommodations and food services | 1,500 | 1,700 | 8,200 | 11,400 |
| Administrative, support and waste management services | 2,000 | 4,500 | 3,000 | 9,500 |
| Finance and insurance | 6,600 | 1,500 | 2,300 | 10,400 |
| Health care and social assistance | 500 | * | 14,700 | 15,200 |
| Information | 4,400 | 1,100 | 700 | 6,200 |
| Management of companies and enterprises | * | 1,000 | 400 | 1,400 |
| Professional, scientific and technical services | 1,500 | 6,500 | 3,400 | 11,400 |
| Real estate and rental and leasing | 400 | 1,600 | 3,600 | 5,600 |
| Other services | 1,100 | 3,200 | 12,600 | 16,900 |
| **Other** | **300** | **7,600** | **3,500** | **11,400** |
| Agriculture, forestry, fishing & hunting | * | 3,500 | 2,600 | 6,100 |
| Construction | 200 | 3,500 | 700 | 4,400 |
| Mining | - | 300 | * | 300 |
| Utilities | 100 | 300 | 200 | 600 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table VA-1 – Total Economic Impact of Globally Engaged US Companies in Virginia, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 1,019,800 | 637,300 | 926,000 | 2,583,100 | 58.0% |
| Labor Income ($millions)[b] | $84,376.2 | $43,940.5 | $48,239.2 | $176,555.9 | 65.2% |
| Value Added (GDP) ($millions) | $130,802.5 | $70,070.2 | $87,268.6 | $288,141.3 | 63.1% |

**Table VA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Virginia, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **1,019,800** | **637,300** | **926,000** | **2,583,100** |
| **Manufacturing** | **140,300** | **43,400** | **22,000** | **205,700** |
| **Trade and transportation** | **264,300** | **105,300** | **150,900** | **520,500** |
| Wholesale trade | 56,600 | 25,600 | 14,000 | 96,200 |
| Retail trade | 176,300 | 11,900 | 90,400 | 278,600 |
| Transportation and warehousing | 31,400 | 67,800 | 46,500 | 145,700 |
| **Services** | **585,700** | **424,600** | **710,000** | **1,720,300** |
| Accommodations and food services | 54,700 | 32,700 | 120,500 | 207,900 |
| Administrative, support and waste management services | 56,900 | 109,800 | 59,200 | 225,900 |
| Finance and insurance | 67,900 | 33,400 | 51,300 | 152,600 |
| Health care and social assistance | 37,700 | 400 | 172,000 | 210,100 |
| Information | 107,400 | 17,000 | 6,900 | 131,300 |
| Management of companies and enterprises | 900 | 44,900 | 15,800 | 61,600 |
| Professional, scientific and technical services | 219,900 | 105,400 | 52,200 | 377,500 |
| Real estate and rental and leasing | 14,700 | 31,500 | 68,800 | 115,000 |
| Other services | 25,600 | 49,500 | 163,300 | 238,400 |
| **Other** | **29,400** | **63,800** | **27,600** | **120,800** |
| Agriculture, forestry, fishing & hunting | 100 | 18,700 | 15,000 | 33,800 |
| Construction | 21,300 | 39,000 | 9,900 | 70,200 |
| Mining | 2,600 | 2,700 | 600 | 5,900 |
| Utilities | 5,400 | 3,400 | 2,100 | 10,900 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

**Table WA-1 – Total Economic Impact of Globally Engaged US Companies in Washington, 2019**

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 523,300 | 494,500 | 718,600 | 1,736,400 | 44.1% |
| Labor Income ($millions)[b] | $56,897.4 | $39,838.6 | $45,920.6 | $142,656.6 | 49.8% |
| Value Added (GDP) ($millions) | $92,785.0 | $68,327.5 | $81,748.3 | $242,860.8 | 46.4% |

