6. Results for the Wholesale and Retail Trade Sectors

A total of seven sectors comprise the U.S. horticultural wholesale and retail trade industries: 1) wholesale flower, nursery stock & florist supply; 2) wholesale lawn & garden equipment; 3) retail lawn and garden supply stores; 4) retail building materials and supply stores; 5) florists; 6) retail food and beverage stores; and 7) retail general merchandise stores. The first two sectors are wholesale establishments that provide horticultural products and services to the retail sector, including plant material, chemical and fertilizer supplies, and various types of lawn and garden equipment. Retail lawn and garden supply stores are independent and chain stores that sell primarily horticultural goods and services to end consumers. Retail building materials and supply stores are largely home improvement centers, such as Lowes, Home Depot, and Ace Hardware, all of which have lawn and garden centers. Retail food and beverage stores focus mostly on food items, but increasingly are including a floral section and seasonal landscape plant material. Examples of these stores are Albertson's, Publix, Safeway, Winn Dixie, and Kroger. The last category, retail general merchandise stores would include large chain stores such as Wal-Mart and Target.

Table 6-1 presents summary information on the number of establishments, paid employees, annual payroll, and output gross margin for the seven industry sectors for horticultural goods. More than 116,000 establishments represent the wholesale and retail trade sectors. In terms of employment, two sectors accounted for 55 percent of all employees (510,512) hired by the industry. The largest of these was the retail lawn and garden supply stores which accounted for one third (171,149) of the total, followed by florists with nearly 113,929 (22 percent of the total). Sectors with the smallest number of paid workers were the retail food and beverage stores, and wholesale lawn and garden equipment stores. Annual payroll ranged from a high of $3.9 billion for the retail lawn and garden supply stores to a low of $343 million for retail food and beverage stores. In terms of per capita compensation (annual payroll divided by number employees), the two wholesale sectors paid nearly double the wages of the five retail sectors. Output gross margins varied from a high of $9.5 billion for retail lawn and garden supply stores to a low of $917 million for retail food and beverage stores. Output gross margin generated per employee averaged $45,000 for all seven sectors, but ranged from a low of $25,000 for florists to a high of $110,000 for wholesale lawn and garden equipment stores.

Table 6-1. Output, Employment and Payroll in the U.S. Environmental Horticulture Wholesale and Retail Trade Sectors, 2002

Industry Sector	Establish-ments	Paid Employees	Annual Payroll ($Mn)	Output-Gross Margin on Sales ($Mn)
Wholesale Flower, Nursery Stock & Florist Supply	4,816	60,010	1,645	2,094
Wholesale Lawn & Garden Equipment	4,041	29,102	984	3,187
Retail Lawn and Garden Supply Stores	21,065	171,149	3,922	9,503
Retail Building Materials and Supply Stores *	18,623	60,450	1,673	4,108
Florists	22,753	113,929	1,550	2,904
Retail Food and Beverage Stores*	22,465	19,222	343	917
Retail General Merchandise Stores Sector*	22,710	56,651	993	2,544
Total Wholesale and Retail Trade	**116,473**	**510,512**	**11,110**	**25,257**

*Estimated payroll and employment proportional to merchandise or product line sales as share of total sales.
Sources: 2002 Economic Census (US Census Bureau)

Economic impacts of the U.S. wholesale and retail trade sectors for horticultural goods are presented in Table 6-2. This industry group accounted for 37 percent of total output impacts of the U.S. Green Industry, and nearly half (47 percent) of all jobs. It also contributed over $35 billion in value added, representing 37 percent of the Green Industry total. Of the seven sectors comprising the wholesale and retail trade industry, retail lawn and garden supply stores were the most prominent, comprising 42 percent of output impacts, 47 percent of all jobs, and paying 70 percent of all indirect business taxes. The second most important group was the retail building materials and supply stores, contributing nearly one-fifth of output impacts, 14 percent of employment, and 17 percent of indirect business taxes. Together, these two groups comprised 60 percent of output impacts, just over half of all jobs, and paid 55 percent of indirect business taxes. Florists were the third largest contributing group, followed by retail general merchandise stores, wholesale lawn and garden equipment, wholesale flower, nursery stock and florist supply, and finally retail food and beverage stores.

Table 6-2. Economic Impacts of the U.S. Environmental Horticulture Wholesale and Retail Trade Sectors, 2002

Industry Sector	Output Impacts ($Mn)*	Employ-ment (jobs)	Value Added ($Mn)*	Labor Income ($Mn)*	Indirect Business Taxes ($Mn)*
Wholesale Flower, Nursery Stock & Florist Supply	2,879	68,969	1,907	1,130	440
Wholesale Lawn & Garden Equipment	4,146	40,617	2,737	1,601	657
Retail Lawn and Garden Supply Stores	22,859	347,916	14,806	9,747	1,810
Retail Building Materials and Supply Stores	9,982	123,591	6,491	4,258	789
Florists	7,195	200,451	3,977	2,725	401
Retail Food and Beverage Stores	2,263	35,117	1,385	944	156
Retail General Merchandise Stores Sector	6,150	93,443	3,973	2,639	448
Total Wholesale and Retail Trade	**55,474**	**910,104**	**35,276**	**23,044**	**4,701**

