BRING BACK THE TRADES

BBTT Economic Impact Technical Report

All 21 Trades: The Workforce, the Gap, and the Economic Stakes for the Nation, Nine Census Divisions, and 50 States

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Prepared by Parker Strategy Group

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INTRODUCTION

This technical report documents the data, methods, and results behind Bring Back the Trades (BBTT), which now covers 21 trades. Parker Strategy Group (PSG) measured the economic contribution of the current workforce in each trade and the economic impact of the workforce gap each trade faces through 2030. Results are reported for the nation, for the nine U.S. Census divisions, and for each state.

The 21 trades are organized into three groups so that readers can compare occupations with similar training pathways and labor markets. The Core Seven Trades are the trades in the original BBTT study: carpenters, construction laborers, electricians, HVAC technicians, mechanics, plumbers, and welders. The Infrastructure and Industrial Trades group covers six construction, transportation, production, and utility trades added in 2026. The Personal Care and Safety Trades group covers eight trades in personal care, health care, public safety, and animal care, also added in 2026.

Results for the Core Seven Trades are carried forward from the February 2026 BBTT technical report, which drew on the same employment and projections data used for the fourteen new trades. For the fourteen trades added in 2026, PSG used state-specific employment and wage data and IMPLAN input-output models for each state and modeled two scenarios for every trade in every state. The baseline scenario measures the economic contribution of the workers in each trade today. The gap scenario measures the economic activity that will be lost each year if the positions projected to go unfilled by 2030 are not filled. Both scenarios report employment, labor income, value added (GDP), economic impact (output), and local, state, and federal tax revenue.

The methods sections that follow describe the 2026 modeling of the fourteen new trades. The section titled The Core Seven Trades summarizes how the original study was built and how its results combine with the 2026 results.

What Is New in the 2026 Update

The 2026 update extends the BBTT framework in four ways. The last three apply to the fourteen new trades.

- **Fourteen additional trades.** The study adds six trades in the Infrastructure and Industrial Trades group and eight trades in the Personal Care and Safety Trades group to the Core Seven Trades, for 21 trades in all.
- **A 2030 projection horizon.** The workforce gap is built from Projections Central long-term occupational projections and is stated as the shortfall expected by 2030.
- **Current wages.** Labor income inputs use state-specific median wages from the BLS Occupational Employment and Wage Statistics (OEWS) May 2025 release.
- **Division and tax detail.** Results are reported for the nine U.S. Census divisions, and tax results are split into local, state, and federal revenue.

THE 21 TRADES AND THREE TRADE GROUPS

Table 1 lists the trades in each group with the current workforce, the projected gap by 2030, and the gap rate. The gap rate is the projected gap divided by the current workforce in the trade. Together, the 21 trades employ 10.1 million people today, and the gap across all 21 trades comes to 1,883,553 workers, a

gap rate of 18.6%. All 21 gaps come from the same employment and projections source and describe the shortfall through 2030.

Table 1. The 21 BBTT Trades by Trade Group

Group	Trade	Current Workforce	Gap	Gap Rate
Core Seven Trades	Carpenters	953,308	184,000	19.3%
	Construction Laborers	2,042,796	454,000	22.2%
	Electricians	814,692	281,000	34.5%
	HVAC Technicians	406,078	89,000	21.9%
	Mechanics	400,774	149,000	37.2%
	Plumbers	517,385	129,000	24.9%
	Welders	460,069	104,000	22.6%
	Core Seven Trades Total	**5,595,101**	**1,390,165**	**24.8%**
Infrastructure and Industrial Trades	Brickmasons	59,347	5,130	8.6%
	Electrical Power-Line Installers and Repairers	125,743	10,967	8.7%
	Heavy and Tractor-Trailer Truck Drivers	2,108,657	241,427	11.4%
	Machinists	303,344	31,458	10.4%
	Painters	228,638	19,878	8.7%
	Roofers	142,038	12,307	8.7%
	Infrastructure and Industrial Trades Total	**2,967,766**	**321,167**	**10.8%**
Personal Care and Safety Trades	Cosmetologists	307,029	44,962	14.6%
	Dental Hygienists	224,225	17,106	7.6%
	Emergency Medical Technicians (EMTs)	181,436	14,335	7.9%
	Firefighters	337,005	27,359	8.1%
	Massage Therapists	104,094	16,622	16.0%
	Occupational Health and Safety Specialists	132,893	16,783	12.6%
	Physical Therapist Assistants	113,724	19,157	16.8%
	Veterinary Technologists and Technicians (Vet Techs)	137,104	15,897	11.6%
	Personal Care and Safety Trades Total	**1,537,510**	**172,221**	**11.2%**
	Fourteen New Trades	**4,505,276**	**493,388**	**11.0%**
	All 21 Trades	**10,100,377**	**1,883,553**	**18.6%**

Source: Parker Strategy Group. Core Seven Trades from the February 2026 BBTT technical report and the BBTT National Trades Jobs Report; gaps for individual Core Seven trades are rounded to the nearest thousand, as published; the Infrastructure and Industrial Trades and the Personal Care and Safety Trades from the BBTT workforce database, gap by 2030. Rhode Island massage therapists are not included (see Data Handling Notes).

DATA SOURCES AND CONSTRUCTION

Employment Data

Baseline employment is the current number of workers in each trade in each state. PSG compiled it in the BBTT workforce database, which holds one record for each trade in each state along with the projections, openings, wages, and IMPLAN sector codes used in the model. The primary source is the Projections Central 2022–2032 long-term occupational projections file (36,189 records), which reports base-year employment, projected employment, and average annual openings by occupation and state. PSG verified 707 source records cell by cell against the Projections Central file. The 2024–2034 projections were retained in the database as a comparison.

Workforce Gap

The gap is the number of positions in each trade and state that are projected to go unfilled by 2030. It is derived from the Projections Central openings and employment data in the BBTT workforce database. Projections Central annual openings already combine openings created by employment growth with openings created when workers retire or otherwise leave the occupation. For that reason, retirements are not added to the gap a second time. This is consistent with the first BBTT study.

The University of New Hampshire (UNH) estimates that 70 percent of the trades workforce belongs to a retirement cohort over a ten-year period. Because that figure is a ten-year cohort share rather than an annual rate, it is treated as a separate accelerated-retirement consideration and is not included in the gap figures in this report.

Wage Data

Median annual wages for each trade in each state come from the BLS OEWS May 2025 release. Median values were chosen over averages because they limit the influence of outliers and represent the earnings of a typical worker. Where OEWS suppressed a state wage, the national median wage for the trade was used; this applies to five state and trade combinations. Median wages were multiplied by employment to estimate employee compensation, which is the labor income input to IMPLAN.

Geography

Results are reported for each of the 50 states and the District of Columbia, for the nine U.S. Census divisions, and for the nation. Table 2 lists the states in each division.

Table 2. U.S. Census Divisions

Census Division	States
East North Central	Illinois, Indiana, Michigan, Ohio, Wisconsin
East South Central	Alabama, Kentucky, Mississippi, Tennessee
Middle Atlantic	New Jersey, New York, Pennsylvania
Mountain	Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, Wyoming
New England	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
Pacific	Alaska, California, Hawaii, Oregon, Washington
South Atlantic	Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia
West North Central	Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota
West South Central	Arkansas, Louisiana, Oklahoma, Texas

Source: U.S. Census Bureau.

Data Handling Notes

Several records required state-specific handling during construction of the database:

- **Massachusetts.** Projections Central publishes Massachusetts projections on a sub-state geography, which required state-specific handling to produce statewide figures.
- **New York.** The New York openings field in the source file reported annualized growth rather than total openings, so New York openings were handled separately.
- **Scope differences.** Some trades have large self-employed shares that the projections and wage sources treat differently. The gap was scope-adjusted so that the gap and the baseline describe the same workforce.
- **Rhode Island massage therapists.** The source data contain no records for massage therapists in Rhode Island, so this trade and state combination is not modeled and is excluded from the Personal Care and Safety Trades figures.
- **Wage suppression.** Five state and trade combinations use the national median wage because OEWS suppressed the state value.
- **District of Columbia.** District of Columbia gaps for firefighters and massage therapists use national gap rates. The source data for District of Columbia physical therapist assistants report very small counts rounded to the nearest ten, so that gap rate is higher than in any state.

Counting Self-Employed Trades: Cosmetologists and Massage Therapists

Definition

In this study, cosmetologists are SOC 39-5012, Hairdressers, Hairstylists, and Cosmetologists, and massage therapists are SOC 31-9011, Massage Therapists. For both occupations, the baseline workforce is employment from the BLS Occupational Employment and Wage Statistics (OEWS) program, which counts wage and salary employees only.

Why the Count Is Difficult

1. **The two federal sources count different populations.** OEWS surveys about 1.1 million employer establishments and counts full-time and part-time employees. It excludes the self-employed, owners and partners in unincorporated firms, household workers, and unpaid family workers (BLS,

OEWS Technical Notes). The BLS Employment Projections program, which produces the projected openings behind the gap, counts jobs rather than workers and includes the unincorporated self-employed (BLS, Employment Projections definitions).

2. **These two occupations are among the most heavily self-employed.** BLS reports that 48 percent of hairdressers, hairstylists, and cosmetologists and 36 percent of massage therapists are self-employed (BLS, Occupational Outlook Handbook). The share of each occupation captured in the BBTT baseline is close to the employee share BLS reports (Table 3).
3. **Common work arrangements fall outside employer surveys.** Booth and chair renters, salon suite operators, mobile and in-home providers, and independent contractors paid on a 1099 are not on any employer's payroll. A salon that rents chairs to eight stylists may report only its front-desk staff. Massage therapists also work across spas, chiropractic and physical therapy offices, hotels, fitness centers, and private practice, and part-time work and multiple job holding are common (BLS, Occupational Outlook Handbook).
4. **Openings and employment must be put on the same basis.** Projected openings include the self-employed, while the OEWS baseline does not. Before calculating the gap, the BBTT workforce database scaled openings and growth demand to the employee share of each occupation, using scope factors of about 0.52 for cosmetologists and 0.69 for massage therapists, so that the gap and the workforce describe the same population.
5. **Wages reflect employees only.** OEWS wages cover employees and include tips, but they exclude the earnings of booth renters and owners. In IMPLAN, the personal care services sector (sector 499) carries a high share of proprietor income, so modeled labor income per worker is higher than the OEWS median wage.

Table 3. Self-Employment and the BBTT Baseline

Occupation	Total Jobs, 2025 (BLS)	Self-Employed Share (BLS)	BBTT Baseline (Employees)	Baseline as Share of Total Jobs
Hairdressers, Hairstylists, and Cosmetologists	595,000	48%	307,029	51.6%
Massage Therapists	155,400	36%	104,094	67.0%

Source: U.S. Bureau of Labor Statistics, Occupational Outlook Handbook (2025 employment); Parker Strategy Group BBTT workforce database.

What This Means for the Results

For these two trades, the BBTT figures describe the employee workforce and the employee share of hiring demand. Because self-employed workers and their earnings sit largely outside the baseline, the results are conservative for each field as a whole. They are a sound estimate of the employee side of each occupation, not a complete count of everyone who works in it.

In Plain Terms

Most of the government's job numbers come from asking employers who is on their payroll. That works well for firefighters, dental hygienists, and truck drivers, because nearly all of them work for someone else.

Cosmetologists and massage therapists are different. About half of cosmetologists and about a third of massage therapists work for themselves. They rent a chair in a salon, run their own suite, work out of their home, or travel to clients. Because no employer reports them, they do not appear in the employer survey, even though they are working every day.

To keep the comparison fair, this study counts only the employee side of these trades and measures the gap against that same group. The numbers are accurate for that group, but they leave out the many self-employed workers. The real size of these trades, and the real size of the shortage, is likely larger than these figures show.

ECONOMIC MODELING FRAMEWORK

IMPLAN Overview

IMPLAN is a widely used economic modeling platform built on the input-output framework developed by Wassily Leontief (1936). The model traces how spending in one industry moves through the rest of the economy and estimates the direct, indirect, and induced effects of a change in employment and income (IMPLAN Group, 2024).

IMPLAN reports economic activity as value added, which is conceptually equivalent to gross domestic product (GDP) at the regional or national level. Value added has four components:

Employee Compensation	Proprietor Income	Other Property Income	Taxes on Production and Imports, Less Subsidies
Wages, salaries, and benefits paid to workers	Income of self-employed workers and unincorporated business owners	Rents, interest, dividends, and corporate profits	Sales, excise, and property taxes, net of subsidies

Reporting results as value added isolates the new economic value created by each trade and excludes intermediate goods, which avoids double counting (BEA, 2023).

Measures Reported

Table 4. Measures Reported in This Study

Measure	Definition
Employment	Full-time and part-time jobs, counted on an annual average basis as IMPLAN defines a job.
Labor Income	Employee compensation (wages, salaries, and benefits) plus proprietor income.
Value Added (GDP)	The contribution to gross domestic product: labor income, other property income, and taxes on production and imports, less subsidies.
Economic Impact (Output)	The total value of production, including the value of intermediate goods and services purchased from other industries.
Tax Impacts	Local (sub-county general, sub-county special districts, and county), state, and federal tax revenue generated by the activity.

Direct, Indirect, and Induced Effects

Direct effects are the jobs, income, and value created by the workers in each trade. **Indirect** effects are the supply chain purchases that employers in each trade make from other businesses in the state. **Induced** effects are the household spending of workers whose income depends on the direct and indirect activity. The total effect is the sum of direct, indirect, and induced effects.

Model Structure and Inputs

PSG used IMPLAN's 528-sector model with 2024 data. Each trade was mapped from its Standard Occupational Classification (SOC) code to the North American Industry Classification System (NAICS) and then to the corresponding IMPLAN industry sector, using IMPLAN's NAICS bridge. Firefighters were assigned to the appropriate government sector in IMPLAN's government block. Because IMPLAN models government employment through employee compensation and household spending rather than an industry supply chain, firefighter results show direct and induced effects but no indirect effects. The model used the following inputs:

- **Employment.** Baseline employment and gap employment for each trade in each state.
- **Employee compensation.** Employment multiplied by the state median annual wage for the trade.
- **Industry sector.** The IMPLAN sector mapped to each trade.
- **Region.** The IMPLAN model for the state in which the workers are employed.

Each combination of state, trade, and scenario was entered as a separate event, for a total of 1,425 events (50 states and the District of Columbia, 14 trades, and two scenarios, less the two Rhode Island massage therapist events and the District of Columbia machinist gap event, which has no projected gap). IMPLAN's social accounting matrix traces the flow of dollars among industries, households, and governments in each state, which captures both supply chain and household spending effects.

SCENARIO DESIGN

Two scenarios were modeled for every trade in every state.

Baseline Scenario

The baseline scenario is an economic contribution analysis. It measures the footprint of the workers in each trade today, including the supply chain and household spending their work supports, using current employment and state median wages.

Gap Scenario

The gap scenario is an economic impact analysis. It measures the jobs, income, value added, output, and tax revenue that will be lost each year if the positions projected to go unfilled by 2030 are not filled. The gap scenario uses the same wage and industry parameters as the baseline, so the difference between the two scenarios comes from employment alone.

CALCULATION AND ESTIMATION APPROACH

IMPLAN can drive a model from output, employment, or labor income. This study uses employment and employee compensation together, which is the preferred approach for workforce analysis because it ties the model directly to the number of workers and what they earn (IMPLAN Group, 2024). The calculation followed five steps:

1. Each trade was assigned to an IMPLAN industry sector through the SOC, NAICS, and IMPLAN crosswalk.

2. For each state and trade, baseline employment and gap employment were multiplied by the state median wage to estimate employee compensation.
3. Employment and employee compensation were entered as events in the IMPLAN model for the state, which returned direct, indirect, and induced effects on employment, labor income, value added, output, and taxes.
4. State results were summed to produce Census division and national results for each trade and trade group.
5. The gap rate was calculated as direct gap employment divided by direct baseline employment. Results per unfilled position were calculated as the total gap effect divided by direct gap employment.

All dollar results are annual and are reported in nominal dollars, consistent with the February 2026 report. Value added is the headline measure because it isolates new value creation and allows direct comparison with official GDP figures (BEA, 2023).

AGGREGATION TO DIVISIONS AND THE NATION

As in the February 2026 report, each trade was modeled in each state's own IMPLAN model, so state results reflect that state's wages, industry structure, supply chains, and tax structure. Division results are the sum of the states in each division, and national results are the sum of all 50 states and the District of Columbia.

Because each state model counts only the spending that stays within that state, supply chain purchases and household spending that cross state lines are not captured. The division and national totals are therefore conservative relative to a single national model.

THE CORE SEVEN TRADES

The Core Seven Trades (carpenters, construction laborers, electricians, HVAC technicians, mechanics, plumbers, and welders) were modeled for the February 2026 BBTT technical report. Their results are carried forward into this report without re-estimation so that BBTT can report all 21 trades together.

How the Core Seven Were Modeled

- **Employment and gap.** Baseline and gap employment came from the same U.S. Department of Labor employment and projections data used for the fourteen new trades, compiled with the University of New Hampshire (UNH). The gap was calculated from annual job openings and growth demand, less new job entrants. Annual openings already include openings created when workers retire, so retirements were not counted a second time.
- **Wages.** Median annual wages came from the BLS OEWS May 2024 release, the most recent release available when the first study was completed.
- **Model.** The seven trades were modeled in IMPLAN's 528-sector model for each of the 50 states and the District of Columbia, and division and national results are the sum of the state results.
- **Taxes.** Tax results were reported as sub-county general, sub-county special districts, county, state, and federal revenue. In this report, the first three are combined as local revenue.

Combining the Core Seven with the New Trades

Combined 21-trade figures in this report add the Core Seven results to the results for the Infrastructure and Industrial Trades and the Personal Care and Safety Trades. All 21 trades draw on the same employment and projections source and were modeled state by state in IMPLAN. All three groups include the District of Columbia. Division totals for the Core Seven Trades are the sum of the published state results.

VALIDATION AND RELIABILITY

PSG reviewed all IMPLAN outputs for internal consistency. Validation steps included the following:

- Verifying 707 source records in the BBTT workforce database cell by cell against the Projections Central file.
- Confirming that direct, indirect, and induced effects sum to the total for every state, trade, scenario, and measure, and that local, state, and federal taxes sum to total taxes.
- Confirming that each Census division total equals the sum of its states and that national totals equal the sum of all 50 states and the District of Columbia.
- Confirming that the state-level results in the trade group files match the division files record for record.
- Reconciling every figure in the BBTT trade group talking points to the model results.
- Confirming that the Core Seven state totals sum to the national and division totals published in February 2026.

IMPLAN's database is benchmarked annually to data from the Bureau of Economic Analysis and the Bureau of Labor Statistics, and its multipliers are widely regarded as among the most defensible available for regional and national impact analysis (Rickman and Schwer, 1995).

SUMMARY FINDINGS

All 21 Trades

The 21 BBTT trades employ 10.1 million people today. Counting the supply chain and household spending their work supports, they sustain 19.6 million jobs, $2.3 trillion in GDP, and $4.0 trillion in economic impact each year, and they generate $501.3 billion in local, state, and federal tax revenue.

Across all 21 trades, the workforce gap comes to 1,883,553 workers, or 18.6% of the current workforce. Left unfilled, the gap will cost the economy 3.7 million jobs, $432.5 billion in GDP, $764.7 billion in economic impact, and $95.0 billion in tax revenue each year through 2030. The Core Seven Trades account for 73.8% of the gap and 75.3% of the GDP lost.

Table 5. Annual Economic Impact of the Gap, All 21 Trades

Trade Group	Current Workforce	Gap	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	Taxes Lost
Core Seven Trades	5,595,101	1,390,165	24.8%	2,771,169	$325.6B	$577.4B	$71.3B
Infrastructure and Industrial Trades	2,967,766	321,167	10.8%	672,318	$79.3B	$145.2B	$17.7B
Personal Care and Safety Trades	1,537,510	172,221	11.2%	265,922	$27.6B	$42.1B	$5.9B
All 21 Trades	**10,100,377**	**1,883,553**	**18.6%**	**3,709,409**	**$432.5B**	**$764.7B**	**$95.0B**

Source: Parker Strategy Group using IMPLAN. Core Seven Trades from the February 2026 BBTT technical report. Figures may not sum due to rounding.

The Pacific ($86.1 billion) and South Atlantic ($79.7 billion) divisions face the largest losses across all 21 trades, together accounting for 38.3% of the national total. The South Atlantic has the largest gap in workers, at 386,538. New England has the smallest loss, at $15.3 billion in GDP.

Table 6. Gap Across All 21 Trades by Census Division

Census Division	Core Seven Gap	New Trades Gap	Total Gap	Gap Rate	Total Jobs Lost	GDP Lost	Taxes Lost
Pacific	238,744	72,800	311,544	20.4%	664,469	$86.1B	$19.1B
South Atlantic	292,663	93,875	386,538	19.5%	732,050	$79.7B	$17.5B
West South Central	216,264	67,552	283,816	21.1%	537,496	$58.5B	$12.6B
East North Central	158,632	75,600	234,232	15.6%	475,574	$56.6B	$12.4B
Mountain	169,477	41,344	210,821	24.4%	408,426	$46.6B	$10.2B
Middle Atlantic	91,600	50,238	141,838	12.9%	283,669	$34.5B	$7.8B
West North Central	95,027	38,508	133,535	17.2%	264,223	$31.3B	$6.8B
East South Central	85,975	32,203	118,178	18.8%	219,529	$23.9B	$5.2B
New England	41,784	21,268	63,052	16.4%	123,971	$15.3B	$3.4B
United States	**1,390,165**	**493,388**	**1,883,553**	**18.6%**	**3,709,409**	**$432.5B**	**$95.0B**

Source: Parker Strategy Group using IMPLAN. Core Seven Trades from the February 2026 BBTT technical report. Figures may not sum due to rounding.

California ($55.6 billion) and Texas ($44.2 billion) face the largest losses across all 21 trades, and Texas has the largest gap in workers, at 212,578. The ten states in the table below account for 52.0% of the GDP lost, and 48 states and the District of Columbia will each lose more than $1.0 billion in GDP each year.

Table 7. Top Ten States by GDP Lost to the Gap, All 21 Trades

Rank	State	Total Gap	Total Jobs Lost	GDP Lost	Taxes Lost
1	California	201,333	430,348	$55.6B	$12.4B
2	Texas	212,578	405,110	$44.2B	$9.5B
3	Florida	140,835	265,730	$28.4B	$6.3B
4	Washington	68,752	145,927	$19.2B	$4.2B
5	Illinois	53,744	116,833	$15.1B	$3.3B
6	Pennsylvania	58,977	115,343	$13.1B	$2.9B
7	Ohio	57,339	114,567	$13.1B	$2.8B
8	North Carolina	64,900	119,723	$12.8B	$2.8B
9	Georgia	59,591	114,631	$12.4B	$2.7B
10	New York	43,347	86,366	$11.1B	$2.5B

Source: Parker Strategy Group using IMPLAN. Core Seven Trades from the February 2026 BBTT technical report. Figures may not sum due to rounding.

The Core Seven Trades

The Core Seven Trades employ 5.6 million people and generate $1.3 trillion in annual value added. Across the seven trades, 1,390,165 jobs remain unfilled, a gap of 24.8% of the current workforce. That gap represents $325.6 billion in lost GDP, 2,771,169 jobs lost across the economy, and $71.3 billion in lost tax revenue each year through 2030.

By headcount, construction laborers have the largest gap (approximately 454,000), followed by electricians (approximately 281,000) and carpenters (approximately 184,000). Mechanics (approximately 149,000), plumbers (approximately 129,000), welders (approximately 104,000), and HVAC technicians (approximately 89,000) also show substantial gaps. Mechanics and electricians have the highest gap rates, followed by plumbers.

The South Atlantic has the largest Core Seven gap, at 292,663 workers, and the Pacific has the largest GDP loss, at $66.9 billion. Gap rates vary far more across divisions than they do for the new trades, from 14.7% in the Middle Atlantic division to 33.4% in the Mountain division.

Table 8. Core Seven Trades National Baseline and Gap Results

Impact	Baseline Employment	Gap Employment	Baseline Value Added	Gap Value Added	Baseline Taxes	Gap Taxes
Direct	5,595,101	1,390,165	$521.3B	$130.9B	$104.6B	$26.3B
Indirect	1,876,901	471,148	$298.3B	$74.9B	$70.8B	$17.8B
Induced	3,624,553	909,857	$477.3B	$119.8B	$108.8B	$27.3B
Total	**11,096,555**	**2,771,169**	**$1.3T**	**$325.6B**	**$284.2B**	**$71.3B**

Source: Parker Strategy Group using IMPLAN, February 2026 BBTT technical report. Figures may not sum due to rounding.

Table 9. Core Seven Trades Gap by Census Division

Census Division	Current Workforce	Gap	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	Taxes Lost
Pacific	875,700	238,744	27.3%	522,323	$66.9B	$118.6B	$14.7B
South Atlantic	1,134,341	292,663	25.8%	548,818	$60.4B	$107.1B	$13.2B
West South Central	754,510	216,264	28.7%	401,328	$43.6B	$77.4B	$9.6B
East North Central	768,640	158,632	20.6%	332,456	$41.0B	$72.7B	$9.0B
Mountain	508,100	169,477	33.4%	330,269	$37.9B	$67.2B	$8.3B
Middle Atlantic	622,550	91,600	14.7%	193,136	$23.9B	$42.5B	$5.2B
West North Central	417,360	95,027	22.8%	192,344	$22.9B	$40.7B	$5.0B
East South Central	335,260	85,975	25.6%	161,700	$17.9B	$31.7B	$3.9B
New England	178,640	41,784	23.4%	88,794	$11.1B	$19.7B	$2.4B
United States	**5,595,101**	**1,390,165**	**24.8%**	**2,771,169**	**$325.6B**	**$577.4B**	**$71.3B**

Source: Parker Strategy Group using IMPLAN. Division totals are the sum of state results from the February 2026 BBTT technical report. Figures may not sum due to rounding.

The Fourteen New Trades

The fourteen trades in this update employ 4.5 million people today. Counting the supply chain and household spending their work supports, they sustain 8.5 million jobs, $611.9 billion in labor income, $981.9 billion in GDP, and $1.7 trillion in economic impact each year, and they generate $217.1 billion in local, state, and federal tax revenue.

By 2030, these trades are projected to be short 493,388 workers, a gap of 11.0% of the current workforce. If those positions go unfilled, the economy will lose 938,240 jobs, $106.9 billion in GDP, $187.2 billion in economic impact, and $23.6 billion in tax revenue each year. Each unfilled position costs about 1.9 jobs across the economy and $216,700 in GDP.

Table 10. Baseline Economic Contribution, Fourteen New Trades

Trade Group	Current Workforce	Total Jobs Supported	Labor Income	Value Added (GDP)	Economic Impact	Total Taxes
Infrastructure and Industrial Trades	2,967,766	6,142,222	$444.6B	$737.8B	$1.4T	$165.5B
Personal Care and Safety Trades	1,537,510	2,332,364	$167.3B	$244.1B	$364.5B	$51.5B
Fourteen New Trades	**4,505,276**	**8,474,585**	**$611.9B**	**$981.9B**	**$1.7T**	**$217.1B**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Table 11. Annual Economic Impact of the Gap by 2030, Fourteen New Trades

Trade Group	Current Workforce	Gap by 2030	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	Taxes Lost
Infrastructure and Industrial Trades	2,967,766	321,167	10.8%	672,318	$79.3B	$145.2B	$17.7B
Personal Care and Safety Trades	1,537,510	172,221	11.2%	265,922	$27.6B	$42.1B	$5.9B
Fourteen New Trades	**4,505,276**	**493,388**	**11.0%**	**938,240**	**$106.9B**	**$187.2B**	**$23.6B**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

The loss is concentrated in a limited number of large states. California, Texas, and Florida together account for 30.6% of the GDP lost to the gap, and the ten states in the table below account for 55.1%. In all, 32 states will lose more than $1.0 billion in GDP each year from the gap in these fourteen trades. California will lose the most GDP ($13.7 billion), while Texas will have the largest gap in workers (50,453) and the most jobs lost across its economy (105,727).

Table 12. Top Ten States by GDP Lost to the Gap, Fourteen New Trades

Rank	State	Gap by 2030	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	Taxes Lost
1	California	50,365	11.0%	101,453	$13.7B	$23.1B	$3.3B
2	Texas	50,453	11.8%	105,727	$11.8B	$21.5B	$2.4B
3	Florida	31,404	11.4%	66,436	$7.2B	$13.0B	$1.6B
4	Ohio	19,405	10.2%	38,867	$4.2B	$7.4B	$884.4M
5	Illinois	18,202	10.4%	34,969	$4.1B	$7.0B	$952.8M
6	New York	18,630	10.2%	31,920	$4.1B	$6.8B	$1.0B
7	Pennsylvania	19,524	10.6%	36,185	$3.8B	$6.6B	$857.4M
8	Washington	13,702	12.5%	24,849	$3.6B	$5.8B	$825.8M
9	Georgia	15,637	11.3%	32,296	$3.3B	$6.1B	$713.9M
10	North Carolina	15,954	10.9%	29,261	$3.1B	$5.4B	$658.4M

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Infrastructure and Industrial Trades

The Infrastructure and Industrial Trades group covers six trades: brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers. These trades employ 3.0 million people today and support 6.1 million jobs in total, generating $737.8 billion in GDP and $1.4 trillion in economic impact each year.

By 2030, the Infrastructure and Industrial Trades are projected to be short 321,167 workers, or 10.8% of their current workforce. That gap will cost 672,318 jobs, $79.3 billion in GDP, and $145.2 billion in economic impact each year. It will also cost $17.7 billion in tax revenue each year: $11.1 billion federal, $3.7 billion state, and $2.9 billion local.

Truck drivers make up 2.1 million of the group's 3.0 million workers (71.1%) and 241,427 of its unfilled jobs by 2030 (75.2%). They also have the highest gap rate in the group at 11.4%. Power-line installers will be short 10,967 workers by 2030, but that gap will cost $9.7 billion in GDP, the second-largest loss in the group. Each unfilled power-line position will cost about $885,000 in GDP and 2.5 jobs across the economy, the highest of any trade in the study.

Machinists will be short 31,458 workers by 2030 (10.4%), a loss of $4.9 billion in GDP. Brickmasons (8.6%), painters (8.7%), and roofers (8.7%) have similar gap rates by 2030. Together they will be short 37,315 workers, a loss of $5.8 billion in GDP. Each unfilled Infrastructure and Industrial Trades position will cost about 2.1 jobs across the economy and $246,900 in GDP, compared with 1.5 jobs and $160,400 for the Personal Care and Safety Trades.

Table 13. Infrastructure and Industrial Trades National Baseline and Gap Results

Impact	Baseline Employment	Gap Employment	Baseline Value Added	Gap Value Added	Baseline Economic Impact	Gap Economic Impact	Baseline Taxes	Gap Taxes
Direct	2,967,766	321,167	$350.2B	$37.2B	$705.0B	$75.2B	$71.8B	$7.6B
Indirect	1,721,384	192,716	$207.3B	$22.4B	$356.3B	$38.2B	$52.7B	$5.7B
Induced	1,453,071	158,435	$180.3B	$19.7B	$291.6B	$31.8B	$41.0B	$4.5B
Total	**6,142,222**	**672,318**	**$737.8B**	**$79.3B**	**$1.4T**	**$145.2B**	**$165.5B**	**$17.7B**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Table 14. Infrastructure and Industrial Trades Gap by Trade

Trade	Current Workforce	Gap by 2030	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	GDP Lost per Unfilled Position
Brickmasons	59,347	5,130	8.6%	8,357	$970.5M	$1.6B	$189,200
Electrical Power-Line Installers and Repairers	125,743	10,967	8.7%	27,690	$9.7B	$19.2B	$885,000
Heavy and Tractor-Trailer Truck Drivers	2,108,657	241,427	11.4%	534,335	$58.8B	$106.8B	$243,600
Machinists	303,344	31,458	10.4%	53,655	$4.9B	$9.3B	$156,300
Painters	228,638	19,878	8.7%	29,498	$2.9B	$4.9B	$147,700
Roofers	142,038	12,307	8.7%	18,782	$1.9B	$3.3B	$157,800
Total	**2,967,766**	**321,167**	**10.8%**	**672,318**	**$79.3B**	**$145.2B**	**$246,900**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Infrastructure and Industrial Trades by Census Division

The Pacific ($14.1 billion) and South Atlantic ($14.0 billion) divisions will face the largest Infrastructure and Industrial Trades GDP losses by 2030, together accounting for 35.5% of the national total. The South Atlantic will have the most unfilled Infrastructure and Industrial Trades jobs, at 58,493. Gap rates are similar across the country, ranging from 10.3% in the East North Central division to 11.4% in the West South Central and Mountain divisions.

A single state drives most of the loss in two divisions. Texas accounts for 79.4% of the West South Central loss, and California accounts for 75.5% of the Pacific loss. Truck drivers are the largest source of lost GDP and have the highest gap rate in every division. After truck drivers, power-line installers drive the next-largest loss in eight of the nine divisions; in the East North Central division, machinists rank second. The Pacific ($3.4 billion) and South Atlantic ($3.2 billion) divisions will lose the most tax revenue. New England will have the smallest Infrastructure and Industrial Trades loss, with 11,954 unfilled jobs and $2.7 billion in lost GDP.

At the state level, California and Texas will each be short more than 33,000 Infrastructure and Industrial Trades workers by 2030, with GDP losses of $10.6 billion and $9.2 billion. In all, 26 states will lose more than $1.0 billion in GDP from the Infrastructure and Industrial Trades gap each year.

Table 15. Infrastructure and Industrial Trades Gap by Census Division

Census Division	Current Workforce	Gap by 2030	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	Taxes Lost
Pacific	431,195	47,259	11.0%	101,484	$14.1B	$24.6B	$3.4B
South Atlantic	536,495	58,493	10.9%	128,622	$14.0B	$26.4B	$3.2B
East North Central	495,403	50,932	10.3%	104,710	$11.8B	$21.5B	$2.6B
West South Central	402,931	45,890	11.4%	102,335	$11.5B	$22.1B	$2.4B
Middle Atlantic	287,862	29,795	10.4%	59,867	$7.4B	$13.1B	$1.8B
West North Central	261,303	27,891	10.7%	55,821	$6.8B	$12.4B	$1.4B
Mountain	227,414	26,009	11.4%	54,039	$6.2B	$11.3B	$1.3B
East South Central	209,788	22,944	10.9%	44,009	$4.8B	$9.1B	$1.0B
New England	115,375	11,954	10.4%	21,431	$2.7B	$4.7B	$624.3M
United States	**2,967,766**	**321,167**	**10.8%**	**672,318**	**$79.3B**	**$145.2B**	**$17.7B**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Personal Care and Safety Trades

The Personal Care and Safety Trades group covers eight trades: cosmetologists, dental hygienists, EMTs, firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and vet techs. These trades employ 1.5 million people today and support 2.3 million jobs in total, generating $244.1 billion in GDP and $364.5 billion in economic impact each year.

By 2030, the Personal Care and Safety Trades are projected to be short 172,221 workers, or 11.2% of their current workforce, a higher gap rate than the Infrastructure and Industrial Trades. That gap will cost 265,922 jobs, $27.6 billion in GDP, and $42.1 billion in economic impact each year. It will also cost $5.9 billion in tax revenue each year: $4.2 billion federal, $1.0 billion state, and $661.1 million local.

Physical therapist assistants will have the highest gap rate in the Personal Care and Safety Trades by 2030 at 16.8%, followed by occupational health and safety specialists at 12.6%.

Dental hygienists have the lowest gap rate in the group at 7.6%, but each unfilled position will cost about $255,800 in GDP, the most of any trade in the group. Firefighters (8.1%) and EMTs (7.9%) will together be short 41,694 workers by 2030, a loss of $4.5 billion in GDP. Vet techs will be short 15,897 workers by 2030 (11.6%), a loss of $1.9 billion in GDP.

Table 16. Personal Care and Safety Trades National Baseline and Gap Results

Impact	Baseline Employment	Gap Employment	Baseline Value Added	Gap Value Added	Baseline Economic Impact	Gap Economic Impact	Baseline Taxes	Gap Taxes
Direct	1,537,510	172,221	$145.8B	$16.1B	$200.6B	$22.8B	$29.7B	$3.3B
Indirect	256,994	32,269	$30.7B	$3.8B	$55.1B	$6.8B	$6.4B	$787.0M
Induced	537,859	61,432	$67.6B	$7.7B	$108.7B	$12.4B	$15.4B	$1.8B
Total	**2,332,364**	**265,922**	**$244.1B**	**$27.6B**	**$364.5B**	**$42.1B**	**$51.5B**	**$5.9B**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding. Rhode Island massage therapists are not included.

Table 17. Personal Care and Safety Trades Gap by Trade

Trade	Current Workforce	Gap by 2030	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	GDP Lost per Unfilled Position
Cosmetologists	307,029	44,962	14.6%	74,236	$6.5B	$11.2B	$143,800
Dental Hygienists	224,225	17,106	7.6%	29,141	$4.4B	$6.2B	$255,800
Emergency Medical Technicians (EMTs)	181,436	14,335	7.9%	19,637	$1.3B	$2.2B	$90,200
Firefighters	337,005	27,359	8.1%	33,921	$3.2B	$3.7B	$118,500
Massage Therapists	104,094	16,622	16.0%	24,220	$2.7B	$3.9B	$162,800
Occupational Health and Safety Specialists	132,893	16,783	12.6%	34,187	$4.0B	$6.7B	$240,000
Physical Therapist Assistants	113,724	19,157	16.8%	29,570	$3.6B	$5.2B	$186,900
Veterinary Technologists and Technicians (Vet Techs)	137,104	15,897	11.6%	21,011	$1.9B	$2.9B	$121,200
Total	**1,537,510**	**172,221**	**11.2%**	**265,922**	**$27.6B**	**$42.1B**	**$160,400**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Personal Care and Safety Trades by Census Division

The South Atlantic will face the largest Personal Care and Safety Trades loss by 2030, with 35,382 unfilled jobs and $5.3 billion in lost GDP (19.1% of the national total). The Pacific follows closely at $5.1 billion. Division gap rates range from 10.3% in the New England division to 12.0% in the Mountain division.

Physical therapist assistants have the highest gap rate in every division. The Pacific and South Atlantic divisions will each lose about $1.1 billion in tax revenue each year. Texas accounts for 80.2% of the West South Central loss, and California accounts for 59.8% of the Pacific loss.

At the state level, Personal Care and Safety Trades gap rates range from 9.6% in Maine to 14.1% in Washington. Washington's projected loss of $1.4 billion matches New York's, even though Washington has the 12th-largest Personal Care and Safety Trades workforce. Seven states will lose more than $1.0 billion in GDP from the Personal Care and Safety Trades gap each year by 2030: California, Texas, Florida, Washington, New York, Ohio, and Illinois.

Table 18. Personal Care and Safety Trades Gap by Census Division

Census Division	Current Workforce	Gap by 2030	Gap Rate	Total Jobs Lost	GDP Lost	Economic Impact Lost	Taxes Lost
South Atlantic	312,025	35,382	11.3%	54,609	$5.3B	$8.2B	$1.1B
Pacific	217,510	25,541	11.7%	40,663	$5.1B	$7.6B	$1.1B
East North Central	235,800	24,667	10.5%	38,408	$3.8B	$5.9B	$818.2M
West South Central	185,254	21,662	11.7%	33,832	$3.3B	$5.2B	$629.6M
Middle Atlantic	187,258	20,443	10.9%	30,666	$3.2B	$4.7B	$742.6M
Mountain	128,298	15,335	12.0%	24,119	$2.5B	$3.9B	$520.7M
New England	90,206	9,314	10.3%	13,746	$1.6B	$2.2B	$342.3M
West North Central	97,464	10,618	10.9%	16,059	$1.6B	$2.4B	$327.4M
East South Central	83,694	9,259	11.1%	13,820	$1.3B	$2.0B	$259.8M
United States	**1,537,510**	**172,221**	**11.2%**	**265,922**	**$27.6B**	**$42.1B**	**$5.9B**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

How to Interpret These Findings

Baseline results describe the economic footprint of the workers in each trade today, including the supply chain and household spending their work supports. Gap results describe the jobs, income, GDP, output, and tax revenue that will be lost each year when projected positions go unfilled. Direct effects reflect the trade work that cannot be done because of the shortfall. Indirect effects capture the reduced demand felt by suppliers and vendors. Induced effects reflect the household spending that does not occur when labor income in the trades and their supply chains is lower. Total effects equal direct plus indirect plus induced effects.

The study separates the size of a shortage from its severity. Among the fourteen new trades, truck drivers have the largest gap by headcount, while physical therapist assistants have the highest gap rate. High-volume trades need training capacity at scale, while high-rate trades need targeted efforts to stabilize and expand the pipeline. The value of each unfilled position also varies widely by trade, from about $90,200 in GDP for EMTs to $885,000 for power-line installers, so the trades with the largest headcount gaps are not always the trades with the largest economic stakes per worker.

LIMITATIONS AND ASSUMPTIONS

As with all input-output analyses, certain assumptions apply:

- The model is static and assumes fixed production relationships and prices.
- Unfilled positions are treated as lost activity, not as work absorbed by other workers, other trades, or other states.
- The gap is a projection. Actual shortages will depend on wages, training capacity, migration, and economic conditions between now and 2030.
- Median wages exclude employer-paid benefits, so the labor income input is conservative.
- State models do not capture spending that crosses state lines, so division and national totals are conservative relative to a single national model.
- Rhode Island massage therapists are not modeled, five state and trade combinations use national median wages, and District of Columbia gaps for firefighters and massage therapists use national gap rates.
- Each trade is represented by a single IMPLAN sector, so results reflect the average production structure of that sector in each state.
- Cosmetologists and massage therapists have large self-employed shares that employer surveys do not capture, so their results reflect the employee workforce and are conservative for each field as a whole (see Counting Self-Employed Trades).

Despite these assumptions, IMPLAN remains the leading tool for estimating sector-specific contributions to GDP, and its methodology is widely accepted across academia, government, and consulting (IMPLAN Group, 2024; BEA, 2023).

CONCLUSION

BBTT now measures 21 trades that together employ 10.1 million people and support $2.3 trillion in GDP each year. The 2026 update adds fourteen trades, modeled with Projections Central occupational projections, BLS OEWS wages, and IMPLAN models for each of the 50 states and the District of Columbia, to the Core Seven Trades modeled in February 2026.

Measured as value added, the 1,883,553-worker gap across the 21 trades will cost the U.S. economy $432.5 billion in GDP, 3.7 million jobs, and $95.0 billion in tax revenue each year. The state and division results that follow give policymakers, employers, and educators a consistent evidence base for deciding where to expand training and recruitment first.

APPENDIX A: NATIONAL RESULTS BY TRADE

The tables below report national baseline and gap results for each of the fourteen new trades. Dollar values are annual and in nominal dollars. National results for the Core Seven Trades appear in Table 8, and trade-level detail for the Core Seven is in the February 2026 BBTT technical report.