**Table WA-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Washington, 2019**

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **523,300** | **494,500** | **718,600** | **1,736,400** |
| **Manufacturing** | **130,100** | **49,700** | **21,800** | **201,600** |
| **Trade and transportation** | **164,400** | **87,900** | **112,600** | **364,900** |
| Wholesale trade | 34,300 | 34,100 | 16,000 | 84,400 |
| Retail trade | 99,600 | 8,400 | 64,100 | 172,100 |
| Transportation and warehousing | 30,500 | 45,400 | 32,500 | 108,400 |
| **Services** | **219,000** | **278,900** | **523,100** | **1,021,000** |
| Accommodations and food services | 27,400 | 20,100 | 83,800 | 131,300 |
| Administrative, support and waste management services | 40,100 | 56,700 | 33,800 | 130,600 |
| Finance and insurance | 34,900 | 24,000 | 33,600 | 92,500 |
| Health care and social assistance | 17,000 | 200 | 134,800 | 152,000 |
| Information | 46,900 | 21,500 | 13,300 | 81,700 |
| Management of companies and enterprises | 200 | 26,400 | 8,900 | 35,500 |
| Professional, scientific and technical services | 35,200 | 73,700 | 36,100 | 145,000 |
| Real estate and rental and leasing | 7,500 | 20,900 | 48,800 | 77,200 |
| Other services | 9,800 | 35,400 | 130,000 | 175,200 |
| **Other** | **9,800** | **78,000** | **38,000** | **125,800** |
| Agriculture, forestry, fishing & hunting | 300 | 40,100 | 28,400 | 68,800 |
| Construction | 8,500 | 32,600 | 6,800 | 47,900 |
| Mining | 300 | 1,900 | 400 | 2,600 |
| Utilities | 700 | 3,400 | 2,400 | 6,500 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

## Table WV-1 – Total Economic Impact of Globally Engaged US Companies in West Virginia, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 98,900 | 80,800 | 114,500 | 294,200 | 40.4% |
| Labor Income ($millions)[b] | $6,208.3 | $4,364.1 | $5,044.7 | $15,617.1 | 42.0% |
| Value Added (GDP) ($millions) | $9,364.5 | $8,136.3 | $8,711.7 | $26,212.4 | 39.3% |

## Table WV-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in West Virginia, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **98,900** | **80,800** | **114,500** | **294,200** |
| **Manufacturing** | **13,900** | **7,900** | **3,200** | **25,000** |
| **Trade and transportation** | **46,000** | **13,500** | **17,900** | **77,400** |
| Wholesale trade | 6,800 | 4,100 | 2,100 | 13,000 |
| Retail trade | 32,900 | 1,800 | 11,700 | 46,400 |
| Transportation and warehousing | 6,300 | 7,600 | 4,100 | 18,000 |
| **Services** | **34,400** | **37,700** | **83,800** | **155,900** |
| Accommodations and food services | 5,700 | 3,700 | 16,100 | 25,500 |
| Administrative, support and waste management services | 5,500 | 10,200 | 6,200 | 21,900 |
| Finance and insurance | 3,600 | 3,300 | 4,300 | 11,200 |
| Health care and social assistance | 4,300 | 100 | 28,700 | 33,100 |
| Information | 4,500 | 1,400 | 700 | 6,600 |
| Management of companies and enterprises | * | 3,400 | 1,300 | 4,700 |
| Professional, scientific and technical services | 4,300 | 8,400 | 4,200 | 16,900 |
| Real estate and rental and leasing | 1,000 | 2,600 | 5,200 | 8,800 |
| Other services | 5,500 | 4,600 | 17,100 | 27,200 |
| **Other** | **4,500** | **21,500** | **8,500** | **34,500** |
| Agriculture, forestry, fishing & hunting | - | 7,100 | 5,400 | 12,500 |
| Construction | 1,300 | 6,200 | 1,100 | 8,600 |
| Mining | 2,300 | 7,000 | 1,300 | 10,600 |
| Utilities | 900 | 1,200 | 700 | 2,800 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs. A hyphen (-) denotes no jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

## Table WI-1 – Total Economic Impact of Globally Engaged US Companies in Wisconsin, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 497,200 | 484,900 | 639,900 | 1,622,000 | 49.4% |
| Labor Income ($millions)[b] | $38,186.5 | $29,989.9 | $31,651.7 | $99,828.1 | 53.8% |
| Value Added (GDP) ($millions) | $57,114.1 | $49,276.2 | $53,892.0 | $160,282.3 | 52.0% |