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce)

Wholesale Flower, Nursery Stock & Florist Supply

Economic impacts of the wholesale flower, nursery stock & florist supply sector by state are presented in Table 6-3. Nationally, $2.87 billion was generated in output impacts, nearly 69,000 jobs, $1.90 billion in value added, and $440 million paid in taxes. These figures represent roughly 5 percent of economic activity from the seven trade sectors comprising ornamental horticulture-related firms. The top five states for this group were California, Florida, Illinois, New Jersey, and Texas. Together these states accounted for over half of the national output impacts, as well as over half of all jobs and indirect business taxes paid. The next five states in terms of importance are Ohio, New York, Georgia, Pennsylvania, and Massachusetts, comprising roughly an additional 20 percent in each of the impacts mentioned. In other words, the top 10 producing states accounted for nearly three-quarters of total national economic impacts and jobs. Finally, the top 20 states constituted nearly 90 percent output, employment, value added, and indirect business taxes.

Wholesale Lawn & Garden Equipment Distributors

Statewide economic impacts of the wholesale lawn & garden equipment sector are presented in Table 6-4. Nationally, this sector generated over $4 billion in output impacts, employed over 40,000 people, contributed $2.7 billion in value added impacts, and paid $657 million in indirect business taxes, representing roughly 7 percent of the total for all seven sectors. The top five states for this group were California, Illinois, Texas, Ohio, and Minnesota, together comprising nearly one-third of the national total in each of the four impact categories mentioned. The next five states in terms of importance were Iowa, Georgia, Wisconsin, North Carolina, and Nebraska. This group contributed roughly one-fifth of the national totals, indicating that the top 10 states generated half of all output, employment, value added, and indirect business taxes. The top 20 states accounted for an additional 25 percent in each of the impact categories mentioned, representing approximately 75 percent of the national totals.

Retail Lawn and Garden Supply Stores

Economic impacts of the retail lawn and garden supply stores are presented in Table 6-5. For the U.S. as a whole, this sector accounted for nearly $23 billion in output impacts, 347,916 jobs, contributed $14.8 billion in value added impacts, and paid $1.8 billion in indirect business taxes. These figures represent roughly 40 percent of total economic impacts for the wholesale/retail trade group, making it the largest of the seven horticultural industry sectors. At the state level, the top five states for this sector were California, Texas, Illinois, New York, and Pennsylvania. These five states contributed 31 percent of total output impacts, over one-fourth of all jobs, and nearly one-third of value added impacts and taxes. The next five states in terms of economic importance were Ohio, Michigan, Wisconsin, Florida, and Minnesota. These states contributed an additional 15 percent in each impact category, suggesting the top 10 states produced just under half of national totals. The next top 10 states added an additional 25 percent to each impact category, indicating that the top 20 states contributed roughly three-quarters of national economic impacts.

Retail Building Materials and Supply Stores

Table 6-6 presents state-level economic impact results for retail building materials and supply stores. This sector includes home improvement stores such as Lowe's and Home Depot that, in addition to building supplies, have fairly sizable nursery and garden supply centers. Nationally, this sector generated just under $10 billion in output impacts and $6.5 billion in value added, supported 123,591 jobs, and paid $789 million in indirect business taxes. As a share of total economic activity from the seven sectors, this group contributed approximately 18 percent. The top five states were California, Texas, Florida, New York, and Illinois. These top tier states contributed over one third of total U.S. economic impacts and taxes for the building materials and supply sector. The second tier of five states included Pennsylvania, Georgia, Michigan, Ohio and New Jersey. These states contributed an additional 18 percent share of economic impacts, indicating that the top 10 states comprised roughly half of the total for each measure. The next 10 states represented another 25 percent of the national total, making the top 20 states responsible for just over three-quarters of national output for the building materials and supply sector.

Florists

Information on the economic impacts of the U.S. florist industry is shown in Table 6-7. Nationally, this sector accounted for $7.2 billion in output impacts, supported 200,451 jobs, and paid over $400 million in indirect business taxes. As a share of total activity from the seven horticultural sectors, output impacts from florists represented 13 percent while the share of jobs was 22 percent, making it the second largest sector. In terms of state level impacts, the top five states were California, New York, Texas, Florida, and Illinois, accounting for just over one-third of total national impacts. The second tier of top five states was Pennsylvania, Ohio, Michigan, Massachusetts, and New Jersey. This group comprised around 20 percent of the total so that, when combined with the first top five, the top 10 states accounted for over half of all output. The next 10 states represented 25 percent of national output for the florist industry, making the top 20 comprising between 75 and 80 percent of the total.