Infrastructure and Industrial Trades

Brickmasons

A1. United States: Brickmasons, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	59,347	$4,952,738,089	$6,270,953,224	$10,578,611,285	$1,236,660,299
Indirect	12,846	$1,101,819,889	$1,916,220,017	$3,537,073,880	$474,874,482
Induced	24,558	$1,605,457,813	$3,064,995,969	$4,928,051,174	$698,770,120
Total	**96,750**	**$7,660,015,791**	**$11,252,169,209**	**$19,043,736,338**	**$2,410,304,902**

A2. United States: Brickmasons, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	5,130	$425,992,248	$540,515,344	$911,312,001	$106,329,626
Indirect	1,111	$95,156,538	$165,660,491	$306,288,641	$41,039,910
Induced	2,116	$138,104,904	$264,332,872	$425,283,822	$60,202,884
Total	**8,357**	**$659,253,689**	**$970,508,707**	**$1,642,884,463**	**$207,572,420**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Electrical Power-Line Installers and Repairers

A3. United States: Electrical Power-Line Installers and Repairers, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	125,743	$16,012,994,195	$60,508,649,379	$127,162,904,679	$14,237,140,879
Indirect	76,762	$12,077,262,179	$36,301,246,024	$69,823,614,042	$9,971,896,871
Induced	115,814	$7,462,971,192	$14,342,151,482	$23,213,932,308	$3,248,860,218
Total	**318,320**	**$35,553,227,566**	**$111,152,046,886**	**$220,200,451,029**	**$27,457,897,968**

A4. United States: Electrical Power-Line Installers and Repairers, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	10,967	$1,414,955,552	$5,302,729,167	$11,138,609,894	$1,255,870,087
Indirect	6,615	$1,052,474,333	$3,141,742,532	$6,033,165,140	$863,934,762
Induced	10,108	$657,085,060	$1,261,532,079	$2,036,010,709	$286,313,328
Total	**27,690**	**$3,124,514,945**	**$9,706,003,778**	**$19,207,785,742**	**$2,406,118,177**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Heavy and Tractor-Trailer Truck Drivers

A5. United States: Heavy and Tractor-Trailer Truck Drivers, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	2,108,657	$164,984,156,910	$230,726,126,413	$467,783,223,313	$45,499,590,844
Indirect	1,467,078	$94,539,468,197	$147,513,672,233	$244,697,048,032	$37,020,728,267
Induced	1,077,987	$69,460,553,930	$133,538,293,955	$216,131,838,482	$30,353,121,964
Total	**4,653,721**	**$328,984,179,036**	**$511,778,092,601**	**$928,612,109,828**	**$112,873,441,075**

A6. United States: Heavy and Tractor-Trailer Truck Drivers, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	241,427	$18,920,980,256	$26,445,786,184	$53,676,147,600	$5,211,641,536
Indirect	168,964	$10,891,651,749	$17,000,642,597	$28,208,349,285	$4,262,660,868
Induced	123,943	$7,987,081,918	$15,371,756,185	$24,882,680,772	$3,490,515,876
Total	**534,335**	**$37,799,713,924**	**$58,818,184,966**	**$106,767,177,657**	**$12,964,818,279**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Machinists

A7. United States: Machinists, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	303,344	$18,029,976,600	$21,586,621,777	$47,182,610,586	$4,674,837,638
Indirect	100,067	$9,171,680,618	$11,890,385,407	$20,283,294,379	$2,741,990,174
Induced	113,358	$7,284,671,980	$13,896,877,153	$22,513,731,416	$3,160,399,051
Total	**516,769**	**$34,486,329,198**	**$47,373,884,338**	**$89,979,636,381**	**$10,577,226,864**

A8. United States: Machinists, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	31,458	$1,870,190,461	$2,239,726,924	$4,899,660,632	$484,429,600
Indirect	10,423	$951,862,112	$1,234,658,713	$2,108,589,085	$284,344,456
Induced	11,774	$755,046,109	$1,442,408,525	$2,338,427,294	$327,617,420
Total	**53,655**	**$3,577,098,682**	**$4,916,794,162**	**$9,346,677,011**	**$1,096,391,475**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Painters

A9. United States: Painters, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	228,638	$14,655,059,129	$18,668,383,520	$31,340,893,890	$3,715,666,881
Indirect	38,493	$3,329,096,668	$5,814,666,797	$10,743,864,547	$1,467,209,544
Induced	72,414	$4,809,702,623	$9,248,337,571	$14,807,521,810	$2,125,935,899
Total	**339,545**	**$22,793,858,419**	**$33,731,387,889**	**$56,892,280,247**	**$7,308,812,324**

A10. United States: Painters, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	19,878	$1,274,570,524	$1,624,832,893	$2,723,764,468	$323,727,236
Indirect	3,340	$289,484,436	$505,754,066	$934,337,229	$127,771,168
Induced	6,280	$418,365,191	$805,444,333	$1,288,242,044	$185,178,354
Total	**29,498**	**$1,982,420,152**	**$2,936,031,292**	**$4,946,343,741**	**$636,676,758**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Roofers

A11. United States: Roofers, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	142,038	$9,704,813,776	$12,461,979,106	$20,933,323,715	$2,478,564,559
Indirect	26,139	$2,236,197,608	$3,892,495,251	$7,206,724,781	$989,534,873
Induced	48,940	$3,222,730,648	$6,197,160,019	$9,957,269,677	$1,429,695,636
Total	**217,117**	**$15,163,742,033**	**$22,551,634,376**	**$38,097,318,173**	**$4,897,795,068**

A12. United States: Roofers, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	12,307	$832,363,389	$1,072,309,951	$1,801,039,977	$212,666,487
Indirect	2,263	$192,946,859	$336,304,768	$624,068,926	$85,341,153
Induced	4,213	$276,754,289	$533,655,699	$858,301,565	$122,874,454
Total	**18,782**	**$1,302,064,537**	**$1,942,270,418**	**$3,283,410,468**	**$420,882,094**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Personal Care and Safety Trades

Cosmetologists

A13. United States: Cosmetologists, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	307,029	$22,058,517,725	$20,417,196,041	$36,069,981,780	$5,766,673,967
Indirect	85,908	$5,429,546,114	$9,333,862,056	$17,377,156,178	$1,919,390,308
Induced	113,552	$7,441,322,794	$14,275,937,995	$22,911,860,263	$3,257,573,797
Total	**506,489**	**$34,929,386,634**	**$44,026,996,092**	**$76,358,998,221**	**$10,943,638,072**

A14. United States: Cosmetologists, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	44,962	$3,239,432,516	$3,000,134,116	$5,296,651,675	$846,833,946
Indirect	12,619	$797,196,317	$1,370,086,557	$2,552,118,003	$281,705,379
Induced	16,655	$1,091,250,857	$2,095,716,389	$3,363,388,181	$477,987,785
Total	**74,236**	**$5,127,879,690**	**$6,465,937,062**	**$11,212,157,859**	**$1,606,527,110**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Dental Hygienists

A15. United States: Dental Hygienists, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	224,225	$24,470,209,700	$37,177,088,074	$47,677,504,903	$6,561,059,408
Indirect	43,330	$3,703,380,500	$5,706,101,267	$10,160,503,290	$1,253,868,194
Induced	113,155	$7,430,887,740	$14,264,731,665	$22,914,919,990	$3,260,602,999
Total	**380,710**	**$35,604,477,940**	**$57,147,921,007**	**$80,752,928,183**	**$11,075,530,601**

A16. United States: Dental Hygienists, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	17,106	$1,871,250,502	$2,842,699,062	$3,649,401,990	$500,371,726
Indirect	3,345	$285,482,085	$438,697,722	$782,516,324	$96,315,742
Induced	8,690	$568,521,214	$1,094,701,276	$1,761,029,818	$249,813,404
Total	**29,141**	**$2,725,253,801**	**$4,376,098,060**	**$6,192,948,132**	**$846,500,873**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Emergency Medical Technicians (EMTs)

A17. United States: Emergency Medical Technicians (EMTs), Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	181,436	$8,780,043,091	$7,554,663,018	$13,895,305,573	$2,038,654,500
Indirect	23,375	$2,081,349,804	$3,333,004,104	$5,709,593,973	$716,596,093
Induced	43,570	$2,876,184,652	$5,497,891,422	$8,801,824,073	$1,261,599,415
Total	**248,381**	**$13,737,577,547**	**$16,385,558,545**	**$28,406,723,618**	**$4,016,850,008**

A18. United States: Emergency Medical Technicians (EMTs), Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	14,335	$691,624,333	$594,932,275	$1,093,458,425	$160,345,689
Indirect	1,851	$164,288,924	$262,817,440	$451,138,918	$56,387,316
Induced	3,451	$227,220,743	$435,160,350	$697,670,262	$99,635,850
Total	**19,637**	**$1,083,134,001**	**$1,292,910,065**	**$2,242,267,605**	**$316,368,854**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Firefighters

A19. United States: Firefighters, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	337,005	$20,321,645,159	$29,803,774,292	$29,803,774,292	$5,303,747,811
Indirect	0	$0	$0	$0	$0
Induced	81,069	$5,333,646,809	$10,250,538,301	$16,437,008,657	$2,340,897,576
Total	**418,074**	**$25,655,291,968**	**$40,054,312,594**	**$46,240,782,949**	**$7,644,645,387**

A20. United States: Firefighters, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	27,359	$1,646,429,265	$2,412,964,181	$2,412,964,181	$428,831,025
Indirect	0	$0	$0	$0	$0
Induced	6,562	$431,504,643	$830,339,593	$1,331,676,629	$189,335,759
Total	**33,921**	**$2,077,933,908**	**$3,243,303,774**	**$3,744,640,809**	**$618,166,784**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Massage Therapists

A21. United States: Massage Therapists, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	104,094	$6,933,538,306	$10,721,190,663	$14,021,412,404	$1,959,762,284
Indirect	15,054	$1,092,954,431	$1,908,390,945	$3,532,174,566	$390,753,166
Induced	32,255	$2,155,863,353	$4,168,673,982	$6,652,521,157	$950,160,653
Total	**151,403**	**$10,182,356,090**	**$16,798,255,589**	**$24,206,108,127**	**$3,300,676,103**

A22. United States: Massage Therapists, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	16,622	$1,117,122,488	$1,725,407,666	$2,256,961,643	$314,570,258
Indirect	2,423	$176,933,823	$307,811,521	$569,508,042	$63,154,532
Induced	5,175	$346,724,468	$672,654,442	$1,072,413,390	$153,144,446
Total	**24,220**	**$1,640,780,779**	**$2,705,873,628**	**$3,898,883,074**	**$530,869,236**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Occupational Health and Safety Specialists

A23. United States: Occupational Health and Safety Specialists, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	132,893	$14,336,593,208	$15,449,439,136	$25,950,807,990	$3,579,098,670
Indirect	59,701	$4,430,605,583	$6,653,796,577	$11,315,390,787	$1,389,794,959
Induced	78,059	$5,071,904,789	$9,755,141,124	$15,732,614,129	$2,213,614,526
Total	**270,653**	**$23,839,103,580**	**$31,858,376,837**	**$52,998,812,906**	**$7,182,508,155**

A24. United States: Occupational Health and Safety Specialists, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	16,783	$1,809,663,048	$1,950,741,605	$3,278,115,615	$451,584,144
Indirect	7,548	$560,961,575	$842,753,124	$1,432,582,530	$176,022,787
Induced	9,856	$641,037,654	$1,234,520,110	$1,990,330,788	$280,000,388
Total	**34,187**	**$3,011,662,277**	**$4,028,014,839**	**$6,701,028,933**	**$907,607,319**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Physical Therapist Assistants

A25. United States: Physical Therapist Assistants, Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	113,724	$8,761,893,989	$13,671,343,854	$17,902,556,058	$2,441,834,919
Indirect	19,736	$1,330,640,075	$2,368,718,272	$4,477,976,536	$475,511,063
Induced	41,998	$2,674,602,563	$5,154,565,450	$8,369,253,697	$1,167,783,805
Total	**175,458**	**$12,767,136,626**	**$21,194,627,576**	**$30,749,786,292**	**$4,085,129,787**

A26. United States: Physical Therapist Assistants, Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	19,157	$1,479,113,625	$2,307,499,179	$3,021,385,482	$412,486,618
Indirect	3,333	$225,343,441	$400,877,044	$757,208,384	$80,547,207
Induced	7,080	$451,947,047	$871,646,818	$1,414,162,027	$197,515,110
Total	**29,570**	**$2,156,404,113**	**$3,580,023,042**	**$5,192,755,893**	**$690,548,936**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

Veterinary Technologists and Technicians (Vet Techs)

A27. United States: Veterinary Technologists and Technicians (Vet Techs), Baseline Economic Contribution					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	137,104	$7,542,554,402	$10,984,762,180	$15,275,024,228	$2,025,227,362
Indirect	9,889	$808,800,549	$1,365,240,330	$2,569,368,432	$283,199,132
Induced	34,202	$2,232,376,561	$4,280,278,326	$6,894,273,640	$976,807,673
Total	**181,196**	**$10,583,731,513**	**$16,630,280,837**	**$24,738,666,300**	**$3,285,234,167**

A28. United States: Veterinary Technologists and Technicians (Vet Techs), Annual Economic Impact of the Gap by 2030					
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Direct	15,897	$871,765,727	$1,272,643,520	$1,769,888,917	$233,716,756
Indirect	1,151	$93,961,005	$158,468,568	$298,477,629	$32,833,684
Induced	3,963	$258,075,667	$495,891,361	$799,523,674	$113,002,193
Total	**21,011**	**$1,223,802,399**	**$1,927,003,450**	**$2,867,890,220**	**$379,552,633**

Source: Parker Strategy Group using IMPLAN. Figures may not sum due to rounding.

APPENDIX B: GAP BY STATE AND TRADE

The tables below report direct gap employment, the number of positions projected to go unfilled by 2030, for each of the fourteen new trades in each state.

B1. Infrastructure and Industrial Trades: Gap by 2030 by State and Trade

State	Brick-masons	Power-Line Installers	Truck Drivers	Machinists	Painters	Roofers	Total
Alabama	35	264	4,282	601	141	92	5,416
Alaska	3	34	382	13	31	23	487
Arizona	149	122	5,729	598	617	356	7,571
Arkansas	49	137	3,536	250	76	69	4,118
California	339	1,081	25,171	2,201	3,464	1,988	34,243
Colorado	92	177	3,283	268	335	297	4,452
Connecticut	30	67	1,885	663	188	79	2,913
Delaware	20	15	752	44	46	23	900
District of Columbia	10	20	60	0	30	20	140
Florida	352	623	12,987	913	1,936	2,263	19,075
Georgia	17	342	9,349	803	292	189	10,991
Hawaii	3	43	441	30	133	76	726
Idaho	38	74	1,798	410	208	113	2,641
Illinois	227	316	8,386	1,645	513	475	11,562
Indiana	165	190	6,311	1,706	286	236	8,893
Iowa	37	115	4,518	301	149	97	5,217
Kansas	31	115	2,573	434	139	97	3,389
Kentucky	109	227	3,783	442	111	87	4,759
Louisiana	24	124	2,910	543	337	63	4,000
Maine	29	63	1,044	150	146	49	1,481
Maryland	122	148	2,762	162	288	213	3,695
Massachusetts	89	241	3,638	796	405	176	5,344
Michigan	180	274	6,384	2,220	370	243	9,671
Minnesota	102	139	4,287	1,590	283	171	6,572
Mississippi	16	159	2,906	230	74	46	3,430
Missouri	172	304	5,217	847	341	170	7,052
Montana	19	58	762	74	93	31	1,036
Nebraska	32	102	2,717	91	138	140	3,220
Nevada	88	65	2,397	95	310	194	3,149
New Hampshire	10	33	753	165	86	27	1,074
New Jersey	81	120	5,752	367	341	293	6,955
New Mexico	26	98	1,312	91	118	101	1,746
New York	418	663	6,768	700	1,339	281	10,170
North Carolina	148	437	7,546	911	377	295	9,713
North Dakota	28	60	1,278	56	36	32	1,490
Ohio	232	366	9,901	1,386	478	331	12,694
Oklahoma	49	249	3,291	405	146	76	4,215
Oregon	47	110	2,843	368	468	330	4,165

State	Brick-masons	Power-Line Installers	Truck Drivers	Machinists	Painters	Roofers	Total
Pennsylvania	256	319	9,791	1,527	494	283	12,670
Rhode Island	29	24	386	92	102	15	648
South Carolina	92	203	3,790	504	162	80	4,831
South Dakota	22	67	700	62	63	37	951
Tennessee	105	414	7,364	895	346	216	9,339
Texas	401	1,308	27,328	2,323	1,639	559	33,558
Utah	205	88	2,983	450	344	328	4,399
Vermont	13	20	356	26	56	22	492
Virginia	125	209	5,896	663	421	185	7,499
Washington	161	244	4,998	792	949	493	7,637
West Virginia	21	55	1,301	161	69	41	1,648
Wisconsin	67	190	6,015	1,354	309	177	8,113
Wyoming	18	48	825	38	55	31	1,016
United States	**5,130**	**10,967**	**241,427**	**31,458**	**19,878**	**12,307**	**321,167**

Source: Parker Strategy Group BBTT workforce database. Figures may not sum due to rounding.

B2. Personal Care and Safety Trades: Gap by 2030 by State and Trade

State	Cosmetol-ogists	Dental Hygienists	EMTs	Fire-fighters	Massage Therapists	OHS Specialists	PT Assistants	Vet Techs	Total
Alabama	479	229	191	551	80	272	446	249	2,496
Alaska	34	54	27	80	87	50	20	35	386
Arizona	1,185	473	336	531	490	412	335	434	4,197
Arkansas	239	159	99	179	55	111	261	40	1,143
California	3,068	1,889	1,668	2,146	2,492	1,870	1,607	1,381	16,122
Colorado	987	354	304	563	691	423	328	549	4,199
Connecticut	613	314	162	247	163	135	154	226	2,014
Delaware	195	48	84	35	28	76	67	60	593
District of Columbia	130	20	20	120	20	10	20	10	350
Florida	3,573	1,162	577	1,804	1,300	803	1,754	1,355	12,329
Georgia	1,042	577	517	993	331	384	431	370	4,646
Hawaii	144	77	49	140	222	72	54	36	794
Idaho	318	161	6	165	51	92	112	85	990
Illinois	1,928	634	671	1,137	717	284	724	546	6,641
Indiana	906	379	281	670	195	414	343	286	3,474
Iowa	435	170	97	174	113	163	195	126	1,473
Kansas	325	174	138	299	104	164	196	147	1,548
Kentucky	295	161	250	426	105	289	426	232	2,184
Louisiana	351	193	170	375	85	283	253	213	1,923
Maine	172	62	73	182	72	58	58	75	752
Maryland	907	288	237	448	217	291	307	379	3,073
Massachusetts	1,183	420	302	953	355	385	406	376	4,380
Michigan	1,234	613	304	526	308	363	670	332	4,351
Minnesota	769	343	218	386	226	302	215	512	2,970
Mississippi	128	104	92	220	27	118	203	107	999
Missouri	749	202	255	540	190	263	360	204	2,762
Montana	121	86	64	78	83	78	68	77	654
Nebraska	286	105	49	89	52	80	204	82	947
Nevada	296	155	116	195	365	180	104	108	1,518
New Hampshire	234	113	87	240	187	78	82	113	1,134
New Jersey	2,344	476	436	499	404	353	248	369	5,129
New Mexico	213	142	131	188	58	140	136	106	1,113
New York	3,034	524	962	1,209	678	776	693	585	8,460
North Carolina	1,365	578	656	1,634	470	524	566	449	6,241
North Dakota	133	44	100	62	22	75	25	45	505
Ohio	1,643	596	368	1,454	354	717	1,053	526	6,711
Oklahoma	261	192	168	360	89	206	318	107	1,702
Oregon	443	292	147	329	374	229	146	214	2,174
Pennsylvania	2,750	597	730	400	426	579	750	623	6,854
Rhode Island	218	57	37	119	n/a	24	97	64	615
South Carolina	487	285	360	654	245	234	374	234	2,873
South Dakota	120	60	51	38	22	33	50	37	412
Tennessee	920	399	267	589	235	345	588	238	3,581

State	Cosmetol-ogists	Dental Hygienists	EMTs	Fire-fighters	Massage Therapists	OHS Specialists	PT Assistants	Vet Techs	Total
Texas	3,571	1,421	1,321	2,651	1,342	2,411	2,001	2,177	16,895
Utah	641	373	133	261	364	163	172	224	2,331
Vermont	141	30	61	40	62	19	14	52	419
Virginia	1,414	308	272	867	346	426	584	343	4,559
Washington	1,743	481	270	774	1,392	615	440	349	6,065
West Virginia	131	80	83	78	47	93	150	56	718
Wisconsin	1,017	420	296	606	265	252	317	320	3,492
Wyoming	47	33	40	57	20	68	33	36	333
United States	**44,962**	**17,106**	**14,335**	**27,359**	**16,622**	**16,783**	**19,157**	**15,897**	**172,221**

Source: Parker Strategy Group BBTT workforce database. Figures may not sum due to rounding. Rhode Island massage therapists have no source data (n/a).

APPENDIX C: ALL 21 TRADES BY STATE

The table below combines the Core Seven Trades with the Infrastructure and Industrial Trades and the Personal Care and Safety Trades for each state. The gap columns report direct gap employment. Jobs, GDP, and taxes lost are total annual effects.

Core Seven Trades: Carpenters, construction laborers, electricians, HVAC technicians, mechanics, plumbers, and welders.

Infrastructure and Industrial Trades: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Personal Care and Safety Trades: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

C1. Gap and Annual Economic Impact of the Gap, All 21 Trades by State

State	Core Seven Gap	Infrastructure and Industrial Gap	Personal Care and Safety Gap	Total Gap	Total Jobs Lost	GDP Lost	Taxes Lost
Alabama	20,409	5,416	2,496	28,320	51,814	$5.5B	$1.2B
Alaska	2,950	487	386	3,824	7,965	$1.0B	$218.9M
Arizona	31,965	7,571	4,197	43,733	85,794	$9.7B	$2.1B
Arkansas	11,776	4,118	1,143	17,037	30,179	$3.1B	$681.1M
California	150,968	34,243	16,122	201,333	430,348	$55.6B	$12.4B
Colorado	35,213	4,452	4,199	43,863	86,224	$10.1B	$2.2B
Connecticut	14,427	2,913	2,014	19,354	38,403	$4.7B	$1.1B
Delaware	3,297	900	593	4,790	9,359	$1.1B	$226.1M
District of Columbia	8,751	140	350	9,241	19,667	$2.5B	$545.1M
Florida	109,431	19,075	12,329	140,835	265,730	$28.4B	$6.3B
Georgia	43,954	10,991	4,646	59,591	114,631	$12.4B	$2.7B
Hawaii	5,449	726	794	6,969	15,011	$2.0B	$440.9M
Idaho	19,890	2,641	990	23,521	44,332	$4.9B	$1.1B
Illinois	35,542	11,562	6,641	53,744	116,833	$15.1B	$3.3B
Indiana	23,975	8,893	3,474	36,342	70,594	$8.1B	$1.7B
Iowa	19,183	5,217	1,473	25,873	49,470	$5.6B	$1.2B
Kansas	11,834	3,389	1,548	16,771	32,018	$3.7B	$796.0M
Kentucky	14,076	4,759	2,184	21,019	39,966	$4.4B	$973.2M
Louisiana	27,747	4,000	1,923	33,670	63,664	$7.0B	$1.5B
Maine	2,218	1,481	752	4,451	8,414	$958.8M	$215.3M
Maryland	24,179	3,695	3,073	30,947	60,198	$7.0B	$1.6B
Massachusetts	11,580	5,344	4,380	21,304	42,366	$5.5B	$1.2B
Michigan	27,102	9,671	4,351	41,123	82,473	$9.5B	$2.1B
Minnesota	22,033	6,572	2,970	31,575	67,043	$8.4B	$1.9B
Mississippi	13,768	3,430	999	18,197	33,857	$3.5B	$775.1M
Missouri	20,305	7,052	2,762	30,119	59,750	$6.9B	$1.5B
Montana	8,776	1,036	654	10,467	20,923	$2.5B	$544.6M
Nebraska	10,600	3,220	947	14,767	28,526	$3.7B	$750.1M
Nevada	15,130	3,149	1,518	19,796	39,438	$4.6B	$1.0B
New Hampshire	5,366	1,074	1,134	7,575	14,379	$1.7B	$368.8M

State	Core Seven Gap	Infrastructure and Industrial Gap	Personal Care and Safety Gap	Total Gap	Total Jobs Lost	GDP Lost	Taxes Lost
New Jersey	27,430	6,955	5,129	39,514	81,961	$10.3B	$2.3B
New Mexico	10,682	1,746	1,113	13,541	24,317	$2.6B	$575.8M
New York	24,717	10,170	8,460	43,347	86,366	$11.1B	$2.5B
North Carolina	48,946	9,713	6,241	64,900	119,723	$12.8B	$2.8B
North Dakota	5,545	1,490	505	7,540	14,560	$1.7B	$360.9M
Ohio	37,934	12,694	6,711	57,339	114,567	$13.1B	$2.8B
Oklahoma	14,616	4,215	1,702	20,532	38,543	$4.2B	$895.6M
Oregon	24,327	4,165	2,174	30,666	65,217	$8.2B	$1.8B
Pennsylvania	39,453	12,670	6,854	58,977	115,343	$13.1B	$2.9B
Rhode Island	5,112	648	615	6,375	12,772	$1.5B	$338.7M
South Carolina	19,394	4,831	2,873	27,098	50,489	$5.4B	$1.2B
South Dakota	5,527	951	412	6,890	12,858	$1.4B	$311.9M
Tennessee	37,722	9,339	3,581	50,642	93,892	$10.5B	$2.3B
Texas	162,125	33,558	16,895	212,578	405,110	$44.2B	$9.5B
Utah	41,858	4,399	2,331	48,588	93,084	$10.6B	$2.3B
Vermont	3,081	492	419	3,992	7,637	$879.1M	$196.3M
Virginia	28,647	7,499	4,559	40,706	77,215	$8.6B	$1.9B
Washington	55,050	7,637	6,065	68,752	145,927	$19.2B	$4.2B
West Virginia	6,064	1,648	718	8,430	15,038	$1.6B	$340.2M
Wisconsin	34,079	8,113	3,492	45,684	91,108	$10.8B	$2.4B
Wyoming	5,963	1,016	333	7,312	14,314	$1.7B	$369.7M
United States	**1,390,165**	**321,167**	**172,221**	**1,883,553**	**3,709,409**	**$432.5B**	**$95.0B**

Source: Parker Strategy Group using IMPLAN. Core Seven Trades from the February 2026 BBTT technical report. Rhode Island Personal Care and Safety Trades figures exclude massage therapists. Figures may not sum due to rounding.

APPENDIX D: STATE DATA

The pages that follow report baseline and gap results for each state for the fourteen new trades, with a table for each trade in the state, first for the Infrastructure and Industrial Trades and then for the Personal Care and Safety Trades. State tables for the Core Seven Trades are in the February 2026 BBTT technical report. Local taxes combine sub-county general, sub-county special district, and county revenue. Dollar values are annual and in nominal dollars.

Alabama: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Alabama: Infrastructure and Industrial Trades, Baseline Economic Contribution

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	50,124	$3,141,036,031	$4,952,568,518	$10,884,287,382
Indirect	27,339	$1,665,711,492	$2,867,588,186	$5,391,197,357
Induced	17,438	$907,770,463	$1,851,537,494	$3,125,533,699
Total	**94,901**	**$5,714,517,986**	**$9,671,694,197**	**$19,401,018,437**

Alabama: Infrastructure and Industrial Trades, Baseline Tax Contribution

Impact	Local	State	Federal	Total
Direct	$111,125,899	$197,802,025	$691,697,892	$1,000,625,816
Indirect	$165,245,945	$215,604,209	$380,924,917	$761,775,072
Induced	$84,892,016	$117,415,623	$221,304,866	$423,612,505
Total	**$361,263,861**	**$530,821,857**	**$1,293,927,675**	**$2,186,013,392**

Alabama: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Brickmasons	566	$35,286,378	$51,835,533	$93,939,240	$10,727,366
Electrical Power-Line Installers and Repairers	6,440	$583,728,078	$1,778,992,451	$4,172,502,341	$490,040,614
Heavy and Tractor-Trailer Truck Drivers	74,753	$4,329,767,972	$6,746,749,684	$13,026,297,236	$1,459,803,197
Machinists	9,179	$536,695,324	$757,657,443	$1,498,529,728	$155,811,990
Painters	2,493	$142,592,451	$209,467,678	$379,608,990	$43,349,347
Roofers	1,470	$86,447,782	$126,991,408	$230,140,902	$26,280,879
Total	**94,901**	**$5,714,517,986**	**$9,671,694,197**	**$19,401,018,437**	**$2,186,013,392**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Alabama: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Alabama: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,416	$337,536,760	$518,956,706	$1,132,487,664
Indirect	3,002	$179,345,501	$301,689,260	$561,699,684
Induced	1,876	$97,641,012	$199,153,793	$336,186,154
Total	**10,294**	**$614,523,274**	**$1,019,799,759**	**$2,030,373,502**

Alabama: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,093,461	$19,172,377	$73,646,817	$102,912,655
Indirect	$16,922,347	$22,218,283	$40,640,052	$79,780,682
Induced	$9,131,020	$12,629,302	$23,803,841	$45,564,163
Total	**$36,146,829**	**$54,019,962**	**$138,090,709**	**$228,257,500**

Alabama: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	52	$3,232,503	$4,748,532	$8,605,555	$982,709
Electrical Power-Line Installers and Repairers	537	$48,687,764	$148,382,727	$348,021,306	$40,873,452
Heavy and Tractor-Trailer Truck Drivers	8,406	$486,908,732	$758,713,020	$1,464,886,320	$164,163,745
Machinists	967	$56,541,294	$79,819,835	$157,871,341	$16,414,921
Painters	199	$11,379,871	$16,716,980	$30,295,442	$3,459,580
Roofers	132	$7,773,110	$11,418,664	$20,693,539	$2,363,093
Total	**10,294**	**$614,523,274**	**$1,019,799,759**	**$2,030,373,502**	**$228,257,500**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Alabama: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Alabama: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	23,324	$1,395,711,245	$1,755,692,220	$2,472,844,024
Indirect	3,355	$176,522,793	$300,599,086	$603,941,073
Induced	5,726	$298,024,970	$607,864,254	$1,026,104,075
Total	**32,404**	**$1,870,259,007**	**$2,664,155,559**	**$4,102,889,172**

Alabama: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$14,094,492	$44,839,429	$282,626,147	$341,560,068
Indirect	$6,673,366	$11,933,117	$40,290,042	$58,896,525
Induced	$27,866,585	$38,544,153	$72,654,930	$139,065,668
Total	**$48,634,443**	**$95,316,698**	**$395,571,120**	**$539,522,261**

Alabama: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	5,316	$311,716,691	$424,724,644	$798,799,380	$102,833,731
Dental Hygienists	4,047	$270,887,487	$418,581,012	$600,707,641	$76,389,353
Emergency Medical Technicians (EMTs)	3,240	$155,792,706	$177,402,903	$322,847,647	$40,998,417
Firefighters	8,162	$384,403,818	$557,110,114	$642,157,187	$106,350,664
Massage Therapists	716	$40,550,994	$64,115,799	$93,852,827	$11,817,281
Occupational Health and Safety Specialists	4,191	$321,699,678	$417,883,733	$737,640,137	$89,482,858
Physical Therapist Assistants	3,884	$258,779,278	$409,159,895	$598,929,019	$75,412,885
Veterinary Technologists and Technicians (Vet Techs)	2,849	$126,428,355	$195,177,460	$307,955,335	$36,237,072
Total	**32,404**	**$1,870,259,007**	**$2,664,155,559**	**$4,102,889,172**	**$539,522,261**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Alabama: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Alabama: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	2,496	$156,421,800	$196,710,282	$285,662,231
Indirect	432	$22,181,151	$38,120,372	$77,123,735
Induced	652	$33,937,833	$69,220,805	$116,846,952
Total	**3,579**	**$212,540,784**	**$304,051,458**	**$479,632,918**

Alabama: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$1,966,133	$5,433,850	$31,448,845	$38,848,828
Indirect	$847,203	$1,514,488	$5,076,030	$7,437,721
Induced	$3,173,073	$4,388,984	$8,273,611	$15,835,668
Total	**$5,986,409**	**$11,337,322**	**$44,798,487**	**$62,122,218**

Alabama: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	785	$46,014,465	$62,696,280	$117,915,809	$15,179,935
Dental Hygienists	318	$21,300,248	$32,913,589	$47,234,452	$6,006,598
Emergency Medical Technicians (EMTs)	251	$12,078,089	$13,753,456	$25,029,302	$3,178,471
Firefighters	643	$30,267,575	$43,866,297	$50,562,820	$8,373,946
Massage Therapists	108	$6,129,742	$9,691,829	$14,186,917	$1,786,316
Occupational Health and Safety Specialists	524	$40,188,377	$52,204,183	$92,149,797	$11,178,659
Physical Therapist Assistants	646	$43,018,339	$68,016,957	$99,563,348	$12,536,309
Veterinary Technologists and Technicians (Vet Techs)	305	$13,543,949	$20,908,866	$32,990,474	$3,881,986
Total	**3,579**	**$212,540,784**	**$304,051,458**	**$479,632,918**	**$62,122,218**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Alaska: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Alaska: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,580	$349,308,313	$572,177,559	$1,115,232,887
Indirect	1,562	$131,238,187	$273,493,065	$542,529,845
Induced	1,675	$110,425,661	$201,818,120	$325,920,905
Total	**7,817**	**$590,972,161**	**$1,047,488,744**	**$1,983,683,637**

Alaska: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$9,460,889	$9,863,168	$74,976,169	$94,300,226
Indirect	$19,234,287	$14,049,464	$31,029,896	$64,313,647
Induced	$6,864,848	$5,757,901	$24,454,716	$37,077,465
Total	**$35,560,023**	**$29,670,534**	**$130,460,780**	**$195,691,337**

Alaska: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	45	$3,192,867	$4,643,037	$7,404,873	$784,018
Electrical Power-Line Installers and Repairers	917	$84,887,582	$246,398,007	$643,330,478	$52,210,965
Heavy and Tractor-Trailer Truck Drivers	5,627	$411,853,524	$667,900,272	$1,111,965,939	$120,575,444
Machinists	227	$18,128,728	$22,523,184	$51,891,290	$4,217,778
Painters	558	$39,456,427	$57,377,161	$91,507,042	$9,688,642
Roofers	443	$33,453,033	$48,647,082	$77,584,016	$8,214,490
Total	**7,817**	**$590,972,161**	**$1,047,488,744**	**$1,983,683,637**	**$195,691,337**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Alaska: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Alaska: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	487	$37,068,549	$60,432,440	$115,904,991
Indirect	169	$14,009,444	$28,340,926	$54,952,766
Induced	178	$11,741,032	$21,458,353	$34,653,587
Total	**835**	**$62,819,025**	**$110,231,719**	**$205,511,344**

Alaska: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$955,277	$1,013,323	$7,952,696	$9,921,295
Indirect	$1,958,090	$1,430,570	$3,268,338	$6,656,997
Induced	$729,901	$612,207	$2,600,152	$3,942,260
Total	**$3,643,267**	**$3,056,099**	**$13,821,185**	**$20,520,552**

Alaska: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	5	$328,794	$478,129	$762,536	$80,736
Electrical Power-Line Installers and Repairers	84	$7,766,015	$22,541,938	$58,855,654	$4,776,566
Heavy and Tractor-Trailer Truck Drivers	650	$47,576,259	$77,154,121	$128,451,444	$13,928,565
Machinists	20	$1,591,024	$1,976,693	$4,554,115	$370,163
Painters	43	$3,059,682	$4,449,360	$7,095,990	$751,314
Roofers	33	$2,497,250	$3,631,478	$5,791,604	$613,207
Total	**835**	**$62,819,025**	**$110,231,719**	**$205,511,344**	**$20,520,552**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Alaska: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Alaska: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,745	$388,397,983	$538,679,158	$699,221,351
Indirect	444	$31,270,396	$51,154,747	$93,815,916
Induced	1,471	$96,937,038	$177,166,332	$286,119,121
Total	**5,660**	**$516,605,418**	**$767,000,237**	**$1,079,156,388**

Alaska: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,076,582	$3,949,641	$76,994,361	$82,020,584
Indirect	$961,072	$955,265	$6,505,808	$8,422,144
Induced	$6,028,682	$5,056,025	$21,467,847	$32,552,553
Total	**$8,066,336**	**$9,960,930**	**$104,968,016**	**$122,995,281**

Alaska: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	360	$27,337,745	$30,361,582	$50,757,543	$5,626,285
Dental Hygienists	1,345	$157,887,369	$255,888,377	$351,783,049	$38,574,327
Emergency Medical Technicians (EMTs)	388	$26,196,401	$28,831,693	$44,765,146	$5,638,824
Firefighters	1,254	$73,525,675	$100,121,127	$115,507,064	$17,030,365
Massage Therapists	1,029	$121,216,493	$200,323,880	$272,271,663	$30,431,382
Occupational Health and Safety Specialists	748	$74,763,685	$94,757,338	$162,616,429	$17,017,913
Physical Therapist Assistants	147	$12,261,559	$20,263,604	$27,541,426	$3,078,262
Veterinary Technologists and Technicians (Vet Techs)	389	$23,416,492	$36,452,636	$53,914,069	$5,597,923
Total	**5,660**	**$516,605,418**	**$767,000,237**	**$1,079,156,388**	**$122,995,281**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Alaska: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Alaska: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	386	$41,452,722	$57,385,212	$75,660,511
Indirect	53	$3,653,022	$6,010,000	$11,008,490
Induced	159	$10,448,519	$19,096,176	$30,840,017
Total	**597**	**$55,554,263**	**$82,491,388**	**$117,509,017**

Alaska: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$128,195	$429,589	$8,197,658	$8,755,443
Indirect	$112,391	$112,113	$760,787	$985,291
Induced	$649,859	$545,001	$2,313,953	$3,508,813
Total	**$890,445**	**$1,086,703**	**$11,272,399**	**$13,249,546**

Alaska: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	50	$3,815,425	$4,237,451	$7,084,038	$785,239
Dental Hygienists	93	$10,892,772	$17,653,937	$24,269,785	$2,661,273
Emergency Medical Technicians (EMTs)	35	$2,396,601	$2,637,693	$4,095,379	$515,873
Firefighters	95	$5,587,340	$7,608,373	$8,777,576	$1,294,166
Massage Therapists	155	$18,220,142	$30,110,832	$40,925,357	$4,574,164
Occupational Health and Safety Specialists	96	$9,597,954	$12,164,684	$20,876,246	$2,184,712
Physical Therapist Assistants	28	$2,360,038	$3,900,229	$5,301,024	$592,487
Veterinary Technologists and Technicians (Vet Techs)	45	$2,683,990	$4,178,189	$6,179,612	$641,632
Total	**597**	**$55,554,263**	**$82,491,388**	**$117,509,017**	**$13,249,546**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arizona: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Arizona: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	63,614	$4,800,041,085	$6,958,572,141	$13,852,587,167
Indirect	39,879	$2,564,961,819	$4,035,293,397	$6,877,640,910
Induced	34,577	$2,224,492,025	$4,472,447,614	$7,190,785,086
Total	**138,069**	**$9,589,494,930**	**$15,466,313,152**	**$27,921,013,163**

Arizona: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$173,851,394	$255,046,232	$1,043,536,387	$1,472,434,013
Indirect	$155,989,228	$208,243,329	$584,899,707	$949,132,264
Induced	$174,185,731	$231,051,100	$563,218,988	$968,455,818
Total	**$504,026,353**	**$694,340,661**	**$2,191,655,081**	**$3,390,022,096**

Arizona: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,637	$183,803,705	$288,353,654	$478,198,183	$57,753,575
Electrical Power-Line Installers and Repairers	3,813	$397,992,856	$987,663,755	$2,056,110,989	$242,132,458
Heavy and Tractor-Trailer Truck Drivers	105,746	$7,382,793,011	$11,718,421,285	$21,037,911,457	$2,567,581,872
Machinists	9,930	$657,646,743	$954,426,508	$1,832,296,412	$218,628,635
Painters	10,255	$625,058,079	$980,599,281	$1,626,200,283	$196,401,584
Roofers	5,687	$342,200,535	$536,848,670	$890,295,838	$107,523,972
Total	**138,069**	**$9,589,494,930**	**$15,466,313,152**	**$27,921,013,163**	**$3,390,022,096**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arizona: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Arizona: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,571	$578,091,042	$829,777,659	$1,659,090,867
Indirect	5,005	$316,402,772	$492,245,550	$829,658,691
Induced	4,201	$270,277,961	$543,405,236	$873,684,843
Total	**16,778**	**$1,164,771,776**	**$1,865,428,445**	**$3,362,434,401**

Arizona: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$20,509,443	$30,185,990	$125,193,625	$175,889,058
Indirect	$18,512,983	$24,836,967	$71,864,934	$115,214,884
Induced	$21,163,760	$28,072,948	$68,431,590	$117,668,299
Total	**$60,186,187**	**$83,095,905**	**$265,490,149**	**$408,772,241**

Arizona: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	237	$16,513,815	$25,907,088	$42,963,640	$5,188,861
Electrical Power-Line Installers and Repairers	304	$31,775,794	$78,855,183	$164,160,129	$19,331,882
Heavy and Tractor-Trailer Truck Drivers	13,704	$956,750,879	$1,518,613,599	$2,726,344,928	$332,738,059
Machinists	1,097	$72,623,140	$105,396,173	$202,338,293	$24,142,898
Painters	913	$55,628,188	$87,270,227	$144,726,670	$17,479,118
Roofers	523	$31,479,960	$49,386,173	$81,900,742	$9,891,423
Total	**16,778**	**$1,164,771,776**	**$1,865,428,445**	**$3,362,434,401**	**$408,772,241**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arizona: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Arizona: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	35,477	$2,597,278,075	$3,322,938,447	$4,621,520,251
Indirect	6,665	$471,423,443	$765,320,644	$1,400,616,981
Induced	14,393	$926,064,804	$1,861,970,664	$2,993,676,755
Total	**56,535**	**$3,994,766,322**	**$5,950,229,756**	**$9,015,813,987**

Arizona: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$28,514,388	$61,633,599	$551,945,550	$642,093,537
Indirect	$15,778,714	$24,210,594	$109,122,526	$149,111,834
Induced	$72,513,026	$96,186,796	$234,473,563	$403,173,385
Total	**$116,806,128**	**$182,030,989**	**$895,541,640**	**$1,194,378,757**

Arizona: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	13,780	$980,690,089	$1,242,079,798	$2,125,912,488	$277,147,791
Dental Hygienists	9,546	$863,469,974	$1,480,713,443	$2,109,036,667	$269,842,866
Emergency Medical Technicians (EMTs)	5,085	$251,115,807	$310,230,131	$513,483,357	$72,145,003
Firefighters	8,770	$517,821,616	$751,328,536	$897,072,210	$146,021,091
Massage Therapists	4,586	$306,632,687	$541,734,381	$780,417,612	$100,612,090
Occupational Health and Safety Specialists	7,099	$605,139,033	$841,093,910	$1,435,597,665	$181,571,021
Physical Therapist Assistants	2,821	$192,987,708	$340,955,420	$491,177,269	$63,322,984
Veterinary Technologists and Technicians (Vet Techs)	4,848	$276,909,409	$442,094,136	$663,116,719	$83,715,912
Total	**56,535**	**$3,994,766,322**	**$5,950,229,756**	**$9,015,813,987**	**$1,194,378,757**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arizona: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Arizona: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,197	$310,707,529	$392,455,376	$560,035,566
Indirect	878	$61,069,822	$99,953,720	$183,655,665
Induced	1,747	$112,400,628	$225,989,892	$363,346,053
Total	**6,822**	**$484,177,979**	**$718,398,988**	**$1,107,037,285**

Arizona: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,780,717	$7,763,484	$65,341,574	$76,885,776
Indirect	$2,049,953	$3,149,851	$14,158,300	$19,358,105
Induced	$8,801,323	$11,674,675	$28,458,845	$48,934,842
Total	**$14,631,993**	**$22,588,010**	**$107,958,719**	**$145,178,722**

Arizona: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,053	$146,117,894	$185,063,647	$316,750,275	$41,293,628
Dental Hygienists	856	$77,463,357	$132,837,317	$189,205,260	$24,208,062
Emergency Medical Technicians (EMTs)	450	$22,228,499	$27,461,235	$45,452,991	$6,386,198
Firefighters	674	$39,770,634	$57,704,838	$68,898,497	$11,214,965
Massage Therapists	752	$50,264,319	$88,803,024	$127,928,826	$16,492,691
Occupational Health and Safety Specialists	928	$79,135,483	$109,991,868	$187,736,550	$23,744,478
Physical Therapist Assistants	521	$35,611,258	$62,915,155	$90,634,999	$11,684,740
Veterinary Technologists and Technicians (Vet Techs)	588	$33,586,534	$53,621,904	$80,429,887	$10,153,961
Total	**6,822**	**$484,177,979**	**$718,398,988**	**$1,107,037,285**	**$145,178,722**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arkansas: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Arkansas: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	38,901	$2,193,944,062	$3,474,624,829	$7,104,204,507
Indirect	15,780	$960,339,273	$1,712,265,040	$3,078,244,633
Induced	12,473	$642,098,055	$1,291,762,352	$2,214,952,478
Total	**67,154**	**$3,796,381,391**	**$6,478,652,221**	**$12,397,401,618**

Arkansas: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$48,105,842	$165,876,253	$498,874,363	$712,856,458
Indirect	$68,943,535	$187,658,715	$227,993,044	$484,595,293
Induced	$36,596,419	$105,064,238	$158,925,791	$300,586,447
Total	**$153,645,796**	**$458,599,206**	**$885,793,197**	**$1,498,038,199**

Arkansas: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	837	$55,572,169	$81,213,841	$155,204,805	$17,461,389
Electrical Power-Line Installers and Repairers	2,989	$240,552,474	$784,181,196	$1,881,829,242	$275,712,550
Heavy and Tractor-Trailer Truck Drivers	56,842	$3,142,477,773	$5,084,471,701	$9,304,544,251	$1,093,755,168
Machinists	3,852	$207,597,121	$309,307,901	$636,387,732	$63,920,294
Painters	1,318	$70,842,621	$103,530,264	$197,852,906	$22,259,534
Roofers	1,316	$79,339,233	$115,947,317	$221,582,682	$24,929,264
Total	**67,154**	**$3,796,381,391**	**$6,478,652,221**	**$12,397,401,618**	**$1,498,038,199**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arkansas: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Arkansas: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,118	$231,380,109	$361,803,328	$733,107,463
Indirect	1,684	$101,500,416	$178,519,818	$319,055,283
Induced	1,316	$67,770,426	$136,339,471	$233,777,867
Total	**7,118**	**$400,650,951**	**$676,662,617**	**$1,285,940,613**

Arkansas: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,402,851	$15,856,616	$52,407,691	$72,667,158
Indirect	$6,993,004	$19,111,419	$23,972,150	$50,076,573
Induced	$3,862,583	$11,089,045	$16,773,870	$31,725,499
Total	**$15,258,439**	**$46,057,080**	**$93,153,711**	**$154,469,230**

Arkansas: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	78	$5,194,421	$7,591,189	$14,507,245	$1,632,144
Electrical Power-Line Installers and Repairers	256	$20,635,826	$67,271,087	$161,432,969	$23,652,037
Heavy and Tractor-Trailer Truck Drivers	6,172	$341,196,658	$552,049,967	$1,010,247,209	$118,755,210
Machinists	398	$21,442,816	$31,948,576	$65,732,823	$6,602,361
Painters	109	$5,868,973	$8,576,988	$16,391,169	$1,844,096
Roofers	105	$6,312,258	$9,224,810	$17,629,198	$1,983,381
Total	**7,118**	**$400,650,951**	**$676,662,617**	**$1,285,940,613**	**$154,469,230**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arkansas: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Arkansas: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	10,198	$655,584,636	$895,799,261	$1,281,254,016
Indirect	1,787	$98,343,503	$165,455,974	$327,391,661
Induced	3,001	$154,449,735	$310,669,762	$532,700,326
Total	**14,986**	**$908,377,874**	**$1,371,924,998**	**$2,141,346,003**

Arkansas: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,795,980	$25,378,402	$138,378,210	$168,552,591
Indirect	$2,705,813	$8,870,930	$22,765,202	$34,341,944
Induced	$8,798,026	$25,259,977	$38,225,967	$72,283,969
Total	**$16,299,818**	**$59,509,308**	**$199,369,378**	**$275,178,504**

Arkansas: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,859	$185,428,695	$251,765,007	$460,144,387	$60,669,429
Dental Hygienists	2,948	$234,190,825	$396,476,458	$572,500,606	$70,737,997
Emergency Medical Technicians (EMTs)	1,628	$71,389,367	$84,111,758	$155,198,174	$19,985,780
Firefighters	2,649	$106,684,115	$153,756,728	$179,522,048	$29,811,885
Massage Therapists	433	$19,659,496	$34,260,230	$50,538,119	$6,169,180
Occupational Health and Safety Specialists	1,684	$119,312,912	$155,954,444	$283,124,529	$34,306,618
Physical Therapist Assistants	2,404	$154,028,485	$268,422,515	$395,956,734	$48,334,371
Veterinary Technologists and Technicians (Vet Techs)	380	$17,683,978	$27,177,857	$44,361,406	$5,163,245
Total	**14,986**	**$908,377,874**	**$1,371,924,998**	**$2,141,346,003**	**$275,178,504**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Arkansas: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Arkansas: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	1,143	$76,038,886	$104,107,046	$151,905,768
Indirect	228	$12,115,952	$20,654,294	$41,203,252
Induced	352	$18,110,701	$36,427,341	$62,461,450
Total	**1,723**	**$106,265,540**	**$161,188,681**	**$255,570,471**

Arkansas: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$664,106	$3,210,089	$15,948,030	$19,822,226
Indirect	$338,251	$1,108,156	$2,812,935	$4,259,342
Induced	$1,031,492	$2,961,572	$4,482,295	$8,475,359
Total	**$2,033,848**	**$7,279,818**	**$23,243,260**	**$32,556,926**

Arkansas: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	417	$27,018,559	$36,684,332	$67,047,004	$8,840,059
Dental Hygienists	253	$20,096,390	$34,022,450	$49,127,440	$6,070,171
Emergency Medical Technicians (EMTs)	129	$5,657,913	$6,666,216	$12,300,119	$1,583,959
Firefighters	206	$8,282,388	$11,936,856	$13,937,139	$2,314,436
Massage Therapists	71	$3,221,729	$5,614,445	$8,282,008	$1,010,983
Occupational Health and Safety Specialists	208	$14,748,000	$19,277,177	$34,996,384	$4,240,564
Physical Therapist Assistants	388	$24,887,007	$43,370,115	$63,976,336	$7,809,581
Veterinary Technologists and Technicians (Vet Techs)	51	$2,353,554	$3,617,090	$5,904,042	$687,174
Total	**1,723**	**$106,265,540**	**$161,188,681**	**$255,570,471**	**$32,556,926**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

California: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

California: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	313,638	$28,774,556,801	$44,053,560,339	$84,192,845,087
Indirect	196,534	$16,300,213,850	$27,629,363,248	$45,480,185,649
Induced	175,553	$13,339,963,245	$25,262,181,530	$39,195,995,929
Total	**685,725**	**$58,414,733,897**	**$96,945,105,117**	**$168,869,026,664**

California: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$993,708,299	$2,156,617,774	$6,336,179,177	$9,486,505,250
Indirect	$1,713,677,040	$2,005,202,416	$3,846,192,726	$7,565,072,181
Induced	$1,257,762,065	$1,628,980,265	$3,302,000,853	$6,188,743,184
Total	**$3,965,147,404**	**$5,790,800,455**	**$13,484,372,756**	**$23,240,320,614**

California: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	5,609	$452,313,532	$677,169,409	$1,101,396,363	$159,144,527
Electrical Power-Line Installers and Repairers	30,403	$4,007,953,811	$14,586,792,478	$24,679,952,929	$3,227,278,357
Heavy and Tractor-Trailer Truck Drivers	522,394	$44,519,322,227	$67,958,698,854	$120,132,188,905	$16,586,493,817
Machinists	36,743	$2,722,421,497	$3,672,666,446	$6,609,816,734	$905,561,906
Painters	57,502	$4,183,826,355	$6,263,706,522	$10,187,736,620	$1,472,060,904
Roofers	33,073	$2,528,896,474	$3,786,071,408	$6,157,935,114	$889,781,103
Total	**685,725**	**$58,414,733,897**	**$96,945,105,117**	**$168,869,026,664**	**$23,240,320,614**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

