



# The Induced Economic Impact of Melwood Wages on State and Regional Economies

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# EXECUTIVE SUMMARY

*This study demonstrates that, in addition to the “social good” contributed by nonprofit agencies like Melwood who promote employment for people with disabilities, there are additional significant tangible economic benefits of the wages earned by workers with disabilities. As with typically abled workers, workers with disabilities also use their wages to purchase goods and services, thereby generating additional jobs, taxes paid, and economic benefit to their communities. This study validates the fact that all individuals, including those with disabilities, add real monetary value to society when they work in gainful and fair-paying employment.*

## **Background:**

Melwood, headquartered in Upper Marlboro, Maryland, was founded in 1963 on the principle that all individuals can be productive members of their communities when provided with opportunities, skills training and vocational support. Today, Melwood is a \$105 million operating nonprofit organization with nearly 2,000 employees in Maryland, Virginia and the District of Columbia. After more than 55 years of providing high quality employment, vocational training, community support, and therapeutic programming for thousands of individuals of differing abilities<sup>1</sup> each year, Melwood continues to be an economic stalwart for many in the District of Columbia and more than 25 counties in the States of Maryland and Virginia (“DMV”).

In 2017, Melwood expanded its geographic and economic reach when it acquired Virginia-based Linden Resources, Inc (“Linden”). Headquartered in Arlington, Virginia, Linden has provided direct support community-based employment services for individuals of differing abilities for more than 60 years. Linden complements Melwood’s service delivery platform by contributing approximately 15% additional programmatic revenue and approximately 17% more employees, many of whom are of differing abilities.

In an era of growing focus on promoting diverse and inclusive workplaces, Melwood stands out as a pioneer of acceptance by employing hundreds of people of differing abilities on federal and commercial contracts, in its administrative support functions and throughout the organization. Over and over again, Melwood has proven that people of differing abilities can and do contribute significantly to their communities in many ways but especially when they have a good, well-paying job.

This study was undertaken to provide insight into the economic benefits that workers of differing abilities contribute to their communities and to the region.

Nonprofit agencies like Melwood are often recognized for their “social good,” their compassionate mission and their advocacy for disadvantaged populations. This study, however, proves that there is even more of an impact on our communities in very real, tangible ways. Through the millions of dollars in wages paid annually to its workers of differing abilities, Melwood and its employees, generate a tremendous amount of indirect benefits in the DMV.

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<sup>1</sup> Melwood has elected to eliminate the use of the term “disability” and refers to individuals with physical and intellectual challenges as individuals of differing abilities.

As with typically abled workers, workers of differing abilities use their wages to purchase goods and services in their local communities, thereby generating additional jobs, taxes, and economic benefits to those communities. These incremental economic benefits are referred to as the “multiplier effect.” This study validates the notion that all individuals, including those of differing abilities, add very real monetary value to society when they work in gainful and fair-paying employment.

### **The Multiplier Effect**

As noted, Melwood employed approximately 1,928 full-time, part-time and seasonal individuals in 2017. In the DMV region, this activity has an induced employment multiplier of 1.13, which means that for every full-time equivalent (“FTE”) job created by Melwood operations, another 0.13 FTE job is created in other businesses due to the money spent by Melwood employees in their respective communities. The total induced impact of Melwood employee income was equivalent to 243 additional FTE jobs in the DMV region in 2017.

Also noted, Melwood paid approximately \$51.5 million in payroll in 2017. The induced income multiplier is 1.21, which means that for every \$1 of income paid by Melwood, another \$0.21 of income is generated in other businesses. In this case, induced labor income approximated \$11 million. Thus, the total income impact of Melwood’s payroll was approximately \$62.5 million, including \$51.5 million of direct payroll and \$11 million of induced wages. Of the \$11 million of induced wages generated by Melwood employees in the DMV, over \$5.8 million was generated by employees of differing abilities.

Induced Business Taxes and Other Property Type Income amounted to an incremental \$9.3 million, and incremental goods and services

used by other industries approximated \$14 million. Further, induced state and local taxes as a result of additional employee income, production and imports, household purchases, and corporation purchases were also calculated at approximately \$2.2 million. Induced economic benefits associated with withholding taxes are not easily determinable. However, in 2017, Melwood employees paid more than \$11.9 million of Federal, state and local withholding taxes. More than half of this amount was paid by individuals of differing abilities.