Retail Food and Beverage Stores

State level economic impacts of the U.S. retail food and beverage industry are presented in Table 6-8. For the country as a whole, this group accounted for under 5 percent of economic impacts, making it the smallest of the seven sectors. This rather small share is due to the fact that most food retailers concentrate on cut flower arrangements rather than a full selection of ornamental plant products and services. In addition, although this is an increasing trend for grocery chain stores to incorporate flower shops, many still do not provide this service. Nationally, this sector contributed nearly $2.3 billion in output impacts, $1.4 billion in value added impacts, supported over 35,000 employee positions, and paid $156 million in indirect business taxes. The top five producing states were California, Texas, Florida, New York, and Pennsylvania, which together accounted for approximately 40 percent of total U.S. impacts. The second most important five states were New Jersey, Illinois, Ohio, Massachusetts, and Georgia, comprising an additional 15 to 20 percent. Hence, the top 10 states accounted for between 55 and 60 percent of U.S. economic impacts for this sector. The next most important top 10 states represented an additional 20 to 25 percent share, making the top 20 states responsible for over three-quarters of nation-wide impacts.

Retail General Merchandise Stores

Table 6-9 presents information on state level economic impacts for the retail general merchandise stores. These would include big box stores like Wal-Mart and Target that also have garden center departments. These stores accounted for approximately 10 percent of total economic impacts of horticultural goods and services nationwide. Nationally, output impacts were estimated at $6.1 billion, value added impacts at nearly $4 billion, the number of people employed estimated at over 93,000, with $448 million paid in indirect business taxes. At the state level, the top five states were California, Texas, Florida, Illinois, and New York, representing between 25 and 30 percent of U.S. impacts, depending on the specific indicator. For instance, these top five states accounted for one quarter of output impacts, but one-third of all jobs for the sector. The second tier of top five states were Michigan, Pennsylvania, Ohio, Georgia, and Missouri, comprising an additional 18 percent. Therefore, the top 10 states were responsible for between 45-50 percent of all economic impacts in the U.S. The next top 10 states accounted for another 20 to 25 percent, making the top 20 states accountable for between 65 and 70 percent of the total.

Table 6-3. Economic Impacts of the U.S. Wholesale Flower, Nursery Stock & Florist Supply Sector by State, 2002

State	Establish-ments	Employ-ment (jobs)	Annual Wages ($Mn)*	Output Gross Margin on Sales ($Mn)*	Output Impacts ($Mn)*	Employ ment Impacts (jobs)	Value Added Impacts ($Mn)*	Labor Income Impacts ($Mn)*	Indirect Business Tax Impacts ($Mn)*	Export Share
Total	**4,816**	**60,010**	**1,645**	**2,094**	**2,879**	**68,969**	**1,907**	**1,130**	**440**	
California	763	10,985	319	406	485	11,793	324	191	82	11.2%
Florida	679	8,080	235	299	446	9,868	294	178	65	30.5%
Illinois	196	3,580	120	153	224	4,327	147	89	33	27.5%
New Jersey	172	2,813	95	121	198	3,590	133	82	27	48.1%
Texas	328	3,885	93	119	169	4,445	111	67	26	26.7%
Ohio	145	2,409	61	77	159	3,416	101	63	18	90.8%
New York	297	2,697	92	117	156	3,093	105	63	25	26.3%
Georgia	164	1,752	51	65	101	2,169	67	41	14	35.1%
Pennsylvania	156	2,059	52	66	76	2,167	50	29	13	9.7%
Massachusetts	97	1,243	40	51	73	1,474	49	30	11	30.3%
Michigan	132	1,369	37	47	65	1,576	43	10	10	28.8%
Washington	138	1,471	41	52	61	1,577	41	24	10	14.5%
Arizona	79	1,284	28	36	56	1,534	37	22	8	38.7%
Maryland	70	1,056	27	34	54	1,293	37	23	7	36.7%
Colorado	64	954	24	30	42	1,095	28	17	6	24.2%
North Carolina	145	1,124	27	35	41	1,199	27	16	7	12.7%
Minnesota	73	923	23	30	40	1,039	26	16	6	20.9%
Missouri	61	1,192	22	28	33	1,244	22	13	6	9.7%
South Carolina	64	842	20	25	32	936	21	12	5	23.7%
Connecticut	55	574	16	21	29	655	19	12	4	28.9%
Virginia	67	755	16	20	29	863	20	12	4	30.3%
Oregon	77	652	18	23	28	719	19	11	5	17.6%
Alabama	64	741	16	21	26	809	17	10	4	20.8%
Tennessee	88	753	18	23	26	791	17	10	5	9.7%
Indiana	73	756	18	22	25	793	17	10	4	10.3%
Wisconsin	69	656	18	23	25	691	17	10	4	9.7%
Oklahoma	34	644	13	17	19	674	12	7	3	9.7%
Kansas	23	472	11	15	16	496	11	6	3	9.7%
Kentucky	51	519	12	15	16	538	11	6	3	9.7%
Mississippi	39	577	11	14	15	598	10	6	3	9.7%
Louisiana	44	493	9	11	14	539	9	6	2	23.9%
Hawaii	34	321	7	9	10	343	7	4	2	13.4%
Nevada	25	151	4	6	9	186	6	4	1	45.0%
Rhode Island	7	177	5	6	9	214	6	4	1	46.8%
Utah	31	269	6	8	9	286	6	4	2	9.7%
New Hampshire	18	123	4	5	8	160	5	3	1	49.8%
South Dakota	11	228	6	8	8	240	6	3	1	9.7%
Arkansas	28	248	5	6	7	257	4	3	1	9.7%
Iowa	27	242	5	6	7	252	5	3	1	9.7%
Delaware	10	154	3	4	6	179	4	2	1	53.6%
Nebraska	15	155	3	4	4	162	3	2	1	9.7%
West Virginia	15	141	3	4	4	146	3	1	1	11.1%
Idaho	15	93	2	2	3	99	2	1	0	14.8%
Montana	8	73	2	2	3	86	2	1	0	33.4%
New Mexico	17	95	2	3	3	100	2	1	1	9.7%
Vermont	12	51	1	2	3	62	2	1	0	38.5%
Alaska	6	51	1	2	2	53	1	1	0	9.7%
Maine	13	51	1	2	2	58	2	1	0	25.4%
Wyoming	5	51	1	2	2	55	1	1	0	16.0%
North Dakota	7	28	0	1	1	32	1	0	0	45.5%