California: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

California: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	34,243	$3,173,097,129	$4,773,311,545	$9,191,497,543
Indirect	22,317	$1,826,190,083	$3,046,192,812	$5,007,327,395
Induced	19,479	$1,480,147,927	$2,802,930,093	$4,348,932,569
Total	**76,039**	**$6,479,435,140**	**$10,622,434,450**	**$18,547,757,507**

California: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$104,262,607	$232,191,793	$693,521,827	$1,029,976,228
Indirect	$187,654,348	$220,569,013	$428,429,590	$836,652,951
Induced	$139,549,400	$180,739,159	$366,373,554	$686,662,113
Total	**$431,466,355**	**$633,499,966**	**$1,488,324,971**	**$2,553,291,292**

California: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	531	$42,840,119	$64,136,967	$104,316,912	$15,073,107
Electrical Power-Line Installers and Repairers	2,870	$378,387,989	$1,377,128,413	$2,330,016,312	$304,684,990
Heavy and Tractor-Trailer Truck Drivers	60,741	$5,176,452,568	$7,901,849,435	$13,968,284,929	$1,928,582,786
Machinists	3,716	$275,365,302	$371,479,915	$668,564,432	$91,595,048
Painters	5,149	$374,647,100	$560,893,136	$912,276,384	$131,817,935
Roofers	3,031	$231,742,062	$346,946,585	$564,298,537	$81,537,425
Total	**76,039**	**$6,479,435,140**	**$10,622,434,450**	**$18,547,757,507**	**$2,553,291,292**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

California: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

California: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	144,621	$12,160,322,198	$16,152,320,346	$21,824,999,834
Indirect	25,643	$2,407,237,348	$3,847,957,663	$6,356,052,817
Induced	56,555	$4,298,245,064	$8,143,499,040	$12,635,487,953
Total	**226,819**	**$18,865,804,610**	**$28,143,777,050**	**$40,816,540,604**

California: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$167,309,896	$686,504,001	$2,674,099,349	$3,527,913,246
Indirect	$101,095,014	$196,879,257	$560,729,795	$858,704,066
Induced	$405,701,576	$525,252,232	$1,064,127,048	$1,995,080,856
Total	**$674,106,486**	**$1,408,635,490**	**$4,298,956,193**	**$6,381,698,168**

California: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	36,271	$2,655,391,034	$3,355,242,506	$5,849,233,263	$886,250,473
Dental Hygienists	43,901	$4,850,000,828	$7,709,616,274	$10,857,551,469	$1,672,117,186
Emergency Medical Technicians (EMTs)	26,730	$1,596,688,829	$1,921,731,298	$3,202,705,505	$510,735,021
Firefighters	36,619	$2,970,351,592	$4,805,516,250	$5,509,212,994	$980,183,109
Massage Therapists	21,202	$1,212,362,681	$1,991,695,435	$2,859,204,020	$438,130,865
Occupational Health and Safety Specialists	31,234	$3,158,430,436	$4,307,775,141	$6,786,418,163	$1,035,252,636
Physical Therapist Assistants	14,537	$1,248,838,307	$2,051,618,377	$2,945,227,171	$451,312,645
Veterinary Technologists and Technicians (Vet Techs)	16,325	$1,173,740,903	$2,000,581,769	$2,806,988,018	$407,716,232
Total	**226,819**	**$18,865,804,610**	**$28,143,777,050**	**$40,816,540,604**	**$6,381,698,168**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

California: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

California: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	16,122	$1,313,935,091	$1,718,510,699	$2,387,578,614
Indirect	3,083	$282,337,075	$456,241,131	$757,010,091
Induced	6,209	$471,894,171	$893,998,176	$1,387,126,991
Total	**25,414**	**$2,068,166,337**	**$3,068,750,006**	**$4,531,715,696**

California: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$20,804,956	$75,186,328	$286,864,294	$382,855,577
Indirect	$11,738,083	$23,158,586	$65,923,950	$100,820,619
Induced	$44,534,404	$57,660,472	$116,825,060	$219,019,936
Total	**$77,077,443**	**$156,005,386**	**$469,613,304**	**$702,696,133**

California: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	5,116	$374,577,995	$473,301,294	$825,111,647	$125,017,341
Dental Hygienists	3,514	$388,183,433	$617,060,784	$869,014,616	$133,832,594
Emergency Medical Technicians (EMTs)	2,275	$135,909,383	$163,576,841	$272,612,748	$43,473,519
Firefighters	2,830	$229,531,648	$371,342,594	$425,720,222	$75,742,900
Massage Therapists	3,331	$190,451,661	$312,878,077	$449,156,151	$68,826,559
Occupational Health and Safety Specialists	3,869	$391,221,806	$533,586,414	$840,605,745	$128,232,492
Physical Therapist Assistants	2,585	$222,039,698	$364,771,582	$523,652,540	$80,242,032
Veterinary Technologists and Technicians (Vet Techs)	1,895	$136,250,711	$232,232,419	$325,842,026	$47,328,696
Total	**25,414**	**$2,068,166,337**	**$3,068,750,006**	**$4,531,715,696**	**$702,696,133**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Colorado: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Colorado: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	41,316	$3,351,315,765	$4,991,494,650	$10,287,701,288
Indirect	25,089	$1,803,653,250	$2,812,359,490	$4,916,108,010
Induced	22,001	$1,481,291,957	$2,880,257,418	$4,614,427,566
Total	**88,406**	**$6,636,260,971**	**$10,684,111,558**	**$19,818,236,864**

Colorado: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$152,990,579	$127,632,871	$738,051,160	$1,018,674,610
Indirect	$178,291,444	$103,147,195	$410,428,209	$691,866,847
Induced	$173,143,306	$101,739,354	$368,832,621	$643,715,280
Total	**$504,425,328**	**$332,519,420**	**$1,517,311,990**	**$2,354,256,738**

Colorado: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	1,759	$142,131,870	$212,669,655	$356,701,239	$43,569,127
Electrical Power-Line Installers and Repairers	5,078	$585,406,242	$1,442,053,453	$3,264,140,157	$403,097,716
Heavy and Tractor-Trailer Truck Drivers	65,867	$4,795,747,599	$7,408,862,236	$13,377,346,483	$1,568,947,318
Machinists	4,764	$342,032,048	$466,976,152	$885,251,391	$102,317,515
Painters	5,849	$415,175,874	$621,221,054	$1,041,946,112	$127,268,082
Roofers	5,089	$355,767,338	$532,329,008	$892,851,483	$109,056,979
Total	**88,406**	**$6,636,260,971**	**$10,684,111,558**	**$19,818,236,864**	**$2,354,256,738**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Colorado: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Colorado: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,452	$360,849,175	$528,469,588	$1,082,821,897
Indirect	2,812	$197,241,369	$303,602,079	$526,075,868
Induced	2,383	$160,416,220	$311,916,461	$499,718,065
Total	**9,646**	**$718,506,764**	**$1,143,988,128**	**$2,108,615,830**

Colorado: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$14,268,514	$12,870,069	$79,029,020	$106,167,603
Indirect	$18,380,239	$10,843,842	$44,706,072	$73,930,153
Induced	$18,750,475	$11,017,821	$39,942,639	$69,710,935
Total	**$51,399,228**	**$34,731,733**	**$163,677,731**	**$249,808,691**

Colorado: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	154	$12,426,791	$18,594,010	$31,186,897	$3,809,311
Electrical Power-Line Installers and Repairers	418	$48,145,779	$118,599,327	$268,453,867	$33,152,112
Heavy and Tractor-Trailer Truck Drivers	7,611	$554,158,730	$856,109,627	$1,545,780,546	$181,295,165
Machinists	488	$35,060,681	$47,868,327	$90,744,468	$10,488,262
Painters	519	$36,833,447	$55,113,301	$92,439,058	$11,290,931
Roofers	456	$31,881,336	$47,703,536	$80,010,994	$9,772,910
Total	**9,646**	**$718,506,764**	**$1,143,988,128**	**$2,108,615,830**	**$249,808,691**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Colorado: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Colorado: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	34,826	$2,690,377,792	$3,447,803,577	$4,684,387,340
Indirect	5,865	$489,710,723	$751,476,608	$1,340,262,279
Induced	13,560	$913,108,119	$1,775,684,741	$2,844,679,107
Total	**54,251**	**$4,093,196,634**	**$5,974,964,926**	**$8,869,328,726**

Colorado: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$29,858,917	$62,992,476	$578,986,462	$671,837,854
Indirect	$19,557,519	$18,055,695	$111,678,442	$149,291,656
Induced	$106,752,369	$62,725,547	$227,366,500	$396,844,416
Total	**$156,168,804**	**$143,773,718**	**$918,031,404**	**$1,217,973,926**

Colorado: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	10,817	$760,021,225	$934,147,231	$1,583,236,641	$223,380,338
Dental Hygienists	8,384	$837,139,817	$1,313,550,306	$1,882,128,216	$249,879,290
Emergency Medical Technicians (EMTs)	4,945	$288,730,675	$342,470,322	$584,582,136	$80,570,662
Firefighters	8,274	$587,410,512	$927,913,784	$1,080,469,641	$173,550,134
Massage Therapists	6,527	$451,672,320	$726,467,794	$1,063,777,288	$139,287,459
Occupational Health and Safety Specialists	6,752	$629,250,235	$850,108,714	$1,384,182,977	$185,681,320
Physical Therapist Assistants	2,870	$206,571,936	$332,249,404	$486,517,602	$63,702,996
Veterinary Technologists and Technicians (Vet Techs)	5,682	$332,399,916	$548,057,371	$804,434,225	$101,921,726
Total	**54,251**	**$4,093,196,634**	**$5,974,964,926**	**$8,869,328,726**	**$1,217,973,926**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Colorado: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Colorado: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,199	$317,089,154	$400,451,946	$555,695,317
Indirect	750	$61,378,272	$95,016,073	$170,290,374
Induced	1,617	$108,848,687	$211,666,380	$339,097,588
Total	**6,565**	**$487,316,113**	**$707,134,399**	**$1,065,083,279**

Colorado: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,080,667	$7,543,513	$67,710,018	$79,334,199
Indirect	$2,495,882	$2,289,868	$14,013,751	$18,799,501
Induced	$12,724,861	$7,476,952	$27,103,355	$47,305,169
Total	**$19,301,411**	**$17,310,332**	**$108,827,125**	**$145,438,868**

Colorado: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,601	$112,467,539	$138,234,613	$234,286,521	$33,055,704
Dental Hygienists	647	$64,639,002	$101,424,612	$145,326,846	$19,294,206
Emergency Medical Technicians (EMTs)	426	$24,894,644	$29,528,129	$50,403,249	$6,946,882
Firefighters	734	$52,130,115	$82,348,292	$95,886,958	$15,401,816
Massage Therapists	1,038	$71,855,090	$115,571,414	$169,232,891	$22,158,792
Occupational Health and Safety Specialists	883	$82,296,969	$111,182,112	$181,031,419	$24,284,472
Physical Therapist Assistants	503	$36,221,722	$58,258,859	$85,309,289	$11,170,115
Veterinary Technologists and Technicians (Vet Techs)	732	$42,811,033	$70,586,367	$103,606,105	$13,126,882
Total	**6,565**	**$487,316,113**	**$707,134,399**	**$1,065,083,279**	**$145,438,868**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Connecticut: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Connecticut: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	26,627	$2,102,840,589	$3,094,830,427	$5,600,605,679
Indirect	8,046	$660,774,901	$1,055,962,857	$1,669,447,938
Induced	8,265	$577,431,883	$1,111,956,929	$1,649,346,904
Total	**42,938**	**$3,341,047,373**	**$5,262,750,212**	**$8,919,400,521**

Connecticut: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$105,322,173	$152,953,294	$504,948,765	$763,224,232
Indirect	$65,063,976	$71,462,301	$162,522,690	$299,048,968
Induced	$64,274,986	$72,157,692	$152,488,628	$288,921,306
Total	**$234,661,135**	**$296,573,288**	**$819,960,083**	**$1,351,194,506**

Connecticut: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	591	$57,836,381	$75,963,754	$125,165,198	$18,871,059
Electrical Power-Line Installers and Repairers	1,799	$245,455,929	$880,115,438	$1,555,707,331	$276,379,971
Heavy and Tractor-Trailer Truck Drivers	27,776	$2,069,864,032	$3,037,999,597	$5,017,861,996	$733,747,882
Machinists	8,299	$565,972,586	$740,781,657	$1,350,863,971	$191,056,221
Painters	3,077	$273,008,902	$358,576,741	$590,825,576	$89,078,311
Roofers	1,397	$128,909,542	$169,313,026	$278,976,450	$42,061,062
Total	**42,938**	**$3,341,047,373**	**$5,262,750,212**	**$8,919,400,521**	**$1,351,194,506**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Connecticut: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Connecticut: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,913	$226,496,145	$322,961,221	$583,545,442
Indirect	901	$72,086,636	$110,698,401	$174,240,186
Induced	893	$62,388,423	$120,141,090	$178,203,995
Total	**4,707**	**$360,971,204**	**$553,800,712**	**$935,989,623**

Connecticut: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$9,472,577	$14,950,779	$53,954,179	$78,377,536
Indirect	$6,161,973	$7,052,232	$17,518,956	$30,733,160
Induced	$6,944,692	$7,796,338	$16,475,584	$31,216,614
Total	**$22,579,242**	**$29,799,348**	**$87,948,720**	**$140,327,310**

Connecticut: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	48	$4,666,022	$6,128,470	$10,097,858	$1,522,446
Electrical Power-Line Installers and Repairers	138	$18,849,305	$67,586,731	$119,467,480	$21,224,055
Heavy and Tractor-Trailer Truck Drivers	3,230	$240,689,511	$353,266,991	$583,490,863	$85,322,232
Machinists	890	$60,710,995	$79,462,491	$144,905,067	$20,494,302
Painters	281	$24,911,801	$32,719,785	$53,912,269	$8,128,311
Roofers	121	$11,143,570	$14,636,244	$24,116,086	$3,635,963
Total	**4,707**	**$360,971,204**	**$553,800,712**	**$935,989,623**	**$140,327,310**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Connecticut: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Connecticut: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	17,493	$1,566,319,075	$1,986,793,827	$2,652,266,614
Indirect	2,509	$188,063,158	$304,709,666	$536,522,899
Induced	5,256	$367,163,397	$707,039,542	$1,048,704,139
Total	**25,258**	**$2,121,545,630**	**$2,998,543,035**	**$4,237,493,651**

Connecticut: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$26,027,536	$70,753,665	$358,540,829	$455,322,029
Indirect	$9,625,881	$14,493,408	$47,073,028	$71,192,318
Induced	$40,863,725	$45,877,820	$96,960,556	$183,702,100
Total	**$76,517,141**	**$131,124,893**	**$502,574,413**	**$710,216,447**

Connecticut: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	6,376	$541,605,770	$638,197,856	$1,023,988,839	$188,415,143
Dental Hygienists	5,374	$551,578,585	$847,476,206	$1,145,561,845	$183,123,281
Emergency Medical Technicians (EMTs)	2,837	$184,055,225	$208,637,387	$349,195,162	$56,886,849
Firefighters	3,568	$265,649,549	$462,221,346	$504,397,397	$89,905,587
Massage Therapists	1,421	$102,719,787	$162,607,609	$226,282,209	$35,564,058
Occupational Health and Safety Specialists	1,898	$198,977,119	$252,082,422	$394,376,956	$63,392,956
Physical Therapist Assistants	1,381	$114,769,291	$181,682,230	$252,826,154	$39,735,886
Veterinary Technologists and Technicians (Vet Techs)	2,401	$162,190,304	$245,637,980	$340,865,090	$53,192,689
Total	**25,258**	**$2,121,545,630**	**$2,998,543,035**	**$4,237,493,651**	**$710,216,447**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Connecticut: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Connecticut: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,014	$182,325,984	$224,685,247	$306,324,366
Indirect	319	$22,852,146	$37,538,690	$66,834,711
Induced	617	$43,073,271	$82,944,743	$123,021,535
Total	**2,949**	**$248,251,402**	**$345,168,680**	**$496,180,612**

Connecticut: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,618,781	$8,500,504	$41,225,927	$53,345,212
Indirect	$1,196,611	$1,793,205	$5,738,941	$8,728,757
Induced	$4,793,075	$5,381,545	$11,374,765	$21,549,385
Total	**$9,608,468**	**$15,675,254**	**$58,339,633**	**$83,623,355**

Connecticut: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	969	$82,305,190	$96,983,819	$155,610,595	$28,632,531
Dental Hygienists	485	$49,806,515	$76,525,517	$103,442,094	$16,535,690
Emergency Medical Technicians (EMTs)	216	$14,006,363	$15,877,034	$26,573,298	$4,329,015
Firefighters	301	$22,433,218	$39,033,051	$42,594,678	$7,592,227
Massage Therapists	224	$16,187,868	$25,625,740	$35,660,379	$5,604,629
Occupational Health and Safety Specialists	244	$25,603,058	$32,436,297	$50,745,816	$8,156,986
Physical Therapist Assistants	224	$18,587,884	$29,425,015	$40,947,392	$6,435,572
Veterinary Technologists and Technicians (Vet Techs)	286	$19,321,304	$29,262,206	$40,606,361	$6,336,705
Total	**2,949**	**$248,251,402**	**$345,168,680**	**$496,180,612**	**$83,623,355**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Delaware: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Delaware: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,743	$619,728,821	$891,395,505	$1,772,743,516
Indirect	5,438	$256,446,401	$450,108,885	$710,446,290
Induced	2,869	$174,720,240	$367,642,288	$569,134,856
Total	**16,049**	**$1,050,895,462**	**$1,709,146,677**	**$3,052,324,663**

Delaware: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,888,592	$43,586,269	$124,264,549	$178,739,410
Indirect	$7,699,892	$24,760,156	$57,251,673	$89,711,721
Induced	$7,140,549	$21,405,228	$41,910,851	$70,456,629
Total	**$25,729,034**	**$89,751,653**	**$223,427,074**	**$338,907,760**

Delaware: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	350	$27,786,844	$41,256,395	$67,859,266	$7,795,922
Electrical Power-Line Installers and Repairers	281	$27,897,250	$89,866,410	$193,626,812	$27,651,785
Heavy and Tractor-Trailer Truck Drivers	13,673	$866,995,903	$1,398,424,504	$2,484,810,132	$267,734,676
Machinists	638	$47,421,539	$59,640,943	$108,718,661	$13,057,703
Painters	770	$56,058,449	$83,232,536	$136,902,383	$15,727,849
Roofers	336	$24,735,476	$36,725,889	$60,407,408	$6,939,825
Total	**16,049**	**$1,050,895,462**	**$1,709,146,677**	**$3,052,324,663**	**$338,907,760**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Delaware: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Delaware: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	900	$71,794,104	$101,936,037	$202,832,800
Indirect	658	$30,792,667	$53,811,610	$84,773,732
Induced	336	$20,464,527	$43,060,977	$66,661,270
Total	**1,894**	**$123,051,298**	**$198,808,625**	**$354,267,802**

Delaware: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,086,468	$4,678,355	$14,327,968	$20,092,791
Indirect	$893,072	$2,905,463	$6,862,762	$10,661,297
Induced	$836,354	$2,507,138	$4,908,908	$8,252,401
Total	**$2,815,894**	**$10,090,957**	**$26,099,638**	**$39,006,489**

Delaware: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	29	$2,336,046	$3,468,435	$5,704,944	$655,405
Electrical Power-Line Installers and Repairers	21	$2,131,139	$6,865,113	$14,791,623	$2,112,387
Heavy and Tractor-Trailer Truck Drivers	1,673	$106,063,921	$171,076,225	$303,979,182	$32,753,315
Machinists	71	$5,242,662	$6,593,571	$12,019,331	$1,443,587
Painters	66	$4,786,585	$7,106,861	$11,689,495	$1,342,932
Roofers	34	$2,490,945	$3,698,419	$6,083,227	$698,863
Total	**1,894**	**$123,051,298**	**$198,808,625**	**$354,267,802**	**$39,006,489**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Delaware: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Delaware: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,205	$355,576,285	$420,504,779	$627,431,304
Indirect	860	$43,270,875	$105,049,431	$177,632,620
Induced	1,289	$78,501,517	$165,184,758	$255,718,907
Total	**7,354**	**$477,348,677**	**$690,738,967**	**$1,060,782,831**

Delaware: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,361,414	$13,667,557	$68,264,999	$83,293,970
Indirect	$1,922,364	$5,663,600	$11,395,600	$18,981,563
Induced	$3,208,300	$9,617,479	$18,830,774	$31,656,553
Total	**$6,492,078**	**$28,948,635**	**$98,491,373**	**$133,932,086**

Delaware: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,944	$109,761,822	$148,529,942	$248,611,705	$30,195,202
Dental Hygienists	891	$78,870,620	$126,934,780	$172,137,742	$22,278,716
Emergency Medical Technicians (EMTs)	1,310	$67,652,034	$85,472,129	$153,178,604	$19,053,345
Firefighters	518	$24,491,080	$37,628,087	$42,089,887	$6,544,611
Massage Therapists	220	$13,536,075	$22,262,475	$31,741,530	$3,970,648
Occupational Health and Safety Specialists	1,171	$98,720,928	$134,368,294	$219,216,042	$27,618,958
Physical Therapist Assistants	552	$40,279,725	$66,247,148	$94,454,270	$11,815,584
Veterinary Technologists and Technicians (Vet Techs)	747	$44,036,395	$69,296,112	$99,353,051	$12,455,022
Total	**7,354**	**$477,348,677**	**$690,738,967**	**$1,060,782,831**	**$133,932,086**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Delaware: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Delaware: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	593	$40,604,247	$47,992,349	$72,159,292
Indirect	104	$5,222,446	$12,463,031	$21,276,497
Induced	149	$9,074,633	$19,094,913	$29,560,345
Total	**846**	**$54,901,326**	**$79,550,293**	**$122,996,134**

Delaware: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$166,445	$1,593,761	$7,769,420	$9,529,626
Indirect	$221,915	$662,877	$1,357,499	$2,242,290
Induced	$370,871	$1,111,757	$2,176,792	$3,659,420
Total	**$759,231**	**$3,368,395**	**$11,303,710**	**$15,431,336**

Delaware: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	279	$15,733,739	$21,290,931	$35,637,088	$4,328,312
Dental Hygienists	71	$6,246,163	$10,052,606	$13,632,457	$1,764,364
Emergency Medical Technicians (EMTs)	111	$5,705,498	$7,208,373	$12,918,463	$1,606,882
Firefighters	40	$1,907,641	$2,930,898	$3,278,434	$509,768
Massage Therapists	38	$2,331,533	$3,834,619	$5,467,346	$683,928
Occupational Health and Safety Specialists	136	$11,422,982	$15,547,732	$25,365,451	$3,195,785
Physical Therapist Assistants	97	$7,091,924	$11,663,926	$16,630,265	$2,080,333
Veterinary Technologists and Technicians (Vet Techs)	76	$4,461,847	$7,021,207	$10,066,630	$1,261,965
Total	**846**	**$54,901,326**	**$79,550,293**	**$122,996,134**	**$15,431,336**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

District of Columbia: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

District of Columbia: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,940	$143,914,397	$263,162,697	$821,952,561
Indirect	1,224	$102,102,101	$156,755,508	$229,665,280
Induced	230	$22,556,557	$39,859,200	$55,665,263
Total	**3,394**	**$268,573,055**	**$459,777,405**	**$1,107,283,104**

District of Columbia: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$30,769,610	$0	$26,639,705	$57,409,316
Indirect	$8,715,334	$0	$17,359,914	$26,075,247
Induced	$3,213,047	$0	$4,075,367	$7,288,414
Total	**$42,697,991**	**$0**	**$48,074,986**	**$90,772,977**

District of Columbia: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	220	$15,081,448	$20,139,969	$31,923,327	$3,506,633
Electrical Power-Line Installers and Repairers	193	$27,482,430	$69,450,946	$151,105,071	$18,022,729
Heavy and Tractor-Trailer Truck Drivers	2,146	$170,317,802	$295,815,476	$806,371,195	$56,294,646
Machinists	178	$13,647,014	$18,224,406	$28,887,020	$3,173,108
Painters	547	$34,819,541	$46,498,485	$73,703,508	$8,095,996
Roofers	110	$7,224,821	$9,648,123	$15,292,983	$1,679,865
Total	**3,394**	**$268,573,055**	**$459,777,405**	**$1,107,283,104**	**$90,772,977**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

District of Columbia: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

District of Columbia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	140	$11,008,380	$21,630,269	$65,969,594
Indirect	89	$7,501,288	$11,640,254	$17,216,553
Induced	18	$1,754,995	$3,100,386	$4,330,063
Total	**247**	**$20,264,663**	**$36,370,910**	**$87,516,210**

District of Columbia: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$2,794,070	$0	$2,118,587	$4,912,658
Indirect	$707,927	$0	$1,282,117	$1,990,044
Induced	$249,844	$0	$317,041	$566,885
Total	**$3,751,842**	**$0**	**$3,717,745**	**$7,469,587**

District of Columbia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	11	$754,072	$1,006,998	$1,596,166	$175,332
Electrical Power-Line Installers and Repairers	26	$3,664,324	$9,260,126	$20,147,343	$2,403,031
Heavy and Tractor-Trailer Truck Drivers	155	$12,312,130	$21,384,251	$58,291,894	$4,069,492
Machinists	0	$0	$0	$0	$0
Painters	33	$2,089,172	$2,789,909	$4,422,211	$485,760
Roofers	22	$1,444,964	$1,929,625	$3,058,597	$335,973
Total	**247**	**$20,264,663**	**$36,370,910**	**$87,516,210**	**$7,469,587**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

District of Columbia: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

District of Columbia: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,600	$308,650,172	$340,390,650	$416,933,636
Indirect	237	$27,105,144	$43,624,852	$65,826,693
Induced	338	$33,085,629	$58,432,691	$81,612,855
Total	**4,174**	**$368,840,945**	**$442,448,193**	**$564,373,185**

District of Columbia: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$11,383,897	$0	$47,157,674	$58,541,571
Indirect	$2,492,210	$0	$4,724,259	$7,216,469
Induced	$4,707,235	$0	$5,976,143	$10,683,378
Total	**$18,583,342**	**$0**	**$57,858,076**	**$76,441,418**

District of Columbia: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,093	$95,993,384	$93,738,178	$143,915,985	$22,243,415
Dental Hygienists	402	$55,473,086	$92,351,334	$114,526,522	$12,686,933
Emergency Medical Technicians (EMTs)	407	$23,113,645	$24,050,801	$35,555,461	$4,336,259
Firefighters	1,564	$117,389,977	$143,611,754	$149,390,297	$21,030,663
Massage Therapists	156	$15,555,183	$15,189,739	$23,320,768	$3,604,419
Occupational Health and Safety Specialists	374	$48,140,868	$55,450,669	$74,576,173	$9,718,283
Physical Therapist Assistants	46	$3,310,630	$5,665,025	$7,101,214	$799,402
Veterinary Technologists and Technicians (Vet Techs)	132	$9,864,172	$12,390,694	$15,986,765	$2,022,045
Total	**4,174**	**$368,840,945**	**$442,448,193**	**$564,373,185**	**$76,441,418**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

District of Columbia: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

District of Columbia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	350	$29,173,579	$30,469,065	$38,612,211
Indirect	26	$2,835,367	$4,702,193	$7,236,477
Induced	34	$3,358,631	$5,928,869	$8,281,618
Total	**411**	**$35,367,576**	**$41,100,127**	**$54,130,305**

District of Columbia: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,294,634	$0	$4,415,398	$5,710,032
Indirect	$278,237	$0	$500,121	$778,358
Induced	$477,354	$0	$606,522	$1,083,876
Total	**$2,050,225**	**$0**	**$5,522,041**	**$7,572,266**

District of Columbia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	163	$14,343,839	$14,006,854	$21,504,687	$3,323,729
Dental Hygienists	25	$3,467,068	$5,771,958	$7,157,908	$792,933
Emergency Medical Technicians (EMTs)	22	$1,249,386	$1,300,043	$1,921,917	$234,392
Firefighters	127	$9,518,106	$11,644,196	$12,112,727	$1,705,189
Massage Therapists	26	$2,592,530	$2,531,623	$3,886,795	$600,737
Occupational Health and Safety Specialists	13	$1,719,317	$1,980,381	$2,663,435	$347,082
Physical Therapist Assistants	23	$1,655,315	$2,832,513	$3,550,607	$399,701
Veterinary Technologists and Technicians (Vet Techs)	11	$822,014	$1,032,558	$1,332,230	$168,504
Total	**411**	**$35,367,576**	**$41,100,127**	**$54,130,305**	**$7,572,266**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Florida: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Florida: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	174,114	$13,241,479,920	$21,278,025,366	$44,651,432,799
Indirect	135,284	$8,510,220,031	$14,722,562,116	$25,262,193,152
Induced	106,162	$6,351,251,078	$12,652,960,645	$21,069,013,775
Total	**415,560**	**$28,102,951,029**	**$48,653,548,127**	**$90,982,639,725**

Florida: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$514,487,559	$514,553,781	$3,322,033,091	$4,351,074,432
Indirect	$823,074,853	$765,159,809	$2,257,082,844	$3,845,317,505
Induced	$572,441,022	$547,989,316	$1,768,890,494	$2,889,320,832
Total	**$1,910,003,434**	**$1,827,702,907**	**$7,348,006,429**	**$11,085,712,770**

Florida: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	6,020	$377,089,897	$603,483,354	$1,057,617,331	$128,625,299
Electrical Power-Line Installers and Repairers	24,306	$2,726,934,425	$8,842,159,654	$16,015,304,387	$2,204,412,622
Heavy and Tractor-Trailer Truck Drivers	297,774	$19,788,018,964	$31,065,245,586	$59,374,126,913	$6,993,511,774
Machinists	16,474	$1,046,556,422	$1,478,156,667	$2,855,908,975	$338,703,560
Painters	33,240	$1,949,155,278	$3,119,369,605	$5,466,761,158	$664,856,528
Roofers	37,746	$2,215,196,043	$3,545,133,260	$6,212,920,961	$755,602,987
Total	**415,560**	**$28,102,951,029**	**$48,653,548,127**	**$90,982,639,725**	**$11,085,712,770**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Florida: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Florida: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	19,075	$1,459,610,154	$2,265,475,676	$4,824,245,399
Indirect	15,594	$956,735,206	$1,603,906,614	$2,740,965,400
Induced	11,797	$705,771,656	$1,406,034,595	$2,341,253,706
Total	**46,466**	**$3,122,117,017**	**$5,275,416,884**	**$9,906,464,505**

Florida: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$48,147,099	$48,682,429	$362,585,186	$459,414,714
Indirect	$85,883,244	$79,866,734	$251,793,657	$417,543,635
Induced	$63,611,173	$60,894,037	$196,564,703	$321,069,914
Total	**$197,641,516**	**$189,443,201**	**$810,943,547**	**$1,198,028,263**

Florida: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	568	$35,566,020	$56,918,791	$99,751,384	$12,131,563
Electrical Power-Line Installers and Repairers	2,020	$226,681,177	$735,019,934	$1,331,300,094	$183,245,642
Heavy and Tractor-Trailer Truck Drivers	35,578	$2,364,299,557	$3,711,718,010	$7,094,101,850	$835,594,347
Machinists	1,787	$113,505,707	$160,315,502	$309,741,512	$36,734,558
Painters	3,002	$176,016,382	$281,691,335	$493,670,019	$60,039,158
Roofers	3,511	$206,048,173	$329,753,311	$577,899,647	$70,282,996
Total	**46,466**	**$3,122,117,017**	**$5,275,416,884**	**$9,906,464,505**	**$1,198,028,263**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Florida: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Florida: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	101,913	$6,887,365,586	$9,076,019,910	$12,655,035,849
Indirect	20,744	$1,253,342,122	$2,078,045,750	$4,025,166,022
Induced	39,634	$2,371,245,908	$4,725,027,189	$7,867,183,603
Total	**162,291**	**$10,511,953,615**	**$15,879,092,849**	**$24,547,385,474**

Florida: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$69,684,422	$80,874,463	$1,690,672,629	$1,841,231,515
Indirect	$59,252,633	$58,402,990	$331,547,952	$449,203,575
Induced	$213,819,924	$204,685,769	$660,462,922	$1,078,968,615
Total	**$342,756,980**	**$343,963,222**	**$2,682,683,503**	**$3,369,403,705**

Florida: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	41,704	$2,564,069,850	$3,285,090,912	$6,048,808,537	$835,084,336
Dental Hygienists	25,439	$2,088,850,339	$3,560,540,807	$5,155,271,701	$675,569,257
Emergency Medical Technicians (EMTs)	9,877	$486,521,551	$605,547,097	$1,083,996,109	$151,058,431
Firefighters	27,809	$1,600,198,183	$2,367,355,169	$2,842,815,481	$482,830,907
Massage Therapists	11,718	$645,580,118	$1,133,511,594	$1,673,589,555	$215,920,009
Occupational Health and Safety Specialists	14,242	$1,138,446,132	$1,554,632,536	$2,706,568,088	$358,009,876
Physical Therapist Assistants	16,738	$1,176,382,333	$2,065,495,784	$3,049,631,066	$393,451,528
Veterinary Technologists and Technicians (Vet Techs)	14,765	$811,905,109	$1,306,918,950	$1,986,704,936	$257,479,360
Total	**162,291**	**$10,511,953,615**	**$15,879,092,849**	**$24,547,385,474**	**$3,369,403,705**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Florida: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Florida: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	12,329	$832,228,724	$1,084,026,318	$1,555,323,867
Indirect	2,781	$164,107,268	$275,492,198	$536,555,748
Induced	4,860	$290,763,753	$579,349,992	$964,642,788
Total	**19,970**	**$1,287,099,745**	**$1,938,868,508**	**$3,056,522,402**

Florida: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$9,944,162	$10,993,518	$202,913,694	$223,851,374
Indirect	$7,808,289	$7,717,050	$43,538,500	$59,063,838
Induced	$26,215,307	$25,095,448	$80,984,803	$132,295,558
Total	**$43,967,759**	**$43,806,015**	**$327,436,996**	**$415,210,770**

Florida: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	6,254	$384,505,424	$492,629,042	$907,073,453	$125,228,436
Dental Hygienists	2,069	$169,853,880	$289,523,696	$419,198,486	$54,933,595
Emergency Medical Technicians (EMTs)	820	$40,413,593	$50,300,616	$90,043,652	$12,547,880
Firefighters	2,299	$132,310,077	$195,741,345	$235,054,095	$39,922,177
Massage Therapists	1,896	$104,439,640	$183,375,446	$270,747,325	$34,930,766
Occupational Health and Safety Specialists	1,849	$147,830,216	$201,873,112	$351,454,964	$46,488,521
Physical Therapist Assistants	2,926	$205,646,736	$361,075,183	$533,114,666	$68,780,379
Veterinary Technologists and Technicians (Vet Techs)	1,857	$102,100,180	$164,350,068	$249,835,762	$32,379,017
Total	**19,970**	**$1,287,099,745**	**$1,938,868,508**	**$3,056,522,402**	**$415,210,770**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Georgia: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Georgia: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	94,696	$6,378,538,586	$9,763,483,694	$22,046,954,002
Indirect	68,185	$4,304,834,774	$6,944,523,463	$11,343,469,674
Induced	49,159	$2,879,910,853	$5,788,502,750	$9,443,740,785
Total	**212,040**	**$13,563,284,213**	**$22,496,509,907**	**$42,834,164,460**

Georgia: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$271,068,044	$303,433,938	$1,410,495,220	$1,984,997,201
Indirect	$448,553,909	$335,936,987	$983,676,558	$1,768,167,454
Induced	$294,891,233	$233,894,548	$716,348,186	$1,245,133,967
Total	**$1,014,513,185**	**$873,265,473**	**$3,110,519,963**	**$4,998,298,622**

Georgia: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	266	$17,812,676	$29,048,091	$49,275,560	$5,633,729
Electrical Power-Line Installers and Repairers	7,582	$674,195,786	$1,953,289,201	$4,404,304,158	$599,435,217
Heavy and Tractor-Trailer Truck Drivers	182,861	$11,518,573,758	$18,475,528,306	$34,716,019,225	$3,977,250,871
Machinists	12,738	$797,349,848	$1,133,001,646	$2,128,283,855	$240,334,032
Painters	5,364	$349,111,259	$569,314,539	$965,753,406	$110,415,650
Roofers	3,228	$206,240,885	$336,328,124	$570,528,256	$65,229,123
Total	**212,040**	**$13,563,284,213**	**$22,496,509,907**	**$42,834,164,460**	**$4,998,298,622**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Georgia: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Georgia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	10,991	$738,104,591	$1,106,559,061	$2,495,875,566
Indirect	8,089	$506,155,999	$810,586,656	$1,319,256,720
Induced	5,726	$335,437,314	$674,216,799	$1,099,960,631
Total	**24,806**	**$1,579,697,904**	**$2,591,362,516**	**$4,915,092,916**

Georgia: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$25,831,271	$32,190,508	$162,087,219	$220,108,999
Indirect	$51,325,087	$38,749,503	$115,364,457	$205,439,046
Induced	$34,347,567	$27,242,928	$83,436,656	$145,027,151
Total	**$111,503,925**	**$98,182,939**	**$360,888,332**	**$570,575,196**

Georgia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	27	$1,829,118	$2,982,842	$5,059,926	$578,507
Electrical Power-Line Installers and Repairers	632	$56,172,199	$162,742,858	$366,954,901	$49,943,347
Heavy and Tractor-Trailer Truck Drivers	21,948	$1,382,522,778	$2,217,534,849	$4,166,808,179	$477,371,595
Machinists	1,436	$89,879,624	$127,715,284	$239,906,427	$27,091,160
Painters	465	$30,289,558	$49,394,814	$83,790,605	$9,579,872
Roofers	297	$19,004,627	$30,991,869	$52,572,877	$6,010,715
Total	**24,806**	**$1,579,697,904**	**$2,591,362,516**	**$4,915,092,916**	**$570,575,196**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Georgia: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Georgia: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	43,498	$2,856,325,143	$3,736,803,115	$5,369,804,980
Indirect	8,907	$585,639,868	$982,431,608	$1,782,015,893
Induced	15,829	$927,336,713	$1,863,912,020	$3,040,906,356
Total	**68,235**	**$4,369,301,724**	**$6,583,146,743**	**$10,192,727,229**

Georgia: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$26,154,275	$82,706,758	$601,321,280	$710,182,313
Indirect	$26,806,632	$29,622,325	$135,581,909	$192,010,866
Induced	$94,955,843	$75,314,670	$230,665,625	$400,936,139
Total	**$147,916,750**	**$187,643,754**	**$967,568,815**	**$1,303,129,319**

Georgia: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	13,493	$834,545,599	$1,097,948,444	$2,147,289,039	$245,612,076
Dental Hygienists	13,139	$1,125,959,809	$1,935,863,148	$2,730,323,998	$346,000,546
Emergency Medical Technicians (EMTs)	8,746	$481,605,401	$605,151,168	$1,084,089,138	$138,691,830
Firefighters	14,310	$680,133,415	$997,840,219	$1,179,798,126	$192,711,010
Massage Therapists	3,041	$172,333,565	$305,104,369	$442,096,923	$55,019,470
Occupational Health and Safety Specialists	6,736	$534,126,843	$731,458,197	$1,247,540,320	$157,017,106
Physical Therapist Assistants	4,229	$303,081,521	$536,584,365	$777,511,962	$96,762,257
Veterinary Technologists and Technicians (Vet Techs)	4,541	$237,515,570	$373,196,833	$584,077,723	$71,315,023
Total	**68,235**	**$4,369,301,724**	**$6,583,146,743**	**$10,192,727,229**	**$1,303,129,319**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Georgia: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Georgia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,646	$307,232,450	$393,278,508	$588,588,565
Indirect	1,104	$70,161,921	$118,987,721	$217,092,426
Induced	1,740	$101,924,237	$204,848,937	$334,209,697
Total	**7,490**	**$479,318,609**	**$717,115,166**	**$1,139,890,688**

Georgia: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,235,960	$9,060,721	$63,938,650	$76,235,331
Indirect	$3,213,635	$3,564,901	$16,287,543	$23,066,080
Induced	$10,435,303	$8,277,069	$25,351,885	$44,064,257
Total	**$16,884,898**	**$20,902,692**	**$105,578,078**	**$143,365,667**

Georgia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,005	$123,999,226	$163,136,391	$319,050,486	$36,493,761
Dental Hygienists	1,009	$86,472,955	$148,672,985	$209,687,043	$26,572,609
Emergency Medical Technicians (EMTs)	762	$41,968,001	$52,734,012	$94,469,569	$12,085,867
Firefighters	1,198	$56,956,102	$83,561,678	$98,799,295	$16,138,110
Massage Therapists	477	$27,040,572	$47,873,418	$69,368,691	$8,633,013
Occupational Health and Safety Specialists	839	$66,499,030	$91,066,871	$155,319,325	$19,548,700
Physical Therapist Assistants	704	$50,474,172	$89,360,946	$129,484,214	$16,114,459
Veterinary Technologists and Technicians (Vet Techs)	495	$25,908,551	$40,708,865	$63,712,066	$7,779,149
Total	**7,490**	**$479,318,609**	**$717,115,166**	**$1,139,890,688**	**$143,365,667**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Hawaii: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Hawaii: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,550	$575,387,188	$997,405,769	$1,883,492,811
Indirect	2,455	$186,632,070	$452,299,558	$808,183,001
Induced	2,843	$181,983,678	$374,450,126	$587,916,743
Total	**12,848**	**$944,002,935**	**$1,824,155,453**	**$3,279,592,555**

Hawaii: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$33,208,798	$74,493,456	$129,696,768	$237,399,022
Indirect	$22,749,016	$45,082,415	$48,647,796	$116,479,228
Induced	$15,596,513	$32,513,577	$44,179,988	$92,290,078
Total	**$71,554,327**	**$152,089,448**	**$222,524,553**	**$446,168,328**

Hawaii: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	47	$3,829,362	$5,818,139	$9,224,743	$1,335,378
Electrical Power-Line Installers and Repairers	1,198	$132,188,716	$520,537,979	$1,092,478,637	$109,937,816
Heavy and Tractor-Trailer Truck Drivers	7,276	$494,164,611	$827,494,982	$1,388,799,442	$226,376,083
Machinists	550	$42,410,957	$57,938,751	$135,278,152	$13,872,988
Painters	2,380	$176,974,090	$268,885,516	$426,321,845	$61,714,545
Roofers	1,397	$94,435,201	$143,480,086	$227,489,736	$32,931,518
Total	**12,848**	**$944,002,935**	**$1,824,155,453**	**$3,279,592,555**	**$446,168,328**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Hawaii: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Hawaii: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	726	$55,307,565	$96,637,876	$183,897,127
Indirect	249	$18,785,584	$45,034,574	$80,112,029
Induced	277	$17,706,556	$36,433,067	$57,202,829
Total	**1,252**	**$91,799,705**	**$178,105,517**	**$321,211,984**

Hawaii: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,366,276	$7,452,679	$12,511,548	$23,330,503
Indirect	$2,248,191	$4,464,519	$4,871,808	$11,584,518
Induced	$1,517,503	$3,163,491	$4,298,603	$8,979,597
Total	**$7,131,969**	**$15,080,689**	**$21,681,959**	**$43,894,617**

Hawaii: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	4	$343,044	$521,204	$826,376	$119,627
Electrical Power-Line Installers and Repairers	117	$12,879,289	$50,716,575	$106,441,367	$10,711,360
Heavy and Tractor-Trailer Truck Drivers	775	$52,656,146	$88,174,458	$147,984,750	$24,121,703
Machinists	58	$4,504,063	$6,153,122	$14,366,602	$1,473,318
Painters	192	$14,293,639	$21,717,035	$34,432,671	$4,984,489
Roofers	105	$7,123,524	$10,823,123	$17,160,217	$2,484,121
Total	**1,252**	**$91,799,705**	**$178,105,517**	**$321,211,984**	**$43,894,617**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Hawaii: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Hawaii: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,276	$593,151,911	$744,450,549	$1,020,926,933
Indirect	1,132	$78,746,614	$128,692,546	$235,433,760
Induced	2,522	$161,418,713	$332,141,985	$521,480,978
Total	**10,929**	**$833,317,237**	**$1,205,285,080**	**$1,777,841,671**

Hawaii: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$8,485,944	$31,834,253	$119,782,296	$160,102,493
Indirect	$2,876,167	$7,459,212	$17,013,549	$27,348,928
Induced	$13,834,887	$28,840,815	$39,188,006	$81,863,709
Total	**$25,196,999**	**$68,134,280**	**$175,983,852**	**$269,315,130**

Hawaii: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,596	$112,140,148	$133,691,777	$227,966,856	$34,021,319
Dental Hygienists	1,712	$157,383,883	$248,780,187	$351,995,002	$51,736,469
Emergency Medical Technicians (EMTs)	816	$58,854,429	$68,910,502	$114,915,725	$18,248,075
Firefighters	2,289	$134,486,406	$186,098,593	$216,383,821	$39,566,729
Massage Therapists	2,281	$186,392,786	$303,818,585	$431,732,482	$65,590,699
Occupational Health and Safety Specialists	1,354	$124,660,330	$169,346,464	$298,234,658	$40,143,833
Physical Therapist Assistants	472	$34,059,863	$55,517,274	$78,891,193	$11,985,497
Veterinary Technologists and Technicians (Vet Techs)	410	$25,339,393	$39,121,697	$57,721,934	$8,022,510
Total	**10,929**	**$833,317,237**	**$1,205,285,080**	**$1,777,841,671**	**$269,315,130**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Hawaii: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Hawaii: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	794	$65,686,056	$82,667,226	$115,537,798
Indirect	137	$9,465,891	$15,609,336	$28,649,903
Induced	283	$18,092,820	$37,228,941	$58,450,941
Total	**1,214**	**$93,244,767**	**$135,505,503**	**$202,638,643**

Hawaii: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,054,772	$3,724,001	$13,199,434	$17,978,207
Indirect	$350,281	$906,048	$2,046,994	$3,303,324
Induced	$1,550,752	$3,232,745	$4,392,471	$9,175,968
Total	**$2,955,806**	**$7,862,795**	**$19,638,899**	**$30,457,500**

Hawaii: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	225	$15,788,052	$18,822,275	$32,095,130	$4,789,813
Dental Hygienists	123	$11,282,628	$17,834,700	$25,234,024	$3,708,914
Emergency Medical Technicians (EMTs)	72	$5,200,825	$6,089,456	$10,154,827	$1,612,539
Firefighters	170	$9,983,322	$13,814,647	$16,062,809	$2,937,155
Massage Therapists	343	$28,027,564	$45,684,680	$64,918,873	$9,862,761
Occupational Health and Safety Specialists	157	$14,426,538	$19,597,921	$34,513,737	$4,645,716
Physical Therapist Assistants	78	$5,614,054	$9,150,858	$13,003,559	$1,975,558
Veterinary Technologists and Technicians (Vet Techs)	47	$2,921,784	$4,510,966	$6,655,685	$925,043
Total	**1,214**	**$93,244,767**	**$135,505,503**	**$202,638,643**	**$30,457,500**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Idaho: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Idaho: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	23,053	$1,784,143,764	$2,693,349,044	$5,939,555,866
Indirect	13,029	$789,086,069	$1,292,577,337	$2,352,335,014
Induced	10,420	$602,329,183	$1,196,550,766	$2,007,607,276
Total	**46,502**	**$3,175,559,016**	**$5,182,477,147**	**$10,299,498,157**

Idaho: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$41,106,961	$131,831,187	$393,309,710	$566,247,858
Indirect	$49,338,700	$105,538,494	$183,307,889	$338,185,084
Induced	$37,839,484	$85,656,123	$148,973,361	$272,468,968
Total	**$128,285,145**	**$323,025,804**	**$725,590,961**	**$1,176,901,910**