## Table WI-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Wisconsin, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **497,200** | **484,900** | **639,900** | **1,622,000** |
| **Manufacturing** | **177,700** | **101,100** | **39,300** | **318,100** |
| **Trade and transportation** | **163,100** | **88,100** | **101,200** | **352,400** |
| Wholesale trade | 45,300 | 35,200 | 14,000 | 94,500 |
| Retail trade | 102,000 | 9,300 | 62,000 | 173,300 |
| Transportation and warehousing | 15,800 | 43,600 | 25,200 | 84,600 |
| **Services** | **152,500** | **230,600** | **459,900** | **843,000** |
| Accommodations and food services | 18,800 | 20,200 | 78,100 | 117,100 |
| Administrative, support and waste management services | 29,100 | 50,900 | 32,100 | 112,100 |
| Finance and insurance | 37,400 | 28,800 | 36,200 | 102,400 |
| Health care and social assistance | 9,600 | 200 | 132,400 | 142,200 |
| Information | 22,800 | 8,200 | 6,000 | 37,000 |
| Management of companies and enterprises | 200 | 31,900 | 11,800 | 43,900 |
| Professional, scientific and technical services | 23,700 | 48,300 | 25,400 | 97,400 |
| Real estate and rental and leasing | 6,000 | 15,800 | 34,000 | 55,800 |
| Other services | 4,900 | 26,300 | 103,900 | 135,100 |
| **Other** | **4,000** | **65,100** | **28,600** | **97,700** |
| Agriculture, forestry, fishing & hunting | 1,000 | 37,100 | 21,300 | 59,400 |
| Construction | 2,400 | 24,000 | 5,300 | 31,700 |
| Mining | 500 | 1,300 | 200 | 2,000 |
| Utilities | 100 | 2,700 | 1,800 | 4,600 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.

[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.

[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.

[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,

[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.

### Table WY-1 – Total Economic Impact of Globally Engaged US Companies in Wyoming, 2019

| Item | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact | Total Impact as a Percent of State Private Sector |
|---|---|---|---|---|---|
| Employment (jobs)[a] | 43,700 | 36,200 | 49,700 | 129,600 | 38.9% |
| Labor Income ($millions)[b] | $2,902.9 | $2,173.6 | $2,117.5 | $7,194.1 | 40.3% |
| Value Added (GDP) ($millions) | $5,904.4 | $4,239.1 | $4,041.0 | $14,184.5 | 42.8% |

### Table WY-2 – Industry Detail on the Employment Impact of Globally Engaged US Companies in Wyoming, 2019

| Impacted Industry | Direct Impact | Indirect Impact[c] | Induced Impact[d] | Total Impact |
|---|---|---|---|---|
| **Total** | **43,700** | **36,200** | **49,700** | **129,600** |
| **Manufacturing** | **1,700** | **1,800** | **900** | **4,400** |
| **Trade and transportation** | **22,800** | **4,600** | **7,600** | **35,000** |
| Wholesale trade | 2,500 | 1,300 | 900 | 4,700 |
| Retail trade | 12,800 | 900 | 4,800 | 18,500 |
| Transportation and warehousing | 7,500 | 2,400 | 1,900 | 11,800 |
| **Services** | **12,500** | **16,400** | **33,300** | **62,200** |
| Accommodations and food services | 4,000 | 1,600 | 7,200 | 12,800 |
| Administrative, support and waste management services | 1,600 | 3,400 | 1,900 | 6,900 |
| Finance and insurance | 1,500 | 2,100 | 3,300 | 6,900 |
| Health care and social assistance | 600 | * | 7,000 | 7,600 |
| Information | 2,400 | 600 | 200 | 3,200 |
| Management of companies and enterprises | 100 | 600 | 200 | 900 |
| Professional, scientific and technical services | 1,700 | 3,700 | 1,700 | 7,100 |
| Real estate and rental and leasing | 400 | 2,100 | 4,500 | 7,000 |
| Other services | 200 | 2,300 | 7,300 | 9,800 |
| **Other** | **7,000** | **13,200** | **5,400** | **25,600** |
| Agriculture, forestry, fishing & hunting | 400 | 3,400 | 3,500 | 7,300 |
| Construction | 500 | 4,000 | 600 | 5,100 |
| Mining | 4,500 | 5,200 | 1,000 | 10,700 |
| Utilities | 1,600 | 600 | 300 | 2,500 |

Source: PwC calculations using the IMPLAN modeling system (2019 database) and data from US Bureau of Economic Analysis, S&Ps Capital IQ, and Dun & Bradstreet. Data are presented by industry of the establishment. Details may not add to totals due to rounding.
An asterisk (*) denotes less than 50 jobs.
[a] Employment is defined as the number of payroll and self-employed jobs, including part-time jobs.
[b] Labor income is defined as wages and salaries and benefits as well as proprietors' income.
[c] The indirect impact consists of employment, payroll, and production supported by globally engaged US companies through their supply chains,
[d] The induced impact refers to the consumption spending by households from their US labor and proprietors' earned from globally engaged US companies and their supply chains, and the consumption spending by households as shareholders from their receipt of dividends paid by globally engaged US companies.