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce).

Table 6-4. Economic Impacts of the U.S. Wholesale Lawn & Garden Equipment Sector by State, 2002

State	Establish-ments	Employ-ment	Annual Wages ($Mn) *	Output Gross Margin on Sales ($Mn) *	Output Impacts ($Mn)*	Employ-ment Impacts (jobs)	Value Added Impacts ($Mn)*	Labor Income Impacts ($Mn)*	Indirect Business Tax Impacts ($Mn)*	Export Share
Total	**4,041**	**29,102**	**984**	**3,187**	**4,146**	**40,617**	**2,737**	**1,601**	**657**	
California	288	2,040	77	249	297	2,536	199	117	50	11.2%
Illinois	184	1,649	60	194	284	2,597	187	113	42	27.5%
Texas	294	1,857	60	194	276	2,768	181	109	42	26.7%
Ohio	144	1,166	38	124	255	2,787	163	102	29	90.8%
Minnesota	184	1,395	51	164	220	2,036	145	86	34	20.9%
Iowa	229	1,593	51	165	183	1,844	121	70	33	9.7%
Georgia	115	918	31	100	156	1,560	103	63	22	35.1%
Wisconsin	173	1,264	42	138	154	1,482	102	60	27	9.7%
North Carolina	106	862	40	130	152	1,141	101	59	26	12.7%
Nebraska	142	1,104	35	113	127	1,305	84	49	22	9.7%
Florida	146	717	25	80	119	1,195	79	48	17	30.5%
Kansas	122	974	33	106	119	1,150	79	46	21	9.7%
Michigan	100	817	26	85	117	1,187	77	18	18	28.8%
Missouri	128	961	29	94	107	1,133	71	41	19	9.7%
Indiana	117	864	29	94	106	1,018	70	41	19	10.3%
New York	112	667	23	75	100	920	67	40	16	26.3%
Pennsylvania	120	807	26	85	97	944	65	38	17	9.7%
North Dakota	83	618	20	66	95	1,059	61	37	14	45.5%
Washington	70	594	20	66	78	730	52	30	13	14.5%
Tennessee	84	636	21	68	77	748	51	29	13	9.7%
Colorado	66	494	17	54	76	746	50	30	11	24.2%
Arkansas	88	653	21	68	75	753	49	29	13	9.7%
Virginia	70	496	16	50	73	762	48	30	11	30.3%
Oregon	59	408	14	47	58	546	38	23	10	17.6%
New Jersey	39	233	10	33	54	444	36	22	7	48.1%
Idaho	59	423	14	44	52	539	34	20	9	14.8%
Arizona	38	236	10	31	49	454	32	20	7	38.7%
Louisiana	50	443	12	38	49	602	32	19	8	23.9%
South Dakota	60	426	13	44	48	497	32	18	9	9.7%
Alabama	72	405	12	38	47	529	31	18	8	20.8%
Maryland	30	254	9	29	47	457	31	20	6	36.7%
Oklahoma	67	434	13	41	46	510	31	18	8	9.7%
Kentucky	76	440	13	41	45	494	30	17	8	9.7%
Mississippi	57	381	12	39	43	439	28	16	8	9.7%
Connecticut	11	169	8	24	34	264	23	14	5	28.9%
Montana	39	248	7	24	32	375	21	12	5	33.4%
Massachusetts	22	142	7	22	31	240	21	13	5	30.3%
South Carolina	44	246	7	23	29	330	19	11	5	23.7%
Utah	29	294	7	24	28	347	18	11	5	9.7%
Nevada	12	114	4	12	19	190	13	8	3	45.0%
Delaware	9	100	3	10	16	170	10	6	2	53.6%
Wyoming	13	114	4	12	14	143	9	5	3	16.0%
New Hampshire	11	66	2	8	13	128	8	5	2	49.8%
New Mexico	21	123	3	11	12	143	8	5	2	9.7%
Maine	16	83	2	8	10	117	7	4	2	25.4%
Vermont	14	68	2	7	10	115	7	4	1	38.5%
Hawaii	7	35	2	6	7	49	5	3	1	13.4%
West Virginia	14	53	2	6	6	61	4	2	1	11.1%
Rhode Island	4	18	1	2	3	30	2	1	0	46.8%
Alaska	1	3	0	0	0	3	0	0	0	9.7%

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce).