Idaho: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	628	$47,451,978	$66,156,236	$119,961,581	$14,690,077
Electrical Power-Line Installers and Repairers	2,020	$205,078,278	$684,592,152	$1,790,453,806	$171,944,113
Heavy and Tractor-Trailer Truck Drivers	32,985	$2,228,234,694	$3,480,549,305	$6,511,520,798	$776,670,464
Machinists	6,070	$383,187,311	$516,745,936	$1,089,800,530	$117,130,734
Painters	3,030	$184,426,501	$257,122,326	$466,241,775	$57,094,343
Roofers	1,769	$127,180,254	$177,311,192	$321,519,667	$39,372,178
Total	**46,502**	**$3,175,559,016**	**$5,182,477,147**	**$10,299,498,157**	**$1,176,901,910**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Idaho: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Idaho: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,641	$203,547,584	$301,066,059	$656,848,520
Indirect	1,514	$90,885,333	$146,348,554	$264,160,208
Induced	1,193	$68,936,715	$136,945,506	$229,771,293
Total	**5,347**	**$363,369,632**	**$584,360,119**	**$1,150,780,021**

Idaho: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,179,292	$14,161,872	$44,581,187	$62,922,350
Indirect	$5,437,122	$11,742,873	$20,992,863	$38,172,858
Induced	$4,330,733	$9,803,355	$17,050,038	$31,184,126
Total	**$13,947,146**	**$35,708,100**	**$82,624,088**	**$132,279,334**

Idaho: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	62	$4,664,901	$6,503,676	$11,793,163	$1,444,150
Electrical Power-Line Installers and Repairers	181	$18,370,397	$61,324,045	$160,384,353	$15,402,322
Heavy and Tractor-Trailer Truck Drivers	3,893	$263,011,674	$410,829,749	$768,593,179	$91,674,993
Machinists	729	$45,992,967	$62,023,658	$130,805,896	$14,058,895
Painters	303	$18,433,690	$25,699,740	$46,601,525	$5,706,660
Roofers	179	$12,896,003	$17,979,250	$32,601,904	$3,992,316
Total	**5,347**	**$363,369,632**	**$584,360,119**	**$1,150,780,021**	**$132,279,334**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Idaho: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Idaho: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	8,927	$656,775,192	$825,720,134	$1,200,439,152
Indirect	1,804	$103,038,847	$166,575,792	$342,112,247
Induced	3,075	$177,726,669	$353,060,895	$592,379,657
Total	**13,806**	**$937,540,708**	**$1,345,356,821**	**$2,134,931,056**

Idaho: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,743,078	$29,634,370	$137,497,987	$171,875,435
Indirect	$2,533,839	$8,108,500	$23,623,408	$34,265,748
Induced	$11,165,024	$25,274,019	$43,956,970	$80,396,014
Total	**$18,441,942**	**$63,016,889**	**$205,078,365**	**$286,537,196**

Idaho: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,455	$236,002,244	$283,751,212	$535,972,187	$71,010,015
Dental Hygienists	3,234	$287,350,674	$451,181,842	$678,263,656	$88,514,726
Emergency Medical Technicians (EMTs)	961	$47,662,551	$55,179,819	$100,721,103	$13,570,132
Firefighters	2,512	$120,176,594	$190,628,326	$220,972,709	$37,059,148
Massage Therapists	433	$28,571,740	$45,996,825	$70,137,626	$9,101,104
Occupational Health and Safety Specialists	1,383	$110,557,062	$146,711,866	$264,143,401	$33,412,259
Physical Therapist Assistants	959	$63,624,822	$102,427,777	$156,185,586	$20,266,744
Veterinary Technologists and Technicians (Vet Techs)	868	$43,595,020	$69,479,154	$108,534,787	$13,603,068
Total	**13,806**	**$937,540,708**	**$1,345,356,821**	**$2,134,931,056**	**$286,537,196**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Idaho: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Idaho: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	990	$75,945,833	$92,613,263	$139,691,848
Indirect	239	$13,169,471	$21,514,334	$44,595,953
Induced	362	$20,914,006	$41,546,391	$69,710,547
Total	**1,592**	**$110,029,311**	**$155,673,988**	**$253,998,348**

Idaho: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$701,868	$3,588,010	$15,568,155	$19,858,033
Indirect	$328,641	$1,048,535	$3,021,113	$4,398,289
Induced	$1,313,781	$2,974,026	$5,172,669	$9,460,475
Total	**$2,344,290**	**$7,610,571**	**$23,761,936**	**$33,716,797**

Idaho: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	564	$38,514,536	$46,306,959	$87,468,321	$11,588,524
Dental Hygienists	279	$24,810,885	$38,956,654	$58,563,710	$7,642,678
Emergency Medical Technicians (EMTs)	8	$394,417	$456,624	$833,487	$112,295
Firefighters	195	$9,323,090	$14,788,613	$17,142,677	$2,874,984
Massage Therapists	77	$5,063,361	$8,151,359	$12,429,488	$1,612,859
Occupational Health and Safety Specialists	190	$15,166,102	$20,125,780	$36,234,915	$4,583,459
Physical Therapist Assistants	170	$11,271,389	$18,145,486	$27,668,894	$3,590,334
Veterinary Technologists and Technicians (Vet Techs)	109	$5,485,531	$8,742,513	$13,656,856	$1,711,664
Total	**1,592**	**$110,029,311**	**$155,673,988**	**$253,998,348**	**$33,716,797**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Illinois: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Illinois: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	112,903	$9,317,962,440	$13,896,132,136	$27,119,621,617
Indirect	64,790	$5,389,004,091	$8,696,433,951	$14,302,553,520
Induced	64,057	$4,339,077,866	$8,099,289,873	$12,944,028,032
Total	**241,750**	**$19,046,044,396**	**$30,691,855,959**	**$54,366,203,169**

Illinois: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$325,208,530	$541,734,519	$2,054,594,647	$2,921,537,697
Indirect	$530,489,935	$530,655,290	$1,237,782,112	$2,298,927,337
Induced	$444,582,562	$468,289,265	$1,066,802,567	$1,979,674,394
Total	**$1,300,281,028**	**$1,540,679,075**	**$4,359,179,326**	**$7,200,139,428**

Illinois: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	5,143	$468,507,389	$702,124,543	$1,159,878,016	$156,855,817
Electrical Power-Line Installers and Repairers	11,752	$1,656,476,585	$3,850,803,509	$7,190,096,013	$1,093,571,506
Heavy and Tractor-Trailer Truck Drivers	175,872	$13,314,708,194	$20,989,843,865	$37,046,950,553	$4,779,952,118
Machinists	28,265	$1,988,517,811	$2,724,530,500	$4,964,025,700	$628,110,601
Painters	10,374	$750,196,481	$1,124,275,461	$1,857,252,256	$251,165,050
Roofers	10,343	$867,637,937	$1,300,278,082	$2,148,000,632	$290,484,335
Total	**241,750**	**$19,046,044,396**	**$30,691,855,959**	**$54,366,203,169**	**$7,200,139,428**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Illinois: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Illinois: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	11,562	$947,623,409	$1,405,241,363	$2,751,419,700
Indirect	6,834	$557,125,085	$888,959,297	$1,457,690,620
Induced	6,556	$444,059,233	$828,879,063	$1,324,687,629
Total	**24,951**	**$1,948,807,727**	**$3,123,079,722**	**$5,533,797,949**

Illinois: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$30,928,183	$53,630,528	$208,566,514	$293,125,224
Indirect	$52,694,698	$53,294,286	$127,586,830	$233,575,815
Induced	$45,498,652	$47,924,717	$109,176,126	$202,599,495
Total	**$129,121,534**	**$154,849,531**	**$445,329,470**	**$729,300,534**

Illinois: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	410	$37,301,555	$55,901,652	$92,347,003	$12,488,524
Electrical Power-Line Installers and Repairers	996	$140,442,083	$326,485,066	$609,602,377	$92,716,952
Heavy and Tractor-Trailer Truck Drivers	19,081	$1,444,593,689	$2,277,315,848	$4,019,449,033	$518,606,083
Machinists	2,863	$201,423,031	$275,976,000	$502,821,297	$63,623,238
Painters	794	$57,424,264	$86,058,377	$142,164,550	$19,225,588
Roofers	806	$67,623,104	$101,342,779	$167,413,691	$22,640,149
Total	**24,951**	**$1,948,807,727**	**$3,123,079,722**	**$5,533,797,949**	**$729,300,534**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Illinois: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Illinois: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	62,567	$4,456,671,256	$5,785,979,388	$7,710,802,173
Indirect	8,715	$682,953,934	$1,150,844,992	$2,004,141,963
Induced	22,272	$1,508,879,554	$2,817,128,398	$4,501,979,920
Total	**93,554**	**$6,648,504,744**	**$9,753,952,777**	**$14,216,924,055**

Illinois: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$49,126,962	$169,360,469	$959,335,305	$1,177,822,735
Indirect	$35,803,583	$50,325,961	$161,585,731	$247,715,275
Induced	$154,725,998	$162,938,586	$370,991,163	$688,655,747
Total	**$239,656,543**	**$382,625,016**	**$1,491,912,198**	**$2,114,193,757**

Illinois: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	21,760	$1,330,937,806	$1,644,413,593	$2,923,547,054	$431,736,550
Dental Hygienists	15,098	$1,389,834,671	$2,225,599,096	$3,142,491,852	$447,938,882
Emergency Medical Technicians (EMTs)	11,879	$654,569,637	$790,931,751	$1,355,302,657	$194,725,804
Firefighters	19,389	$1,436,986,970	$2,297,971,770	$2,659,356,677	$448,373,888
Massage Therapists	7,019	$476,671,165	$785,989,777	$1,129,388,368	$159,928,275
Occupational Health and Safety Specialists	4,898	$472,276,644	$619,287,773	$978,062,462	$143,763,404
Physical Therapist Assistants	6,835	$488,214,583	$805,023,881	$1,156,738,464	$163,801,215
Veterinary Technologists and Technicians (Vet Techs)	6,676	$399,013,268	$584,735,137	$872,036,522	$123,925,739
Total	**93,554**	**$6,648,504,744**	**$9,753,952,777**	**$14,216,924,055**	**$2,114,193,757**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Illinois: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Illinois: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,641	$461,135,789	$584,831,836	$805,567,014
Indirect	1,033	$78,412,804	$133,731,450	$234,279,647
Induced	2,344	$158,799,266	$296,461,699	$473,776,463
Total	**10,018**	**$698,347,859**	**$1,015,024,984**	**$1,513,623,124**

Illinois: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$6,280,992	$17,886,881	$98,187,935	$122,355,808
Indirect	$4,189,769	$5,872,954	$18,618,878	$28,681,601
Induced	$16,279,724	$17,145,066	$39,043,658	$72,468,448
Total	**$26,750,485**	**$40,904,902**	**$155,850,471**	**$223,505,857**

Illinois: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,025	$185,016,343	$228,593,243	$406,408,159	$60,016,567
Dental Hygienists	1,080	$99,412,882	$159,193,914	$224,777,939	$32,040,426
Emergency Medical Technicians (EMTs)	924	$50,936,242	$61,547,449	$105,464,751	$15,152,858
Firefighters	1,509	$111,832,603	$178,838,201	$206,962,753	$34,894,414
Massage Therapists	1,061	$72,033,162	$118,776,492	$170,669,889	$24,167,896
Occupational Health and Safety Specialists	593	$57,133,544	$74,918,177	$118,320,852	$17,391,740
Physical Therapist Assistants	1,099	$78,474,645	$129,397,944	$185,931,849	$26,329,083
Veterinary Technologists and Technicians (Vet Techs)	728	$43,508,438	$63,759,565	$95,086,931	$13,512,872
Total	**10,018**	**$698,347,859**	**$1,015,024,984**	**$1,513,623,124**	**$223,505,857**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Indiana: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Indiana: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	86,011	$6,123,964,100	$9,336,886,490	$18,442,236,281
Indirect	41,956	$2,746,396,476	$4,602,580,544	$8,075,521,212
Induced	36,419	$2,249,940,964	$4,137,241,369	$6,756,156,659
Total	**164,386**	**$11,120,301,539**	**$18,076,708,403**	**$33,273,914,152**

Indiana: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$113,094,917	$269,511,078	$1,340,939,982	$1,723,545,977
Indirect	$175,167,072	$313,073,254	$623,987,298	$1,112,227,624
Induced	$134,890,527	$245,006,871	$528,961,792	$908,859,190
Total	**$423,152,516**	**$827,591,203**	**$2,493,889,071**	**$3,744,632,791**

Indiana: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	3,436	$279,456,773	$413,177,843	$702,842,538	$82,613,485
Electrical Power-Line Installers and Repairers	5,524	$527,570,502	$1,767,040,467	$4,036,541,778	$430,331,505
Heavy and Tractor-Trailer Truck Drivers	117,362	$7,824,457,939	$12,315,102,436	$21,923,366,745	$2,502,123,557
Machinists	28,437	$1,845,882,095	$2,630,807,087	$4,994,163,366	$539,498,935
Painters	5,211	$332,616,047	$491,774,020	$836,539,776	$98,328,520
Roofers	4,416	$310,318,183	$458,806,549	$780,459,950	$91,736,788
Total	**164,386**	**$11,120,301,539**	**$18,076,708,403**	**$33,273,914,152**	**$3,744,632,791**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Indiana: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Indiana: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	8,893	$631,953,065	$951,969,011	$1,870,083,080
Indirect	4,422	$285,627,566	$468,299,553	$813,709,117
Induced	3,768	$232,809,159	$428,094,691	$699,082,879
Total	**17,084**	**$1,150,389,791**	**$1,848,363,255**	**$3,382,875,076**

Indiana: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,555,557	$26,057,086	$137,809,068	$174,421,710
Indirect	$17,301,820	$31,110,573	$64,368,047	$112,780,441
Induced	$13,957,549	$25,351,646	$54,733,528	$94,042,724
Total	**$41,814,926**	**$82,519,305**	**$256,910,644**	**$381,244,875**

Indiana: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	273	$22,195,904	$32,816,724	$55,823,394	$6,561,591
Electrical Power-Line Installers and Repairers	430	$41,033,704	$137,437,964	$313,956,637	$33,470,589
Heavy and Tractor-Trailer Truck Drivers	12,700	$846,699,178	$1,332,640,189	$2,372,368,380	$270,759,454
Machinists	2,908	$188,726,470	$268,978,683	$510,612,691	$55,159,390
Painters	415	$26,495,298	$39,173,393	$66,636,504	$7,832,585
Roofers	359	$25,239,236	$37,316,302	$63,477,470	$7,461,266
Total	**17,084**	**$1,150,389,791**	**$1,848,363,255**	**$3,382,875,076**	**$381,244,875**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Indiana: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Indiana: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	33,161	$2,439,907,306	$3,171,805,639	$4,331,409,090
Indirect	4,817	$368,486,531	$548,253,938	$975,653,972
Induced	11,570	$714,655,202	$1,314,128,700	$2,145,980,137
Total	**49,548**	**$3,523,049,038**	**$5,034,188,277**	**$7,453,043,199**

Indiana: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$40,963,644	$98,705,418	$503,175,888	$642,844,950
Indirect	$11,084,121	$22,857,097	$77,269,593	$111,210,811
Induced	$42,841,218	$77,815,319	$168,018,564	$288,675,101
Total	**$94,888,983**	**$199,377,835**	**$748,464,045**	**$1,042,730,862**

Indiana: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	10,245	$734,312,949	$908,361,361	$1,525,752,906	$203,536,348
Dental Hygienists	8,367	$749,399,708	$1,180,599,305	$1,646,029,982	$212,883,708
Emergency Medical Technicians (EMTs)	5,102	$272,276,408	$313,835,548	$548,536,048	$73,026,137
Firefighters	10,740	$657,091,550	$985,376,537	$1,138,590,222	$182,608,232
Massage Therapists	1,820	$116,139,622	$187,441,960	$271,560,261	$34,279,433
Occupational Health and Safety Specialists	6,779	$567,676,797	$773,578,966	$1,315,052,442	$197,597,250
Physical Therapist Assistants	3,229	$230,061,299	$371,304,297	$537,934,473	$67,904,224
Veterinary Technologists and Technicians (Vet Techs)	3,266	$196,090,706	$313,690,303	$469,586,865	$70,895,531
Total	**49,548**	**$3,523,049,038**	**$5,034,188,277**	**$7,453,043,199**	**$1,042,730,862**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Indiana: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Indiana: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,474	$257,803,358	$329,351,475	$464,837,894
Indirect	580	$43,609,082	$65,003,242	$115,915,491
Induced	1,246	$76,970,783	$141,536,486	$231,129,529
Total	**5,299**	**$378,383,223**	**$535,891,202**	**$811,882,915**

Indiana: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,953,041	$11,390,618	$52,391,514	$68,735,173
Indirect	$1,320,568	$2,720,560	$9,119,630	$13,160,758
Induced	$4,613,806	$8,380,448	$18,096,389	$31,090,644
Total	**$10,887,415**	**$22,491,627**	**$79,607,532**	**$112,986,575**

Indiana: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,466	$105,043,681	$129,941,357	$218,259,396	$29,115,934
Dental Hygienists	612	$54,855,610	$86,419,162	$120,488,409	$15,582,960
Emergency Medical Technicians (EMTs)	378	$20,160,787	$23,238,046	$40,616,513	$5,407,242
Firefighters	836	$51,162,581	$76,723,565	$88,653,117	$14,218,275
Massage Therapists	277	$17,671,687	$28,520,978	$41,320,333	$5,215,924
Occupational Health and Safety Specialists	837	$70,112,383	$95,542,860	$162,418,935	$24,404,757
Physical Therapist Assistants	513	$36,539,504	$58,972,434	$85,437,485	$10,784,894
Veterinary Technologists and Technicians (Vet Techs)	380	$22,836,991	$36,532,800	$54,688,726	$8,256,590
Total	**5,299**	**$378,383,223**	**$535,891,202**	**$811,882,915**	**$112,986,575**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Iowa: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Iowa: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	46,111	$3,383,768,311	$5,061,865,102	$10,151,110,008
Indirect	21,308	$1,331,916,640	$2,487,513,652	$4,331,873,496
Induced	17,724	$953,176,604	$1,923,582,809	$3,170,406,160
Total	**85,143**	**$5,668,861,555**	**$9,472,961,562**	**$17,653,389,663**

Iowa: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$127,092,170	$190,827,039	$727,332,866	$1,045,252,075
Indirect	$158,880,469	$167,895,052	$316,500,506	$643,276,027
Induced	$89,371,308	$102,761,140	$233,673,691	$425,806,139
Total	**$375,343,947**	**$461,483,231**	**$1,277,507,064**	**$2,114,334,242**

Iowa: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	668	$51,557,505	$73,634,820	$130,455,698	$15,422,012
Electrical Power-Line Installers and Repairers	3,667	$346,453,107	$1,159,217,663	$2,693,192,582	$344,557,165
Heavy and Tractor-Trailer Truck Drivers	71,917	$4,727,122,601	$7,478,889,177	$13,393,629,594	$1,593,072,061
Machinists	4,830	$293,822,707	$404,302,781	$803,776,809	$86,530,592
Painters	2,515	$155,618,116	$222,254,973	$393,759,742	$46,548,888
Roofers	1,547	$94,287,519	$134,662,149	$238,575,238	$28,203,523
Total	**85,143**	**$5,668,861,555**	**$9,472,961,562**	**$17,653,389,663**	**$2,114,334,242**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Iowa: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Iowa: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,217	$382,732,274	$562,621,384	$1,116,631,247
Indirect	2,433	$149,268,478	$270,642,538	$462,786,410
Induced	2,000	$107,563,667	$217,071,103	$357,772,764
Total	**9,651**	**$639,564,418**	**$1,050,335,025**	**$1,937,190,420**

Iowa: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$12,733,013	$20,149,103	$81,743,478	$114,625,594
Indirect	$16,202,691	$17,429,258	$35,079,502	$68,711,451
Induced	$10,085,198	$11,596,229	$26,369,489	$48,050,916
Total	**$39,020,902**	**$49,174,589**	**$143,192,470**	**$231,387,962**

Iowa: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	59	$4,575,058	$6,534,132	$11,576,246	$1,368,503
Electrical Power-Line Installers and Repairers	291	$27,499,441	$92,011,983	$213,770,025	$27,348,952
Heavy and Tractor-Trailer Truck Drivers	8,470	$556,735,562	$880,824,112	$1,577,431,035	$187,623,623
Machinists	480	$29,176,453	$40,147,071	$79,814,650	$8,592,446
Painters	213	$13,211,114	$18,868,214	$33,428,017	$3,951,742
Roofers	137	$8,366,790	$11,949,514	$21,170,448	$2,502,696
Total	**9,651**	**$639,564,418**	**$1,050,335,025**	**$1,937,190,420**	**$231,387,962**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Iowa: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Iowa: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	12,535	$885,389,010	$1,153,318,193	$1,641,488,295
Indirect	1,937	$115,873,702	$200,571,544	$378,811,598
Induced	3,770	$202,733,316	$409,124,995	$674,322,330
Total	**18,242**	**$1,203,996,028**	**$1,763,014,731**	**$2,694,622,222**

Iowa: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$15,220,230	$33,197,812	$182,327,710	$230,745,752
Indirect	$5,607,661	$7,889,914	$26,709,270	$40,206,845
Induced	$19,007,035	$21,855,177	$49,700,369	$90,562,581
Total	**$39,834,925**	**$62,942,903**	**$258,737,349**	**$361,515,178**

Iowa: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	4,594	$302,721,659	$383,927,489	$664,383,620	$95,160,848
Dental Hygienists	3,093	$247,566,042	$400,028,891	$555,540,816	$72,860,896
Emergency Medical Technicians (EMTs)	1,592	$76,869,475	$88,809,066	$158,414,818	$21,031,591
Firefighters	2,503	$135,606,372	$232,071,898	$261,536,944	$39,801,958
Massage Therapists	1,010	$61,526,605	$102,594,107	$147,868,542	$19,078,912
Occupational Health and Safety Specialists	2,449	$202,414,530	$269,196,114	$480,215,023	$59,538,212
Physical Therapist Assistants	1,570	$99,593,618	$166,069,919	$239,356,017	$30,883,191
Veterinary Technologists and Technicians (Vet Techs)	1,431	$77,697,727	$120,317,247	$187,306,441	$23,159,569
Total	**18,242**	**$1,203,996,028**	**$1,763,014,731**	**$2,694,622,222**	**$361,515,178**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Iowa: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Iowa: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,473	$105,423,720	$134,503,647	$196,535,826
Indirect	254	$14,856,225	$25,944,456	$49,208,220
Induced	454	$24,422,509	$49,284,523	$81,233,317
Total	**2,181**	**$144,702,454**	**$209,732,625**	**$326,977,363**

Iowa: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$2,112,913	$4,168,054	$21,426,797	$27,707,764
Indirect	$731,565	$1,024,956	$3,431,525	$5,188,046
Induced	$2,289,403	$2,632,553	$5,987,171	$10,909,127
Total	**$5,133,881**	**$7,825,563**	**$30,845,493**	**$43,804,937**

Iowa: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	680	$44,832,490	$56,858,916	$98,393,925	$14,093,137
Dental Hygienists	253	$20,210,263	$32,656,697	$45,352,044	$5,948,061
Emergency Medical Technicians (EMTs)	125	$6,055,467	$6,996,020	$12,479,280	$1,656,784
Firefighters	209	$11,347,416	$19,419,562	$21,885,170	$3,330,591
Massage Therapists	157	$9,537,708	$15,903,895	$22,922,230	$2,957,568
Occupational Health and Safety Specialists	322	$26,576,306	$35,344,490	$63,050,521	$7,817,155
Physical Therapist Assistants	274	$17,404,035	$29,020,802	$41,827,585	$5,396,853
Veterinary Technologists and Technicians (Vet Techs)	161	$8,738,769	$13,532,244	$21,066,609	$2,604,788
Total	**2,181**	**$144,702,454**	**$209,732,625**	**$326,977,363**	**$43,804,937**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kansas: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Kansas: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	32,348	$2,461,941,869	$3,791,559,197	$7,673,823,277
Indirect	17,085	$1,286,381,414	$2,316,800,694	$4,225,698,916
Induced	14,016	$824,371,306	$1,542,022,057	$2,652,433,633
Total	**63,449**	**$4,572,694,589**	**$7,650,381,948**	**$14,551,955,826**

Kansas: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$68,971,003	$142,682,385	$533,626,935	$745,280,322
Indirect	$114,873,566	$154,574,939	$298,328,928	$567,777,432
Induced	$67,496,678	$94,285,745	$194,970,855	$356,753,277
Total	**$251,341,246**	**$391,543,069**	**$1,026,926,717**	**$1,669,811,032**

Kansas: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	615	$44,047,081	$63,213,663	$113,140,039	$13,311,513
Electrical Power-Line Installers and Repairers	4,279	$422,109,800	$1,377,302,360	$3,047,053,857	$322,627,520
Heavy and Tractor-Trailer Truck Drivers	48,479	$3,521,939,180	$5,392,019,178	$9,801,110,199	$1,158,759,697
Machinists	6,065	$342,064,484	$469,776,794	$967,674,887	$101,815,838
Painters	2,385	$142,748,031	$204,863,200	$366,664,886	$43,140,029
Roofers	1,625	$99,786,013	$143,206,753	$256,311,957	$30,156,434
Total	**63,449**	**$4,572,694,589**	**$7,650,381,948**	**$14,551,955,826**	**$1,669,811,032**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kansas: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Kansas: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,389	$258,329,435	$387,621,717	$776,899,659
Indirect	1,805	$133,305,719	$230,794,791	$415,594,006
Induced	1,465	$86,185,664	$161,213,531	$277,304,196
Total	**6,659**	**$477,820,818**	**$779,630,040**	**$1,469,797,860**

Kansas: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$6,402,299	$14,008,049	$55,453,462	$75,863,810
Indirect	$10,954,836	$14,955,153	$30,459,200	$56,369,189
Induced	$7,056,429	$9,857,146	$20,383,652	$37,297,227
Total	**$24,413,565**	**$38,820,347**	**$106,296,314**	**$169,530,226**

Kansas: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	47	$3,367,557	$4,832,911	$8,649,961	$1,017,713
Electrical Power-Line Installers and Repairers	328	$32,345,651	$105,540,646	$233,491,237	$24,722,470
Heavy and Tractor-Trailer Truck Drivers	5,313	$385,964,031	$590,903,293	$1,074,088,963	$126,986,737
Machinists	637	$35,943,394	$49,363,127	$101,681,179	$10,698,588
Painters	196	$11,726,623	$16,829,329	$30,121,193	$3,543,915
Roofers	138	$8,473,562	$12,160,735	$21,765,327	$2,560,804
Total	**6,659**	**$477,820,818**	**$779,630,040**	**$1,469,797,860**	**$169,530,226**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kansas: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Kansas: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	14,854	$1,010,751,181	$1,335,215,110	$1,836,649,447
Indirect	2,116	$144,011,295	$214,668,731	$425,876,162
Induced	4,303	$253,124,959	$473,491,089	$814,438,747
Total	**21,273**	**$1,407,887,436**	**$2,023,374,929**	**$3,076,964,356**

Kansas: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,947,066	$37,834,488	$211,309,343	$260,090,896
Indirect	$4,494,916	$8,635,043	$31,326,730	$44,456,689
Induced	$20,728,313	$28,954,037	$59,866,081	$109,548,431
Total	**$36,170,295**	**$75,423,568**	**$302,502,154**	**$414,096,016**

Kansas: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,590	$226,404,187	$289,408,919	$501,495,729	$70,696,975
Dental Hygienists	4,077	$380,530,605	$594,980,357	$854,809,510	$111,412,009
Emergency Medical Technicians (EMTs)	2,276	$106,553,846	$119,663,888	$208,373,142	$28,623,962
Firefighters	4,264	$198,745,600	$289,557,003	$336,729,671	$56,280,623
Massage Therapists	968	$56,826,078	$90,988,937	$134,269,391	$17,319,966
Occupational Health and Safety Specialists	2,598	$217,998,727	$282,412,696	$500,367,552	$62,667,661
Physical Therapist Assistants	1,815	$127,460,126	$204,086,957	$301,164,432	$38,848,450
Veterinary Technologists and Technicians (Vet Techs)	1,684	$93,368,267	$152,276,174	$239,754,929	$28,246,369
Total	**21,273**	**$1,407,887,436**	**$2,023,374,929**	**$3,076,964,356**	**$414,096,016**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kansas: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Kansas: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,548	$105,519,114	$138,016,380	$194,548,251
Indirect	247	$16,449,619	$24,651,424	$49,112,744
Induced	456	$26,847,985	$50,220,535	$86,384,082
Total	**2,252**	**$148,816,719**	**$212,888,339**	**$330,045,077**

Kansas: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,375,454	$4,165,913	$21,878,376	$27,419,743
Indirect	$518,713	$994,350	$3,578,052	$5,091,115
Induced	$2,198,295	$3,070,759	$6,349,775	$11,618,829
Total	**$4,092,462**	**$8,231,022**	**$31,806,203**	**$44,129,687**

Kansas: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	497	$31,354,608	$40,080,103	$69,451,904	$9,790,790
Dental Hygienists	285	$26,630,388	$41,638,065	$59,821,494	$7,796,863
Emergency Medical Technicians (EMTs)	176	$8,221,283	$9,232,803	$16,077,266	$2,208,514
Firefighters	348	$16,204,934	$23,609,338	$27,455,612	$4,588,900
Massage Therapists	142	$8,352,069	$13,373,188	$19,734,376	$2,545,619
Occupational Health and Safety Specialists	324	$27,197,269	$35,233,481	$62,425,276	$7,818,345
Physical Therapist Assistants	288	$20,263,533	$32,445,619	$47,878,937	$6,176,103
Veterinary Technologists and Technicians (Vet Techs)	191	$10,592,636	$17,275,742	$27,200,212	$3,204,552
Total	**2,252**	**$148,816,719**	**$212,888,339**	**$330,045,077**	**$44,129,687**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kentucky: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Kentucky: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	44,615	$3,180,160,364	$4,868,576,199	$10,251,947,791
Indirect	22,321	$1,591,735,181	$2,514,547,976	$4,423,128,878
Induced	18,884	$1,097,140,053	$2,030,249,996	$3,448,773,708
Total	**85,820**	**$5,869,035,598**	**$9,413,374,171**	**$18,123,850,377**

Kentucky: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$104,413,436	$224,841,230	$651,543,509	$980,798,175
Indirect	$109,906,013	$212,086,708	$338,684,023	$660,676,744
Induced	$70,609,534	$141,866,342	$248,139,684	$460,615,561
Total	**$284,928,984**	**$578,794,280**	**$1,238,367,216**	**$2,102,090,480**

Kentucky: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,004	$143,176,630	$195,875,753	$359,784,750	$41,428,229
Electrical Power-Line Installers and Repairers	4,603	$354,204,855	$1,355,701,805	$3,057,144,344	$359,368,177
Heavy and Tractor-Trailer Truck Drivers	68,796	$4,718,261,075	$6,981,944,381	$12,991,782,593	$1,512,697,373
Machinists	6,756	$428,692,083	$572,445,437	$1,150,493,628	$123,579,369
Painters	2,106	$130,183,091	$178,099,672	$327,133,629	$37,668,541
Roofers	1,556	$94,517,866	$129,307,123	$237,511,433	$27,348,791
Total	**85,820**	**$5,869,035,598**	**$9,413,374,171**	**$18,123,850,377**	**$2,102,090,480**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kentucky: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Kentucky: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,759	$340,000,653	$507,676,122	$1,065,125,158
Indirect	2,441	$173,150,868	$268,489,014	$467,755,942
Induced	2,032	$118,035,963	$218,424,215	$371,035,278
Total	**9,232**	**$631,187,484**	**$994,589,350**	**$1,903,916,378**

Kentucky: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,046,657	$21,940,793	$68,970,683	$100,958,133
Indirect	$11,492,467	$22,204,461	$36,576,280	$70,273,208
Induced	$7,596,447	$15,262,549	$26,696,117	$49,555,113
Total	**$29,135,571**	**$59,407,803**	**$132,243,080**	**$220,786,454**

Kentucky: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	171	$12,185,245	$16,670,277	$30,619,979	$3,525,807
Electrical Power-Line Installers and Repairers	390	$29,982,175	$114,755,313	$258,776,344	$30,419,232
Heavy and Tractor-Trailer Truck Drivers	7,677	$526,541,537	$779,160,726	$1,449,837,782	$168,811,769
Machinists	708	$44,959,701	$60,036,041	$120,659,680	$12,960,565
Painters	161	$9,920,899	$13,572,491	$24,929,963	$2,870,617
Roofers	125	$7,597,928	$10,394,502	$19,092,630	$2,198,464
Total	**9,232**	**$631,187,484**	**$994,589,350**	**$1,903,916,378**	**$220,786,454**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kentucky: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Kentucky: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	20,574	$1,216,097,099	$1,503,128,302	$2,149,612,322
Indirect	2,831	$175,221,134	$272,553,495	$523,843,572
Induced	5,517	$320,556,269	$593,193,041	$1,007,661,233
Total	**28,923**	**$1,711,874,502**	**$2,368,874,838**	**$3,681,117,127**

Kentucky: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$16,577,528	$40,764,220	$234,222,252	$291,563,999
Indirect	$5,708,461	$12,384,300	$36,592,189	$54,684,950
Induced	$20,631,356	$41,451,610	$72,500,359	$134,583,324
Total	**$42,917,345**	**$94,600,129**	**$343,314,800**	**$480,832,273**

Kentucky: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,366	$231,694,398	$287,304,286	$497,586,430	$63,476,731
Dental Hygienists	3,250	$248,481,802	$386,473,526	$558,493,577	$72,120,868
Emergency Medical Technicians (EMTs)	4,125	$184,470,945	$205,833,654	$368,892,284	$48,830,608
Firefighters	6,120	$237,479,386	$342,342,400	$398,578,419	$64,785,458
Massage Therapists	946	$59,413,154	$94,719,594	$137,562,142	$17,956,444
Occupational Health and Safety Specialists	4,762	$381,875,370	$485,911,120	$874,860,787	$105,315,938
Physical Therapist Assistants	3,769	$241,447,956	$384,929,106	$559,036,098	$72,972,841
Veterinary Technologists and Technicians (Vet Techs)	2,585	$127,011,491	$181,361,151	$286,107,389	$35,373,385
Total	**28,923**	**$1,711,874,502**	**$2,368,874,838**	**$3,681,117,127**	**$480,832,273**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Kentucky: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Kentucky: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	2,184	$136,440,327	$169,237,104	$245,645,329
Indirect	344	$20,909,799	$32,710,264	$63,166,214
Induced	627	$36,400,819	$67,358,593	$114,420,550
Total	**3,154**	**$193,750,945**	**$269,305,961**	**$423,232,093**

Kentucky: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$1,963,448	$4,760,422	$26,189,190	$32,913,061
Indirect	$684,020	$1,485,406	$4,369,861	$6,539,286
Induced	$2,342,525	$4,706,557	$8,232,715	$15,281,797
Total	**$4,989,994**	**$10,952,384**	**$38,791,766**	**$54,734,144**

Kentucky: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	482	$33,185,984	$41,151,083	$71,270,154	$9,091,880
Dental Hygienists	241	$18,432,511	$28,668,809	$41,429,347	$5,349,964
Emergency Medical Technicians (EMTs)	319	$14,286,023	$15,940,419	$28,568,204	$3,781,599
Firefighters	486	$18,850,221	$27,173,853	$31,637,657	$5,142,426
Massage Therapists	148	$9,269,513	$14,777,947	$21,462,149	$2,801,526
Occupational Health and Safety Specialists	582	$46,640,169	$59,346,527	$106,850,712	$12,862,713
Physical Therapist Assistants	605	$38,742,392	$61,765,171	$89,702,129	$11,709,117
Veterinary Technologists and Technicians (Vet Techs)	292	$14,344,133	$20,482,151	$32,311,742	$3,994,918
Total	**3,154**	**$193,750,945**	**$269,305,961**	**$423,232,093**	**$54,734,144**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Louisiana: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Louisiana: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	38,182	$2,328,719,382	$3,702,847,394	$8,085,586,672
Indirect	18,839	$1,201,886,299	$2,379,156,521	$4,198,907,209
Induced	14,376	$741,813,893	$1,489,378,520	$2,545,532,892
Total	**71,398**	**$4,272,419,575**	**$7,571,382,435**	**$14,830,026,773**

Louisiana: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$100,897,734	$135,860,943	$492,697,858	$729,456,534
Indirect	$125,836,172	$132,051,232	$277,743,393	$535,630,797
Induced	$78,530,098	$82,363,399	$173,120,918	$334,014,414
Total	**$305,264,003**	**$350,275,573**	**$943,562,169**	**$1,599,101,745**

Louisiana: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	410	$25,715,372	$38,821,010	$69,048,589	$7,646,360
Electrical Power-Line Installers and Repairers	3,239	$268,839,274	$1,180,312,912	$2,322,285,296	$234,403,490
Heavy and Tractor-Trailer Truck Drivers	52,965	$3,112,860,947	$5,136,773,341	$10,133,337,745	$1,109,711,914
Machinists	8,026	$497,383,350	$660,499,557	$1,318,253,492	$138,029,505
Painters	5,724	$309,699,818	$467,535,911	$831,577,924	$92,087,962
Roofers	1,034	$57,920,814	$87,439,704	$155,523,727	$17,222,515
Total	**71,398**	**$4,272,419,575**	**$7,571,382,435**	**$14,830,026,773**	**$1,599,101,745**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Louisiana: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Louisiana: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,000	$244,359,522	$379,289,931	$832,923,879
Indirect	2,021	$127,326,553	$245,697,261	$432,884,518
Induced	1,514	$78,121,600	$156,848,680	$268,073,592
Total	**7,535**	**$449,807,675**	**$781,835,871**	**$1,533,881,989**

Louisiana: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,083,558	$13,791,155	$51,240,008	$75,114,721
Indirect	$12,815,232	$13,533,103	$29,110,067	$55,458,402
Induced	$8,270,060	$8,673,764	$18,231,637	$35,175,461
Total	**$31,168,849**	**$35,998,022**	**$98,581,712**	**$165,748,583**

Louisiana: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	35	$2,208,352	$3,333,821	$5,929,666	$656,644
Electrical Power-Line Installers and Repairers	270	$22,382,089	$98,266,403	$193,340,784	$19,515,154
Heavy and Tractor-Trailer Truck Drivers	5,810	$341,468,892	$563,484,309	$1,111,588,237	$121,731,135
Machinists	860	$53,269,332	$70,738,939	$141,183,824	$14,782,842
Painters	471	$25,476,062	$38,459,738	$68,406,017	$7,575,202
Roofers	89	$5,002,947	$7,552,660	$13,433,461	$1,487,606
Total	**7,535**	**$449,807,675**	**$781,835,871**	**$1,533,881,989**	**$165,748,583**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Louisiana: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Louisiana: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	18,392	$1,171,648,956	$1,502,661,472	$2,259,116,483
Indirect	3,565	$192,899,603	$316,954,654	$624,861,337
Induced	5,589	$288,361,302	$578,944,474	$989,460,551
Total	**27,546**	**$1,652,909,860**	**$2,398,560,600**	**$3,873,438,372**

Louisiana: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,768,399	$34,052,234	$227,622,932	$272,443,565
Indirect	$8,447,417	$11,418,094	$41,136,568	$61,002,080
Induced	$30,519,870	$32,011,218	$67,296,145	$129,827,232
Total	**$49,735,686**	**$77,481,546**	**$336,055,645**	**$463,272,877**

Louisiana: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	4,069	$229,621,536	$301,633,084	$588,237,519	$68,000,701
Dental Hygienists	4,489	$371,562,526	$615,125,434	$895,510,541	$105,099,757
Emergency Medical Technicians (EMTs)	3,062	$142,089,859	$169,485,624	$307,810,513	$37,568,050
Firefighters	5,352	$184,241,274	$278,358,343	$323,551,953	$49,837,793
Massage Therapists	736	$33,614,986	$57,322,645	$85,537,235	$9,939,402
Occupational Health and Safety Specialists	5,039	$411,837,411	$535,926,182	$991,083,334	$113,126,191
Physical Therapist Assistants	2,448	$168,688,826	$287,660,081	$429,248,298	$49,878,528
Veterinary Technologists and Technicians (Vet Techs)	2,352	$111,253,441	$153,049,206	$252,458,979	$29,822,456
Total	**27,546**	**$1,652,909,860**	**$2,398,560,600**	**$3,873,438,372**	**$463,272,877**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Louisiana: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Louisiana: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,923	$127,433,569	$160,742,256	$249,983,638
Indirect	438	$23,174,319	$38,256,262	$75,689,326
Induced	619	$31,918,462	$64,082,329	$109,520,531
Total	**2,979**	**$182,526,349**	**$263,080,847**	**$435,193,494**

Louisiana: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,392,023	$3,869,936	$24,520,227	$29,782,186
Indirect	$1,014,570	$1,372,935	$4,947,029	$7,334,535
Induced	$3,377,953	$3,543,078	$7,448,944	$14,369,974
Total	**$5,784,546**	**$8,785,949**	**$36,916,200**	**$51,486,694**

Louisiana: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	588	$33,186,713	$43,594,389	$85,016,719	$9,827,997
Dental Hygienists	315	$26,084,018	$43,182,349	$62,865,632	$7,378,096
Emergency Medical Technicians (EMTs)	226	$10,492,699	$12,515,753	$22,730,426	$2,774,232
Firefighters	424	$14,579,942	$22,027,901	$25,604,299	$3,943,916
Massage Therapists	111	$5,065,921	$8,638,766	$12,890,824	$1,497,910
Occupational Health and Safety Specialists	649	$53,084,112	$69,078,633	$127,746,478	$14,581,491
Physical Therapist Assistants	395	$27,217,185	$46,412,663	$69,257,286	$8,047,677
Veterinary Technologists and Technicians (Vet Techs)	271	$12,815,760	$17,630,393	$29,081,830	$3,435,376
Total	**2,979**	**$182,526,349**	**$263,080,847**	**$435,193,494**	**$51,486,694**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maine: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Maine: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	15,505	$1,081,822,406	$1,680,230,508	$3,395,437,940
Indirect	6,801	$457,100,474	$825,108,211	$1,450,535,702
Induced	6,724	$415,286,566	$828,239,020	$1,330,626,401
Total	**29,029**	**$1,954,209,446**	**$3,333,577,739**	**$6,176,600,043**

Maine: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$57,072,547	$82,413,532	$237,841,904	$377,327,983
Indirect	$60,420,512	$66,850,865	$107,529,783	$234,801,160
Induced	$40,336,744	$49,399,731	$101,908,144	$191,644,618
Total	**$157,829,804**	**$198,664,128**	**$447,279,830**	**$803,773,761**

Maine: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	569	$34,168,195	$47,346,706	$87,692,228	$10,776,301
Electrical Power-Line Installers and Repairers	1,861	$159,917,050	$574,971,316	$1,225,540,797	$174,345,409
Heavy and Tractor-Trailer Truck Drivers	19,701	$1,280,956,079	$2,050,591,932	$3,628,227,438	$466,991,524
Machinists	2,739	$177,794,693	$243,056,051	$461,668,593	$56,610,412
Painters	3,227	$239,104,825	$331,326,425	$613,659,425	$75,411,230
Roofers	933	$62,268,603	$86,285,309	$159,811,561	$19,638,884
Total	**29,029**	**$1,954,209,446**	**$3,333,577,739**	**$6,176,600,043**	**$803,773,761**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maine: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Maine: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,481	$102,694,548	$156,333,845	$313,098,072
Indirect	665	$43,832,697	$76,356,061	$132,613,274
Induced	640	$39,554,651	$78,886,979	$126,737,709
Total	**2,786**	**$186,081,896**	**$311,576,884**	**$572,449,054**

Maine: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,864,956	$7,316,577	$22,448,926	$34,630,459
Indirect	$5,255,137	$5,920,219	$10,175,093	$21,350,449
Induced	$3,841,947	$4,705,165	$9,706,408	$18,253,519
Total	**$13,962,040**	**$17,941,960**	**$42,330,427**	**$74,234,427**

Maine: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	43	$2,598,392	$3,600,580	$6,668,740	$819,507
Electrical Power-Line Installers and Repairers	136	$11,644,534	$41,867,161	$89,239,085	$12,695,150
Heavy and Tractor-Trailer Truck Drivers	2,024	$131,605,998	$210,678,729	$372,765,703	$47,978,917
Machinists	265	$17,183,960	$23,491,508	$44,620,536	$5,471,429
Painters	243	$17,972,712	$24,904,702	$46,126,732	$5,668,411
Roofers	76	$5,076,300	$7,034,204	$13,028,257	$1,601,013
Total	**2,786**	**$186,081,896**	**$311,576,884**	**$572,449,054**	**$74,234,427**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maine: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Maine: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,871	$574,188,266	$717,100,597	$988,298,892
Indirect	1,208	$80,919,658	$132,146,114	$249,230,141
Induced	2,872	$177,351,592	$353,708,230	$568,252,502
Total	**11,951**	**$832,459,515**	**$1,202,954,941**	**$1,805,781,535**

Maine: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$6,024,216	$21,051,786	$117,314,187	$144,390,190
Indirect	$3,770,018	$5,841,305	$18,171,472	$27,782,795
Induced	$17,224,375	$21,095,088	$43,520,851	$81,840,314
Total	**$27,018,609**	**$47,988,179**	**$179,006,511**	**$254,013,299**

Maine: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,407	$202,734,758	$257,359,099	$428,945,770	$60,301,652
Dental Hygienists	1,657	$145,013,071	$240,676,145	$336,263,748	$45,830,567
Emergency Medical Technicians (EMTs)	1,426	$77,803,944	$94,291,374	$169,102,845	$23,262,856
Firefighters	2,883	$142,547,297	$200,340,296	$236,616,122	$41,403,538
Massage Therapists	757	$54,744,060	$93,488,260	$135,114,793	$18,163,468
Occupational Health and Safety Specialists	1,164	$104,385,233	$141,443,225	$245,277,687	$31,618,272
Physical Therapist Assistants	571	$38,666,243	$66,031,634	$95,432,845	$12,829,027
Veterinary Technologists and Technicians (Vet Techs)	1,085	$66,564,910	$109,324,908	$159,027,726	$20,603,919
Total	**11,951**	**$832,459,515**	**$1,202,954,941**	**$1,805,781,535**	**$254,013,299**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maine: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Maine: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	752	$57,743,240	$70,933,272	$100,149,734
Indirect	135	$8,790,219	$14,517,665	$27,536,178
Induced	293	$18,081,746	$36,062,272	$57,935,439
Total	**1,180**	**$84,615,204**	**$121,513,209**	**$185,621,351**

Maine: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$706,457	$2,201,709	$11,602,922	$14,511,089
Indirect	$415,142	$641,793	$1,976,046	$3,032,981
Induced	$1,755,888	$2,150,558	$4,437,150	$8,343,595
Total	**$2,877,487**	**$4,994,060**	**$18,016,119**	**$25,887,665**

Maine: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	324	$27,285,196	$34,636,850	$57,729,959	$8,115,739
Dental Hygienists	102	$8,935,691	$14,830,441	$20,720,539	$2,824,075
Emergency Medical Technicians (EMTs)	104	$5,649,695	$6,846,922	$12,279,320	$1,689,221
Firefighters	218	$10,799,204	$15,177,529	$17,925,740	$3,136,680
Massage Therapists	112	$8,121,656	$13,869,624	$20,045,205	$2,694,675
Occupational Health and Safety Specialists	130	$11,689,852	$15,839,887	$27,468,059	$3,540,854
Physical Therapist Assistants	87	$5,867,514	$10,020,149	$14,481,716	$1,946,776
Veterinary Technologists and Technicians (Vet Techs)	102	$6,266,397	$10,291,807	$14,970,813	$1,939,645
Total	**1,180**	**$84,615,204**	**$121,513,209**	**$185,621,351**	**$25,887,665**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maryland: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Maryland: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	35,077	$2,767,258,888	$4,164,532,089	$8,607,386,279
Indirect	20,516	$1,306,235,690	$2,245,036,991	$3,731,048,756
Induced	14,525	$923,534,314	$1,808,238,807	$2,835,069,475
Total	**70,118**	**$4,997,028,892**	**$8,217,807,887**	**$15,173,504,510**