Table 6-5. Economic Impacts of the U.S. Retail Lawn and Garden Supply Stores Sector by State, 2002

State	Establish-ments	Employ-ment	Annual Wages ($Mn)*	Output Gross Margin on Sales ($Mn)*	Output Impacts ($Mn)*	Employ-ment Impacts (jobs)	Value Added Impacts ($Mn)*	Labor Income Impacts ($Mn)*	Indirect Business Tax Impacts ($Mn)*
Total	**21,065**	**171,149**	**3,922**	**9,503**	**22,859**	**347,916**	**14,806**	**9,747**	**1,810**
California	1,459	14,272	383	928	2,517	31,352	1,657	1,131	191
Texas	1,487	12,269	244	590	1,505	25,386	962	644	120
Illinois	842	7,516	197	478	1,288	15,641	826	560	97
New York	852	6,410	168	407	927	11,640	621	420	77
Pennsylvania	914	6,636	137	331	830	13,186	531	357	65
Ohio	884	6,972	153	370	821	13,103	524	353	64
Michigan	688	5,339	133	323	756	10,617	485	60	60
Wisconsin	603	5,798	136	329	751	11,567	478	324	60
Florida	907	5,720	119	288	748	12,661	488	328	58
Minnesota	611	4,705	115	279	728	10,018	464	314	56
Georgia	619	5,042	110	268	690	11,400	453	305	55
Missouri	658	5,621	111	269	674	12,056	430	289	53
Indiana	659	5,324	119	288	654	10,323	412	276	53
Virginia	540	5,400	108	261	647	11,014	427	292	50
Washington	544	4,585	111	269	606	8,956	397	269	49
North Carolina	736	5,157	105	256	592	10,365	382	258	48
Iowa	588	4,227	111	268	569	8,092	362	243	47
Tennessee	473	4,584	91	220	524	9,437	335	223	42
Colorado	298	3,068	79	193	521	6,990	340	232	40
New Jersey	459	3,018	79	191	443	5,907	297	202	36
Maryland	273	2,987	67	163	427	6,641	288	200	32
Massachusetts	327	2,392	70	170	417	5,038	279	191	33
Oregon	342	3,115	72	174	407	6,381	265	178	33
Nebraska	335	2,815	70	170	391	5,576	248	168	31
Kentucky	457	3,742	78	189	385	6,725	245	165	33
Kansas	312	2,958	64	156	357	5,791	225	151	29
Idaho	201	2,093	64	155	337	4,559	220	149	28
Connecticut	270	2,251	59	142	329	4,479	223	152	27
Arizona	236	2,344	53	128	311	4,945	204	138	24
Louisiana	350	2,656	50	122	271	5,256	174	118	22
Oklahoma	325	2,443	44	107	252	4,951	159	107	20
Mississippi	298	2,151	50	122	249	3,928	158	107	21
Arkansas	319	2,137	46	112	232	3,844	146	98	19
South Carolina	371	2,200	43	103	220	4,249	143	93	18
Alabama	362	1,986	36	88	189	3,786	122	82	16
South Dakota	186	1,435	35	86	181	2,693	114	78	15
Utah	140	1,356	27	67	174	3,175	111	76	13
Montana	128	1,279	25	61	122	2,372	78	53	10
New Hampshire	128	859	22	52	121	1,844	79	54	10
Nevada	72	885	20	49	109	1,745	73	49	9
North Dakota	126	932	23	56	109	1,652	69	47	9
Maine	131	766	16	38	81	1,508	53	36	7
New Mexico	100	867	15	36	80	1,772	53	36	6
Vermont	86	589	14	35	75	1,196	49	34	6
West Virginia	130	792	14	33	62	1,328	39	27	5
Delaware	64	478	12	29	60	876	39	26	5
Hawaii	43	312	7	17	41	685	28	20	3
Wyoming	66	358	8	20	39	639	25	17	3
Alaska	24	167	4	9	19	307	13	9	2
Rhode Island	43	143	4	9	18	265	12	8	2

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce).

Table 6-6. Economic Impacts of the U.S. Retail Building Materials and Supply Stores Sector by State, 2002

State	Establishments	Employment (jobs)	Annual Wages ($Mn)*	Output Gross Margin on Sales ($Mn)*	Output Impacts ($Mn)*	Employment Impacts (jobs)	Value Added Impacts ($Mn)*	Labor Income Impacts ($Mn)*	Indirect Business Tax Impacts ($Mn)*
Total	**18,623**	**60,450**	**1,673**	**4,108**	**9,982**	**123,591**	**6,491**	**4,258**	**789**
California	1,554	6,292	182	446	1,210	13,822	797	544	92
Texas	1,118	4,178	112	275	703	8,645	449	301	56
Florida	1,107	3,694	97	237	617	8,175	402	270	48
New York	1,116	3,244	95	232	528	5,890	354	239	44
Illinois	730	2,584	72	178	479	5,378	308	208	36
Pennsylvania	803	2,446	66	162	407	4,859	260	175	32
Georgia	552	2,073	61	149	384	4,687	252	170	30
Michigan	745	2,351	66	162	380	4,675	244	30	30
Ohio	784	2,472	65	160	355	4,645	226	153	28
New Jersey	494	1,768	57	141	326	3,461	218	149	27
North Carolina	613	1,999	55	134	311	4,018	201	136	25
Massachusetts	412	1,414	48	118	291	2,978	194	133	23
Colorado	339	1,184	37	91	247	2,697	161	110	19
Virginia	414	1,486	40	99	244	3,030	161	110	19
Minnesota	442	1,310	37	92	239	2,789	152	103	18
Maryland	283	1,173	34	85	222	2,607	150	104	17
Missouri	465	1,366	35	86	216	2,929	138	93	17
Wisconsin	431	1,401	38	94	214	2,795	136	92	17
Indiana	463	1,503	38	93	211	2,914	133	89	17
Tennessee	410	1,225	34	83	198	2,521	127	84	16
Washington	388	1,215	35	87	196	2,374	128	87	16
Arizona	282	1,208	32	80	194	2,548	127	86	15
Connecticut	235	847	28	68	159	1,685	107	73	13
South Carolina	302	916	23	56	120	1,769	78	51	10
Alabama	322	919	22	54	117	1,753	75	51	10
Oregon	256	678	20	49	114	1,388	74	50	9
Louisiana	290	874	20	50	110	1,730	71	48	9
Kentucky	300	820	20	50	102	1,474	65	44	9
Iowa	303	726	18	44	94	1,391	60	40	8
Utah	159	524	15	36	94	1,227	60	41	7
Oklahoma	234	615	15	36	86	1,245	54	36	7
Kansas	239	592	15	37	85	1,159	53	36	7
New Hampshire	126	397	12	30	70	852	45	31	6
Nevada	103	406	12	30	66	801	44	30	5
Arkansas	209	517	13	31	64	929	40	27	5
Nebraska	183	440	11	27	61	871	39	26	5
Mississippi	205	521	12	29	60	951	38	26	5
New Mexico	128	361	10	23	53	739	34	24	4
Idaho	137	339	9	21	46	739	30	20	4
Maine	130	316	8	21	44	621	29	20	4
West Virginia	135	347	8	20	37	582	24	16	3
Delaware	62	234	6	15	31	430	20	14	3
Hawaii	60	200	5	13	30	440	21	14	2
Alaska	51	208	6	14	29	381	19	13	2
Montana	130	251	6	14	29	465	18	12	2
Rhode Island	58	179	6	14	28	331	19	13	2
Vermont	78	164	5	12	26	334	17	11	2
South Dakota	101	202	5	11	24	379	15	10	2
North Dakota	84	177	4	11	21	314	14	9	2
Wyoming	61	97	3	7	13	173	8	6	1

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce).