Maryland: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$155,908,765	$204,967,724	$606,825,718	$967,702,208
Indirect	$140,903,283	$170,902,650	$309,728,705	$621,534,637
Induced	$90,382,840	$116,741,414	$229,570,901	$436,695,155
Total	**$387,194,888**	**$492,611,788**	**$1,146,125,323**	**$2,025,931,999**

Maryland: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,075	$147,288,690	$238,234,230	$382,229,194	$50,437,595
Electrical Power-Line Installers and Repairers	3,832	$434,719,909	$1,343,702,874	$2,848,748,149	$439,044,357
Heavy and Tractor-Trailer Truck Drivers	53,119	$3,672,676,559	$5,486,200,094	$10,041,613,643	$1,286,426,656
Machinists	2,602	$177,744,564	$236,451,565	$435,721,013	$56,681,836
Painters	4,777	$297,655,934	$481,447,912	$772,447,551	$101,929,412
Roofers	3,714	$266,943,235	$431,771,211	$692,744,960	$91,412,143
Total	**70,118**	**$4,997,028,892**	**$8,217,807,887**	**$15,173,504,510**	**$2,025,931,999**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maryland: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Maryland: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,695	$293,127,855	$431,587,565	$895,289,677
Indirect	2,269	$140,994,385	$236,544,677	$390,951,427
Induced	1,549	$98,495,793	$192,849,556	$302,361,621
Total	**7,513**	**$532,618,032**	**$860,981,798**	**$1,588,602,725**

Maryland: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$15,310,320	$20,280,859	$63,764,705	$99,355,884
Indirect	$14,259,438	$17,358,393	$33,151,551	$64,769,382
Induced	$9,639,324	$12,450,471	$24,483,911	$46,573,706
Total	**$39,209,083**	**$50,089,724**	**$121,400,166**	**$210,698,973**

Maryland: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	177	$12,530,685	$20,267,938	$32,518,406	$4,291,012
Electrical Power-Line Installers and Repairers	336	$38,152,152	$117,926,867	$250,013,563	$38,531,677
Heavy and Tractor-Trailer Truck Drivers	6,031	$416,997,247	$622,905,474	$1,140,129,052	$146,061,426
Machinists	263	$17,944,779	$23,871,734	$43,989,627	$5,722,498
Painters	396	$24,646,626	$39,865,044	$63,960,513	$8,440,000
Roofers	311	$22,346,544	$36,144,742	$57,991,563	$7,652,359
Total	**7,513**	**$532,618,032**	**$860,981,798**	**$1,588,602,725**	**$210,698,973**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maryland: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Maryland: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	27,008	$2,059,697,558	$2,762,105,930	$3,743,838,922
Indirect	4,240	$303,392,791	$506,861,736	$892,458,663
Induced	8,385	$533,130,202	$1,043,907,781	$1,636,698,060
Total	**39,633**	**$2,896,220,552**	**$4,312,875,447**	**$6,272,995,645**

Maryland: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$48,639,417	$77,026,746	$444,267,345	$569,933,508
Indirect	$18,021,356	$24,621,253	$70,902,631	$113,545,241
Induced	$52,182,561	$67,400,155	$132,527,856	$252,110,573
Total	**$118,843,334**	**$169,048,155**	**$647,697,833**	**$935,589,322**

Maryland: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	9,418	$608,412,377	$734,689,291	$1,308,232,938	$196,140,975
Dental Hygienists	6,404	$630,798,949	$1,015,964,155	$1,415,527,235	$205,502,661
Emergency Medical Technicians (EMTs)	4,072	$235,862,002	$274,759,340	$466,534,163	$71,185,537
Firefighters	6,668	$467,559,891	$849,968,407	$943,851,899	$153,952,595
Massage Therapists	1,950	$132,703,656	$219,287,371	$306,590,609	$44,623,343
Occupational Health and Safety Specialists	4,284	$377,189,443	$495,677,868	$807,177,441	$117,619,074
Physical Therapist Assistants	2,764	$218,922,578	$361,760,619	$505,785,663	$73,615,585
Veterinary Technologists and Technicians (Vet Techs)	4,072	$224,771,657	$360,768,395	$519,295,698	$72,949,554
Total	**39,633**	**$2,896,220,552**	**$4,312,875,447**	**$6,272,995,645**	**$935,589,322**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Maryland: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Maryland: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	3,073	$230,015,971	$297,864,613	$417,057,119
Indirect	532	$37,096,129	$62,492,393	$110,612,567
Induced	952	$60,530,487	$118,519,094	$185,821,343
Total	**4,557**	**$327,642,587**	**$478,876,099**	**$713,491,028**

Maryland: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$5,882,604	$8,809,152	$48,853,415	$63,545,170
Indirect	$2,177,426	$2,996,480	$8,680,990	$13,854,895
Induced	$5,924,244	$7,651,920	$15,046,739	$28,622,903
Total	**$13,984,274**	**$19,457,551**	**$72,581,143**	**$106,022,968**

Maryland: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	1,412	$91,183,068	$110,108,253	$196,065,527	$29,395,746
Dental Hygienists	479	$47,220,451	$76,053,211	$105,963,770	$15,383,552
Emergency Medical Technicians (EMTs)	320	$18,517,950	$21,571,850	$36,628,436	$5,588,905
Firefighters	559	$39,193,316	$71,248,799	$79,118,604	$12,905,112
Massage Therapists	305	$20,738,055	$34,268,789	$47,911,966	$6,973,443
Occupational Health and Safety Specialists	544	$47,891,731	$62,936,203	$102,487,293	$14,934,090
Physical Therapist Assistants	462	$36,589,844	$60,463,223	$84,534,993	$12,303,814
Veterinary Technologists and Technicians (Vet Techs)	477	$26,308,171	$42,225,772	$60,780,440	$8,538,307
Total	**4,557**	**$327,642,587**	**$478,876,099**	**$713,491,028**	**$106,022,968**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Massachusetts: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Massachusetts: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	51,482	$4,452,880,299	$6,400,155,943	$12,064,713,847
Indirect	19,866	$1,870,750,861	$3,063,055,696	$5,074,322,633
Induced	22,837	$1,893,667,580	$3,336,716,854	$5,051,364,086
Total	**94,186**	**$8,217,298,740**	**$12,799,928,494**	**$22,190,400,567**

Massachusetts: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$164,529,772	$271,418,975	$984,663,483	$1,420,612,229
Indirect	$127,813,733	$152,177,242	$434,323,796	$714,314,772
Induced	$126,170,390	$157,617,464	$456,371,911	$740,159,765
Total	**$418,513,895**	**$581,213,681**	**$1,875,359,190**	**$2,875,086,765**

Massachusetts: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,031	$222,408,368	$291,821,160	$468,657,391	$65,987,919
Electrical Power-Line Installers and Repairers	8,380	$1,486,144,269	$3,029,818,706	$5,669,005,899	$644,837,597
Heavy and Tractor-Trailer Truck Drivers	60,482	$4,587,914,335	$6,910,458,613	$11,764,378,341	$1,580,477,285
Machinists	12,825	$1,042,356,135	$1,415,185,530	$2,437,241,090	$323,142,787
Painters	7,006	$556,515,642	$730,202,024	$1,172,685,955	$165,116,580
Roofers	3,462	$321,959,992	$422,442,461	$678,431,892	$95,524,597
Total	**94,186**	**$8,217,298,740**	**$12,799,928,494**	**$22,190,400,567**	**$2,875,086,765**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Massachusetts: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Massachusetts: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,344	$454,966,221	$654,656,075	$1,235,888,189
Indirect	2,124	$193,112,061	$312,812,596	$514,817,091
Induced	2,340	$193,996,548	$341,839,207	$517,501,527
Total	**9,808**	**$842,074,830**	**$1,309,307,878**	**$2,268,206,807**

Massachusetts: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$17,073,329	$27,882,283	$100,801,376	$145,756,989
Indirect	$12,841,113	$15,447,979	$44,745,142	$73,034,235
Induced	$12,926,070	$16,147,617	$46,753,434	$75,827,121
Total	**$42,840,513**	**$59,477,879**	**$192,299,953**	**$294,618,344**

Massachusetts: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	153	$16,734,018	$21,956,641	$35,261,809	$4,964,935
Electrical Power-Line Installers and Repairers	780	$138,374,008	$282,104,616	$527,837,764	$60,040,445
Heavy and Tractor-Trailer Truck Drivers	6,729	$510,438,256	$768,837,904	$1,308,871,160	$175,839,392
Machinists	1,292	$105,000,893	$142,557,557	$245,513,489	$32,551,524
Painters	581	$46,167,262	$60,575,887	$97,283,340	$13,697,693
Roofers	273	$25,360,393	$33,275,274	$53,439,247	$7,524,355
Total	**9,808**	**$842,074,830**	**$1,309,307,878**	**$2,268,206,807**	**$294,618,344**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Massachusetts: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Massachusetts: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	44,572	$3,635,606,447	$5,006,664,258	$6,261,323,745
Indirect	4,998	$464,808,797	$752,483,664	$1,245,864,896
Induced	14,739	$1,222,081,253	$2,153,750,735	$3,260,525,988
Total	**64,309**	**$5,322,496,496**	**$7,912,898,658**	**$10,767,714,628**

Massachusetts: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$29,210,215	$163,455,686	$802,050,685	$994,716,585
Indirect	$17,644,215	$30,575,161	$109,205,334	$157,424,710
Induced	$81,447,183	$101,739,759	$294,539,499	$477,726,441
Total	**$128,301,613**	**$295,770,606**	**$1,205,795,517**	**$1,629,867,736**

Massachusetts: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	13,923	$1,049,785,698	$1,294,873,814	$2,036,658,270	$305,600,048
Dental Hygienists	11,064	$1,177,168,188	$1,768,493,886	$2,403,099,515	$358,865,446
Emergency Medical Technicians (EMTs)	5,615	$384,406,383	$443,040,062	$715,735,161	$109,501,826
Firefighters	15,011	$1,098,641,570	$2,010,195,836	$2,235,563,361	$354,065,784
Massage Therapists	3,650	$284,193,810	$438,719,911	$610,432,633	$90,136,891
Occupational Health and Safety Specialists	6,284	$673,228,885	$885,305,794	$1,301,279,772	$201,348,521
Physical Therapist Assistants	3,799	$344,391,381	$531,649,005	$739,733,697	$109,229,572
Veterinary Technologists and Technicians (Vet Techs)	4,963	$310,680,581	$540,620,350	$725,212,220	$101,119,648
Total	**64,309**	**$5,322,496,496**	**$7,912,898,658**	**$10,767,714,628**	**$1,629,867,736**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Massachusetts: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Massachusetts: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,380	$353,918,303	$473,296,724	$605,116,104
Indirect	542	$48,836,199	$80,108,685	$133,255,826
Induced	1,453	$120,446,397	$212,253,574	$321,326,096
Total	**6,374**	**$523,200,899**	**$765,658,984**	**$1,059,698,027**

Massachusetts: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,247,094	$15,818,171	$77,205,403	$96,270,667
Indirect	$1,866,965	$3,244,748	$11,514,182	$16,625,895
Induced	$8,026,337	$10,026,419	$29,028,537	$47,081,294
Total	**$13,140,396**	**$29,089,338**	**$117,748,122**	**$159,977,857**

Massachusetts: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,776	$133,900,955	$165,162,129	$259,777,294	$38,979,516
Dental Hygienists	684	$72,738,066	$109,276,505	$148,489,241	$22,174,553
Emergency Medical Technicians (EMTs)	415	$28,402,183	$32,734,381	$52,882,684	$8,090,633
Firefighters	1,190	$87,125,646	$159,414,696	$177,287,032	$28,078,503
Massage Therapists	508	$39,553,888	$61,060,719	$84,959,570	$12,545,187
Occupational Health and Safety Specialists	699	$74,884,288	$98,473,930	$144,743,358	$22,396,307
Physical Therapist Assistants	626	$56,778,629	$87,651,153	$121,957,364	$18,008,306
Veterinary Technologists and Technicians (Vet Techs)	476	$29,817,243	$51,885,472	$69,601,484	$9,704,852
Total	**6,374**	**$523,200,899**	**$765,658,984**	**$1,059,698,027**	**$159,977,857**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Michigan: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Michigan: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	97,221	$6,632,562,325	$9,530,505,185	$19,407,991,632
Indirect	48,611	$3,363,670,824	$5,548,959,579	$10,010,392,570
Induced	46,418	$2,803,717,151	$5,177,406,801	$8,714,203,866
Total	**192,250**	**$12,799,950,300**	**$20,256,871,565**	**$38,132,588,068**

Michigan: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$151,338,852	$329,026,287	$1,453,081,598	$1,933,446,737
Indirect	$258,619,046	$397,423,303	$779,475,816	$1,435,518,165
Induced	$187,246,231	$302,680,723	$678,190,226	$1,168,117,180
Total	**$597,204,128**	**$1,029,130,313**	**$2,910,747,640**	**$4,537,082,081**

Michigan: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	3,871	$286,816,629	$401,990,108	$710,296,866	$86,357,232
Electrical Power-Line Installers and Repairers	10,878	$1,100,951,015	$2,961,760,745	$6,394,755,045	$786,422,347
Heavy and Tractor-Trailer Truck Drivers	127,207	$8,341,348,504	$12,691,544,744	$23,047,399,088	$2,743,149,924
Machinists	37,677	$2,224,521,278	$3,015,419,485	$5,884,256,559	$666,337,376
Painters	7,510	$482,660,125	$676,476,105	$1,195,300,202	$145,323,486
Roofers	5,106	$363,652,749	$509,680,378	$900,580,308	$109,491,716
Total	**192,250**	**$12,799,950,300**	**$20,256,871,565**	**$38,132,588,068**	**$4,537,082,081**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Michigan: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Michigan: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	9,671	$659,122,212	$935,323,217	$1,894,034,029
Indirect	4,936	$332,423,234	$535,254,720	$955,718,711
Induced	4,606	$278,200,568	$513,731,457	$864,672,571
Total	**19,212**	**$1,269,746,013**	**$1,984,309,394**	**$3,714,425,311**

Michigan: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$13,454,209	$30,633,448	$143,739,088	$187,826,745
Indirect	$24,000,239	$37,218,506	$76,351,588	$137,570,332
Induced	$18,579,480	$30,033,505	$67,293,869	$115,906,855
Total	**$56,033,929**	**$97,885,458**	**$287,384,545**	**$441,303,932**

Michigan: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	299	$22,119,891	$31,002,308	$54,779,562	$6,660,048
Electrical Power-Line Installers and Repairers	831	$84,082,833	$226,198,288	$488,386,053	$60,061,363
Heavy and Tractor-Trailer Truck Drivers	13,499	$885,175,656	$1,346,814,179	$2,445,767,203	$291,100,358
Machinists	3,626	$214,111,412	$290,235,806	$566,362,972	$64,135,344
Painters	564	$36,265,649	$50,828,407	$89,811,310	$10,919,175
Roofers	393	$27,990,572	$39,230,407	$69,318,211	$8,427,644
Total	**19,212**	**$1,269,746,013**	**$1,984,309,394**	**$3,714,425,311**	**$441,303,932**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Michigan: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Michigan: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	41,487	$2,936,075,031	$3,670,585,904	$5,294,830,038
Indirect	8,129	$570,035,366	$869,724,654	$1,629,437,537
Induced	16,298	$984,261,560	$1,817,561,789	$3,059,185,042
Total	**65,914**	**$4,490,371,957**	**$6,357,872,347**	**$9,983,452,618**

Michigan: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$47,400,672	$115,522,471	$612,035,591	$774,958,734
Indirect	$17,549,696	$34,504,553	$126,839,160	$178,893,409
Induced	$65,728,121	$106,250,715	$238,083,689	$410,062,524
Total	**$130,678,488**	**$256,277,739**	**$976,958,440**	**$1,363,914,667**

Michigan: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	16,581	$1,144,082,155	$1,446,247,857	$2,637,520,053	$382,531,276
Dental Hygienists	13,854	$1,119,506,686	$1,719,996,255	$2,509,618,964	$328,837,357
Emergency Medical Technicians (EMTs)	5,806	$293,174,694	$339,774,674	$623,293,903	$81,658,460
Firefighters	9,158	$499,589,254	$779,735,505	$916,904,673	$145,133,817
Massage Therapists	3,415	$246,469,385	$387,969,003	$584,742,316	$75,104,228
Occupational Health and Safety Specialists	6,563	$525,731,144	$681,863,548	$1,182,463,318	$152,776,959
Physical Therapist Assistants	6,485	$428,211,323	$674,050,125	$1,015,920,418	$130,484,689
Veterinary Technologists and Technicians (Vet Techs)	4,052	$233,607,318	$328,235,380	$512,988,972	$67,387,880
Total	**65,914**	**$4,490,371,957**	**$6,357,872,347**	**$9,983,452,618**	**$1,363,914,667**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Michigan: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Michigan: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,351	$312,316,826	$382,987,977	$570,243,065
Indirect	968	$66,364,877	$102,053,540	$192,167,454
Induced	1,764	$106,542,337	$196,743,945	$331,145,404
Total	**7,083**	**$485,224,040**	**$681,785,461**	**$1,093,555,923**

Michigan: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$6,118,117	$13,562,458	$64,262,601	$83,943,176
Indirect	$2,075,145	$4,066,774	$14,775,417	$20,917,336
Induced	$7,114,351	$11,500,651	$25,771,676	$44,386,678
Total	**$15,307,613**	**$29,129,883**	**$104,809,694**	**$149,247,191**

Michigan: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,263	$156,157,474	$197,400,520	$359,999,033	$52,212,263
Dental Hygienists	1,007	$81,337,426	$124,965,817	$182,335,621	$23,891,581
Emergency Medical Technicians (EMTs)	421	$21,274,720	$24,656,327	$45,230,382	$5,925,685
Firefighters	655	$35,735,782	$55,774,734	$65,586,489	$10,381,469
Massage Therapists	499	$35,989,141	$56,650,732	$85,383,317	$10,966,622
Occupational Health and Safety Specialists	759	$60,762,702	$78,808,098	$136,666,178	$17,657,582
Physical Therapist Assistants	1,030	$68,028,154	$107,083,543	$161,395,056	$20,729,560
Veterinary Technologists and Technicians (Vet Techs)	450	$25,938,641	$36,445,689	$56,959,846	$7,482,428
Total	**7,083**	**$485,224,040**	**$681,785,461**	**$1,093,555,923**	**$149,247,191**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Minnesota: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Minnesota: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	62,490	$5,394,424,820	$7,466,044,453	$15,118,092,047
Indirect	35,629	$2,685,251,223	$4,398,625,413	$7,926,487,824
Induced	37,158	$2,497,177,962	$4,605,055,005	$7,466,407,178
Total	**135,277**	**$10,576,854,005**	**$16,469,724,871**	**$30,510,987,048**

Minnesota: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$98,753,560	$354,114,494	$1,135,312,794	$1,588,180,848
Indirect	$183,875,860	$359,861,120	$619,012,059	$1,162,749,038
Induced	$157,903,453	$335,342,143	$604,410,491	$1,097,656,087
Total	**$440,532,872**	**$1,049,317,757**	**$2,358,735,344**	**$3,848,585,973**

Minnesota: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,248	$216,177,871	$320,657,345	$528,625,733	$70,076,629
Electrical Power-Line Installers and Repairers	5,046	$509,549,016	$1,319,944,958	$3,094,509,184	$415,415,170
Heavy and Tractor-Trailer Truck Drivers	92,646	$7,322,506,986	$11,295,698,899	$20,562,343,157	$2,546,045,628
Machinists	26,378	$1,844,152,600	$2,518,150,736	$4,651,761,572	$595,170,250
Painters	5,458	$390,364,784	$579,029,364	$954,569,812	$126,541,390
Roofers	3,501	$294,102,748	$436,243,569	$719,177,589	$95,336,905
Total	**135,277**	**$10,576,854,005**	**$16,469,724,871**	**$30,510,987,048**	**$3,848,585,973**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Minnesota: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Minnesota: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,572	$569,158,910	$782,316,988	$1,581,429,558
Indirect	3,816	$283,662,745	$458,947,909	$819,884,496
Induced	3,924	$263,700,997	$486,287,257	$788,440,838
Total	**14,312**	**$1,116,522,653**	**$1,727,552,153**	**$3,189,754,891**

Minnesota: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$9,626,535	$36,249,440	$119,372,930	$165,248,905
Indirect	$18,401,970	$36,590,267	$65,083,682	$120,075,919
Induced	$16,674,037	$35,411,229	$63,825,246	$115,910,512
Total	**$44,702,542**	**$108,250,936**	**$248,281,859**	**$401,235,336**

Minnesota: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	196	$18,810,414	$27,901,549	$45,997,627	$6,097,620
Electrical Power-Line Installers and Repairers	416	$41,971,595	$108,723,976	$254,894,979	$34,217,782
Heavy and Tractor-Trailer Truck Drivers	10,194	$805,702,274	$1,242,876,286	$2,262,493,797	$280,143,775
Machinists	2,772	$193,782,605	$264,605,982	$488,804,709	$62,540,183
Painters	440	$31,504,126	$46,730,173	$77,037,910	$10,212,437
Roofers	295	$24,751,639	$36,714,188	$60,525,868	$8,023,538
Total	**14,312**	**$1,116,522,653**	**$1,727,552,153**	**$3,189,754,891**	**$401,235,336**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Minnesota: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Minnesota: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	27,624	$2,012,120,428	$2,590,924,448	$3,568,736,432
Indirect	4,179	$335,210,804	$530,849,953	$956,176,305
Induced	10,745	$722,163,330	$1,331,924,561	$2,159,560,144
Total	**42,548**	**$3,069,494,561**	**$4,453,698,962**	**$6,684,472,881**

Minnesota: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$15,345,475	$98,291,277	$424,422,422	$538,059,173
Indirect	$10,509,418	$29,302,862	$76,730,865	$116,543,145
Induced	$45,683,739	$97,007,606	$174,800,524	$317,491,869
Total	**$71,538,631**	**$224,601,745**	**$675,953,811**	**$972,094,187**

Minnesota: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	8,892	$659,923,187	$790,689,685	$1,333,807,627	$201,313,246
Dental Hygienists	8,035	$740,596,999	$1,254,789,928	$1,719,723,292	$245,099,993
Emergency Medical Technicians (EMTs)	3,964	$224,680,626	$268,143,889	$446,701,780	$66,520,547
Firefighters	5,758	$238,274,737	$359,523,329	$423,286,611	$73,729,980
Massage Therapists	2,195	$145,376,845	$253,608,572	$360,429,675	$50,221,184
Occupational Health and Safety Specialists	5,295	$489,188,799	$644,533,522	$1,075,996,984	$151,264,011
Physical Therapist Assistants	2,026	$139,410,344	$243,200,064	$345,637,057	$48,160,025
Veterinary Technologists and Technicians (Vet Techs)	6,384	$432,043,025	$639,209,972	$978,889,854	$135,785,201
Total	**42,548**	**$3,069,494,561**	**$4,453,698,962**	**$6,684,472,881**	**$972,094,187**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Minnesota: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Minnesota: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,970	$220,030,800	$274,149,395	$387,521,835
Indirect	497	$38,644,636	$61,855,699	$112,081,072
Induced	1,187	$79,798,715	$147,167,937	$238,613,423
Total	**4,655**	**$338,474,151**	**$483,173,031**	**$738,216,330**

Minnesota: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,962,238	$10,841,390	$45,640,968	$58,444,596
Indirect	$1,238,431	$3,433,250	$8,872,820	$13,544,501
Induced	$5,047,056	$10,717,812	$19,314,874	$35,079,742
Total	**$8,247,726**	**$24,992,452**	**$73,828,662**	**$107,068,839**

Minnesota: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,285	$95,393,818	$114,296,496	$192,805,776	$29,100,416
Dental Hygienists	583	$53,761,738	$91,088,254	$124,838,899	$17,792,405
Emergency Medical Technicians (EMTs)	301	$17,077,887	$20,381,512	$33,953,628	$5,056,201
Firefighters	451	$18,657,747	$28,151,937	$33,144,825	$5,773,316
Massage Therapists	334	$22,096,692	$38,547,476	$54,783,851	$7,633,417
Occupational Health and Safety Specialists	650	$60,022,765	$79,083,340	$132,023,289	$18,559,878
Physical Therapist Assistants	323	$22,240,383	$38,798,143	$55,140,101	$7,683,055
Veterinary Technologists and Technicians (Vet Techs)	727	$49,223,121	$72,825,872	$111,525,962	$15,470,152
Total	**4,655**	**$338,474,151**	**$483,173,031**	**$738,216,330**	**$107,068,839**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Mississippi: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Mississippi: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	31,328	$1,790,786,461	$2,888,533,445	$7,294,828,803
Indirect	20,631	$1,069,485,678	$1,951,978,829	$3,796,014,019
Induced	10,752	$488,978,226	$1,045,492,952	$1,836,138,823
Total	**62,710**	**$3,349,250,364**	**$5,886,005,227**	**$12,926,981,645**

Mississippi: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$52,525,607	$126,769,230	$410,418,123	$589,712,960
Indirect	$87,381,851	$172,311,276	$253,799,305	$513,492,431
Induced	$41,103,540	$82,584,219	$122,968,495	$246,656,254
Total	**$181,010,998**	**$381,664,724**	**$787,185,924**	**$1,349,861,646**

Mississippi: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	234	$13,844,592	$19,037,579	$39,139,089	$4,303,710
Electrical Power-Line Installers and Repairers	3,363	$253,494,748	$848,500,082	$2,156,281,444	$233,781,097
Heavy and Tractor-Trailer Truck Drivers	53,728	$2,782,200,174	$4,619,919,965	$9,866,992,941	$1,023,156,908
Machinists	3,460	$192,281,371	$250,822,255	$560,861,712	$55,224,556
Painters	1,222	$68,160,931	$93,727,505	$192,693,056	$21,188,409
Roofers	703	$39,268,549	$53,997,842	$111,013,402	$12,206,965
Total	**62,710**	**$3,349,250,364**	**$5,886,005,227**	**$12,926,981,645**	**$1,349,861,646**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Mississippi: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Mississippi: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,430	$195,267,489	$308,831,009	$777,167,262
Indirect	2,288	$117,447,523	$211,561,117	$409,009,350
Induced	1,176	$53,467,727	$114,320,290	$200,773,967
Total	**6,894**	**$366,182,739**	**$634,712,416**	**$1,386,950,579**

Mississippi: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$5,072,765	$12,653,011	$44,458,131	$62,183,907
Indirect	$9,306,428	$18,404,269	$27,725,219	$55,435,916
Induced	$4,494,491	$9,030,223	$13,446,092	$26,970,806
Total	**$18,873,683**	**$40,087,503**	**$85,629,442**	**$144,590,629**

Mississippi: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	23	$1,387,220	$1,907,555	$3,921,715	$431,229
Electrical Power-Line Installers and Repairers	292	$22,034,295	$73,753,406	$187,428,504	$20,320,743
Heavy and Tractor-Trailer Truck Drivers	6,033	$312,409,530	$518,764,623	$1,107,951,417	$114,888,918
Machinists	369	$20,520,662	$26,768,265	$59,856,312	$5,893,678
Painters	109	$6,069,674	$8,346,356	$17,159,155	$1,886,810
Roofers	67	$3,761,358	$5,172,211	$10,633,477	$1,169,250
Total	**6,894**	**$366,182,739**	**$634,712,416**	**$1,386,950,579**	**$144,590,629**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Mississippi: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Mississippi: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	9,775	$597,875,024	$762,522,610	$1,154,158,538
Indirect	1,785	$81,247,745	$139,566,912	$294,734,584
Induced	2,590	$117,742,540	$251,748,218	$442,082,048
Total	**14,150**	**$796,865,309**	**$1,153,837,741**	**$1,890,975,169**

Mississippi: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$5,335,350	$19,761,015	$122,486,785	$147,583,150
Indirect	$3,098,836	$7,083,130	$18,611,175	$28,793,140
Induced	$9,894,282	$19,880,405	$29,610,021	$59,384,708
Total	**$18,328,468**	**$46,724,550**	**$170,707,980**	**$235,760,998**

Mississippi: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,750	$112,094,428	$152,371,532	$303,229,400	$37,531,118
Dental Hygienists	2,225	$151,999,811	$245,118,155	$361,178,604	$44,621,316
Emergency Medical Technicians (EMTs)	1,717	$76,266,866	$88,174,250	$167,545,269	$20,957,517
Firefighters	3,010	$108,643,927	$160,847,301	$186,249,469	$30,524,401
Massage Therapists	252	$11,798,033	$19,508,917	$28,714,289	$3,588,412
Occupational Health and Safety Specialists	2,208	$165,128,040	$216,009,329	$425,818,437	$47,577,186
Physical Therapist Assistants	1,822	$116,442,021	$192,545,466	$283,398,933	$35,416,239
Veterinary Technologists and Technicians (Vet Techs)	1,166	$54,492,183	$79,262,790	$134,840,768	$15,544,809
Total	**14,150**	**$796,865,309**	**$1,153,837,741**	**$1,890,975,169**	**$235,760,998**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Mississippi: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Mississippi: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	999	$64,563,385	$82,427,782	$127,438,710
Indirect	212	$9,436,112	$16,343,318	$34,702,912
Induced	283	$12,876,979	$27,532,603	$48,347,533
Total	**1,494**	**$86,876,475**	**$126,303,702**	**$210,489,155**

Mississippi: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$679,362	$2,316,584	$13,144,499	$16,140,444
Indirect	$362,250	$828,346	$2,164,752	$3,355,348
Induced	$1,082,026	$2,174,118	$3,238,318	$6,494,461
Total	**$2,123,638**	**$5,319,047**	**$18,547,569**	**$25,990,253**

Mississippi: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	244	$15,630,122	$21,246,245	$42,281,429	$5,233,230
Dental Hygienists	152	$10,360,021	$16,706,793	$24,617,255	$3,041,305
Emergency Medical Technicians (EMTs)	121	$5,371,237	$6,209,837	$11,799,690	$1,475,972
Firefighters	248	$8,966,378	$13,274,721	$15,371,160	$2,519,177
Massage Therapists	34	$1,613,367	$2,667,821	$3,926,644	$490,711
Occupational Health and Safety Specialists	265	$19,809,586	$25,913,560	$51,083,310	$5,707,597
Physical Therapist Assistants	294	$18,781,228	$31,056,145	$45,710,131	$5,712,375
Veterinary Technologists and Technicians (Vet Techs)	136	$6,344,535	$9,228,582	$15,699,536	$1,809,885
Total	**1,494**	**$86,876,475**	**$126,303,702**	**$210,489,155**	**$25,990,253**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Missouri: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Missouri: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	68,214	$4,939,090,490	$7,705,229,473	$16,049,221,616
Indirect	37,037	$2,518,122,152	$4,427,085,516	$8,097,888,650
Induced	32,533	$1,946,002,370	$3,641,895,025	$6,102,848,157
Total	**137,785**	**$9,403,215,013**	**$15,774,210,015**	**$30,249,958,424**

Missouri: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$209,071,917	$223,874,939	$1,066,860,276	$1,499,807,131
Indirect	$297,123,801	$215,218,975	$580,254,063	$1,092,596,839
Induced	$176,661,730	$141,327,934	$460,474,253	$778,463,917
Total	**$682,857,448**	**$580,421,848**	**$2,107,588,592**	**$3,370,867,888**

Missouri: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	3,531	$281,340,724	$401,563,007	$707,680,667	$81,764,179
Electrical Power-Line Installers and Repairers	10,091	$952,538,489	$2,906,267,214	$6,807,675,095	$735,328,267
Heavy and Tractor-Trailer Truck Drivers	99,739	$6,533,456,455	$10,232,288,765	$18,538,516,056	$2,087,752,071
Machinists	14,642	$979,948,047	$1,297,867,719	$2,546,165,862	$275,394,432
Painters	6,704	$464,777,750	$663,386,190	$1,169,095,691	$135,075,258
Roofers	3,078	$191,153,546	$272,837,120	$480,825,054	$55,553,680
Total	**137,785**	**$9,403,215,013**	**$15,774,210,015**	**$30,249,958,424**	**$3,370,867,888**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Missouri: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Missouri: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,052	$508,703,126	$780,785,648	$1,612,122,491
Indirect	3,883	$258,535,290	$443,004,342	$799,560,623
Induced	3,349	$200,344,458	$374,937,246	$628,294,018
Total	**14,284**	**$967,582,873**	**$1,598,727,236**	**$3,039,977,133**

Missouri: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$19,280,419	$21,792,905	$109,211,235	$150,284,559
Indirect	$28,660,417	$21,040,049	$59,008,505	$108,708,971
Induced	$18,187,371	$14,549,806	$47,406,481	$80,143,658
Total	**$66,128,206**	**$57,382,761**	**$215,626,221**	**$339,137,188**

Missouri: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	298	$23,758,378	$33,910,788	$59,761,504	$6,904,739
Electrical Power-Line Installers and Repairers	844	$79,651,289	$243,022,126	$569,257,935	$61,488,165
Heavy and Tractor-Trailer Truck Drivers	10,850	$710,727,408	$1,113,096,586	$2,016,670,894	$227,111,427
Machinists	1,498	$100,281,635	$132,815,507	$260,558,379	$28,182,110
Painters	539	$37,385,796	$53,361,463	$94,039,727	$10,865,185
Roofers	254	$15,778,368	$22,520,767	$39,688,693	$4,585,562
Total	**14,284**	**$967,582,873**	**$1,598,727,236**	**$3,039,977,133**	**$339,137,188**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Missouri: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Missouri: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	25,878	$1,667,162,330	$2,175,106,687	$2,987,029,990
Indirect	3,910	$255,052,343	$413,850,414	$789,322,593
Induced	8,387	$501,663,832	$938,861,967	$1,573,288,305
Total	**38,175**	**$2,423,878,505**	**$3,527,819,069**	**$5,349,640,889**

Missouri: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$23,136,502	$46,834,296	$342,404,604	$412,375,402
Indirect	$11,586,091	$12,041,530	$57,220,193	$80,847,814
Induced	$45,543,181	$36,433,911	$118,707,345	$200,684,436
Total	**$80,265,774**	**$95,309,737**	**$518,332,141**	**$693,907,652**

Missouri: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	8,800	$545,840,938	$694,835,555	$1,213,714,213	$154,433,989
Dental Hygienists	4,693	$396,814,183	$664,913,884	$933,503,650	$117,008,693
Emergency Medical Technicians (EMTs)	4,563	$232,215,449	$276,048,678	$486,537,079	$63,335,342
Firefighters	8,177	$406,817,309	$638,172,938	$742,488,255	$113,678,183
Massage Therapists	1,948	$125,325,189	$216,396,362	$315,407,505	$38,901,577
Occupational Health and Safety Specialists	4,395	$371,581,488	$481,489,156	$824,511,071	$103,474,004
Physical Therapist Assistants	3,284	$215,199,220	$371,579,959	$541,594,630	$66,798,934
Veterinary Technologists and Technicians (Vet Techs)	2,313	$130,084,729	$184,382,537	$291,884,486	$36,276,931
Total	**38,175**	**$2,423,878,505**	**$3,527,819,069**	**$5,349,640,889**	**$693,907,652**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Missouri: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Missouri: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,762	$181,398,467	$233,714,255	$329,442,003
Indirect	473	$30,069,037	$49,213,897	$94,486,422
Induced	927	$55,436,804	$103,744,107	$173,845,409
Total	**4,162**	**$266,904,308**	**$386,672,259**	**$597,773,834**

Missouri: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$2,846,470	$5,265,088	$36,894,226	$45,005,784
Indirect	$1,386,162	$1,434,508	$6,762,516	$9,583,186
Induced	$5,032,150	$4,025,788	$13,117,450	$22,175,388
Total	**$9,264,782**	**$10,725,384**	**$56,774,192**	**$76,764,358**

Missouri: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,200	$74,457,295	$94,781,413	$165,560,826	$21,066,095
Dental Hygienists	331	$27,978,357	$46,881,384	$65,818,965	$8,249,985
Emergency Medical Technicians (EMTs)	347	$17,642,387	$20,972,582	$36,964,274	$4,811,853
Firefighters	649	$32,290,710	$50,654,327	$58,934,249	$9,023,090
Massage Therapists	282	$18,161,788	$31,359,576	$45,708,003	$5,637,511
Occupational Health and Safety Specialists	539	$45,595,255	$59,081,578	$101,172,404	$12,696,875
Physical Therapist Assistants	541	$35,462,733	$61,232,754	$89,249,515	$11,007,813
Veterinary Technologists and Technicians (Vet Techs)	272	$15,315,783	$21,708,643	$34,365,597	$4,271,136
Total	**4,162**	**$266,904,308**	**$386,672,259**	**$597,773,834**	**$76,764,358**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Montana: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Montana: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	10,064	$811,676,793	$1,197,351,638	$2,606,762,543
Indirect	5,229	$347,171,490	$586,392,685	$1,168,631,831
Induced	5,014	$288,602,769	$532,488,631	$910,797,068
Total	**20,307**	**$1,447,451,052**	**$2,316,232,954**	**$4,686,191,442**

Montana: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$35,887,778	$61,842,716	$185,866,071	$283,596,564
Indirect	$31,594,274	$40,320,438	$84,331,860	$156,246,572
Induced	$17,309,530	$26,626,397	$72,189,844	$116,125,770
Total	**$84,791,581**	**$128,789,551**	**$342,387,774**	**$555,968,906**

Montana: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	342	$23,707,317	$32,234,681	$59,576,196	$7,350,697
Electrical Power-Line Installers and Repairers	1,551	$148,541,151	$396,309,026	$1,097,338,323	$111,694,300
Heavy and Tractor-Trailer Truck Drivers	14,899	$1,031,390,162	$1,562,781,596	$2,889,967,342	$361,025,385
Machinists	1,303	$86,434,616	$110,922,101	$243,821,096	$27,101,923
Painters	1,614	$114,557,156	$155,762,599	$287,880,720	$35,519,620
Roofers	599	$42,820,650	$58,222,951	$107,607,765	$13,276,981
Total	**20,307**	**$1,447,451,052**	**$2,316,232,954**	**$4,686,191,442**	**$555,968,906**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Montana: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Montana: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,036	$83,419,717	$121,891,640	$262,156,803
Indirect	546	$35,804,253	$59,545,483	$117,500,393
Induced	516	$29,702,625	$54,803,030	$93,737,983
Total	**2,099**	**$148,926,596**	**$236,240,152**	**$473,395,179**

Montana: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,496,815	$6,190,099	$19,037,987	$28,724,900
Indirect	$3,106,708	$4,025,847	$8,649,902	$15,782,457
Induced	$1,781,477	$2,740,356	$7,429,686	$11,951,519
Total	**$8,384,999**	**$12,956,303**	**$35,117,575**	**$56,458,877**

Montana: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	30	$2,086,488	$2,836,984	$5,243,320	$646,937
Electrical Power-Line Installers and Repairers	138	$13,217,833	$35,265,288	$97,645,900	$9,939,041
Heavy and Tractor-Trailer Truck Drivers	1,593	$110,307,081	$167,139,346	$309,081,737	$38,611,631
Machinists	139	$9,202,865	$11,810,096	$25,960,116	$2,885,595
Painters	149	$10,558,577	$14,356,426	$26,533,573	$3,273,795
Roofers	50	$3,553,752	$4,832,013	$8,930,535	$1,101,877
Total	**2,099**	**$148,926,596**	**$236,240,152**	**$473,395,179**	**$56,458,877**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Montana: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Montana: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,724	$446,308,987	$552,943,632	$793,209,163
Indirect	1,096	$66,640,955	$101,124,201	$203,465,981
Induced	2,225	$128,060,466	$236,278,516	$404,142,052
Total	**9,045**	**$641,010,407**	**$890,346,350**	**$1,400,817,196**

Montana: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$6,369,564	$22,097,084	$97,854,263	$126,320,911
Indirect	$1,920,955	$4,274,503	$15,364,203	$21,559,660
Induced	$7,680,744	$11,814,860	$32,032,504	$51,528,108
Total	**$15,971,264**	**$38,186,446**	**$145,250,969**	**$199,408,680**

Montana: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,614	$136,302,408	$156,749,707	$277,309,036	$37,826,069
Dental Hygienists	1,675	$151,478,368	$235,585,200	$342,227,378	$49,523,228
Emergency Medical Technicians (EMTs)	917	$42,556,095	$48,818,459	$88,379,402	$13,387,013
Firefighters	1,220	$70,303,150	$101,158,178	$119,358,457	$21,238,401
Massage Therapists	790	$47,849,529	$76,683,628	$113,555,223	$16,827,154
Occupational Health and Safety Specialists	1,476	$115,248,769	$149,539,894	$274,001,077	$35,127,437
Physical Therapist Assistants	543	$36,604,893	$58,662,981	$86,869,754	$12,872,774
Veterinary Technologists and Technicians (Vet Techs)	809	$40,667,196	$63,148,301	$99,116,869	$12,606,603
Total	**9,045**	**$641,010,407**	**$890,346,350**	**$1,400,817,196**	**$199,408,680**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Montana: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Montana: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	654	$51,601,497	$63,215,382	$92,092,398
Indirect	135	$8,092,199	$12,368,943	$25,063,852
Induced	259	$14,933,656	$27,553,341	$47,128,304
Total	**1,049**	**$74,627,352**	**$103,137,666**	**$164,284,553**

Montana: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$793,294	$2,600,121	$11,182,415	$14,575,829
Indirect	$238,260	$524,111	$1,864,910	$2,627,281
Induced	$895,694	$1,377,787	$3,735,444	$6,008,926
Total	**$1,927,248**	**$4,502,019**	**$16,782,769**	**$23,212,036**

Montana: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	236	$19,955,273	$22,948,847	$40,599,264	$5,537,903
Dental Hygienists	147	$13,303,140	$20,689,574	$30,055,107	$4,349,231
Emergency Medical Technicians (EMTs)	84	$3,878,140	$4,448,830	$8,054,021	$1,219,959
Firefighters	97	$5,582,690	$8,032,851	$9,478,114	$1,686,516
Massage Therapists	120	$7,257,399	$11,630,704	$17,223,065	$2,552,196
Occupational Health and Safety Specialists	163	$12,685,265	$16,459,640	$30,158,903	$3,866,426
Physical Therapist Assistants	103	$6,972,808	$11,174,618	$16,547,682	$2,452,114
Veterinary Technologists and Technicians (Vet Techs)	99	$4,992,637	$7,752,602	$12,168,397	$1,547,690
Total	**1,049**	**$74,627,352**	**$103,137,666**	**$164,284,553**	**$23,212,036**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nebraska: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Nebraska: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	30,210	$2,760,767,088	$8,088,885,336	$11,697,023,500
Indirect	15,299	$1,107,931,340	$2,180,824,312	$3,568,475,416
Induced	15,370	$895,929,088	$1,777,250,989	$2,901,112,143
Total	**60,880**	**$4,764,627,516**	**$12,046,960,636**	**$18,166,611,059**

Nebraska: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$196,331,154	$273,836,742	$760,639,362	$1,230,807,258
Indirect	$93,519,042	$94,653,061	$267,540,435	$455,712,539
Induced	$81,789,288	$80,158,663	$220,974,640	$382,922,590
Total	**$371,639,484**	**$448,648,466**	**$1,249,154,437**	**$2,069,442,387**

Nebraska: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	580	$40,770,837	$62,866,426	$108,586,436	$12,566,034
Electrical Power-Line Installers and Repairers	6,712	$1,285,623,681	$6,020,316,045	$7,693,677,139	$882,071,530
Heavy and Tractor-Trailer Truck Drivers	47,561	$3,079,572,434	$5,418,629,013	$9,393,252,156	$1,065,066,182
Machinists	1,473	$91,486,015	$133,180,446	$259,519,750	$27,392,419
Painters	2,281	$134,608,180	$207,558,534	$358,506,803	$41,487,766
Roofers	2,274	$132,566,369	$204,410,172	$353,068,774	$40,858,456
Total	**60,880**	**$4,764,627,516**	**$12,046,960,636**	**$18,166,611,059**	**$2,069,442,387**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nebraska: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Nebraska: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,220	$276,477,201	$740,249,844	$1,108,777,138
Indirect	1,646	$114,193,981	$219,133,977	$355,584,457
Induced	1,549	$90,282,275	$179,106,811	$292,356,375
Total	**6,415**	**$480,953,457**	**$1,138,490,632**	**$1,756,717,970**

Nebraska: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$16,963,076	$24,352,967	$73,561,573	$114,877,615
Indirect	$9,488,385	$9,543,220	$27,418,900	$46,450,504
Induced	$8,243,711	$8,078,909	$22,268,080	$38,590,700
Total	**$34,695,171**	**$41,975,096**	**$123,248,553**	**$199,918,820**

Nebraska: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	49	$3,423,101	$5,278,237	$9,116,869	$1,055,039
Electrical Power-Line Installers and Repairers	537	$102,940,895	$482,051,423	$616,038,757	$70,628,159
Heavy and Tractor-Trailer Truck Drivers	5,280	$341,865,160	$601,525,216	$1,042,750,485	$118,233,628
Machinists	154	$9,551,635	$13,904,760	$27,095,267	$2,859,917
Painters	197	$11,616,383	$17,911,834	$30,938,330	$3,580,301
Roofers	198	$11,556,283	$17,819,163	$30,778,262	$3,561,777
Total	**6,415**	**$480,953,457**	**$1,138,490,632**	**$1,756,717,970**	**$199,918,820**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nebraska: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Nebraska: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,958	$602,408,599	$793,254,676	$1,112,169,550
Indirect	1,435	$89,722,510	$157,566,864	$292,876,831
Induced	2,733	$159,347,021	$316,164,606	$516,044,615
Total	**12,126**	**$851,478,131**	**$1,266,986,146**	**$1,921,090,996**

Nebraska: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$12,760,746	$21,469,401	$124,798,585	$159,028,732
Indirect	$3,973,276	$5,205,762	$21,132,224	$30,311,262
Induced	$14,555,694	$14,263,342	$39,304,668	$68,123,703
Total	**$31,289,715**	**$40,938,505**	**$185,235,477**	**$257,463,696**

Nebraska: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,279	$235,800,166	$306,096,739	$513,083,525	$70,663,779
Dental Hygienists	2,300	$199,349,464	$331,788,949	$464,293,534	$61,039,402
Emergency Medical Technicians (EMTs)	732	$37,253,831	$45,009,538	$78,278,848	$10,470,402
Firefighters	1,315	$77,753,478	$117,295,203	$135,280,433	$22,175,621
Massage Therapists	491	$29,077,255	$50,229,753	$72,527,515	$9,487,421
Occupational Health and Safety Specialists	1,336	$109,262,885	$147,070,209	$258,757,725	$32,048,568
Physical Therapist Assistants	1,759	$114,058,331	$197,031,037	$284,496,157	$37,215,320
Veterinary Technologists and Technicians (Vet Techs)	913	$48,922,722	$72,464,719	$114,373,260	$14,363,184
Total	**12,126**	**$851,478,131**	**$1,266,986,146**	**$1,921,090,996**	**$257,463,696**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nebraska: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Nebraska: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	947	$70,938,884	$91,930,625	$131,582,414
Indirect	182	$11,045,843	$19,691,713	$36,835,117
Induced	325	$18,933,811	$37,564,545	$61,314,767
Total	**1,454**	**$100,918,538**	**$149,186,883**	**$229,732,298**

Nebraska: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$1,705,580	$2,623,316	$14,499,299	$18,828,195
Indirect	$499,428	$653,057	$2,615,992	$3,768,477
Induced	$1,729,197	$1,694,545	$4,670,125	$8,093,867
Total	**$3,934,205**	**$4,970,918**	**$21,785,415**	**$30,690,538**

Nebraska: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	474	$34,072,358	$44,229,985	$74,138,904	$10,210,687
Dental Hygienists	168	$14,601,885	$24,302,769	$34,008,422	$4,470,994
Emergency Medical Technicians (EMTs)	66	$3,342,908	$4,038,853	$7,024,217	$939,543
Firefighters	109	$6,439,876	$9,714,892	$11,204,505	$1,836,680
Massage Therapists	73	$4,300,078	$7,428,207	$10,725,702	$1,403,043
Occupational Health and Safety Specialists	162	$13,268,232	$17,859,327	$31,421,991	$3,891,786
Physical Therapist Assistants	297	$19,252,117	$33,257,234	$48,020,634	$6,281,643
Veterinary Technologists and Technicians (Vet Techs)	105	$5,641,083	$8,355,617	$13,187,923	$1,656,161
Total	**1,454**	**$100,918,538**	**$149,186,883**	**$229,732,298**	**$30,690,538**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nevada: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Nevada: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	26,784	$2,142,934,818	$3,243,820,001	$6,466,051,318
Indirect	17,540	$1,051,061,193	$1,828,937,733	$3,039,672,374
Induced	11,867	$728,175,140	$1,536,743,270	$2,429,157,878
Total	**56,191**	**$3,922,171,151**	**$6,609,501,004**	**$11,934,881,570**

Nevada: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$44,783,238	$99,011,540	$509,575,601	$653,370,379
Indirect	$66,109,310	$146,751,098	$268,177,127	$481,037,535
Induced	$52,021,031	$115,505,195	$198,612,821	$366,139,048
Total	**$162,913,579**	**$361,267,834**	**$976,365,548**	**$1,500,546,961**

Nevada: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	1,406	$94,755,652	$165,503,625	$257,370,867	$32,503,878
Electrical Power-Line Installers and Repairers	2,003	$217,897,305	$666,439,144	$1,382,250,452	$162,106,302
Heavy and Tractor-Trailer Truck Drivers	43,290	$3,021,898,380	$4,774,032,780	$8,692,356,319	$1,105,787,159
Machinists	1,436	$85,565,268	$126,618,949	$239,246,871	$27,930,665
Painters	4,944	$316,498,684	$552,807,972	$859,658,915	$108,568,031
Roofers	3,112	$185,555,861	$324,098,533	$503,998,147	$63,650,926
Total	**56,191**	**$3,922,171,151**	**$6,609,501,004**	**$11,934,881,570**	**$1,500,546,961**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nevada: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Nevada: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,149	$255,822,804	$373,756,824	$753,456,162
Indirect	2,228	$130,201,807	$220,815,274	$362,755,711
Induced	1,435	$88,063,750	$185,848,648	$293,776,879
Total	**6,812**	**$474,088,360**	**$780,420,746**	**$1,409,988,753**

Nevada: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,864,541	$10,748,572	$60,119,597	$75,732,710
Indirect	$7,762,482	$17,229,436	$32,955,430	$57,947,348
Induced	$6,291,201	$13,968,704	$24,019,698	$44,279,603
Total	**$18,918,224**	**$41,946,713**	**$117,094,725**	**$177,959,662**

Nevada: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	126	$8,514,531	$14,871,786	$23,126,772	$2,920,726
Electrical Power-Line Installers and Repairers	147	$15,988,363	$48,900,426	$101,423,569	$11,894,660
Heavy and Tractor-Trailer Truck Drivers	5,680	$396,466,650	$626,342,963	$1,140,418,691	$145,076,927
Machinists	156	$9,270,128	$13,717,878	$25,919,970	$3,026,004
Painters	437	$27,998,904	$48,903,892	$76,049,314	$9,604,419
Roofers	266	$15,849,783	$27,683,800	$43,050,438	$5,436,925
Total	**6,812**	**$474,088,360**	**$780,420,746**	**$1,409,988,753**	**$177,959,662**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nevada: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Nevada: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	12,777	$995,080,730	$1,279,261,330	$1,777,378,935
Indirect	2,351	$158,671,113	$266,801,275	$481,474,573
Induced	4,288	$263,136,564	$555,358,425	$877,802,061
Total	**19,416**	**$1,416,888,407**	**$2,101,421,031**	**$3,136,655,568**

Nevada: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$7,104,984	$15,523,258	$229,802,937	$252,431,179
Indirect	$5,048,395	$11,184,257	$39,950,738	$56,183,389
Induced	$18,800,945	$41,744,796	$71,773,046	$132,318,787
Total	**$30,954,324**	**$68,452,310**	**$341,526,722**	**$440,933,356**

Nevada: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,061	$209,178,118	$265,968,135	$454,816,251	$63,449,666
Dental Hygienists	3,665	$366,887,981	$590,549,655	$839,094,015	$115,196,726
Emergency Medical Technicians (EMTs)	1,852	$88,557,788	$106,678,959	$186,855,356	$26,963,242
Firefighters	2,967	$190,079,829	$273,059,025	$315,952,378	$54,901,889
Massage Therapists	3,000	$180,110,272	$299,160,581	$430,319,472	$59,255,803
Occupational Health and Safety Specialists	2,649	$232,728,123	$321,069,960	$553,061,472	$73,249,496
Physical Therapist Assistants	962	$73,197,507	$121,580,010	$174,883,488	$24,081,786
Veterinary Technologists and Technicians (Vet Techs)	1,260	$76,148,789	$123,354,706	$181,673,136	$23,834,748
Total	**19,416**	**$1,416,888,407**	**$2,101,421,031**	**$3,136,655,568**	**$440,933,356**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Nevada: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Nevada: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,518	$116,113,499	$147,304,315	$210,434,583
Indirect	307	$20,129,713	$34,265,787	$62,072,535
Induced	508	$31,164,504	$65,771,098	$103,962,932
Total	**2,333**	**$167,407,716**	**$247,341,200**	**$376,470,050**

Nevada: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$932,404	$2,041,215	$26,629,812	$29,603,431
Indirect	$639,699	$1,417,190	$5,082,221	$7,139,110
Induced	$2,226,501	$4,943,624	$8,500,309	$15,670,434
Total	**$3,798,604**	**$8,402,029**	**$40,212,342**	**$52,412,975**

Nevada: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	477	$32,569,839	$41,412,264	$70,816,643	$9,879,358
Dental Hygienists	274	$27,387,986	$44,084,207	$62,637,906	$8,599,372
Emergency Medical Technicians (EMTs)	152	$7,250,954	$8,734,683	$15,299,383	$2,207,702
Firefighters	241	$15,431,173	$22,167,639	$25,649,833	$4,457,078
Massage Therapists	504	$30,234,081	$50,218,375	$72,235,267	$9,946,933
Occupational Health and Safety Specialists	384	$33,769,465	$46,588,099	$80,250,680	$10,628,695
Physical Therapist Assistants	160	$12,165,601	$20,206,888	$29,066,054	$4,002,450
Veterinary Technologists and Technicians (Vet Techs)	142	$8,598,617	$13,929,045	$20,514,283	$2,691,387
Total	**2,333**	**$167,407,716**	**$247,341,200**	**$376,470,050**	**$52,412,975**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Hampshire: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New Hampshire: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	10,222	$788,118,000	$1,154,679,651	$2,248,158,007
Indirect	4,572	$354,249,282	$591,889,230	$970,413,316
Induced	4,061	$296,745,824	$553,392,496	$852,109,120
Total	**18,855**	**$1,439,113,106**	**$2,299,961,378**	**$4,070,680,443**

New Hampshire: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$51,295,840	$29,724,538	$178,636,744	$259,657,122
Indirect	$44,314,192	$22,512,376	$85,120,929	$151,947,497
Induced	$26,861,466	$17,307,658	$73,860,507	$118,029,631
Total	**$122,471,497**	**$69,544,573**	**$337,618,180**	**$529,634,250**

New Hampshire: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	190	$18,678,634	$25,076,019	$41,556,612	$5,180,088
Electrical Power-Line Installers and Repairers	1,011	$106,672,716	$360,857,249	$723,245,718	$105,628,185
Heavy and Tractor-Trailer Truck Drivers	13,116	$961,176,925	$1,445,593,466	$2,505,733,985	$317,898,391
Machinists	2,474	$178,364,104	$234,543,754	$412,534,232	$52,611,484
Painters	1,532	$125,269,608	$168,174,133	$278,702,426	$34,740,637
Roofers	532	$48,951,120	$65,716,756	$108,907,470	$13,575,465
Total	**18,855**	**$1,439,113,106**	**$2,299,961,378**	**$4,070,680,443**	**$529,634,250**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Hampshire: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New Hampshire: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,074	$82,272,310	$118,517,058	$230,268,751
Indirect	488	$37,060,768	$60,042,171	$97,414,228
Induced	424	$30,999,056	$57,809,387	$89,014,358
Total	**1,986**	**$150,332,134**	**$236,368,616**	**$416,697,337**

New Hampshire: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,986,317	$2,920,575	$18,573,191	$26,480,083
Indirect	$4,180,977	$2,148,950	$8,815,144	$15,145,070
Induced	$2,806,061	$1,808,028	$7,715,722	$12,329,811
Total	**$11,973,354**	**$6,877,553**	**$35,104,057**	**$53,954,964**

New Hampshire: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	18	$1,745,922	$2,343,896	$3,884,364	$484,191
Electrical Power-Line Installers and Repairers	83	$8,783,245	$29,712,354	$59,550,786	$8,697,240
Heavy and Tractor-Trailer Truck Drivers	1,449	$106,169,639	$159,677,300	$276,778,255	$35,114,406
Machinists	261	$18,803,941	$24,726,651	$43,491,203	$5,546,538
Painters	132	$10,770,968	$14,459,997	$23,963,473	$2,987,080
Roofers	44	$4,058,419	$5,448,418	$9,029,256	$1,125,509
Total	**1,986**	**$150,332,134**	**$236,368,616**	**$416,697,337**	**$53,954,964**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Hampshire: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New Hampshire: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	10,516	$800,161,178	$1,088,496,631	$1,392,286,813
Indirect	1,251	$106,014,515	$164,854,934	$283,434,339
Induced	3,213	$234,776,309	$437,839,677	$674,178,055
Total	**14,980**	**$1,140,952,002**	**$1,691,191,242**	**$2,349,899,207**

New Hampshire: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,443,804	$13,988,554	$179,179,684	$203,612,041
Indirect	$5,602,996	$3,878,494	$24,709,969	$34,191,459
Induced	$21,253,644	$13,694,225	$58,436,784	$93,384,653
Total	**$37,300,444**	**$31,561,274**	**$262,326,436**	**$331,188,153**

New Hampshire: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,463	$192,294,913	$228,314,322	$361,466,092	$51,103,514
Dental Hygienists	2,472	$243,753,352	$382,949,733	$515,546,652	$71,834,000
Emergency Medical Technicians (EMTs)	1,466	$87,093,194	$101,675,208	$173,479,397	$23,971,625
Firefighters	3,477	$201,329,986	$331,464,367	$372,205,240	$58,545,534
Massage Therapists	1,870	$156,576,354	$253,448,517	$351,679,719	$48,949,349
Occupational Health and Safety Specialists	1,195	$122,609,528	$162,335,339	$255,348,835	$34,419,682
Physical Therapist Assistants	706	$54,656,219	$88,471,453	$122,761,088	$17,086,784
Veterinary Technologists and Technicians (Vet Techs)	1,332	$82,638,456	$142,532,303	$197,412,182	$25,277,665
Total	**14,980**	**$1,140,952,002**	**$1,691,191,242**	**$2,349,899,207**	**$331,188,153**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Hampshire: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New Hampshire: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,134	$88,406,243	$117,696,828	$153,789,129
Indirect	154	$12,663,482	$19,893,707	$34,375,019
Induced	360	$26,338,466	$49,116,785	$75,629,936
Total	**1,648**	**$127,408,191**	**$186,707,320**	**$263,794,084**

New Hampshire: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,310,700	$1,520,594	$19,582,700	$22,413,994
Indirect	$676,315	$471,944	$2,956,543	$4,104,802
Induced	$2,384,020	$1,536,109	$6,555,636	$10,475,765
Total	**$4,371,035**	**$3,528,647**	**$29,094,879**	**$36,994,560**

New Hampshire: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	364	$28,403,448	$33,723,794	$53,391,342	$7,548,385
Dental Hygienists	178	$17,501,263	$27,495,433	$37,015,769	$5,157,614
Emergency Medical Technicians (EMTs)	118	$6,988,173	$8,158,203	$13,919,618	$1,923,432
Firefighters	286	$16,546,704	$27,242,055	$30,590,425	$4,811,681
Massage Therapists	284	$23,758,196	$38,457,145	$53,362,309	$7,427,356
Occupational Health and Safety Specialists	155	$15,938,794	$21,103,006	$33,194,423	$4,474,434
Physical Therapist Assistants	120	$9,300,896	$15,055,263	$20,890,360	$2,907,673
Veterinary Technologists and Technicians (Vet Techs)	145	$8,970,716	$15,472,420	$21,429,838	$2,743,986
Total	**1,648**	**$127,408,191**	**$186,707,320**	**$263,794,084**	**$36,994,560**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Jersey: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New Jersey: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	65,089	$6,093,627,371	$8,533,435,815	$15,807,900,445
Indirect	35,867	$3,036,639,289	$4,628,211,886	$7,276,686,281
Induced	33,488	$2,473,978,279	$4,514,320,524	$7,010,262,967
Total	**134,445**	**$11,604,244,938**	**$17,675,968,225**	**$30,094,849,693**

New Jersey: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$186,213,872	$316,419,824	$1,361,999,964	$1,864,633,660
Indirect	$315,064,251	$289,408,193	$721,003,774	$1,325,476,218
Induced	$241,128,909	$251,098,514	$628,021,379	$1,120,248,802
Total	**$742,407,032**	**$856,926,531**	**$2,711,025,117**	**$4,310,358,680**

New Jersey: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	1,593	$152,053,957	$207,707,869	$339,462,260	$49,482,014
Electrical Power-Line Installers and Repairers	3,011	$375,258,950	$1,248,941,955	$2,296,292,254	$363,917,360
Heavy and Tractor-Trailer Truck Drivers	109,526	$9,357,059,712	$13,894,216,004	$23,572,574,964	$3,335,213,271
Machinists	6,021	$451,797,927	$592,894,729	$1,055,529,116	$149,084,137
Painters	6,495	$526,111,085	$718,675,231	$1,174,549,230	$171,209,198
Roofers	7,799	$741,963,306	$1,013,532,436	$1,656,441,870	$241,452,701
Total	**134,445**	**$11,604,244,938**	**$17,675,968,225**	**$30,094,849,693**	**$4,310,358,680**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Jersey: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New Jersey: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,955	$650,162,213	$910,072,776	$1,692,669,674
Indirect	3,986	$334,620,880	$505,355,542	$791,559,220
Induced	3,614	$266,990,072	$487,181,621	$756,541,753
Total	**14,555**	**$1,251,773,165**	**$1,902,609,939**	**$3,240,770,647**

New Jersey: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$19,178,276	$33,391,192	$145,273,510	$197,842,978
Indirect	$33,851,763	$31,267,889	$79,226,489	$144,346,141
Induced	$26,022,275	$27,098,250	$67,775,601	$120,896,125
Total	**$79,052,314**	**$91,757,330**	**$292,275,600**	**$463,085,244**

New Jersey: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	137	$13,068,380	$17,851,593	$29,175,313	$4,252,765
Electrical Power-Line Installers and Repairers	279	$34,724,978	$115,572,147	$212,489,799	$33,675,473
Heavy and Tractor-Trailer Truck Drivers	12,508	$1,068,584,271	$1,586,731,424	$2,692,008,346	$380,884,226
Machinists	620	$46,495,766	$61,016,426	$108,627,402	$15,342,658
Painters	521	$42,167,563	$57,601,492	$94,139,585	$13,722,339
Roofers	491	$46,732,206	$63,836,858	$104,330,202	$15,207,783
Total	**14,555**	**$1,251,773,165**	**$1,902,609,939**	**$3,240,770,647**	**$463,085,244**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Jersey: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New Jersey: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	44,497	$3,563,590,064	$4,223,232,194	$5,837,007,652
Indirect	8,008	$630,896,313	$1,010,974,684	$1,787,579,406
Induced	15,326	$1,132,268,158	$2,066,171,867	$3,208,528,535
Total	**67,830**	**$5,326,754,535**	**$7,300,378,746**	**$10,833,115,594**

New Jersey: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$85,178,116	$146,482,758	$772,115,392	$1,003,776,266
Indirect	$38,796,483	$47,286,829	$153,734,271	$239,817,582
Induced	$110,381,292	$114,936,626	$287,432,515	$512,750,433
Total	**$234,355,891**	**$308,706,212**	**$1,213,282,177**	**$1,756,344,281**

New Jersey: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	24,287	$1,687,165,552	$2,052,427,754	$3,428,945,231	$551,090,484
Dental Hygienists	10,704	$1,136,526,140	$1,742,601,752	$2,423,790,379	$382,665,915
Emergency Medical Technicians (EMTs)	8,255	$578,341,793	$681,328,963	$1,129,988,051	$182,834,021
Firefighters	8,533	$682,693,181	$994,678,077	$1,138,124,620	$210,550,869
Massage Therapists	3,498	$222,707,880	$353,608,126	$501,332,105	$80,301,511
Occupational Health and Safety Specialists	5,667	$538,472,535	$715,145,569	$1,137,680,867	$179,678,451
Physical Therapist Assistants	2,281	$196,617,929	$312,183,374	$442,601,673	$70,894,289
Veterinary Technologists and Technicians (Vet Techs)	4,605	$284,229,525	$448,405,130	$630,652,669	$98,328,740
Total	**67,830**	**$5,326,754,535**	**$7,300,378,746**	**$10,833,115,594**	**$1,756,344,281**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Jersey: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New Jersey: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,129	$397,279,570	$456,347,697	$650,817,969
Indirect	1,008	$76,053,334	$123,576,500	$220,747,923
Induced	1,737	$128,342,343	$234,189,421	$363,671,360
Total	**7,874**	**$601,675,246**	**$814,113,619**	**$1,235,237,252**

New Jersey: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,842,021	$16,660,954	$84,642,112	$112,145,087
Indirect	$4,743,276	$5,792,550	$18,597,629	$29,133,454
Induced	$12,509,127	$13,026,286	$32,579,831	$58,115,244
Total	**$28,094,424**	**$35,479,790**	**$135,819,572**	**$199,393,786**

New Jersey: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,660	$254,241,079	$309,282,895	$516,712,029	$83,044,512
Dental Hygienists	826	$87,724,070	$134,504,710	$187,083,033	$29,536,506
Emergency Medical Technicians (EMTs)	631	$44,171,926	$52,037,762	$86,304,931	$13,964,287
Firefighters	645	$51,563,565	$75,127,670	$85,962,134	$15,902,830
Massage Therapists	557	$35,453,337	$56,291,624	$79,808,116	$12,783,367
Occupational Health and Safety Specialists	685	$65,063,967	$86,411,478	$137,466,678	$21,710,658
Physical Therapist Assistants	396	$34,108,215	$54,155,884	$76,780,145	$12,298,358
Veterinary Technologists and Technicians (Vet Techs)	476	$29,349,087	$46,301,597	$65,120,187	$10,153,269
Total	**7,874**	**$601,675,246**	**$814,113,619**	**$1,235,237,252**	**$199,393,786**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Mexico: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New Mexico: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	15,781	$984,723,598	$1,595,629,264	$3,453,315,669
Indirect	6,901	$402,011,779	$850,031,281	$1,571,268,101
Induced	4,825	$256,818,862	$538,812,572	$894,295,416
Total	**27,507**	**$1,643,554,239**	**$2,984,473,117**	**$5,918,879,186**

New Mexico: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$32,742,163	$94,142,491	$214,341,051	$341,225,704
Indirect	$39,836,582	$94,088,165	$97,015,418	$230,940,166
Induced	$17,553,374	$43,906,946	$62,624,895	$124,085,215
Total	**$90,132,118**	**$232,137,602**	**$373,981,364**	**$696,251,084**

New Mexico: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	377	$19,525,923	$28,457,963	$51,833,463	$6,239,493
Electrical Power-Line Installers and Repairers	2,099	$167,545,573	$626,412,756	$1,523,248,726	$177,503,607
Heavy and Tractor-Trailer Truck Drivers	20,552	$1,211,355,950	$1,979,617,926	$3,656,670,900	$435,415,487
Machinists	1,291	$77,523,360	$105,711,650	$242,206,462	$23,534,956
Painters	1,738	$92,014,781	$134,106,502	$244,262,196	$29,403,249
Roofers	1,450	$75,588,653	$110,166,320	$200,657,439	$24,154,293
Total	**27,507**	**$1,643,554,239**	**$2,984,473,117**	**$5,918,879,186**	**$696,251,084**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Mexico: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New Mexico: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,746	$109,393,797	$172,948,427	$368,785,257
Indirect	788	$44,921,786	$91,639,441	$167,756,776
Induced	537	$28,597,539	$59,998,204	$99,581,376
Total	**3,071**	**$182,913,122**	**$324,586,072**	**$636,123,409**

New Mexico: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,229,311	$9,592,975	$23,577,915	$36,400,201
Indirect	$4,143,528	$9,857,238	$10,673,973	$24,674,739
Induced	$1,954,595	$4,889,115	$6,973,461	$13,817,172
Total	**$9,327,434**	**$24,339,328**	**$41,225,350**	**$74,892,111**

New Mexico: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	34	$1,765,339	$2,572,884	$4,686,263	$564,112
Electrical Power-Line Installers and Repairers	184	$14,704,236	$54,975,616	$133,684,279	$15,578,179
Heavy and Tractor-Trailer Truck Drivers	2,422	$142,784,896	$233,341,438	$431,018,954	$51,323,275
Machinists	139	$8,366,345	$11,408,434	$26,138,996	$2,539,900
Painters	157	$8,299,501	$12,096,068	$22,031,833	$2,652,099
Roofers	134	$6,992,806	$10,191,631	$18,563,084	$2,234,545
Total	**3,071**	**$182,913,122**	**$324,586,072**	**$636,123,409**	**$74,892,111**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Mexico: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New Mexico: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	9,620	$620,805,796	$896,192,040	$1,245,115,327
Indirect	1,211	$69,815,019	$120,818,328	$232,716,637
Induced	2,404	$127,968,213	$268,481,932	$445,619,747
Total	**13,235**	**$818,589,028**	**$1,285,492,300**	**$1,923,451,710**

New Mexico: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$17,387,764	$51,708,326	$130,849,338	$199,945,429
Indirect	$2,855,998	$7,835,804	$15,585,853	$26,277,654
Induced	$8,746,729	$21,878,461	$31,204,902	$61,830,092
Total	**$28,990,491**	**$81,422,591**	**$177,640,093**	**$288,053,174**

New Mexico: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,217	$152,010,859	$222,387,524	$369,812,067	$76,545,898
Dental Hygienists	2,272	$199,422,650	$312,165,110	$454,724,655	$60,302,477
Emergency Medical Technicians (EMTs)	1,803	$80,693,764	$90,227,402	$161,479,839	$22,829,441
Firefighters	2,545	$106,870,186	$235,284,980	$258,160,708	$34,213,865
Massage Therapists	421	$18,691,776	$30,108,072	$44,382,321	$6,028,209
Occupational Health and Safety Specialists	1,831	$139,845,403	$191,983,086	$335,055,020	$47,371,512
Physical Therapist Assistants	1,037	$67,339,892	$108,468,790	$159,893,884	$21,717,515
Veterinary Technologists and Technicians (Vet Techs)	1,108	$53,714,498	$94,867,337	$139,943,216	$19,044,258
Total	**13,235**	**$818,589,028**	**$1,285,492,300**	**$1,923,451,710**	**$288,053,174**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New Mexico: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New Mexico: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,113	$74,120,223	$104,682,340	$149,005,407
Indirect	159	$9,064,022	$15,792,705	$30,436,317
Induced	290	$15,452,098	$32,418,742	$53,806,363
Total	**1,562**	**$98,636,343**	**$152,893,787**	**$233,248,088**

New Mexico: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$2,472,077	$6,972,826	$15,417,817	$24,862,720
Indirect	$375,372	$1,027,791	$2,025,448	$3,428,611
Induced	$1,056,116	$2,641,714	$3,767,966	$7,465,795
Total	**$3,903,566**	**$10,642,330**	**$21,211,231**	**$35,757,126**

New Mexico: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	333	$22,835,195	$33,407,235	$55,553,470	$11,498,787
Dental Hygienists	218	$19,096,890	$29,893,209	$43,544,838	$5,774,619
Emergency Medical Technicians (EMTs)	162	$7,261,442	$8,119,352	$14,531,191	$2,054,368
Firefighters	214	$9,001,003	$19,816,572	$21,743,251	$2,881,618
Massage Therapists	71	$3,165,346	$5,098,630	$7,515,893	$1,020,843
Occupational Health and Safety Specialists	245	$18,737,879	$25,723,805	$44,894,007	$6,347,307
Physical Therapist Assistants	189	$12,272,042	$19,767,384	$29,139,108	$3,957,806
Veterinary Technologists and Technicians (Vet Techs)	129	$6,266,547	$11,067,600	$16,326,331	$2,221,779
Total	**1,562**	**$98,636,343**	**$152,893,787**	**$233,248,088**	**$35,757,126**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New York: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New York: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	100,003	$8,778,877,217	$12,589,763,408	$25,652,860,980
Indirect	47,306	$3,864,710,332	$6,326,035,657	$9,899,730,879
Induced	41,579	$3,343,552,215	$6,212,915,504	$9,144,139,157
Total	**188,888**	**$15,987,139,764**	**$25,128,714,569**	**$44,696,731,015**

New York: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$653,075,155	$535,018,715	$1,926,264,641	$3,114,358,511
Indirect	$473,757,429	$314,281,246	$897,516,937	$1,685,555,612
Induced	$407,532,845	$287,619,212	$816,605,604	$1,511,757,661
Total	**$1,534,365,429**	**$1,136,919,173**	**$3,640,387,182**	**$6,311,671,784**

New York: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	8,208	$770,729,564	$1,132,704,561	$1,783,116,364	$262,062,743
Electrical Power-Line Installers and Repairers	11,344	$1,671,943,854	$3,639,624,121	$7,820,197,629	$1,219,426,690
Heavy and Tractor-Trailer Truck Drivers	128,363	$10,421,211,989	$15,931,163,998	$27,809,712,401	$3,784,386,497
Machinists	14,027	$1,092,279,483	$1,440,394,774	$2,584,955,931	$355,225,683
Painters	20,559	$1,522,366,033	$2,237,348,907	$3,522,060,019	$517,633,470
Roofers	6,386	$508,608,841	$747,478,208	$1,176,688,671	$172,936,701
Total	**188,888**	**$15,987,139,764**	**$25,128,714,569**	**$44,696,731,015**	**$6,311,671,784**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New York: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

New York: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	10,170	$912,374,337	$1,332,880,792	$2,755,997,432
Indirect	5,066	$412,412,069	$680,299,677	$1,067,514,389
Induced	4,363	$350,872,499	$651,949,019	$959,533,263
Total	**19,599**	**$1,675,658,905**	**$2,665,129,488**	**$4,783,045,084**

New York: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$75,269,780	$58,717,481	$201,122,132	$335,109,394
Indirect	$52,411,299	$34,282,723	$95,953,125	$182,647,147
Induced	$42,762,634	$30,180,647	$85,692,970	$158,636,251
Total	**$170,443,714**	**$123,180,851**	**$382,768,227**	**$676,392,791**

New York: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	650	$61,057,411	$89,733,171	$141,258,976	$20,760,684
Electrical Power-Line Installers and Repairers	1,418	$209,018,007	$455,007,492	$977,641,753	$152,446,588
Heavy and Tractor-Trailer Truck Drivers	14,143	$1,148,212,605	$1,755,300,951	$3,064,083,368	$416,964,964
Machinists	1,119	$87,168,716	$114,949,850	$206,290,873	$28,348,575
Painters	1,864	$138,062,990	$202,904,605	$319,414,731	$46,944,048
Roofers	404	$32,139,177	$47,233,419	$74,355,384	$10,927,933
Total	**19,599**	**$1,675,658,905**	**$2,665,129,488**	**$4,783,045,084**	**$676,392,791**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New York: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New York: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	81,790	$6,642,255,866	$8,484,972,704	$11,331,028,366
Indirect	11,518	$1,032,661,833	$1,807,824,059	$2,925,756,599
Induced	25,006	$2,010,222,098	$3,737,026,494	$5,500,243,551
Total	**118,314**	**$9,685,139,796**	**$14,029,823,257**	**$19,757,028,515**

New York: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$211,617,394	$282,912,119	$1,428,117,465	$1,922,646,979
Indirect	$83,349,528	$72,298,335	$247,940,444	$403,588,306
Induced	$245,206,282	$173,026,400	$491,042,635	$909,275,317
Total	**$540,173,204**	**$528,236,855**	**$2,167,100,544**	**$3,235,510,602**

New York: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	30,595	$2,091,278,370	$2,620,362,264	$4,285,873,137	$748,845,768
Dental Hygienists	17,378	$1,842,840,458	$2,946,660,383	$3,977,966,907	$615,809,451
Emergency Medical Technicians (EMTs)	19,985	$1,286,329,057	$1,554,143,984	$2,592,433,067	$398,766,399
Firefighters	20,024	$1,880,699,010	$3,148,375,233	$3,482,430,242	$617,202,544
Massage Therapists	6,771	$500,194,424	$826,109,761	$1,139,529,577	$174,681,194
Occupational Health and Safety Specialists	10,413	$1,098,624,754	$1,439,584,681	$2,186,738,715	$351,941,596
Physical Therapist Assistants	5,680	$426,581,298	$704,531,993	$971,826,120	$148,973,533
Veterinary Technologists and Technicians (Vet Techs)	7,468	$558,592,425	$790,054,960	$1,120,230,751	$179,290,116
Total	**118,314**	**$9,685,139,796**	**$14,029,823,257**	**$19,757,028,515**	**$3,235,510,602**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

New York: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

New York: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	8,460	$661,794,195	$810,972,004	$1,119,851,302
Indirect	1,317	$113,115,664	$200,963,049	$326,710,611
Induced	2,544	$204,505,950	$380,085,532	$559,412,945
Total	**12,321**	**$979,415,809**	**$1,392,020,585**	**$2,005,974,858**

New York: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$24,989,443	$28,859,439	$140,142,936	$193,991,818
Indirect	$9,191,090	$8,012,670	$27,283,266	$44,487,026
Induced	$24,935,094	$17,596,756	$49,950,777	$92,482,626
Total	**$59,115,627**	**$54,468,865**	**$217,376,979**	**$330,961,471**

New York: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	4,463	$305,078,450	$382,261,907	$625,228,832	$109,242,609
Dental Hygienists	846	$89,709,636	$143,443,687	$193,647,780	$29,977,658
Emergency Medical Technicians (EMTs)	1,304	$83,918,632	$101,390,570	$169,127,359	$26,015,062
Firefighters	1,583	$148,660,979	$248,865,205	$275,270,783	$48,787,144
Massage Therapists	945	$69,792,581	$115,267,844	$158,999,595	$24,373,425
Occupational Health and Safety Specialists	1,435	$151,440,955	$198,440,894	$301,433,039	$48,513,718
Physical Therapist Assistants	973	$73,060,191	$120,664,554	$166,443,776	$25,514,562
Veterinary Technologists and Technicians (Vet Techs)	772	$57,754,385	$81,685,924	$115,823,694	$18,537,291
Total	**12,321**	**$979,415,809**	**$1,392,020,585**	**$2,005,974,858**	**$330,961,471**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Carolina: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

North Carolina: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	88,881	$6,113,781,753	$9,774,816,440	$20,527,909,250
Indirect	52,188	$3,539,649,517	$5,754,050,793	$9,667,707,077
Induced	39,366	$2,423,226,932	$4,783,253,460	$7,798,110,959
Total	**180,435**	**$12,076,658,202**	**$20,312,120,693**	**$37,993,727,286**

North Carolina: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$244,653,309	$390,506,093	$1,367,725,041	$2,002,884,443
Indirect	$259,195,287	$336,839,929	$810,831,788	$1,406,867,004
Induced	$180,300,478	$236,840,964	$602,464,014	$1,019,605,456
Total	**$684,149,074**	**$964,186,986**	**$2,781,020,844**	**$4,429,356,903**

North Carolina: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,610	$171,234,469	$252,972,597	$447,413,090	$52,037,571
Electrical Power-Line Installers and Repairers	12,467	$1,547,840,833	$4,189,057,182	$7,968,315,011	$947,830,431
Heavy and Tractor-Trailer Truck Drivers	138,713	$8,676,308,200	$13,437,031,402	$25,070,077,372	$2,916,793,785
Machinists	14,924	$950,358,604	$1,353,243,373	$2,598,134,424	$290,572,208
Painters	6,521	$393,959,831	$582,015,072	$1,029,365,096	$119,723,049
Roofers	5,200	$336,956,264	$497,801,067	$880,422,292	$102,399,860
Total	**180,435**	**$12,076,658,202**	**$20,312,120,693**	**$37,993,727,286**	**$4,429,356,903**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Carolina: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

North Carolina: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	9,713	$660,102,866	$1,029,142,273	$2,168,450,790
Indirect	5,837	$385,660,233	$615,810,777	$1,032,533,988
Induced	4,264	$262,453,515	$518,068,272	$844,604,779
Total	**19,814**	**$1,308,216,614**	**$2,163,021,321**	**$4,045,589,557**

North Carolina: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$23,825,263	$39,562,179	$146,661,688	$210,049,131
Indirect	$27,166,477	$35,611,451	$87,960,195	$150,738,123
Induced	$19,528,099	$25,651,883	$65,251,593	$110,431,575
Total	**$70,519,839**	**$100,825,513**	**$299,873,477**	**$471,218,829**

North Carolina: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	228	$14,970,463	$22,116,557	$39,115,845	$4,549,473
Electrical Power-Line Installers and Repairers	1,080	$134,125,116	$362,994,546	$690,478,731	$82,132,390
Heavy and Tractor-Trailer Truck Drivers	15,895	$994,182,667	$1,539,694,465	$2,872,677,619	$334,223,469
Machinists	1,604	$102,127,068	$145,421,715	$279,199,715	$31,225,358
Painters	556	$33,605,640	$49,647,166	$87,807,107	$10,212,639
Roofers	451	$29,205,660	$43,146,872	$76,310,539	$8,875,501
Total	**19,814**	**$1,308,216,614**	**$2,163,021,321**	**$4,045,589,557**	**$471,218,829**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Carolina: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

North Carolina: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	56,820	$3,666,901,959	$4,635,806,702	$6,453,646,365
Indirect	9,165	$646,844,710	$1,025,552,911	$1,882,570,248
Induced	17,557	$1,080,751,658	$2,133,446,016	$3,478,166,502
Total	**83,543**	**$5,394,498,327**	**$7,794,805,629**	**$11,814,383,115**

North Carolina: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$44,335,438	$129,933,558	$771,613,275	$945,882,271
Indirect	$22,258,772	$37,643,481	$147,644,986	$207,547,239
Induced	$80,417,879	$105,635,338	$268,702,333	$454,755,549
Total	**$147,012,089**	**$273,212,376**	**$1,187,960,594**	**$1,608,185,059**

North Carolina: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	16,200	$1,225,856,686	$1,519,880,360	$2,663,092,664	$350,680,065
Dental Hygienists	12,171	$1,097,848,226	$1,753,166,147	$2,484,577,807	$333,176,073
Emergency Medical Technicians (EMTs)	10,850	$591,100,165	$706,038,088	$1,260,795,365	$172,556,593
Firefighters	21,421	$858,270,544	$1,374,124,442	$1,586,055,711	$248,433,027
Massage Therapists	4,256	$278,865,298	$458,964,853	$669,463,298	$89,381,095
Occupational Health and Safety Specialists	8,596	$708,634,544	$956,393,395	$1,626,286,492	$214,011,506
Physical Therapist Assistants	5,003	$352,204,240	$579,668,278	$845,525,828	$112,887,480
Veterinary Technologists and Technicians (Vet Techs)	5,047	$281,718,624	$446,570,066	$678,585,949	$87,059,220
Total	**83,543**	**$5,394,498,327**	**$7,794,805,629**	**$11,814,383,115**	**$1,608,185,059**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Carolina: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

North Carolina: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,241	$421,090,381	$521,444,840	$745,162,854
Indirect	1,162	$79,804,029	$127,728,716	$235,904,244
Induced	2,044	$125,821,741	$248,363,667	$404,906,248
Total	**9,447**	**$626,716,151**	**$897,537,222**	**$1,385,973,345**

North Carolina: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$5,699,415	$15,527,810	$87,410,601	$108,637,826
Indirect	$2,730,404	$4,638,080	$18,238,876	$25,607,360
Induced	$9,361,842	$12,297,613	$31,281,941	$52,941,396
Total	**$17,791,661**	**$32,463,503**	**$136,931,419**	**$187,186,582**

North Carolina: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,462	$186,296,127	$230,979,550	$404,716,029	$53,293,618
Dental Hygienists	974	$87,887,933	$140,349,226	$198,902,182	$26,672,317
Emergency Medical Technicians (EMTs)	917	$49,970,195	$59,686,773	$106,584,627	$14,587,522
Firefighters	1,876	$75,159,362	$120,333,054	$138,892,026	$21,755,457
Massage Therapists	693	$45,426,516	$74,764,319	$109,054,031	$14,559,975
Occupational Health and Safety Specialists	1,068	$88,032,184	$118,810,747	$202,030,162	$26,586,201
Physical Therapist Assistants	866	$60,943,417	$100,302,499	$146,304,977	$19,533,407
Veterinary Technologists and Technicians (Vet Techs)	591	$33,000,417	$52,311,055	$79,489,311	$10,198,085
Total	**9,447**	**$626,716,151**	**$897,537,222**	**$1,385,973,345**	**$187,186,582**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Dakota: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

North Dakota: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	13,006	$995,316,132	$1,526,064,010	$2,999,289,121
Indirect	5,548	$410,625,470	$821,124,403	$1,624,018,211
Induced	4,871	$294,320,125	$516,699,499	$893,721,937
Total	**23,425**	**$1,700,261,727**	**$2,863,887,912**	**$5,517,029,269**

North Dakota: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$7,320,074	$32,388,593	$211,130,489	$250,839,155
Indirect	$23,287,757	$65,195,341	$96,088,496	$184,571,594
Induced	$7,398,647	$23,101,621	$66,202,200	$96,702,467
Total	**$38,006,478**	**$120,685,554**	**$373,421,184**	**$532,113,216**

North Dakota: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	381	$31,237,066	$44,657,460	$77,254,031	$8,075,038
Electrical Power-Line Installers and Repairers	1,822	$179,269,850	$540,409,676	$1,335,356,213	$108,330,236
Heavy and Tractor-Trailer Truck Drivers	19,382	$1,371,748,828	$2,117,209,487	$3,796,947,344	$385,863,746
Machinists	749	$47,207,770	$60,396,011	$132,376,898	$11,542,277
Painters	643	$40,712,939	$58,204,456	$100,689,310	$10,524,629
Roofers	447	$30,085,274	$43,010,823	$74,405,473	$7,777,290
Total	**23,425**	**$1,700,261,727**	**$2,863,887,912**	**$5,517,029,269**	**$532,113,216**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Dakota: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

North Dakota: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,490	$113,870,900	$171,885,732	$332,202,678
Indirect	633	$45,842,213	$88,189,668	$171,854,200
Induced	554	$33,463,293	$58,747,056	$101,613,411
Total	**2,677**	**$193,176,406**	**$318,822,457**	**$605,670,289**

North Dakota: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$744,338	$3,452,792	$24,008,084	$28,205,214
Indirect	$2,427,795	$6,823,705	$10,556,855	$19,808,355
Induced	$841,188	$2,626,543	$7,526,982	$10,994,713
Total	**$4,013,321**	**$12,903,040**	**$42,091,921**	**$59,008,282**

North Dakota: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	43	$3,513,166	$5,022,529	$8,688,595	$908,182
Electrical Power-Line Installers and Repairers	160	$15,733,189	$47,427,762	$117,194,342	$9,507,344
Heavy and Tractor-Trailer Truck Drivers	2,296	$162,524,443	$250,846,427	$449,861,329	$45,717,036
Machinists	82	$5,191,277	$6,641,542	$14,557,034	$1,269,265
Painters	50	$3,173,198	$4,536,500	$7,847,803	$820,298
Roofers	45	$3,041,133	$4,347,697	$7,521,187	$786,158
Total	**2,677**	**$193,176,406**	**$318,822,457**	**$605,670,289**	**$59,008,282**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Dakota: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

North Dakota: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,767	$318,623,476	$381,896,310	$576,469,576
Indirect	682	$44,508,118	$67,476,506	$133,956,789
Induced	1,262	$76,219,270	$133,808,052	$231,444,646
Total	**6,711**	**$439,350,864**	**$583,180,867**	**$941,871,011**

North Dakota: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,196,186	$6,693,715	$62,794,114	$70,684,014
Indirect	$512,892	$1,904,931	$9,424,831	$11,842,654
Induced	$1,915,973	$5,982,477	$17,144,192	$25,042,642
Total	**$3,625,051**	**$14,581,122**	**$89,363,137**	**$107,569,310**

North Dakota: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,411	$93,077,474	$111,552,161	$195,276,197	$23,023,365
Dental Hygienists	866	$75,809,081	$119,285,370	$163,408,680	$18,949,565
Emergency Medical Technicians (EMTs)	1,691	$83,409,610	$92,545,075	$187,282,219	$19,406,862
Firefighters	896	$48,917,200	$71,913,121	$82,538,695	$12,029,478
Massage Therapists	223	$16,837,425	$27,025,498	$38,581,599	$4,350,100
Occupational Health and Safety Specialists	1,003	$85,145,474	$105,908,619	$192,290,301	$20,674,898
Physical Therapist Assistants	189	$12,750,246	$20,465,228	$29,216,158	$3,294,140
Veterinary Technologists and Technicians (Vet Techs)	431	$23,404,356	$34,485,794	$53,277,163	$5,840,903
Total	**6,711**	**$439,350,864**	**$583,180,867**	**$941,871,011**	**$107,569,310**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

North Dakota: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

North Dakota: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	505	$34,953,060	$41,384,984	$63,519,670
Indirect	81	$5,176,886	$7,875,980	$15,685,749
Induced	140	$8,460,449	$14,852,794	$25,690,666
Total	**727**	**$48,590,395**	**$64,113,758**	**$104,896,086**

North Dakota: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$156,695	$793,210	$6,830,600	$7,780,505
Indirect	$60,036	$222,671	$1,095,566	$1,378,273
Induced	$212,659	$664,020	$1,903,026	$2,779,705
Total	**$429,390**	**$1,679,901**	**$9,829,192**	**$11,938,483**

North Dakota: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	200	$13,174,486	$15,789,453	$27,640,023	$3,258,801
Dental Hygienists	64	$5,612,302	$8,830,941	$12,097,480	$1,402,875
Emergency Medical Technicians (EMTs)	131	$6,468,068	$7,176,485	$14,522,957	$1,504,921
Firefighters	73	$3,982,433	$5,854,570	$6,719,616	$979,340
Massage Therapists	31	$2,358,790	$3,786,059	$5,404,977	$609,415
Occupational Health and Safety Specialists	137	$11,625,099	$14,459,936	$26,253,817	$2,822,789
Physical Therapist Assistants	34	$2,316,670	$3,718,452	$5,308,462	$598,532
Veterinary Technologists and Technicians (Vet Techs)	56	$3,052,548	$4,497,861	$6,948,753	$761,808
Total	**727**	**$48,590,395**	**$64,113,758**	**$104,896,086**	**$11,938,483**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Ohio: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Ohio: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	123,860	$9,536,986,333	$14,474,046,649	$28,828,382,430
Indirect	78,551	$4,969,652,485	$8,789,887,993	$15,164,351,225
Induced	69,959	$4,061,109,336	$7,883,457,540	$13,038,330,255
Total	**272,370**	**$18,567,748,154**	**$31,147,392,182**	**$57,031,063,910**

Ohio: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$339,244,653	$406,069,358	$2,047,762,347	$2,793,076,358
Indirect	$454,186,828	$497,295,948	$1,150,242,714	$2,101,725,489
Induced	$350,483,025	$384,795,189	$982,338,968	$1,717,617,182
Total	**$1,143,914,506**	**$1,288,160,495**	**$4,180,344,028**	**$6,612,419,029**

Ohio: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	5,252	$419,483,411	$605,159,382	$1,058,059,835	$126,649,500
Electrical Power-Line Installers and Repairers	11,701	$1,125,004,704	$3,853,112,688	$7,790,466,029	$913,152,141
Heavy and Tractor-Trailer Truck Drivers	213,267	$14,303,569,847	$22,795,691,455	$41,010,691,042	$4,751,222,442
Machinists	25,962	$1,676,776,008	$2,388,889,296	$4,541,312,443	$506,520,613
Painters	9,528	$614,028,666	$885,816,215	$1,548,759,859	$185,386,171
Roofers	6,660	$428,885,519	$618,723,146	$1,081,774,702	$129,488,163
Total	**272,370**	**$18,567,748,154**	**$31,147,392,182**	**$57,031,063,910**	**$6,612,419,029**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Ohio: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Ohio: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	12,694	$978,333,357	$1,457,550,407	$2,896,087,657
Indirect	8,257	$513,723,505	$888,777,669	$1,524,447,856
Induced	7,198	$417,813,358	$811,059,213	$1,341,399,796
Total	**28,149**	**$1,909,870,220**	**$3,157,387,288**	**$5,761,935,309**

Ohio: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$31,838,017	$38,631,181	$208,707,357	$279,176,555
Indirect	$44,661,491	$49,071,826	$117,934,183	$211,667,500
Induced	$36,057,931	$39,588,015	$101,064,426	$176,710,372
Total	**$112,557,438**	**$127,291,022**	**$427,705,967**	**$667,554,427**

Ohio: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	421	$33,612,467	$48,490,355	$84,780,470	$10,148,201
Electrical Power-Line Installers and Repairers	902	$86,729,765	$297,047,253	$600,588,853	$70,397,457
Heavy and Tractor-Trailer Truck Drivers	23,012	$1,543,396,517	$2,459,720,976	$4,425,172,064	$512,670,630
Machinists	2,544	$164,340,481	$234,134,562	$445,093,123	$49,643,984
Painters	750	$48,344,328	$69,742,981	$121,938,533	$14,596,012
Roofers	519	$33,446,663	$48,251,161	$84,362,265	$10,098,142
Total	**28,149**	**$1,909,870,220**	**$3,157,387,288**	**$5,761,935,309**	**$667,554,427**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Ohio: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Ohio: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	65,507	$4,650,124,992	$6,035,421,360	$8,288,730,114
Indirect	11,092	$708,417,287	$1,216,427,910	$2,236,734,947
Induced	25,815	$1,498,675,815	$2,909,495,763	$4,811,870,965
Total	**102,414**	**$6,857,218,094**	**$10,161,345,033**	**$15,337,336,026**

Ohio: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$90,715,124	$123,060,899	$962,677,538	$1,176,453,560
Indirect	$34,314,784	$39,648,266	$163,528,883	$237,491,933
Induced	$129,363,184	$142,025,855	$362,525,847	$633,914,887
Total	**$254,393,092**	**$304,735,020**	**$1,488,732,268**	**$2,047,860,380**