Table 6-7. Economic Impacts of the U.S. Florists Sector by State, 2002

State	Establish-ments	Employ-ment	Annual Wages ($Mn)*	Output Gross Margin on Sales ($Mn)*	Output Impacts ($Mn)*	Employ-ment Impacts (jobs)	Value Added Impacts ($Mn)*	Labor Income Impacts ($Mn)*	Indirect Business Tax Impacts ($Mn)*
Total	**22,753**	**113,929**	**1,550**	**2,904**	**7,195**	**200,451**	**3,977**	**2,725**	**401**
California	1,940	9,962	139	260	725	19,131	424	302	41
New York	1,515	6,401	114	214	509	10,688	298	213	31
Texas	1,522	6,909	93	175	454	12,248	247	172	26
Florida	1,167	6,115	88	165	439	11,951	251	176	25
Illinois	991	5,784	82	154	427	10,571	238	168	23
Pennsylvania	1,103	5,667	75	140	364	9,845	195	137	20
Ohio	951	5,203	69	129	294	8,979	159	113	16
Michigan	801	4,868	64	119	286	8,354	155	16	16
Massachusetts	601	2,970	56	104	263	5,364	155	112	15
New Jersey	778	3,595	57	107	259	6,095	150	108	15
Virginia	602	3,381	50	94	236	5,914	130	93	12
Minnesota	467	3,225	41	77	207	5,870	112	79	11
Georgia	663	2,909	40	75	198	5,495	113	80	11
Maryland	365	2,588	40	74	196	4,905	115	83	11
Missouri	515	2,541	35	65	169	4,558	89	62	9
Indiana	572	3,336	39	72	166	5,477	84	59	9
North Carolina	682	2,816	37	69	160	4,947	87	62	9
Tennessee	526	2,244	30	57	137	3,910	73	51	8
Wisconsin	465	2,777	30	56	129	4,634	66	47	7
Colorado	357	1,778	24	45	126	3,283	70	49	7
Connecticut	277	1,578	25	47	114	2,604	66	47	7
Washington	419	2,011	26	49	113	3,320	61	43	6
Arizona	251	1,559	19	36	89	2,923	51	36	5
Kentucky	386	1,798	23	42	87	2,832	44	31	5
Louisiana	343	1,544	19	35	79	2,700	42	30	4
Alabama	404	1,608	19	35	75	2,610	38	27	4
Oklahoma	350	1,536	17	31	74	2,670	38	26	4
Oregon	245	1,273	14	27	66	2,249	36	25	4
South Carolina	350	1,354	16	30	63	2,244	33	22	4
Iowa	307	1,604	15	29	60	2,582	30	21	3
Arkansas	314	1,282	15	28	59	2,014	28	20	3
Kansas	273	1,246	13	24	57	2,085	29	20	3
New Hampshire	140	788	11	21	50	1,353	27	19	3
Mississippi	290	1,126	13	24	48	1,826	24	17	3
Hawaii	107	623	9	17	41	1,153	24	17	2
Nebraska	181	820	9	17	39	1,426	20	15	2
Utah	143	681	8	15	39	1,347	21	15	2
Nevada	118	565	8	16	35	932	20	14	2
West Virginia	212	898	10	19	35	1,316	17	12	2
Maine	150	615	8	14	30	995	15	11	2
Delaware	69	465	7	14	28	716	15	11	2
New Mexico	124	569	6	12	26	1,039	14	10	1
Rhode Island	113	502	7	13	26	752	14	10	1
Montana	108	546	6	11	22	861	11	8	1
Idaho	116	560	5	9	21	950	10	7	1
Vermont	76	360	5	9	20	609	10	7	1
Wyoming	64	360	5	9	18	552	9	6	1
South Dakota	101	398	4	7	15	647	7	5	1
North Dakota	84	351	4	7	13	552	6	5	1
Alaska	53	241	3	6	12	376	6	5	1

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce).

Table 6-8. Economic Impacts of the U.S. Retail Food and Beverage Stores Sector by State, 2002

State	Establish-ments	Employ-ment (jobs)	Annual Wages ($Mn)*	Output Gross Margin on Sales ($Mn)*	Output Impacts ($Mn)*	Employment Impacts (jobs)	Value Added Impacts ($Mn)*	Labor Income Impacts ($Mn)*	Indirect Business Tax Impacts ($Mn)*
Total	**22,465**	**19,222**	**343**	**917**	**2,263**	**35,117**	**1,385**	**944**	**156**
California	2,428	1,972	48	129	355	4,195	226	159	25
Texas	1,408	1,282	23	61	157	2,374	94	65	11
Florida	1,268	1,333	22	58	153	2,477	92	64	10
New York	2,297	1,304	23	61	142	2,113	89	62	10
Pennsylvania	1,024	980	15	41	105	1,776	63	43	7
New Jersey	1,027	721	15	39	93	1,247	58	41	7
Illinois	921	645	11	30	82	1,217	50	35	5
Ohio	881	815	13	35	78	1,389	46	32	5
Massachusetts	671	597	11	30	74	1,046	46	33	5
Georgia	608	623	10	26	67	1,156	41	28	5
Michigan	878	610	10	27	63	1,062	38	4	4
Arizona	260	389	9	24	60	785	38	26	4
Maryland	502	402	9	23	60	817	39	27	4
Virginia	514	481	8	23	57	879	35	25	4
North Carolina	581	534	8	23	52	921	31	22	4
Washington	423	390	9	23	52	720	33	23	4
Colorado	337	296	7	19	51	636	32	23	4
Minnesota	384	377	6	16	43	742	26	18	3
Missouri	348	331	6	15	37	619	22	15	2
Connecticut	316	285	6	15	35	497	23	16	3
Wisconsin	343	386	6	15	35	654	20	14	2
Indiana	396	363	5	14	33	627	19	13	2
Tennessee	402	349	5	14	33	636	20	13	2
Oregon	294	243	5	12	29	460	18	13	2
Alabama	310	267	4	11	24	457	14	10	2
Louisiana	361	282	4	11	24	497	14	10	2
South Carolina	297	280	4	11	23	479	14	9	2
Kentucky	305	270	4	10	21	430	12	8	1
Iowa	177	245	4	9	20	407	12	8	1
Nevada	115	129	3	8	18	236	11	8	1
Utah	97	152	2	7	18	310	10	7	1
Kansas	210	186	3	7	17	327	10	7	1
Oklahoma	248	171	2	7	15	318	9	6	1
New Hampshire	113	134	2	6	13	231	8	6	1
Arkansas	205	142	2	5	11	233	6	4	1
Maine	145	125	2	5	11	218	7	5	1
Mississippi	228	153	2	6	11	252	7	5	1
Nebraska	140	134	2	5	11	236	7	5	1
Hawaii	105	81	2	4	10	155	7	5	1
New Mexico	95	91	2	5	10	173	6	4	1
Idaho	83	80	1	4	8	154	5	4	1
Rhode Island	107	77	1	4	7	121	5	3	1
West Virginia	132	119	1	4	7	183	4	3	1
Delaware	87	62	1	3	6	99	4	3	0
Montana	77	61	1	3	6	105	3	2	0
Vermont	80	69	1	3	6	125	4	3	0
Alaska	56	47	1	3	5	80	3	2	0
South Dakota	77	69	1	3	5	112	3	2	0
North Dakota	60	49	1	2	3	76	2	1	0
Wyoming	44	37	1	2	3	60	2	1	0