Ohio: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	21,603	$1,428,728,069	$1,831,571,760	$3,195,203,558	$440,025,842
Dental Hygienists	14,580	$1,191,968,932	$1,997,195,291	$2,845,050,775	$359,613,994
Emergency Medical Technicians (EMTs)	7,309	$364,340,332	$451,576,123	$815,322,709	$104,818,559
Firefighters	24,021	$1,388,186,268	$2,119,279,486	$2,500,440,737	$395,446,358
Massage Therapists	3,735	$224,335,372	$388,731,022	$571,680,234	$70,732,761
Occupational Health and Safety Specialists	13,909	$1,175,482,568	$1,586,092,021	$2,733,408,919	$344,671,643
Physical Therapist Assistants	10,486	$686,530,401	$1,189,628,112	$1,749,505,026	$216,462,480
Veterinary Technologists and Technicians (Vet Techs)	6,770	$397,646,153	$597,271,218	$926,724,067	$116,088,742
Total	**102,414**	**$6,857,218,094**	**$10,161,345,033**	**$15,337,336,026**	**$2,047,860,380**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Ohio: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Ohio: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,711	$483,133,137	$617,740,889	$874,125,652
Indirect	1,287	$80,089,056	$139,097,300	$257,046,515
Induced	2,721	$157,941,151	$306,602,767	$507,083,238
Total	**10,718**	**$721,163,344**	**$1,063,440,956**	**$1,638,255,405**

Ohio: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,337,547	$13,699,914	$99,035,375	$123,072,836
Indirect	$3,923,930	$4,525,635	$18,550,525	$27,000,091
Induced	$13,631,268	$14,965,717	$38,204,572	$66,801,557
Total	**$27,892,745**	**$33,191,266**	**$155,790,472**	**$216,874,483**

Ohio: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,812	$185,940,027	$238,367,615	$415,835,769	$57,266,613
Dental Hygienists	1,014	$82,898,210	$138,899,522	$197,865,574	$25,010,179
Emergency Medical Technicians (EMTs)	516	$25,734,516	$31,896,258	$57,588,836	$7,403,668
Firefighters	1,853	$107,079,354	$163,473,075	$192,874,389	$30,503,212
Massage Therapists	525	$31,559,500	$54,686,681	$80,423,976	$9,950,685
Occupational Health and Safety Specialists	1,634	$138,063,792	$186,291,047	$321,046,700	$40,482,671
Physical Therapist Assistants	1,634	$106,988,998	$185,391,818	$272,643,118	$33,733,544
Veterinary Technologists and Technicians (Vet Techs)	730	$42,898,947	$64,434,941	$99,977,043	$12,523,910
Total	**10,718**	**$721,163,344**	**$1,063,440,956**	**$1,638,255,405**	**$216,874,483**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oklahoma: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Oklahoma: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	39,816	$2,651,705,415	$4,118,578,435	$9,287,104,394
Indirect	24,633	$1,657,922,797	$3,105,455,842	$6,148,044,716
Induced	16,056	$883,890,621	$1,699,899,090	$2,999,109,923
Total	**80,505**	**$5,193,518,833**	**$8,923,933,366**	**$18,434,259,033**

Oklahoma: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$73,016,502	$127,156,637	$554,132,756	$754,305,895
Indirect	$152,249,742	$178,601,131	$370,408,590	$701,259,464
Induced	$68,629,937	$84,261,284	$202,880,478	$355,771,699
Total	**$293,896,181**	**$390,019,052**	**$1,127,421,825**	**$1,811,337,058**

Oklahoma: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	853	$55,568,632	$76,059,961	$147,168,642	$15,368,040
Electrical Power-Line Installers and Repairers	7,480	$665,640,725	$1,948,053,030	$4,795,316,644	$384,209,208
Heavy and Tractor-Trailer Truck Drivers	62,027	$3,883,535,483	$6,081,899,380	$11,833,139,737	$1,249,740,725
Machinists	6,031	$342,733,798	$481,151,728	$1,007,018,159	$93,974,300
Painters	2,723	$163,883,250	$224,316,365	$434,030,395	$45,323,490
Roofers	1,391	$82,156,945	$112,452,904	$217,585,455	$22,721,294
Total	**80,505**	**$5,193,518,833**	**$8,923,933,366**	**$18,434,259,033**	**$1,811,337,058**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oklahoma: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Oklahoma: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,215	$281,261,780	$429,125,086	$955,290,604
Indirect	2,650	$173,797,933	$316,375,188	$619,462,065
Induced	1,696	$93,349,119	$179,528,924	$316,740,607
Total	**8,560**	**$548,408,832**	**$925,029,198**	**$1,891,493,276**

Oklahoma: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$7,236,628	$12,977,666	$58,365,268	$78,579,561
Indirect	$15,405,678	$18,154,042	$38,401,528	$71,961,248
Induced	$7,248,115	$8,898,965	$21,426,534	$37,573,614
Total	**$29,890,421**	**$40,030,673**	**$118,193,330**	**$188,114,423**

Oklahoma: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	75	$4,891,991	$6,695,947	$12,956,008	$1,352,927
Electrical Power-Line Installers and Repairers	632	$56,279,590	$164,706,909	$405,441,624	$32,484,696
Heavy and Tractor-Trailer Truck Drivers	6,922	$433,371,837	$678,691,857	$1,320,484,783	$139,461,178
Machinists	604	$34,346,761	$48,218,190	$100,917,425	$9,417,550
Painters	215	$12,966,191	$17,747,566	$34,339,818	$3,585,925
Roofers	111	$6,552,461	$8,968,728	$17,353,618	$1,812,146
Total	**8,560**	**$548,408,832**	**$925,029,198**	**$1,891,493,276**	**$188,114,423**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oklahoma: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Oklahoma: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	16,319	$1,086,880,153	$1,399,280,005	$1,983,590,349
Indirect	2,900	$164,014,220	$262,450,573	$532,686,460
Induced	4,658	$256,446,164	$493,206,655	$870,155,186
Total	**23,877**	**$1,507,340,537**	**$2,154,937,233**	**$3,386,431,995**

Oklahoma: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$13,473,669	$35,032,004	$214,987,088	$263,492,761
Indirect	$6,277,491	$9,491,526	$35,011,591	$50,780,609
Induced	$19,912,052	$24,447,299	$58,862,439	$103,221,790
Total	**$39,663,212**	**$68,970,830**	**$308,861,119**	**$417,495,161**

Oklahoma: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,136	$203,248,908	$261,560,730	$482,522,031	$54,381,364
Dental Hygienists	4,542	$400,950,032	$630,210,602	$915,825,117	$112,235,667
Emergency Medical Technicians (EMTs)	2,875	$125,074,424	$144,410,343	$279,112,211	$33,618,424
Firefighters	4,939	$243,719,381	$337,723,584	$398,223,355	$62,862,652
Massage Therapists	720	$31,658,438	$51,245,601	$76,705,687	$9,431,341
Occupational Health and Safety Specialists	3,483	$259,788,656	$341,403,827	$639,659,149	$73,191,012
Physical Therapist Assistants	2,911	$183,188,947	$296,528,451	$443,851,145	$54,573,678
Veterinary Technologists and Technicians (Vet Techs)	1,271	$59,711,751	$91,854,095	$150,533,300	$17,201,022
Total	**23,877**	**$1,507,340,537**	**$2,154,937,233**	**$3,386,431,995**	**$417,495,161**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oklahoma: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Oklahoma: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,702	$112,818,866	$144,393,385	$209,409,283
Indirect	335	$18,486,885	$29,829,484	$60,802,716
Induced	490	$26,986,245	$51,900,178	$91,566,744
Total	**2,526**	**$158,291,997**	**$226,123,047**	**$361,778,742**

Oklahoma: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,579,005	$3,804,331	$22,133,324	$27,516,659
Indirect	$706,035	$1,070,786	$3,951,993	$5,728,814
Induced	$2,095,360	$2,572,605	$6,194,186	$10,862,150
Total	**$4,380,399**	**$7,447,721**	**$32,279,502**	**$44,107,623**

Oklahoma: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	442	$28,621,628	$36,833,132	$67,949,029	$7,658,015
Dental Hygienists	314	$27,740,118	$43,601,733	$63,362,251	$7,765,134
Emergency Medical Technicians (EMTs)	220	$9,579,450	$11,060,388	$21,377,203	$2,574,835
Firefighters	424	$20,931,185	$29,004,484	$34,200,345	$5,398,790
Massage Therapists	114	$4,993,961	$8,083,738	$12,099,939	$1,487,747
Occupational Health and Safety Specialists	417	$31,104,745	$40,876,608	$76,587,004	$8,763,230
Physical Therapist Assistants	460	$28,964,936	$46,885,620	$70,179,560	$8,628,922
Veterinary Technologists and Technicians (Vet Techs)	135	$6,355,975	$9,777,344	$16,023,411	$1,830,951
Total	**2,526**	**$158,291,997**	**$226,123,047**	**$361,778,742**	**$44,107,623**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oregon: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Oregon: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	38,814	$3,122,547,762	$4,681,530,563	$8,786,947,677
Indirect	18,858	$1,258,780,349	$1,986,909,837	$3,344,889,678
Induced	18,025	$1,182,468,337	$2,132,150,315	$3,430,197,851
Total	**75,697**	**$5,563,796,448**	**$8,800,590,714**	**$15,562,035,206**

Oregon: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$160,401,057	$195,449,448	$682,631,154	$1,038,481,659
Indirect	$106,373,092	$97,118,225	$285,473,864	$488,965,181
Induced	$90,013,009	$90,828,747	$283,547,374	$464,389,131
Total	**$356,787,158**	**$383,396,421**	**$1,251,652,392**	**$1,991,835,971**

Oregon: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	902	$78,054,300	$105,205,339	$177,207,694	$23,796,415
Electrical Power-Line Installers and Repairers	3,043	$378,573,367	$1,242,597,628	$2,411,067,706	$285,145,261
Heavy and Tractor-Trailer Truck Drivers	53,429	$3,858,587,767	$5,777,044,148	$10,023,079,947	$1,300,895,420
Machinists	5,849	$413,757,120	$550,527,805	$1,055,368,291	$127,486,104
Painters	7,045	$445,167,522	$600,018,197	$1,010,669,628	$135,718,228
Roofers	5,429	$389,656,372	$525,197,599	$884,641,940	$118,794,543
Total	**75,697**	**$5,563,796,448**	**$8,800,590,714**	**$15,562,035,206**	**$1,991,835,971**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oregon: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Oregon: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,165	$333,941,267	$489,500,452	$918,707,160
Indirect	2,088	$137,624,376	$213,363,935	$356,309,697
Induced	1,941	$127,312,937	$229,562,363	$369,319,401
Total	**8,194**	**$598,878,580**	**$932,426,750**	**$1,644,336,258**

Oregon: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$15,873,691	$20,221,702	$72,483,248	$108,578,640
Indirect	$11,006,732	$10,306,118	$31,026,685	$52,339,535
Induced	$9,691,441	$9,779,267	$30,528,721	$49,999,429
Total	**$36,571,864**	**$40,307,087**	**$134,038,653**	**$210,917,604**

Oregon: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	80	$6,877,746	$9,270,157	$15,614,636	$2,096,818
Electrical Power-Line Installers and Repairers	253	$31,459,021	$103,258,465	$200,357,014	$23,695,250
Heavy and Tractor-Trailer Truck Drivers	6,042	$436,381,488	$653,346,580	$1,133,545,951	$147,122,915
Machinists	652	$46,136,505	$61,387,291	$117,680,161	$14,215,497
Painters	667	$42,170,037	$56,838,804	$95,739,185	$12,856,380
Roofers	500	$35,853,783	$48,325,453	$81,399,311	$10,930,743
Total	**8,194**	**$598,878,580**	**$932,426,750**	**$1,644,336,258**	**$210,917,604**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oregon: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Oregon: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	18,743	$1,853,577,977	$2,332,984,429	$3,199,026,068
Indirect	3,975	$301,964,644	$461,539,957	$836,452,328
Induced	8,865	$581,571,291	$1,048,655,872	$1,687,070,852
Total	**31,583**	**$2,737,113,913**	**$3,843,180,258**	**$5,722,549,248**

Oregon: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$27,618,531	$81,612,847	$387,388,088	$496,619,465
Indirect	$12,282,981	$17,732,207	$67,366,440	$97,381,628
Induced	$44,270,804	$44,672,155	$139,456,762	$228,399,721
Total	**$84,172,316**	**$144,017,208**	**$594,211,290**	**$822,400,814**

Oregon: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	5,850	$567,287,119	$671,091,014	$1,133,320,386	$162,189,274
Dental Hygienists	6,893	$733,619,110	$1,113,676,340	$1,573,199,433	$224,457,376
Emergency Medical Technicians (EMTs)	2,517	$152,324,334	$172,643,126	$293,049,818	$43,412,835
Firefighters	4,780	$326,028,098	$501,248,422	$575,758,318	$97,360,635
Massage Therapists	3,967	$341,312,970	$532,368,576	$770,695,750	$109,715,747
Occupational Health and Safety Specialists	3,898	$356,248,845	$462,801,290	$797,291,246	$105,384,492
Physical Therapist Assistants	1,284	$99,293,932	$154,875,360	$224,208,917	$31,918,236
Veterinary Technologists and Technicians (Vet Techs)	2,395	$160,999,505	$234,476,130	$355,025,381	$47,962,219
Total	**31,583**	**$2,737,113,913**	**$3,843,180,258**	**$5,722,549,248**	**$822,400,814**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Oregon: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Oregon: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,174	$218,571,946	$268,126,075	$377,311,020
Indirect	517	$38,213,139	$58,936,865	$107,453,721
Induced	1,061	$69,614,221	$125,521,926	$201,941,067
Total	**3,752**	**$326,399,307**	**$452,584,866**	**$686,705,807**

Oregon: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,674,866	$9,733,188	$44,946,744	$58,354,798
Indirect	$1,574,054	$2,260,829	$8,527,002	$12,361,884
Induced	$5,299,260	$5,347,242	$16,692,913	$27,339,415
Total	**$10,548,180**	**$17,341,259**	**$70,166,659**	**$98,056,097**

Oregon: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	933	$90,439,351	$106,988,214	$180,678,808	$25,856,911
Dental Hygienists	540	$57,502,323	$87,291,860	$123,310,068	$17,593,354
Emergency Medical Technicians (EMTs)	207	$12,509,098	$14,177,707	$24,065,681	$3,565,126
Firefighters	420	$28,638,213	$44,029,515	$50,574,443	$8,552,130
Massage Therapists	624	$53,709,050	$83,773,583	$121,276,776	$17,264,883
Occupational Health and Safety Specialists	504	$46,109,496	$59,900,642	$103,193,872	$13,639,976
Physical Therapist Assistants	228	$17,614,601	$27,474,666	$39,774,339	$5,662,249
Veterinary Technologists and Technicians (Vet Techs)	296	$19,877,175	$28,948,679	$43,831,821	$5,921,468
Total	**3,752**	**$326,399,307**	**$452,584,866**	**$686,705,807**	**$98,056,097**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Pennsylvania: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Pennsylvania: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	122,770	$9,104,834,139	$13,047,701,655	$25,778,981,126
Indirect	62,636	$4,516,535,403	$7,239,153,604	$12,398,360,680
Induced	62,492	$4,199,663,553	$7,452,934,917	$12,052,989,356
Total	**247,898**	**$17,821,033,095**	**$27,739,790,176**	**$50,230,331,163**

Pennsylvania: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$296,591,609	$454,995,436	$1,992,630,327	$2,744,217,373
Indirect	$377,663,063	$465,329,505	$1,041,352,512	$1,884,345,080
Induced	$304,892,125	$395,176,832	$1,009,905,339	$1,709,974,296
Total	**$979,146,797**	**$1,315,501,773**	**$4,043,888,179**	**$6,338,536,749**

Pennsylvania: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	5,494	$460,452,538	$638,580,052	$1,093,252,441	$141,563,572
Electrical Power-Line Installers and Repairers	9,699	$1,017,530,681	$2,981,465,045	$6,294,361,368	$793,152,232
Heavy and Tractor-Trailer Truck Drivers	191,147	$13,472,832,945	$20,225,328,462	$35,730,965,452	$4,524,131,920
Machinists	26,339	$1,783,310,747	$2,387,037,352	$4,531,110,595	$545,525,765
Painters	9,550	$671,252,895	$930,929,192	$1,593,755,721	$206,372,970
Roofers	5,668	$415,653,289	$576,450,072	$986,885,586	$127,790,292
Total	**247,898**	**$17,821,033,095**	**$27,739,790,176**	**$50,230,331,163**	**$6,338,536,749**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Pennsylvania: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Pennsylvania: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	12,670	$937,388,866	$1,327,947,681	$2,613,194,694
Indirect	6,592	$468,176,832	$737,701,506	$1,256,333,014
Induced	6,450	$433,487,562	$769,286,569	$1,244,100,189
Total	**25,713**	**$1,839,053,260**	**$2,834,935,755**	**$5,113,627,897**

Pennsylvania: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$28,389,118	$44,510,069	$204,399,623	$277,298,810
Indirect	$37,562,802	$46,488,374	$107,316,431	$191,367,607
Induced	$31,470,562	$40,789,681	$104,241,918	$176,502,161
Total	**$97,422,482**	**$131,788,125**	**$415,957,971**	**$645,168,578**

Pennsylvania: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	446	$37,366,942	$51,822,462	$88,720,329	$11,488,259
Electrical Power-Line Installers and Repairers	784	$82,298,980	$241,144,110	$509,094,740	$64,151,008
Heavy and Tractor-Trailer Truck Drivers	20,612	$1,452,784,604	$2,180,910,720	$3,852,893,946	$487,840,176
Machinists	2,654	$179,678,627	$240,507,492	$456,534,977	$54,964,801
Painters	767	$53,934,278	$74,798,923	$128,056,154	$16,581,794
Roofers	450	$32,989,830	$45,752,049	$78,327,751	$10,142,540
Total	**25,713**	**$1,839,053,260**	**$2,834,935,755**	**$5,113,627,897**	**$645,168,578**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Pennsylvania: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Pennsylvania: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	60,971	$3,940,974,314	$4,739,827,190	$7,012,147,669
Indirect	9,830	$749,630,362	$1,194,996,807	$2,160,454,816
Induced	21,496	$1,444,626,389	$2,563,832,640	$4,146,303,270
Total	**92,297**	**$6,135,231,065**	**$8,498,656,637**	**$13,318,905,754**

Pennsylvania: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$74,501,571	$131,093,436	$827,262,605	$1,032,857,612
Indirect	$35,477,232	$50,016,565	$172,634,386	$258,128,182
Induced	$104,893,751	$135,952,127	$347,398,878	$588,244,756
Total	**$214,872,553**	**$317,062,128**	**$1,347,295,869**	**$1,879,230,550**

Pennsylvania: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	29,405	$1,764,642,317	$2,141,226,693	$3,850,554,586	$548,912,488
Dental Hygienists	13,659	$1,097,288,452	$1,753,295,560	$2,473,214,411	$339,725,957
Emergency Medical Technicians (EMTs)	13,768	$753,955,638	$888,568,468	$1,557,481,644	$219,176,572
Firefighters	6,815	$479,701,317	$747,063,070	$869,375,674	$142,800,582
Massage Therapists	4,069	$263,147,738	$430,960,152	$620,225,554	$84,524,327
Occupational Health and Safety Specialists	9,698	$848,301,972	$1,099,054,090	$1,819,111,005	$253,933,121
Physical Therapist Assistants	6,891	$467,533,335	$765,684,855	$1,101,951,795	$150,173,971
Veterinary Technologists and Technicians (Vet Techs)	7,991	$460,660,295	$672,803,749	$1,026,991,086	$139,983,533
Total	**92,297**	**$6,135,231,065**	**$8,498,656,637**	**$13,318,905,754**	**$1,879,230,550**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Pennsylvania: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Pennsylvania: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,854	$437,796,781	$514,172,187	$781,321,675
Indirect	1,199	$88,681,250	$142,615,343	$259,589,482
Induced	2,419	$162,572,386	$288,508,275	$466,579,370
Total	**10,472**	**$689,050,417**	**$945,295,804**	**$1,507,490,527**

Pennsylvania: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$9,207,318	$15,373,770	$90,872,152	$115,453,240
Indirect	$4,207,175	$5,944,417	$20,446,700	$30,598,292
Induced	$11,802,519	$15,297,501	$39,094,218	$66,194,238
Total	**$25,217,012**	**$36,615,688**	**$150,413,069**	**$212,245,770**

Pennsylvania: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	4,263	$255,860,871	$310,462,988	$558,303,652	$79,588,495
Dental Hygienists	937	$75,283,474	$120,291,232	$169,683,889	$23,308,138
Emergency Medical Technicians (EMTs)	1,016	$55,653,866	$65,590,424	$114,966,810	$16,178,702
Firefighters	529	$37,217,835	$57,961,213	$67,450,890	$11,079,245
Massage Therapists	621	$40,148,539	$65,751,735	$94,628,021	$12,895,905
Occupational Health and Safety Specialists	1,155	$101,068,740	$130,943,951	$216,733,266	$30,254,204
Physical Therapist Assistants	1,119	$75,945,402	$124,376,680	$178,999,369	$24,394,031
Veterinary Technologists and Technicians (Vet Techs)	830	$47,871,691	$69,917,581	$106,724,631	$14,547,050
Total	**10,472**	**$689,050,417**	**$945,295,804**	**$1,507,490,527**	**$212,245,770**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Rhode Island: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Rhode Island: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,416	$462,858,947	$676,691,241	$1,412,502,797
Indirect	3,046	$209,789,814	$402,831,397	$696,287,925
Induced	2,658	$170,780,471	$318,005,916	$505,726,617
Total	**12,120**	**$843,429,232**	**$1,397,528,554**	**$2,614,517,339**

Rhode Island: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$15,407,612	$28,942,137	$105,110,790	$149,460,539
Indirect	$27,626,557	$34,119,347	$52,451,656	$114,197,560
Induced	$14,599,266	$20,341,556	$42,919,335	$77,860,157
Total	**$57,633,435**	**$83,403,040**	**$200,481,781**	**$341,518,256**

Rhode Island: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	538	$47,257,195	$64,421,507	$109,846,280	$15,140,667
Electrical Power-Line Installers and Repairers	733	$75,965,596	$259,110,045	$582,716,724	$77,756,573
Heavy and Tractor-Trailer Truck Drivers	7,063	$479,222,878	$756,095,347	$1,351,384,535	$172,031,947
Machinists	1,476	$97,498,699	$122,301,574	$237,048,551	$30,618,151
Painters	1,644	$93,458,179	$127,403,176	$217,237,467	$29,942,937
Roofers	667	$50,026,686	$68,196,906	$116,283,782	$16,027,981
Total	**12,120**	**$843,429,232**	**$1,397,528,554**	**$2,614,517,339**	**$341,518,256**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Rhode Island: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Rhode Island: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	648	$47,119,059	$70,461,711	$148,543,378
Indirect	336	$22,829,365	$43,589,210	$75,135,260
Induced	277	$17,769,710	$33,088,578	$52,620,941
Total	**1,261**	**$87,718,134**	**$147,139,499**	**$276,299,578**

Rhode Island: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,654,895	$3,061,134	$10,792,058	$15,508,087
Indirect	$2,967,976	$3,672,307	$5,692,874	$12,333,157
Induced	$1,519,065	$2,116,551	$4,465,759	$8,101,376
Total	**$6,141,937**	**$8,849,991**	**$20,950,691**	**$35,942,619**

Rhode Island: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	49	$4,277,961	$5,831,762	$9,943,843	$1,370,610
Electrical Power-Line Installers and Repairers	79	$8,196,901	$27,958,702	$62,876,771	$8,390,153
Heavy and Tractor-Trailer Truck Drivers	817	$55,456,948	$87,497,368	$156,385,818	$19,907,995
Machinists	156	$10,303,900	$12,925,128	$25,051,867	$3,235,801
Painters	137	$7,814,119	$10,652,290	$18,163,413	$2,503,555
Roofers	22	$1,668,304	$2,274,250	$3,877,865	$534,506
Total	**1,261**	**$87,718,134**	**$147,139,499**	**$276,299,578**	**$35,942,619**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Rhode Island: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Rhode Island: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,822	$410,459,267	$502,020,560	$681,168,310
Indirect	824	$57,742,112	$91,304,735	$167,071,347
Induced	1,846	$118,599,655	$220,846,324	$351,212,083
Total	**8,492**	**$586,801,034**	**$814,171,619**	**$1,199,451,740**

Rhode Island: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,936,028	$14,632,862	$89,093,639	$107,662,530
Indirect	$2,535,958	$4,332,506	$13,536,251	$20,404,715
Induced	$10,139,533	$14,127,332	$29,805,795	$54,072,661
Total	**$16,611,519**	**$33,092,701**	**$132,435,686**	**$182,139,906**

Rhode Island: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	2,314	$148,748,137	$175,785,101	$306,400,828	$44,066,036
Dental Hygienists	1,347	$113,566,551	$175,044,412	$247,933,960	$36,588,783
Emergency Medical Technicians (EMTs)	747	$45,250,098	$52,203,788	$92,808,298	$13,692,634
Firefighters	1,996	$130,265,393	$190,718,676	$218,789,451	$39,669,497
Occupational Health and Safety Specialists	488	$45,637,605	$59,391,923	$99,859,919	$14,168,621
Physical Therapist Assistants	862	$61,742,430	$97,687,708	$141,001,293	$20,773,636
Veterinary Technologists and Technicians (Vet Techs)	738	$41,590,821	$63,340,010	$92,657,992	$13,180,699
Total	**8,492**	**$586,801,034**	**$814,171,619**	**$1,199,451,740**	**$182,139,906**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Rhode Island results exclude massage therapists, which have no source data. Figures may not sum due to rounding.

Rhode Island: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Rhode Island: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	615	$42,811,971	$50,830,062	$71,701,022
Indirect	99	$6,746,627	$10,781,428	$19,895,465
Induced	197	$12,673,354	$23,597,369	$37,527,327
Total	**912**	**$62,231,952**	**$85,208,858**	**$129,123,814**

Rhode Island: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$481,228	$1,556,996	$9,104,479	$11,142,703
Indirect	$299,668	$511,651	$1,581,372	$2,392,692
Induced	$1,083,123	$1,509,242	$3,184,930	$5,777,294
Total	**$1,864,019**	**$3,577,888**	**$13,870,782**	**$19,312,689**

Rhode Island: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	342	$22,007,670	$26,007,858	$45,332,791	$6,519,683
Dental Hygienists	90	$7,554,697	$11,644,339	$16,493,112	$2,433,966
Emergency Medical Technicians (EMTs)	53	$3,209,277	$3,702,454	$6,582,252	$971,124
Firefighters	148	$9,677,278	$14,168,288	$16,253,636	$2,947,005
Occupational Health and Safety Specialists	51	$4,762,450	$6,197,763	$10,420,746	$1,478,547
Physical Therapist Assistants	144	$10,343,282	$16,364,946	$23,620,971	$3,480,064
Veterinary Technologists and Technicians (Vet Techs)	83	$4,677,298	$7,123,209	$10,420,306	$1,482,300
Total	**912**	**$62,231,952**	**$85,208,858**	**$129,123,814**	**$19,312,689**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Rhode Island results exclude massage therapists, which have no source data. Figures may not sum due to rounding.

South Carolina: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

South Carolina: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	44,432	$2,785,882,732	$4,443,575,746	$9,814,775,463
Indirect	27,602	$1,661,200,615	$3,055,278,349	$5,411,961,638
Induced	17,291	$900,018,496	$1,972,517,412	$3,220,182,243
Total	**89,326**	**$5,347,101,843**	**$9,471,371,507**	**$18,446,919,343**

South Carolina: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$104,115,058	$154,058,405	$648,941,128	$907,114,590
Indirect	$191,927,509	$203,988,877	$414,796,460	$810,712,846
Induced	$107,415,977	$116,444,212	$240,220,479	$464,080,668
Total	**$403,458,544**	**$474,491,494**	**$1,303,958,067**	**$2,181,908,104**

South Carolina: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	1,544	$94,202,142	$148,854,878	$258,124,881	$31,659,475
Electrical Power-Line Installers and Repairers	5,998	$494,588,551	$1,840,609,637	$4,009,302,391	$458,011,802
Heavy and Tractor-Trailer Truck Drivers	69,436	$4,041,611,362	$6,418,125,776	$12,143,358,611	$1,457,487,384
Machinists	7,921	$472,057,084	$677,205,507	$1,365,783,853	$152,529,873
Painters	2,891	$155,282,122	$245,371,292	$425,491,167	$52,187,248
Roofers	1,535	$89,360,582	$141,204,417	$244,858,441	$30,032,323
Total	**89,326**	**$5,347,101,843**	**$9,471,371,507**	**$18,446,919,343**	**$2,181,908,104**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

South Carolina: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

South Carolina: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,831	$303,362,979	$471,754,789	$1,040,290,428
Indirect	3,055	$180,455,335	$321,172,206	$563,948,652
Induced	1,882	$97,952,567	$214,676,951	$350,465,561
Total	**9,768**	**$581,770,881**	**$1,007,603,946**	**$1,954,704,642**

South Carolina: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,059,260	$15,592,850	$70,051,572	$95,703,682
Indirect	$19,721,555	$21,112,695	$44,500,221	$85,334,471
Induced	$11,690,410	$12,673,004	$26,144,146	$50,507,560
Total	**$41,471,225**	**$49,378,549**	**$140,695,939**	**$231,545,713**

South Carolina: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	135	$8,263,346	$13,057,445	$22,642,533	$2,777,147
Electrical Power-Line Installers and Repairers	522	$43,048,966	$160,206,582	$348,969,503	$39,865,327
Heavy and Tractor-Trailer Truck Drivers	7,906	$460,180,782	$730,772,425	$1,382,651,561	$165,950,564
Machinists	862	$51,400,896	$73,738,899	$148,716,152	$16,608,525
Painters	226	$12,163,560	$19,220,425	$33,329,575	$4,087,932
Roofers	115	$6,713,333	$10,608,170	$18,395,317	$2,256,218
Total	**9,768**	**$581,770,881**	**$1,007,603,946**	**$1,954,704,642**	**$231,545,713**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

South Carolina: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

South Carolina: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	26,294	$1,606,214,440	$2,106,410,111	$2,928,968,290
Indirect	4,059	$234,379,306	$388,892,542	$758,573,793
Induced	7,164	$372,863,483	$817,183,420	$1,334,073,861
Total	**37,516**	**$2,213,457,229**	**$3,312,486,073**	**$5,021,615,944**

South Carolina: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$17,080,397	$48,276,869	$353,398,579	$418,755,845
Indirect	$10,628,011	$14,658,356	$55,955,344	$81,241,711
Induced	$44,499,985	$48,240,367	$99,519,577	$192,259,928
Total	**$72,208,393**	**$111,175,592**	**$508,873,500**	**$692,257,484**

South Carolina: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	5,746	$376,323,832	$499,180,821	$889,714,503	$115,961,258
Dental Hygienists	5,084	$395,774,301	$682,142,324	$948,409,685	$127,733,369
Emergency Medical Technicians (EMTs)	5,878	$277,950,747	$337,931,470	$615,864,083	$84,563,484
Firefighters	8,946	$383,296,207	$579,244,586	$667,730,488	$114,312,423
Massage Therapists	2,244	$133,908,252	$237,555,123	$344,340,300	$45,639,859
Occupational Health and Safety Specialists	3,871	$306,780,007	$407,744,772	$714,170,192	$92,843,032
Physical Therapist Assistants	3,275	$223,038,212	$395,672,926	$573,534,818	$76,017,963
Veterinary Technologists and Technicians (Vet Techs)	2,472	$116,385,673	$173,014,051	$267,851,875	$35,186,096
Total	**37,516**	**$2,213,457,229**	**$3,312,486,073**	**$5,021,615,944**	**$692,257,484**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

South Carolina: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

South Carolina: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,873	$184,222,487	$242,870,021	$343,855,195
Indirect	515	$29,084,037	$48,667,496	$95,504,873
Induced	832	$43,319,694	$94,941,655	$154,995,856
Total	**4,220**	**$256,626,218**	**$386,479,172**	**$594,355,924**

South Carolina: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$2,222,262	$5,793,760	$40,382,107	$48,398,129
Indirect	$1,316,241	$1,821,332	$6,954,731	$10,092,304
Induced	$5,169,672	$5,604,298	$11,562,308	$22,336,278
Total	**$8,708,175**	**$13,219,391**	**$58,899,146**	**$80,826,712**

South Carolina: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	836	$54,732,619	$72,600,965	$129,400,268	$16,865,430
Dental Hygienists	436	$33,925,629	$58,472,992	$81,297,334	$10,949,258
Emergency Medical Technicians (EMTs)	483	$22,857,500	$27,790,062	$50,646,071	$6,954,145
Firefighters	758	$32,481,844	$49,087,186	$56,585,787	$9,687,229
Massage Therapists	352	$21,007,679	$37,267,918	$54,020,499	$7,160,033
Occupational Health and Safety Specialists	491	$38,946,563	$51,764,317	$90,665,864	$11,786,677
Physical Therapist Assistants	572	$38,935,356	$69,071,869	$100,120,881	$13,270,311
Veterinary Technologists and Technicians (Vet Techs)	292	$13,739,028	$20,423,862	$31,619,222	$4,153,628
Total	**4,220**	**$256,626,218**	**$386,479,172**	**$594,355,924**	**$80,826,712**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

South Dakota: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

South Dakota: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	8,924	$725,642,745	$1,151,809,826	$2,573,008,810
Indirect	4,474	$283,295,787	$531,036,519	$994,583,637
Induced	3,533	$206,624,557	$386,860,284	$650,220,159
Total	**16,931**	**$1,215,563,090**	**$2,069,706,629**	**$4,217,812,606**

South Dakota: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$39,857,248	$44,296,727	$155,210,472	$239,364,447
Indirect	$36,767,799	$39,513,910	$65,783,794	$142,065,503
Induced	$14,532,531	$16,037,483	$48,196,955	$78,766,970
Total	**$91,157,578**	**$99,848,120**	**$269,191,222**	**$460,196,919**

South Dakota: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	424	$32,302,171	$42,345,397	$77,296,357	$8,402,176
Electrical Power-Line Installers and Repairers	1,543	$135,431,669	$466,741,351	$1,163,885,864	$141,632,015
Heavy and Tractor-Trailer Truck Drivers	12,476	$893,241,026	$1,358,759,523	$2,587,915,160	$269,821,583
Machinists	863	$48,452,490	$62,725,442	$134,741,408	$12,733,987
Painters	981	$64,185,575	$84,141,827	$153,590,641	$16,695,427
Roofers	645	$41,950,159	$54,993,089	$100,383,175	$10,911,732
Total	**16,931**	**$1,215,563,090**	**$2,069,706,629**	**$4,217,812,606**	**$460,196,919**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

South Dakota: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

South Dakota: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	951	$77,542,704	$118,982,328	$262,069,139
Indirect	494	$30,723,464	$55,390,408	$102,012,973
Induced	379	$22,188,044	$41,542,190	$69,823,431
Total	**1,824**	**$130,454,212**	**$215,914,926**	**$433,905,543**

South Dakota: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,565,023	$4,003,265	$16,361,822	$23,930,111
Indirect	$3,590,629	$3,867,885	$7,026,120	$14,484,634
Induced	$1,560,487	$1,722,090	$5,175,552	$8,458,129
Total	**$8,716,139**	**$9,593,240**	**$28,563,495**	**$46,872,874**

South Dakota: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	34	$2,606,018	$3,416,267	$6,235,980	$677,856
Electrical Power-Line Installers and Repairers	125	$10,983,922	$37,854,151	$94,394,702	$11,486,789
Heavy and Tractor-Trailer Truck Drivers	1,430	$102,401,508	$155,768,735	$296,679,628	$30,932,454
Machinists	91	$5,121,537	$6,630,220	$14,242,469	$1,346,011
Painters	90	$5,871,001	$7,696,383	$14,048,808	$1,527,117
Roofers	53	$3,470,226	$4,549,171	$8,303,957	$902,647
Total	**1,824**	**$130,454,212**	**$215,914,926**	**$433,905,543**	**$46,872,874**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

South Dakota: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

South Dakota: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,849	$302,855,284	$371,448,786	$526,086,635
Indirect	614	$38,352,993	$61,774,292	$122,784,767
Induced	1,197	$69,969,418	$130,999,841	$220,194,305
Total	**5,660**	**$411,177,695**	**$564,222,918**	**$869,065,707**

South Dakota: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$6,219,030	$7,423,347	$59,316,814	$72,959,190
Indirect	$1,479,172	$1,690,728	$8,275,987	$11,445,887
Induced	$4,920,070	$5,429,642	$16,320,969	$26,670,681
Total	**$12,618,271**	**$14,543,717**	**$83,913,771**	**$111,075,758**

South Dakota: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,550	$143,245,356	$172,954,799	$294,679,060	$40,025,000
Dental Hygienists	1,138	$101,670,119	$161,693,719	$222,043,055	$26,452,833
Emergency Medical Technicians (EMTs)	904	$41,870,144	$46,827,499	$82,847,636	$10,206,480
Firefighters	631	$30,589,638	$43,256,219	$49,791,831	$7,610,218
Massage Therapists	196	$11,550,700	$18,861,151	$27,226,837	$3,173,181
Occupational Health and Safety Specialists	427	$36,773,501	$48,134,350	$84,547,539	$10,604,191
Physical Therapist Assistants	421	$23,847,885	$38,941,237	$56,213,258	$6,551,435
Veterinary Technologists and Technicians (Vet Techs)	392	$21,630,352	$33,553,944	$51,716,490	$6,452,420
Total	**5,660**	**$411,177,695**	**$564,222,918**	**$869,065,707**	**$111,075,758**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

South Dakota: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

South Dakota: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	412	$34,559,515	$41,494,516	$60,379,897
Indirect	78	$4,738,902	$7,683,355	$15,353,151
Induced	138	$8,087,080	$15,140,639	$25,451,287
Total	**628**	**$47,385,497**	**$64,318,510**	**$101,184,336**

South Dakota: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$848,246	$990,213	$6,638,259	$8,476,718
Indirect	$187,864	$214,333	$1,021,617	$1,423,814
Induced	$568,531	$627,422	$1,886,381	$3,082,334
Total	**$1,604,641**	**$1,831,967**	**$9,546,257**	**$12,982,866**

South Dakota: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	223	$20,606,989	$24,880,930	$42,391,938	$5,757,916
Dental Hygienists	92	$8,180,933	$13,010,760	$17,866,797	$2,128,539
Emergency Medical Technicians (EMTs)	64	$2,949,339	$3,298,535	$5,835,799	$718,946
Firefighters	44	$2,154,333	$3,046,400	$3,506,683	$535,964
Massage Therapists	30	$1,774,446	$2,897,494	$4,182,651	$487,472
Occupational Health and Safety Specialists	62	$5,372,818	$7,032,703	$12,352,877	$1,549,333
Physical Therapist Assistants	66	$3,753,518	$6,129,123	$8,847,638	$1,031,158
Veterinary Technologists and Technicians (Vet Techs)	47	$2,593,122	$4,022,564	$6,199,954	$773,539
Total	**628**	**$47,385,497**	**$64,318,510**	**$101,184,336**	**$12,982,866**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Tennessee: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Tennessee: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	83,721	$6,090,688,029	$10,518,694,667	$19,751,270,126
Indirect	37,340	$2,998,279,335	$4,398,313,636	$7,806,447,538
Induced	36,264	$2,470,915,515	$4,579,516,790	$7,374,684,682
Total	**157,326**	**$11,559,882,879**	**$19,496,525,093**	**$34,932,402,346**

Tennessee: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$209,104,797	$421,664,985	$1,388,615,349	$2,019,385,131
Indirect	$145,197,693	$264,935,370	$654,771,305	$1,064,904,368
Induced	$147,454,783	$279,688,813	$580,546,682	$1,007,690,277
Total	**$501,757,272**	**$966,289,168**	**$2,623,933,336**	**$4,091,979,776**

Tennessee: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	1,941	$176,386,123	$237,708,167	$408,740,751	$48,194,285
Electrical Power-Line Installers and Repairers	8,930	$998,322,942	$4,322,752,435	$7,979,384,124	$905,101,353
Heavy and Tractor-Trailer Truck Drivers	124,171	$8,918,701,570	$12,970,014,451	$22,897,792,922	$2,733,788,198
Machinists	12,939	$788,935,974	$1,052,962,874	$2,076,425,182	$219,771,534
Painters	5,647	$403,492,933	$543,770,474	$935,016,894	$110,247,071
Roofers	3,699	$274,043,337	$369,316,692	$635,042,473	$74,877,335
Total	**157,326**	**$11,559,882,879**	**$19,496,525,093**	**$34,932,402,346**	**$4,091,979,776**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Tennessee: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Tennessee: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	9,339	$675,244,325	$1,134,953,077	$2,139,692,640
Indirect	4,214	$336,644,988	$491,559,183	$864,878,687
Induced	4,037	$275,063,726	$509,797,891	$820,958,843
Total	**17,590**	**$1,286,953,038**	**$2,136,310,152**	**$3,825,530,170**

Tennessee: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$21,337,069	$43,192,358	$152,638,633	$217,168,060
Indirect	$16,241,892	$29,609,467	$73,396,879	$119,248,238
Induced	$16,415,011	$31,135,606	$64,626,942	$112,177,560
Total	**$53,993,973**	**$103,937,431**	**$290,662,455**	**$448,593,858**

Tennessee: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	184	$16,677,387	$22,475,414	$38,646,621	$4,556,791
Electrical Power-Line Installers and Repairers	883	$98,675,449	$427,266,087	$788,691,992	$89,461,314
Heavy and Tractor-Trailer Truck Drivers	14,212	$1,020,786,702	$1,484,478,225	$2,620,758,451	$312,894,721
Machinists	1,457	$88,842,317	$118,574,466	$233,826,863	$24,748,538
Painters	523	$37,353,873	$50,340,246	$86,560,382	$10,206,263
Roofers	332	$24,617,311	$33,175,715	$57,045,860	$6,726,230
Total	**17,590**	**$1,286,953,038**	**$2,136,310,152**	**$3,825,530,170**	**$448,593,858**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Tennessee: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Tennessee: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	30,021	$2,272,405,801	$2,902,113,964	$3,943,314,101
Indirect	5,042	$366,104,494	$571,965,724	$1,051,944,743
Induced	10,600	$722,160,177	$1,338,203,218	$2,155,048,384
Total	**45,663**	**$3,360,670,472**	**$4,812,282,907**	**$7,150,307,228**

Tennessee: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$21,249,673	$46,910,663	$459,411,793	$527,572,129
Indirect	$10,175,603	$20,420,257	$80,826,394	$111,422,254
Induced	$43,078,794	$81,711,302	$169,662,977	$294,453,073
Total	**$74,504,070**	**$149,042,221**	**$709,901,164**	**$933,447,456**

Tennessee: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	9,620	$753,831,307	$949,584,824	$1,596,220,405	$209,954,577
Dental Hygienists	7,831	$741,929,410	$1,145,639,779	$1,598,218,808	$204,569,337
Emergency Medical Technicians (EMTs)	4,813	$282,691,394	$334,501,087	$565,472,413	$73,662,806
Firefighters	7,939	$405,877,731	$651,497,078	$748,493,908	$111,323,280
Massage Therapists	1,928	$128,271,841	$203,467,807	$288,782,277	$37,002,137
Occupational Health and Safety Specialists	5,367	$473,201,995	$624,948,523	$1,046,851,730	$131,490,773
Physical Therapist Assistants	5,124	$396,408,200	$628,791,998	$892,445,774	$114,350,509
Veterinary Technologists and Technicians (Vet Techs)	3,042	$178,458,593	$273,851,810	$413,821,914	$51,094,037
Total	**45,663**	**$3,360,670,472**	**$4,812,282,907**	**$7,150,307,228**	**$933,447,456**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Tennessee: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Tennessee: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,581	$279,941,748	$351,004,820	$487,594,595
Indirect	687	$48,548,905	$76,628,329	$141,714,037
Induced	1,324	$90,209,521	$167,152,506	$269,185,780
Total	**5,592**	**$418,700,173**	**$594,785,655**	**$898,494,411**

Tennessee: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$3,075,494	$6,436,360	$55,831,748	$65,343,602
Indirect	$1,343,962	$2,711,540	$10,735,228	$14,790,729
Induced	$5,380,429	$10,205,549	$21,193,178	$36,779,157
Total	**$9,799,884**	**$19,353,449**	**$87,760,154**	**$116,913,488**

Tennessee: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,603	$125,587,630	$158,199,993	$265,928,910	$34,978,247
Dental Hygienists	662	$62,717,233	$96,843,927	$135,101,616	$17,292,781
Emergency Medical Technicians (EMTs)	370	$21,741,030	$25,725,573	$43,488,953	$5,665,207
Firefighters	699	$35,759,712	$57,399,917	$65,945,788	$9,808,098
Massage Therapists	334	$22,214,500	$35,237,162	$50,012,177	$6,408,140
Occupational Health and Safety Specialists	713	$62,829,627	$82,977,847	$138,996,252	$17,458,752
Physical Therapist Assistants	898	$69,484,965	$110,218,684	$156,433,605	$20,044,089
Veterinary Technologists and Technicians (Vet Techs)	313	$18,365,475	$28,182,552	$42,587,112	$5,258,174
Total	**5,592**	**$418,700,173**	**$594,785,655**	**$898,494,411**	**$116,913,488**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Texas: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Texas: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	286,031	$21,524,478,960	$31,334,668,979	$67,949,666,093
Indirect	213,542	$15,421,315,866	$26,828,865,963	$47,351,229,112
Induced	167,391	$10,422,541,999	$20,204,584,373	$33,851,262,713
Total	**666,965**	**$47,368,336,824**	**$78,368,119,315**	**$149,152,157,918**

Texas: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$529,767,174	$512,112,417	$4,589,489,959	$5,631,369,550
Indirect	$1,352,910,170	$1,260,090,590	$3,576,794,614	$6,189,795,374
Induced	$875,481,230	$816,331,947	$2,531,854,516	$4,223,667,693
Total	**$2,758,158,574**	**$2,588,534,954**	**$10,698,139,088**	**$16,044,832,616**

Texas: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	7,544	$545,184,384	$800,307,452	$1,415,437,641	$154,130,493
Electrical Power-Line Installers and Repairers	38,175	$3,613,228,338	$10,032,630,141	$21,414,452,868	$2,473,268,084
Heavy and Tractor-Trailer Truck Drivers	543,601	$38,135,020,174	$60,243,712,537	$112,946,520,211	$11,983,506,224
Machinists	38,526	$2,599,358,725	$3,657,474,275	$6,948,600,773	$734,060,003
Painters	29,276	$1,848,868,501	$2,714,060,205	$4,800,133,951	$522,698,415
Roofers	9,843	$626,676,702	$919,934,705	$1,627,012,474	$177,169,398
Total	**666,965**	**$47,368,336,824**	**$78,368,119,315**	**$149,152,157,918**	**$16,044,832,616**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Texas: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Texas: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	33,558	$2,540,346,834	$3,648,383,560	$7,903,597,922
Indirect	25,766	$1,828,714,865	$3,122,752,014	$5,471,531,731
Induced	19,799	$1,232,763,642	$2,389,751,307	$4,003,852,921
Total	**79,123**	**$5,601,825,340**	**$9,160,886,882**	**$17,378,982,574**

Texas: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$56,070,049	$54,518,832	$538,903,068	$649,491,949
Indirect	$151,778,327	$141,498,771	$421,254,756	$714,531,854
Induced	$103,548,328	$96,552,432	$299,463,277	$499,564,037
Total	**$311,396,704**	**$292,570,035**	**$1,259,621,101**	**$1,863,587,841**

Texas: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	669	$48,333,047	$70,950,854	$125,484,911	$13,664,361
Electrical Power-Line Installers and Repairers	3,441	$325,729,875	$904,434,222	$1,930,497,163	$222,963,297
Heavy and Tractor-Trailer Truck Drivers	67,413	$4,729,216,666	$7,470,969,415	$14,006,772,865	$1,486,103,773
Machinists	4,214	$284,310,790	$400,044,591	$760,019,059	$80,289,487
Painters	2,522	$159,255,546	$233,780,358	$413,467,996	$45,023,549
Roofers	864	$54,979,416	$80,707,440	$142,740,579	$15,543,373
Total	**79,123**	**$5,601,825,340**	**$9,160,886,882**	**$17,378,982,574**	**$1,863,587,841**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Texas: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Texas: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	140,345	$9,715,517,974	$12,412,673,582	$17,150,638,921
Indirect	24,989	$1,747,213,637	$2,870,598,133	$5,278,288,570
Induced	51,966	$3,236,090,961	$6,274,471,440	$10,512,149,352
Total	**217,301**	**$14,698,822,572**	**$21,557,743,155**	**$32,941,076,844**

Texas: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$83,979,082	$89,970,582	$2,030,720,143	$2,204,669,807
Indirect	$74,169,992	$70,382,152	$401,459,960	$546,012,104
Induced	$271,976,667	$253,598,909	$786,172,032	$1,311,747,607
Total	**$430,125,741**	**$413,951,643**	**$3,218,352,135**	**$4,062,429,519**

Texas: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	38,240	$2,306,249,316	$3,060,229,066	$5,507,326,523	$687,578,960
Dental Hygienists	29,941	$2,751,001,070	$4,378,380,464	$6,356,457,312	$747,927,544
Emergency Medical Technicians (EMTs)	19,517	$976,003,552	$1,188,474,246	$2,119,751,037	$254,571,325
Firefighters	39,215	$2,325,064,374	$3,410,791,363	$4,078,486,272	$607,186,156
Massage Therapists	12,430	$824,453,547	$1,352,980,799	$2,000,621,946	$232,507,347
Occupational Health and Safety Specialists	35,777	$2,851,885,984	$3,842,358,045	$6,418,371,829	$784,299,665
Physical Therapist Assistants	19,950	$1,570,193,210	$2,576,787,099	$3,810,236,496	$442,816,287
Veterinary Technologists and Technicians (Vet Techs)	22,230	$1,093,971,519	$1,747,742,074	$2,649,825,430	$305,542,234
Total	**217,301**	**$14,698,822,572**	**$21,557,743,155**	**$32,941,076,844**	**$4,062,429,519**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Texas: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Texas: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	16,895	$1,173,517,285	$1,489,483,385	$2,110,538,926
Indirect	3,343	$228,801,498	$379,663,929	$701,233,370
Induced	6,366	$396,419,423	$768,576,538	$1,287,670,407
Total	**26,604**	**$1,798,738,206**	**$2,637,723,851**	**$4,099,442,704**

Texas: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$12,073,785	$12,612,659	$244,030,981	$268,717,424
Indirect	$9,936,073	$9,420,913	$52,738,210	$72,095,196
Induced	$33,311,501	$31,060,698	$96,303,527	$160,675,726
Total	**$55,321,359**	**$53,094,270**	**$393,072,717**	**$501,488,347**

Texas: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	5,883	$354,798,529	$470,792,452	$847,259,373	$105,778,678
Dental Hygienists	2,560	$235,200,085	$374,334,809	$543,452,825	$63,944,949
Emergency Medical Technicians (EMTs)	1,822	$91,106,327	$110,939,682	$197,870,931	$23,763,293
Firefighters	3,350	$198,601,075	$291,341,108	$348,373,906	$51,864,294
Massage Therapists	2,038	$135,181,274	$221,841,083	$328,031,366	$38,122,996
Occupational Health and Safety Specialists	4,777	$380,798,021	$513,050,783	$857,012,974	$104,723,598
Physical Therapist Assistants	3,363	$264,702,734	$434,394,052	$642,328,608	$74,649,846
Veterinary Technologists and Technicians (Vet Techs)	2,811	$138,350,160	$221,029,882	$335,112,722	$38,640,693
Total	**26,604**	**$1,798,738,206**	**$2,637,723,851**	**$4,099,442,704**	**$501,488,347**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Utah: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Utah: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	38,198	$2,828,890,566	$4,502,461,470	$8,269,360,935
Indirect	18,107	$1,340,835,237	$2,362,128,794	$4,089,927,148
Induced	17,992	$1,049,286,703	$2,232,588,766	$3,688,862,754
Total	**74,297**	**$5,219,012,506**	**$9,097,179,030**	**$16,048,150,837**

Utah: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$76,871,569	$139,560,819	$620,526,002	$836,958,389
Indirect	$106,685,747	$116,565,036	$305,359,023	$528,609,806
Induced	$103,128,850	$108,708,612	$264,797,996	$476,635,457
Total	**$286,686,166**	**$364,834,466**	**$1,190,683,020**	**$1,842,203,652**

Utah: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	3,099	$224,831,254	$372,526,347	$615,586,740	$71,086,218
Electrical Power-Line Installers and Repairers	4,346	$771,698,874	$1,853,530,997	$3,051,613,206	$366,589,408
Heavy and Tractor-Trailer Truck Drivers	49,659	$3,110,789,169	$5,144,590,754	$9,331,434,326	$1,059,297,223
Machinists	7,373	$503,201,754	$718,312,125	$1,383,470,301	$152,840,485
Painters	5,151	$313,518,349	$519,473,352	$858,411,520	$99,126,938
Roofers	4,669	$294,973,106	$488,745,454	$807,634,744	$93,263,380
Total	**74,297**	**$5,219,012,506**	**$9,097,179,030**	**$16,048,150,837**	**$1,842,203,652**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Utah: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Utah: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	4,399	$319,574,656	$501,658,844	$928,084,086
Indirect	2,118	$152,869,646	$265,513,839	$460,965,608
Induced	2,038	$118,849,264	$252,883,318	$417,828,375
Total	**8,555**	**$591,293,566**	**$1,020,056,001**	**$1,806,878,068**

Utah: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$8,134,528	$15,292,059	$70,085,816	$93,512,403
Indirect	$11,787,972	$12,981,801	$34,745,339	$59,515,112
Induced	$11,681,530	$12,313,454	$29,992,965	$53,987,949
Total	**$31,604,029**	**$40,587,315**	**$134,824,119**	**$207,015,463**

Utah: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	333	$24,179,800	$40,063,880	$66,204,159	$7,645,069
Electrical Power-Line Installers and Repairers	416	$73,958,883	$177,640,641	$292,463,697	$35,133,579
Heavy and Tractor-Trailer Truck Drivers	5,934	$371,725,026	$614,754,980	$1,115,063,569	$126,581,156
Machinists	869	$59,287,682	$84,632,179	$163,001,712	$18,007,803
Painters	509	$30,973,182	$51,319,939	$84,804,402	$9,792,973
Roofers	493	$31,168,993	$51,644,381	$85,340,531	$9,854,884
Total	**8,555**	**$591,293,566**	**$1,020,056,001**	**$1,806,878,068**	**$207,015,463**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Utah: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Utah: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	17,825	$1,251,494,059	$1,653,023,226	$2,401,092,730
Indirect	3,960	$237,381,734	$412,843,853	$812,764,646
Induced	6,411	$373,968,670	$795,747,091	$1,314,746,437
Total	**28,196**	**$1,862,844,464**	**$2,861,614,169**	**$4,528,603,814**

Utah: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$17,222,842	$46,106,948	$260,423,107	$323,752,897
Indirect	$9,997,356	$14,491,127	$55,132,366	$79,620,849
Induced	$36,759,490	$38,747,452	$94,376,154	$169,883,096
Total	**$63,979,687**	**$99,345,527**	**$409,931,627**	**$573,256,842**

Utah: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	6,554	$418,776,183	$582,718,013	$1,027,692,838	$136,143,564
Dental Hygienists	7,305	$600,412,947	$987,203,420	$1,508,207,020	$182,811,750
Emergency Medical Technicians (EMTs)	1,932	$93,099,823	$113,393,806	$203,577,634	$26,190,200
Firefighters	3,298	$161,153,820	$243,071,543	$287,732,714	$46,580,029
Massage Therapists	3,110	$200,455,438	$338,680,225	$526,287,516	$63,045,483
Occupational Health and Safety Specialists	2,435	$196,215,693	$274,062,713	$474,227,223	$58,663,043
Physical Therapist Assistants	1,362	$87,610,184	$148,022,110	$230,016,939	$27,554,385
Veterinary Technologists and Technicians (Vet Techs)	2,200	$105,120,377	$174,462,337	$270,861,930	$32,268,388
Total	**28,196**	**$1,862,844,464**	**$2,861,614,169**	**$4,528,603,814**	**$573,256,842**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Utah: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Utah: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	2,331	$162,546,217	$212,095,798	$313,972,168
Indirect	554	$32,519,999	$57,259,359	$113,182,409
Induced	842	$49,094,167	$104,461,473	$172,596,529
Total	**3,728**	**$244,160,384**	**$373,816,630**	**$599,751,106**

Utah: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$2,714,779	$6,305,746	$33,502,737	$42,523,262
Indirect	$1,377,836	$1,999,773	$7,577,824	$10,955,433
Induced	$4,825,457	$5,086,482	$12,389,490	$22,301,429
Total	**$8,918,072**	**$13,392,001**	**$53,470,051**	**$75,780,123**

Utah: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,099	$70,230,870	$97,724,739	$172,349,253	$22,831,960
Dental Hygienists	662	$54,405,343	$89,453,669	$136,663,476	$16,565,159
Emergency Medical Technicians (EMTs)	181	$8,743,340	$10,649,221	$19,118,709	$2,459,616
Firefighters	313	$15,313,306	$23,097,367	$27,341,202	$4,426,170
Massage Therapists	573	$36,918,161	$62,375,215	$96,927,115	$11,611,176
Occupational Health and Safety Specialists	339	$27,296,328	$38,125,929	$65,971,592	$8,160,844
Physical Therapist Assistants	271	$17,438,678	$29,463,583	$45,784,533	$5,484,660
Veterinary Technologists and Technicians (Vet Techs)	289	$13,814,358	$22,926,907	$35,595,226	$4,240,539
Total	**3,728**	**$244,160,384**	**$373,816,630**	**$599,751,106**	**$75,780,123**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Vermont: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Vermont: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	5,124	$402,391,025	$610,531,531	$1,265,999,140
Indirect	1,895	$134,699,457	$227,594,112	$392,926,974
Induced	2,148	$131,693,300	$250,689,706	$406,282,987
Total	**9,167**	**$668,783,781**	**$1,088,815,349**	**$2,065,209,101**

Vermont: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,979,441	$46,358,796	$88,120,418	$145,458,655
Indirect	$7,729,394	$27,698,060	$31,320,157	$66,747,611
Induced	$6,031,331	$23,124,813	$31,954,902	$61,111,046
Total	**$24,740,166**	**$97,181,669**	**$151,395,477**	**$273,317,311**

Vermont: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	212	$16,358,900	$22,105,868	$40,887,371	$5,280,292
Electrical Power-Line Installers and Repairers	604	$71,178,900	$198,428,021	$439,833,769	$59,765,525
Heavy and Tractor-Trailer Truck Drivers	6,187	$426,109,766	$660,007,144	$1,190,334,345	$156,938,657
Machinists	706	$48,100,998	$63,637,064	$126,630,211	$16,784,227
Painters	1,018	$73,172,206	$98,877,987	$182,886,327	$23,618,376
Roofers	441	$33,863,011	$45,759,265	$84,637,078	$10,930,234
Total	**9,167**	**$668,783,781**	**$1,088,815,349**	**$2,065,209,101**	**$273,317,311**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Vermont: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Vermont: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	492	$38,101,582	$56,462,755	$115,478,432
Indirect	186	$12,901,495	$21,483,336	$36,632,923
Induced	204	$12,501,316	$23,797,454	$38,567,599
Total	**882**	**$63,504,393**	**$101,743,545**	**$190,678,953**

Vermont: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$903,181	$3,966,760	$8,291,986	$13,161,927
Indirect	$705,078	$2,543,765	$2,987,258	$6,236,101
Induced	$572,554	$2,195,225	$3,033,403	$5,801,183
Total	**$2,180,813**	**$8,705,751**	**$14,312,647**	**$25,199,211**

Vermont: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	21	$1,604,082	$2,167,604	$4,009,235	$517,762
Electrical Power-Line Installers and Repairers	42	$4,986,926	$13,902,236	$30,815,572	$4,187,284
Heavy and Tractor-Trailer Truck Drivers	651	$44,818,530	$69,420,023	$125,200,218	$16,506,920
Machinists	47	$3,184,022	$4,212,424	$8,382,224	$1,111,024
Painters	87	$6,232,945	$8,422,612	$15,578,599	$2,011,857
Roofers	35	$2,677,889	$3,618,645	$6,693,104	$864,363
Total	**882**	**$63,504,393**	**$101,743,545**	**$190,678,953**	**$25,199,211**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Vermont: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Vermont: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,931	$329,264,601	$378,742,397	$569,315,490
Indirect	719	$47,891,870	$78,616,145	$149,177,225
Induced	1,527	$93,572,983	$178,103,812	$288,646,370
Total	**6,176**	**$470,729,455**	**$635,462,354**	**$1,007,139,085**

Vermont: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$2,278,153	$16,398,460	$64,289,673	$82,966,285
Indirect	$1,358,188	$5,784,334	$10,807,412	$17,949,935
Induced	$4,282,647	$16,422,356	$22,704,310	$43,409,312
Total	**$7,918,988**	**$38,605,150**	**$97,801,394**	**$144,325,532**

Vermont: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,941	$191,505,614	$230,863,835	$390,777,683	$56,607,688
Dental Hygienists	827	$74,830,578	$118,280,994	$163,829,998	$23,559,882
Emergency Medical Technicians (EMTs)	1,223	$67,096,509	$78,647,958	$148,417,255	$20,635,432
Firefighters	556	$26,447,442	$38,121,411	$44,166,688	$7,802,535
Massage Therapists	513	$32,684,043	$53,178,040	$77,035,710	$10,992,489
Occupational Health and Safety Specialists	369	$31,675,613	$41,693,853	$71,634,333	$9,751,020
Physical Therapist Assistants	156	$11,429,750	$18,596,589	$26,939,719	$3,844,121
Veterinary Technologists and Technicians (Vet Techs)	590	$35,059,906	$56,079,673	$84,337,698	$11,132,365
Total	**6,176**	**$470,729,455**	**$635,462,354**	**$1,007,139,085**	**$144,325,532**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Vermont: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Vermont: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	419	$37,670,504	$42,249,613	$64,230,018
Indirect	87	$5,634,486	$9,348,222	$17,900,978
Induced	176	$10,815,803	$20,585,232	$33,361,766
Total	**683**	**$54,120,793**	**$72,183,067**	**$115,492,763**

Vermont: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$291,982	$1,964,744	$7,158,595	$9,415,321
Indirect	$161,585	$688,020	$1,271,152	$2,120,757
Induced	$494,849	$1,897,692	$2,624,269	$5,016,810
Total	**$948,416**	**$4,550,457**	**$11,054,016**	**$16,552,889**

Vermont: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	289	$28,515,884	$34,376,467	$58,188,222	$8,429,091
Dental Hygienists	47	$4,281,259	$6,767,174	$9,373,155	$1,347,924
Emergency Medical Technicians (EMTs)	84	$4,616,995	$5,411,864	$10,212,777	$1,419,950
Firefighters	47	$2,241,418	$3,230,786	$3,743,123	$661,264
Massage Therapists	88	$5,597,381	$9,107,127	$13,192,927	$1,882,544
Occupational Health and Safety Specialists	39	$3,305,466	$4,350,905	$7,475,303	$1,017,554
Physical Therapist Assistants	21	$1,508,784	$2,454,843	$3,556,178	$507,443
Veterinary Technologists and Technicians (Vet Techs)	68	$4,053,607	$6,483,900	$9,751,077	$1,287,118
Total	**683**	**$54,120,793**	**$72,183,067**	**$115,492,763**	**$16,552,889**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Virginia: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Virginia: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	73,977	$5,093,767,428	$7,866,366,572	$16,187,983,279
Indirect	46,275	$2,968,590,085	$4,872,918,863	$7,835,932,681
Induced	29,011	$1,785,446,403	$3,619,205,565	$5,703,699,505
Total	**149,263**	**$9,847,803,916**	**$16,358,490,999**	**$29,727,615,465**

Virginia: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$225,848,019	$288,013,966	$1,141,485,618	$1,655,347,604
Indirect	$315,094,821	$276,623,140	$686,502,907	$1,278,220,869
Induced	$198,937,578	$181,078,745	$449,698,334	$829,714,656
Total	**$739,880,418**	**$745,715,851**	**$2,277,686,859**	**$3,763,283,128**

Virginia: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,310	$155,656,821	$243,213,211	$405,662,265	$50,440,135
Electrical Power-Line Installers and Repairers	5,669	$517,314,128	$1,995,168,052	$3,768,239,439	$536,671,280
Heavy and Tractor-Trailer Truck Drivers	119,999	$7,775,669,456	$12,071,603,546	$21,922,941,911	$2,733,544,820
Machinists	10,511	$738,749,596	$1,016,611,873	$1,909,645,831	$228,621,708
Painters	7,444	$454,267,755	$709,791,698	$1,183,881,857	$147,204,129
Roofers	3,330	$206,146,161	$322,102,619	$537,244,163	$66,801,057
Total	**149,263**	**$9,847,803,916**	**$16,358,490,999**	**$29,727,615,465**	**$3,763,283,128**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Virginia: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Virginia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,499	$517,448,865	$777,241,254	$1,608,887,153
Indirect	4,823	$305,387,835	$488,800,268	$781,632,560
Induced	2,962	$182,275,368	$369,482,384	$582,287,178
Total	**15,284**	**$1,005,112,068**	**$1,635,523,905**	**$2,972,806,891**

Virginia: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$20,250,807	$27,407,839	$114,929,083	$162,587,729
Indirect	$30,232,781	$27,026,095	$70,006,654	$127,265,529
Induced	$20,309,361	$18,486,188	$45,909,455	$84,705,004
Total	**$70,792,948**	**$72,920,121**	**$230,845,192**	**$374,558,262**

Virginia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	183	$12,325,856	$19,259,105	$32,122,812	$3,994,157
Electrical Power-Line Installers and Repairers	420	$38,320,042	$147,792,064	$279,132,319	$39,753,923
Heavy and Tractor-Trailer Truck Drivers	12,716	$823,961,165	$1,279,186,645	$2,323,099,363	$289,664,419
Machinists	1,117	$78,485,833	$108,006,326	$202,883,554	$24,289,103
Painters	589	$35,936,563	$56,150,748	$93,655,437	$11,645,138
Roofers	260	$16,082,609	$25,129,017	$41,913,406	$5,211,522
Total	**15,284**	**$1,005,112,068**	**$1,635,523,905**	**$2,972,806,891**	**$374,558,262**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Virginia: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Virginia: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	40,684	$2,849,906,889	$3,537,613,439	$4,797,622,750
Indirect	5,805	$427,776,838	$715,246,358	$1,252,630,616
Induced	11,790	$725,630,510	$1,470,953,603	$2,318,140,529
Total	**58,279**	**$4,003,314,238**	**$5,723,813,399**	**$8,368,393,895**

Virginia: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$34,833,616	$95,800,708	$601,668,494	$732,302,818
Indirect	$20,878,432	$25,929,290	$100,570,736	$147,378,459
Induced	$80,859,081	$73,598,385	$182,766,949	$337,224,415
Total	**$136,571,129**	**$195,328,383**	**$885,006,179**	**$1,216,905,692**

Virginia: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	14,749	$931,746,198	$1,120,687,220	$1,959,023,214	$282,866,944
Dental Hygienists	6,031	$574,377,745	$943,495,978	$1,291,343,709	$178,683,882
Emergency Medical Technicians (EMTs)	5,114	$285,041,866	$339,529,616	$581,774,647	$83,440,068
Firefighters	13,131	$758,853,405	$1,098,861,035	$1,257,087,226	$219,259,793
Massage Therapists	3,182	$214,009,779	$362,617,612	$511,991,215	$69,758,288
Occupational Health and Safety Specialists	7,011	$617,307,325	$815,934,726	$1,281,092,865	$183,223,384
Physical Therapist Assistants	5,277	$398,737,521	$675,619,814	$953,928,873	$129,971,849
Veterinary Technologists and Technicians (Vet Techs)	3,783	$223,240,399	$367,067,399	$532,152,146	$69,701,484
Total	**58,279**	**$4,003,314,238**	**$5,723,813,399**	**$8,368,393,895**	**$1,216,905,692**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Virginia: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Virginia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	4,559	$321,913,468	$396,695,837	$552,265,983
Indirect	733	$52,370,029	$88,905,500	$157,096,028
Induced	1,350	$83,094,037	$168,434,179	$265,445,008
Total	**6,642**	**$457,377,534**	**$654,035,517**	**$974,807,018**

Virginia: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$4,626,747	$11,236,321	$67,437,068	$83,300,136
Indirect	$2,600,455	$3,219,829	$12,367,036	$18,187,320
Induced	$9,258,158	$8,427,120	$20,928,668	$38,613,946
Total	**$16,485,361**	**$22,883,270**	**$100,732,772**	**$140,101,402**

Virginia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	2,157	$136,283,196	$163,918,926	$286,539,345	$41,373,940
Dental Hygienists	501	$47,725,649	$78,396,070	$107,299,102	$14,847,031
Emergency Medical Technicians (EMTs)	367	$20,431,065	$24,336,606	$41,700,104	$5,980,769
Firefighters	1,042	$60,224,138	$87,207,830	$99,764,980	$17,400,900
Massage Therapists	492	$33,099,642	$56,083,946	$79,186,688	$10,789,107
Occupational Health and Safety Specialists	763	$67,220,243	$88,849,311	$139,501,623	$19,951,684
Physical Therapist Assistants	877	$66,287,320	$112,317,062	$158,583,994	$21,606,910
Veterinary Technologists and Technicians (Vet Techs)	442	$26,106,282	$42,925,765	$62,231,182	$8,151,063
Total	**6,642**	**$457,377,534**	**$654,035,517**	**$974,807,018**	**$140,101,402**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Washington: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Washington: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	66,613	$6,437,005,349	$10,033,931,007	$18,533,018,699
Indirect	34,521	$2,937,472,159	$4,663,695,047	$7,804,168,853
Induced	29,631	$2,338,724,148	$4,847,794,346	$7,309,813,098
Total	**130,765**	**$11,713,201,656**	**$19,545,420,399**	**$33,647,000,650**

Washington: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$344,180,279	$545,589,994	$1,441,978,139	$2,331,748,412
Indirect	$220,766,758	$346,144,033	$688,146,540	$1,255,057,331
Induced	$189,071,563	$295,846,593	$607,549,802	$1,092,467,958
Total	**$754,018,600**	**$1,187,580,620**	**$2,737,674,481**	**$4,679,273,701**

Washington: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	2,466	$238,158,455	$350,328,809	$556,545,019	$76,837,222
Electrical Power-Line Installers and Repairers	5,116	$629,818,091	$2,602,992,524	$4,957,064,114	$874,091,381
Heavy and Tractor-Trailer Truck Drivers	91,902	$8,384,685,533	$13,061,061,063	$22,234,454,219	$2,946,301,330
Machinists	11,633	$940,021,422	$1,294,370,342	$2,345,686,143	$291,477,973
Painters	12,688	$977,864,548	$1,438,429,396	$2,285,140,972	$315,489,096
Roofers	6,959	$542,653,607	$798,238,265	$1,268,110,183	$175,076,698
Total	**130,765**	**$11,713,201,656**	**$19,545,420,399**	**$33,647,000,650**	**$4,679,273,701**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Washington: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Washington: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,637	$743,075,319	$1,127,648,284	$2,087,291,243
Indirect	4,089	$344,070,227	$543,516,106	$902,005,816
Induced	3,438	$271,325,761	$562,407,924	$848,033,465
Total	**15,164**	**$1,358,471,308**	**$2,233,572,314**	**$3,837,330,523**

Washington: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$35,346,403	$56,496,218	$164,723,164	$256,565,785
Indirect	$25,419,629	$39,893,675	$80,425,283	$145,738,588
Induced	$21,934,658	$34,321,933	$70,484,268	$126,740,859
Total	**$82,700,691**	**$130,711,825**	**$315,632,715**	**$529,045,232**

Washington: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	251	$24,254,160	$35,677,637	$56,678,784	$7,825,136
Electrical Power-Line Installers and Repairers	480	$59,088,417	$244,208,143	$465,062,966	$82,005,704
Heavy and Tractor-Trailer Truck Drivers	11,106	$1,013,233,793	$1,578,342,847	$2,686,886,739	$356,041,030
Machinists	1,303	$105,296,639	$144,989,086	$262,752,382	$32,649,949
Painters	1,330	$102,513,379	$150,796,200	$239,560,298	$33,073,960
Roofers	694	$54,084,921	$79,558,401	$126,389,353	$17,449,454
Total	**15,164**	**$1,358,471,308**	**$2,233,572,314**	**$3,837,330,523**	**$529,045,232**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Washington: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Washington: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	43,126	$4,561,084,461	$5,822,508,548	$7,799,074,421
Indirect	8,017	$827,085,079	$1,222,702,022	$2,046,208,302
Induced	17,020	$1,343,593,887	$2,785,318,070	$4,199,924,456
Total	**68,163**	**$6,731,763,427**	**$9,830,528,640**	**$14,045,207,179**

Washington: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$65,165,877	$127,091,674	$982,897,391	$1,175,154,942
Indirect	$32,108,215	$53,470,880	$191,511,611	$277,090,706
Induced	$108,637,385	$169,986,828	$349,048,545	$627,672,759
Total	**$205,911,477**	**$350,549,382**	**$1,523,457,547**	**$2,079,918,407**

Washington: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	19,098	$1,954,143,409	$2,531,671,977	$3,948,632,481	$640,402,691
Dental Hygienists	9,611	$1,215,917,867	$1,885,685,112	$2,632,369,164	$362,336,243
Emergency Medical Technicians (EMTs)	4,450	$317,082,385	$370,264,203	$598,027,866	$91,569,712
Firefighters	10,488	$933,510,151	$1,448,998,077	$1,643,623,168	$268,461,937
Massage Therapists	10,645	$1,028,806,141	$1,661,878,614	$2,333,632,059	$320,430,524
Occupational Health and Safety Specialists	7,583	$802,520,540	$1,113,420,638	$1,749,026,122	$246,048,639
Physical Therapist Assistants	3,184	$256,258,108	$413,945,691	$581,268,047	$79,813,792
Veterinary Technologists and Technicians (Vet Techs)	3,104	$223,524,826	$404,664,328	$558,628,273	$70,854,868
Total	**68,163**	**$6,731,763,427**	**$9,830,528,640**	**$14,045,207,179**	**$2,079,918,407**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Washington: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Washington: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	6,065	$640,018,721	$814,769,207	$1,109,803,490
Indirect	1,211	$121,415,209	$183,446,889	$308,071,931
Induced	2,409	$190,194,074	$394,267,033	$594,505,238
Total	**9,685**	**$951,628,003**	**$1,392,483,129**	**$2,012,380,658**

Washington: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$10,210,281	$19,314,725	$137,342,810	$166,867,815
Indirect	$4,804,199	$7,977,960	$28,266,823	$41,048,982
Induced	$15,377,573	$24,061,637	$49,409,450	$88,848,660
Total	**$30,392,052**	**$51,354,321**	**$215,019,083**	**$296,765,457**

Washington: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	3,008	$307,747,599	$398,699,486	$621,849,021	$100,853,596
Dental Hygienists	878	$111,082,556	$172,270,454	$240,485,237	$33,101,937
Emergency Medical Technicians (EMTs)	370	$26,358,925	$30,779,907	$49,713,805	$7,612,152
Firefighters	997	$88,715,297	$137,704,229	$156,200,249	$25,513,039
Massage Therapists	2,180	$210,681,014	$340,322,883	$477,885,919	$65,618,414
Occupational Health and Safety Specialists	1,167	$123,496,828	$171,340,060	$269,150,966	$37,863,488
Physical Therapist Assistants	630	$50,675,567	$81,858,610	$114,946,949	$15,783,341
Veterinary Technologists and Technicians (Vet Techs)	456	$32,870,216	$59,507,501	$82,148,512	$10,419,490
Total	**9,685**	**$951,628,003**	**$1,392,483,129**	**$2,012,380,658**	**$296,765,457**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

West Virginia: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

West Virginia: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	15,637	$908,883,382	$1,481,974,861	$3,053,816,636
Indirect	6,479	$400,124,736	$779,463,763	$1,423,685,419
Induced	4,734	$264,417,526	$500,551,331	$835,023,851
Total	**26,850**	**$1,573,425,644**	**$2,761,989,955**	**$5,312,525,906**

West Virginia: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$17,603,587	$52,647,759	$195,221,818	$265,473,163
Indirect	$34,357,967	$64,518,065	$92,542,355	$191,418,387
Induced	$17,694,730	$34,876,781	$60,960,138	$113,531,649
Total	**$69,656,284**	**$152,042,605**	**$348,724,311**	**$570,423,200**

West Virginia: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	346	$18,508,171	$27,349,267	$49,294,751	$5,504,295
Electrical Power-Line Installers and Repairers	1,821	$159,706,307	$530,033,623	$1,219,265,938	$112,866,502
Heavy and Tractor-Trailer Truck Drivers	20,807	$1,190,869,837	$1,917,916,145	$3,490,479,852	$393,420,818
Machinists	2,150	$111,873,082	$150,051,870	$307,204,989	$31,131,704
Painters	1,069	$54,914,274	$81,146,062	$146,258,941	$16,331,400
Roofers	656	$37,553,974	$55,492,987	$100,021,436	$11,168,480
Total	**26,850**	**$1,573,425,644**	**$2,761,989,955**	**$5,312,525,906**	**$570,423,200**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

West Virginia: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

West Virginia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,648	$95,300,848	$150,605,199	$305,050,287
Indirect	689	$41,067,312	$75,085,701	$133,923,285
Induced	494	$27,574,293	$52,199,230	$87,078,771
Total	**2,831**	**$163,942,454**	**$277,890,130**	**$526,052,343**

West Virginia: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,545,757	$5,021,723	$20,215,221	$26,782,701
Indirect	$3,245,076	$6,146,643	$9,249,058	$18,640,777
Induced	$1,845,248	$3,637,040	$6,357,126	$11,839,414
Total	**$6,636,081**	**$14,805,406**	**$35,821,404**	**$57,262,891**

West Virginia: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	28	$1,504,873	$2,223,730	$4,008,087	$447,546
Electrical Power-Line Installers and Repairers	122	$10,671,329	$35,416,030	$81,469,472	$7,541,566
Heavy and Tractor-Trailer Truck Drivers	2,311	$132,277,169	$213,034,633	$387,708,866	$43,699,647
Machinists	223	$11,604,164	$15,564,302	$31,865,190	$3,229,172
Painters	91	$4,689,264	$6,929,260	$12,489,408	$1,394,578
Roofers	56	$3,195,654	$4,722,174	$8,511,320	$950,381
Total	**2,831**	**$163,942,454**	**$277,890,130**	**$526,052,343**	**$57,262,891**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

West Virginia: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

West Virginia: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	7,003	$453,519,101	$564,870,270	$832,799,002
Indirect	969	$58,099,045	$93,370,590	$178,318,532
Induced	1,876	$104,741,325	$198,286,487	$330,763,400
Total	**9,848**	**$616,359,470**	**$856,527,347**	**$1,341,880,934**

West Virginia: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$4,332,943	$17,907,898	$87,653,232	$109,894,072
Indirect	$1,685,450	$4,215,174	$12,346,446	$18,247,069
Induced	$7,008,562	$13,814,433	$24,148,096	$44,971,091
Total	**$13,026,954**	**$35,937,505**	**$124,147,774**	**$173,112,233**

West Virginia: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,626	$115,608,693	$138,771,719	$244,483,419	$33,262,473
Dental Hygienists	1,730	$125,733,012	$205,668,325	$293,560,396	$36,108,456
Emergency Medical Technicians (EMTs)	1,455	$60,674,687	$68,839,481	$127,646,053	$16,130,771
Firefighters	1,182	$45,528,809	$62,313,700	$71,790,720	$11,936,894
Massage Therapists	359	$18,518,484	$31,052,049	$44,141,424	$5,534,302
Occupational Health and Safety Specialists	1,616	$140,015,578	$174,478,384	$303,844,162	$38,001,323
Physical Therapist Assistants	1,293	$81,272,340	$136,278,577	$193,724,107	$24,288,473
Veterinary Technologists and Technicians (Vet Techs)	588	$29,007,867	$39,125,112	$62,690,654	$7,849,540
Total	**9,848**	**$616,359,470**	**$856,527,347**	**$1,341,880,934**	**$173,112,233**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

West Virginia: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

West Virginia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	718	$48,081,702	$60,002,524	$88,974,135
Indirect	107	$6,327,611	$10,258,334	$19,670,090
Induced	200	$11,189,570	$21,183,304	$35,335,389
Total	**1,026**	**$65,598,883**	**$91,444,162**	**$143,979,614**

West Virginia: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$513,245	$1,990,555	$9,256,876	$11,760,677
Indirect	$184,116	$461,126	$1,347,048	$1,992,291
Induced	$748,705	$1,475,770	$2,579,771	$4,804,246
Total	**$1,446,066**	**$3,927,451**	**$13,183,696**	**$18,557,213**

West Virginia: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	209	$14,843,740	$17,817,789	$31,390,790	$4,270,782
Dental Hygienists	113	$8,181,991	$13,383,728	$19,103,245	$2,349,733
Emergency Medical Technicians (EMTs)	103	$4,311,660	$4,891,866	$9,070,775	$1,146,284
Firefighters	88	$3,385,291	$4,633,331	$5,337,994	$887,567
Massage Therapists	61	$3,146,908	$5,276,778	$7,501,100	$940,463
Occupational Health and Safety Specialists	178	$15,405,825	$19,197,746	$33,431,780	$4,181,261
Physical Therapist Assistants	205	$12,883,343	$21,602,966	$30,709,268	$3,850,224
Veterinary Technologists and Technicians (Vet Techs)	70	$3,440,125	$4,639,958	$7,434,663	$930,899
Total	**1,026**	**$65,598,883**	**$91,444,162**	**$143,979,614**	**$18,557,213**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wisconsin: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Wisconsin: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	75,409	$5,285,720,266	$8,123,299,618	$16,232,033,877
Indirect	33,953	$2,285,952,800	$4,140,738,721	$7,318,691,885
Induced	33,055	$2,004,602,251	$3,853,745,252	$6,336,290,587
Total	**142,416**	**$9,576,275,317**	**$16,117,783,591**	**$29,887,016,349**

Wisconsin: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$150,868,458	$318,762,773	$1,215,178,616	$1,684,809,847
Indirect	$214,222,199	$275,532,966	$562,458,994	$1,052,214,159
Induced	$157,812,597	$220,594,203	$504,666,964	$883,073,764
Total	**$522,903,254**	**$814,889,942**	**$2,282,304,574**	**$3,620,097,770**

Wisconsin: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	1,442	$122,837,561	$173,374,713	$301,985,953	$38,247,076
Electrical Power-Line Installers and Repairers	6,691	$673,353,782	$2,418,677,903	$5,083,444,534	$602,057,851
Heavy and Tractor-Trailer Truck Drivers	103,722	$6,791,092,158	$10,790,565,566	$19,318,587,641	$2,355,764,140
Machinists	22,025	$1,419,188,564	$1,930,936,843	$3,782,184,196	$446,613,031
Painters	5,251	$335,486,068	$473,509,897	$824,764,665	$104,457,961
Roofers	3,285	$234,317,185	$330,718,669	$576,049,360	$72,957,710
Total	**142,416**	**$9,576,275,317**	**$16,117,783,591**	**$29,887,016,349**	**$3,620,097,770**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wisconsin: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Wisconsin: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	8,113	$564,910,348	$846,011,022	$1,679,315,654
Indirect	3,675	$242,447,657	$421,674,769	$737,264,651
Induced	3,525	$213,792,622	$411,004,956	$675,770,451
Total	**15,313**	**$1,021,150,627**	**$1,678,690,748**	**$3,092,350,756**

Wisconsin: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$13,753,251	$31,631,465	$128,815,858	$174,200,574
Indirect	$20,609,335	$27,092,740	$58,813,261	$106,515,336
Induced	$16,830,789	$23,526,505	$53,823,163	$94,180,458
Total	**$51,193,375**	**$82,250,710**	**$241,452,282**	**$374,896,368**

Wisconsin: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	120	$10,261,185	$14,482,785	$25,226,272	$3,194,954
Electrical Power-Line Installers and Repairers	502	$50,533,353	$181,515,139	$381,498,562	$45,182,790
Heavy and Tractor-Trailer Truck Drivers	11,606	$759,891,911	$1,207,414,550	$2,161,660,913	$263,599,149
Machinists	2,339	$150,716,696	$205,063,956	$401,664,951	$47,429,948
Painters	464	$29,614,609	$41,798,488	$72,805,058	$9,220,895
Roofers	282	$20,132,874	$28,415,830	$49,495,000	$6,268,633
Total	**15,313**	**$1,021,150,627**	**$1,678,690,748**	**$3,092,350,756**	**$374,896,368**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wisconsin: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Wisconsin: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	33,078	$2,240,994,682	$3,023,242,406	$4,111,894,106
Indirect	4,660	$320,598,315	$529,686,656	$980,976,053
Induced	11,184	$678,178,470	$1,303,688,386	$2,143,527,250
Total	**48,922**	**$3,239,771,467**	**$4,856,617,448**	**$7,236,397,409**

Wisconsin: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$38,295,277	$105,064,152	$491,105,301	$634,464,730
Indirect	$14,153,074	$24,329,241	$75,972,603	$114,454,919
Induced	$53,378,042	$74,618,013	$170,730,757	$298,726,812
Total	**$105,826,394**	**$204,011,407**	**$737,808,661**	**$1,047,646,461**

Wisconsin: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	10,935	$768,863,697	$1,021,876,221	$1,687,151,232	$254,060,819
Dental Hygienists	9,314	$805,298,888	$1,318,956,585	$1,834,236,425	$262,478,587
Emergency Medical Technicians (EMTs)	5,574	$287,485,304	$347,526,602	$637,037,079	$89,343,787
Firefighters	9,609	$461,478,853	$767,780,649	$886,390,353	$143,777,643
Massage Therapists	2,399	$146,608,278	$248,866,805	$361,447,541	$51,533,187
Occupational Health and Safety Specialists	4,085	$341,571,657	$457,449,123	$793,549,614	$104,993,174
Physical Therapist Assistants	3,059	$200,031,397	$339,552,277	$493,156,714	$70,311,551
Veterinary Technologists and Technicians (Vet Techs)	3,948	$228,433,395	$354,609,186	$543,428,451	$71,147,713
Total	**48,922**	**$3,239,771,467**	**$4,856,617,448**	**$7,236,397,409**	**$1,047,646,461**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wisconsin: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Wisconsin: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,492	$242,798,706	$318,699,015	$446,696,935
Indirect	568	$37,682,457	$63,111,875	$117,440,546
Induced	1,229	$74,527,505	$143,255,839	$235,543,860
Total	**5,289**	**$355,008,669**	**$525,066,729**	**$799,681,341**

Wisconsin: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$5,021,695	$12,007,964	$52,201,207	$69,230,866
Indirect	$1,704,800	$2,913,356	$8,950,242	$13,568,399
Induced	$5,864,160	$8,198,340	$18,761,702	$32,824,202
Total	**$12,590,655**	**$23,119,659**	**$79,913,152**	**$115,623,466**

Wisconsin: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	1,670	$117,429,199	$156,072,014	$257,680,026	$38,802,922
Dental Hygienists	686	$59,349,244	$97,204,997	$135,180,299	$19,344,253
Emergency Medical Technicians (EMTs)	409	$21,108,886	$25,517,477	$46,775,063	$6,560,154
Firefighters	725	$34,812,488	$57,918,915	$66,866,451	$10,846,125
Massage Therapists	380	$23,190,383	$39,365,556	$57,173,489	$8,151,479
Occupational Health and Safety Specialists	523	$43,738,777	$58,577,065	$101,615,251	$13,444,538
Physical Therapist Assistants	468	$30,603,714	$51,949,649	$75,450,291	$10,757,284
Veterinary Technologists and Technicians (Vet Techs)	428	$24,775,979	$38,461,056	$58,940,470	$7,716,710
Total	**5,289**	**$355,008,669**	**$525,066,729**	**$799,681,341**	**$115,623,466**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wyoming: Infrastructure and Industrial Trades, Baseline

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Wyoming: Infrastructure and Industrial Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	8,605	$596,055,376	$974,656,886	$1,981,851,792
Indirect	3,786	$242,877,320	$514,879,588	$1,017,506,928
Induced	2,299	$102,446,001	$230,701,284	$411,931,305
Total	**14,690**	**$941,378,696**	**$1,720,237,758**	**$3,411,290,025**

Wyoming: Infrastructure and Industrial Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$17,483,059	$35,506,610	$144,378,303	$197,367,972
Indirect	$21,956,710	$38,801,770	$63,618,452	$124,376,933
Induced	$8,753,136	$15,529,794	$27,343,871	$51,626,801
Total	**$48,192,905**	**$89,838,175**	**$235,340,626**	**$373,371,706**

Wyoming: Infrastructure and Industrial Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	286	$18,385,388	$27,198,826	$49,127,891	$5,628,401
Electrical Power-Line Installers and Repairers	1,221	$112,554,520	$376,338,878	$956,439,029	$83,628,191
Heavy and Tractor-Trailer Truck Drivers	11,691	$728,376,589	$1,197,964,453	$2,182,325,066	$259,038,411
Machinists	421	$25,067,632	$34,419,443	$71,101,941	$7,628,702
Painters	710	$38,109,877	$56,378,680	$101,834,015	$11,666,747
Roofers	361	$18,884,689	$27,937,478	$50,462,082	$5,781,254
Total	**14,690**	**$941,378,696**	**$1,720,237,758**	**$3,411,290,025**	**$373,371,706**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wyoming: Infrastructure and Industrial Trades, Gap by 2030

Trades included: Brickmasons, electrical power-line installers and repairers, heavy and tractor-trailer truck drivers, machinists, painters, and roofers.

Wyoming: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	1,016	$70,273,488	$112,997,310	$225,952,536
Indirect	448	$27,978,702	$57,194,833	$111,370,066
Induced	269	$12,002,764	$27,029,292	$48,263,039
Total	**1,732**	**$110,254,954**	**$197,221,436**	**$385,585,642**

Wyoming: Infrastructure and Industrial Trades, Annual Tax Impact of the Gap by 2030				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,954,806	$4,010,229	$16,940,551	$22,905,586
Indirect	$2,371,624	$4,210,655	$7,239,955	$13,822,234
Induced	$1,025,528	$1,819,490	$3,203,656	$6,048,673
Total	**$5,351,958**	**$10,040,374**	**$27,384,161**	**$42,776,494**

Wyoming: Infrastructure and Industrial Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Brickmasons	25	$1,603,693	$2,372,458	$4,285,254	$490,946
Electrical Power-Line Installers and Repairers	115	$10,574,820	$35,358,117	$89,860,191	$7,857,108
Heavy and Tractor-Trailer Truck Drivers	1,430	$89,073,065	$146,498,895	$266,876,209	$31,677,769
Machinists	52	$3,079,487	$4,228,330	$8,734,670	$937,164
Painters	71	$3,829,357	$5,665,043	$10,232,486	$1,172,298
Roofers	40	$2,094,532	$3,098,592	$5,596,833	$641,209
Total	**1,732**	**$110,254,954**	**$197,221,436**	**$385,585,642**	**$42,776,494**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wyoming: Personal Care and Safety Trades, Baseline

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Wyoming: Personal Care and Safety Trades, Baseline Economic Contribution				
Impact	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**
Direct	3,123	$248,559,744	$280,186,254	$398,226,875
Indirect	438	$21,021,498	$33,278,325	$76,061,029
Induced	749	$33,337,119	$75,062,206	$134,090,304
Total	**4,310**	**$302,918,362**	**$388,526,785**	**$608,378,209**

Wyoming: Personal Care and Safety Trades, Baseline Tax Contribution				
Impact	**Local**	**State**	**Federal**	**Total**
Direct	$1,264,729	$4,718,733	$54,113,146	$60,096,609
Indirect	$540,370	$1,116,263	$4,991,577	$6,648,209
Induced	$2,847,734	$5,052,540	$8,897,659	$16,797,933
Total	**$4,652,833**	**$10,887,536**	**$68,002,382**	**$83,542,751**

Wyoming: Personal Care and Safety Trades, Baseline Economic Contribution by Trade (Total Effects)					
Trade	**Employment**	**Labor Income**	**Value Added**	**Economic Impact**	**Total Taxes**
Cosmetologists	532	$40,203,561	$48,098,678	$87,872,899	$11,020,479
Dental Hygienists	704	$57,906,670	$85,886,608	$129,819,509	$16,217,007
Emergency Medical Technicians (EMTs)	584	$31,682,259	$33,236,247	$61,548,759	$8,484,455
Firefighters	796	$43,726,851	$61,399,473	$69,702,425	$12,191,372
Massage Therapists	156	$10,138,344	$15,349,092	$23,342,867	$2,933,096
Occupational Health and Safety Specialists	884	$82,386,256	$96,118,787	$156,544,707	$22,405,552
Physical Therapist Assistants	307	$20,325,245	$30,771,697	$46,797,533	$5,880,239
Veterinary Technologists and Technicians (Vet Techs)	345	$16,549,175	$17,666,203	$32,749,510	$4,410,551
Total	**4,310**	**$302,918,362**	**$388,526,785**	**$608,378,209**	**$83,542,751**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

Wyoming: Personal Care and Safety Trades, Gap by 2030

Trades included: Cosmetologists, dental hygienists, emergency medical technicians (EMTs), firefighters, massage therapists, occupational health and safety specialists, physical therapist assistants, and veterinary technologists and technicians (vet techs).

Wyoming: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030

Impact	Employment	Labor Income	Value Added	Economic Impact
Direct	333	$27,115,973	$30,006,006	$43,529,734
Indirect	52	$2,483,047	$3,935,781	$9,015,753
Induced	83	$3,675,865	$8,276,248	$14,786,740
Total	**468**	**$33,274,885**	**$42,218,035**	**$67,332,227**

Wyoming: Personal Care and Safety Trades, Annual Tax Impact of the Gap by 2030

Impact	Local	State	Federal	Total
Direct	$157,564	$539,392	$5,845,088	$6,542,044
Indirect	$63,646	$131,452	$589,161	$784,259
Induced	$313,979	$557,075	$981,074	$1,852,128
Total	**$535,189**	**$1,227,919**	**$7,415,323**	**$9,178,431**

Wyoming: Personal Care and Safety Trades, Annual Economic Impact of the Gap by 2030 by Trade (Total Effects)

Trade	Employment	Labor Income	Value Added	Economic Impact	Total Taxes
Cosmetologists	77	$5,778,002	$6,912,677	$12,628,975	$1,583,848
Dental Hygienists	48	$3,927,231	$5,824,830	$8,804,360	$1,099,837
Emergency Medical Technicians (EMTs)	51	$2,780,518	$2,916,900	$5,401,680	$744,618
Firefighters	65	$3,585,619	$5,034,781	$5,715,626	$999,697
Massage Therapists	27	$1,781,623	$2,697,314	$4,102,070	$515,436
Occupational Health and Safety Specialists	111	$10,324,925	$12,045,933	$19,618,714	$2,807,940
Physical Therapist Assistants	45	$3,011,646	$4,559,524	$6,934,115	$871,291
Veterinary Technologists and Technicians (Vet Techs)	43	$2,085,322	$2,226,076	$4,126,687	$555,763
Total	**468**	**$33,274,885**	**$42,218,035**	**$67,332,227**	**$9,178,431**

Source: Parker Strategy Group using IMPLAN. Trade rows report total effects (direct, indirect, and induced). Figures may not sum due to rounding.

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