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce).

Table 6-9. Economic Impacts of the U.S. Retail General Merchandise Stores Sector by State, 2002

State	Establish-ments	Employ-ment (jobs)	Annual Wages ($Mn)*	Output Gross Margin on Sales ($Mn)*	Output Impacts ($Mn)*	Employ-ment Impacts (jobs)	Value Added Impacts ($Mn)*	Labor Income Impacts ($Mn)*	Indirect Business Tax Impacts ($Mn)*
Total	**22,710**	**56,651**	**993**	**2,544**	**6,150**	**93,443**	**3,973**	**2,639**	**448**
California	1,406	4,851	96	245	665	8,484	437	303	47
Texas	1,857	4,425	79	203	517	7,675	332	226	38
Florida	1,237	3,326	60	154	399	5,870	259	177	29
Illinois	872	2,411	40	103	278	3,986	177	122	19
New York	1,290	2,457	45	116	265	3,721	177	122	20
Michigan	841	2,503	43	110	258	3,893	164	19	19
Pennsylvania	1,043	2,349	38	96	242	3,816	154	105	17
Ohio	1,024	2,536	42	107	237	3,953	150	103	17
Georgia	880	1,783	31	79	204	3,045	133	91	15
Missouri	558	1,529	29	74	186	2,618	118	81	13
Virginia	678	1,573	27	70	174	2,612	115	80	12
North Carolina	921	1,723	28	71	165	2,818	106	73	12
Indiana	576	1,635	26	67	152	2,524	95	64	11
Tennessee	661	1,399	23	60	142	2,373	91	62	11
Washington	302	1,145	24	62	140	1,885	92	63	11
Minnesota	331	1,150	20	51	134	1,972	85	59	10
New Jersey	543	1,213	22	56	131	1,925	87	61	10
Colorado	235	888	17	43	117	1,571	76	52	8
Arizona	305	997	18	47	114	1,700	74	51	8
Wisconsin	391	1,209	19	49	112	1,883	70	48	8
Maryland	366	1,014	16	41	107	1,744	72	50	7
Massachusetts	313	884	16	42	102	1,453	68	47	7
Louisiana	486	1,088	18	45	100	1,746	64	44	7
Oregon	226	830	17	43	100	1,435	66	45	8
Alabama	604	1,063	18	46	98	1,722	63	43	7
Kentucky	490	1,042	17	44	90	1,571	57	39	7
Oklahoma	412	890	14	37	88	1,579	56	38	6
South Carolina	477	857	14	37	78	1,329	50	33	6
Arkansas	385	763	12	32	66	1,167	41	28	5
Mississippi	451	748	12	32	65	1,145	41	28	5
Kansas	276	661	11	27	63	1,076	40	27	5
Iowa	309	689	11	29	62	1,059	39	27	5
Utah	135	484	9	22	57	885	37	25	4
Connecticut	186	527	9	23	54	822	36	25	4
Nevada	103	422	8	22	48	679	32	22	4
New Mexico	141	402	7	18	41	676	27	19	3
Nebraska	180	402	6	16	37	639	23	16	3
New Hampshire	137	327	6	15	35	532	22	16	3
West Virginia	247	431	7	17	32	620	20	14	3
Hawaii	63	249	5	13	31	456	21	15	2
Idaho	111	297	5	13	29	502	19	13	2
Maine	148	246	4	11	23	391	15	10	2
Alaska	70	186	4	10	21	297	14	10	2
Delaware	79	217	4	10	19	320	13	9	1
Montana	76	192	4	9	18	301	12	8	1
South Dakota	75	165	3	7	14	255	9	6	1
Rhode Island	59	140	2	6	12	209	8	6	1
North Dakota	50	153	2	6	11	225	7	5	1
Wyoming	41	112	2	5	9	166	6	4	1
Vermont	64	73	1	3	6	119	4	3	0

* Values expressed in 2004 dollars (GDP Implicit Price Deflator, US Dept. Commerce).