When all of the activities were included, the total impact of Melwood’s payroll on the region’s economy was 2,171 full-time, part-time, and seasonal jobs (including 243 induced FTEs), \$49.7 million in income (including \$6.7 million induced income), \$14.2 million in induced economic output, and \$1.4 million in induced state and local sales taxes. Altogether, Melwood’s \$51.5 million payroll added \$36.5 million of induced economic benefits to its primary impact region for a combined total of nearly \$88 million.

### **Conclusion**

In conclusion, Melwood was founded on the principle that all individuals can be productive members of their communities when provided with opportunities, skills training, and vocational support. Through the millions of dollars in wages paid annually, Melwood has a direct impact on the lives of hundreds of individuals of differing and typical abilities. Further, Melwood generates a tremendous amount of indirect benefits in Maryland, the District of Columbia, and Virginia, including more than 25 counties throughout the greater Washington, DC region. This study validates the notion that all individuals, including those of differing abilities, add value to society when provided with gainful and fair-paying employment.

**Executive Summary Table 1**  
**Induced Economic Impact of Melwood Wages on State and Regional Economies**

Type	Direct Employment	Employment Multiplier	Employment Impact	Direct Wages	Income Multiplier	Income Impact	Induced Output <sup>1</sup>	Induced Taxes	Economic Impact <sup>2</sup>
District of Columbia:									
Differing Ability	261	1.02	267.3	\$ 4,613,539	1.09	\$ 5,045,685	\$ 1,007,756	\$ 55,183	\$ 5,676,478
Typically Abled	93	1.04	96.8	\$ 2,747,637	1.09	\$ 3,005,005	\$ 600,179	\$ 32,864	\$ 3,380,680
Maryland:									
Differing Ability	867	1.13	979.4	\$ 20,081,293	1.25	\$25,127,039	\$15,655,027	\$1,061,830	\$ 36,798,150
Typically Abled	481	1.17	562.6	\$ 16,500,899	1.22	\$20,179,487	\$11,392,090	\$ 772,769	\$ 28,665,758
Virginia:									
Differing Ability	116	1.14	131.7	\$ 2,989,800	1.17	\$ 3,497,051	\$ 2,275,220	\$ 129,885	\$ 5,394,905
Typically Abled	110	1.21	132.7	\$ 4,532,402	1.23	\$ 5,588,933	\$ 3,273,157	\$ 187,305	\$ 7,992,864
<b>TOTAL</b>	<b>1928</b>		<b>2170.5</b>	<b>\$ 51,465,570</b>		<b>\$62,443,200</b>	<b>\$ 34,203,429</b>	<b>\$ 2,239,836</b>	<b>\$ 87,908,835</b>

<sup>1</sup> Induced Output is inclusive of the \$11 million Income Impact

<sup>2</sup> Economic Impact is calculated by adding Direct Wages, Induced Output and Induced Taxes

Source: Employment and compensation data from Melwood; Multipliers and induced inputs from 2017 IMPLAN Data, U.S. Bureau of Labor Statistics and U.S. Census

# The Induced Economic Impact of Melwood Wages on State and Regional Economies

(Full Study)

## **INTRODUCTION:**

Non-profits serve multiple purposes but are generally viewed as providers of social services. These social services are rarely examined from the perspectives of jobs and income. However, when the economic impact of such contributions is examined, one will easily conclude that non-profits like Melwood play a vital role in society. The wages earned by Melwood employees lead to the direct consumption of goods, services, equipment, and housing. This consumption generates incremental economic benefits that are difficult to see on the surface, but when statistical and macroeconomic models are applied, the benefits become very clear.

The objective of this study was to estimate the economic impact that wages paid by Melwood have on regional economies. More specifically, this report will delineate wages paid to individuals of differing abilities from those paid to individuals deemed typically abled. Results of the study will emphasize:

- 1) Melwood financial and employment data;
- 2) State and local distributions; and
- 3) Induced economic contributions.

## **RESEARCH METHODOLOGY**

Economic contributions can be measured by applying direct, indirect and induced analyses. The objective of this study was to measure the induced<sup>2</sup> economic contributions that wages paid by Melwood provide to respective

communities where Melwood employees live, work, and play. These induced economic contributions are driven by the wages earned and subsequently spent in each Melwood employee's respective residential county. This study did not account for the indirect economic contributions derived from the purchase or production of additional goods and services generated by Melwood's entire \$105 million annual operation nor the organization's overall economic impact<sup>3</sup>. Specifically, this study distinguishes induced economic contributions made by individuals of differing abilities from induced economic contributions made by individuals deemed typically abled. Induced economic contributions are measured in employment, income (wages, salaries, and benefits), economic impact, and state and local taxes.

One of Melwood's primary direct economic contributions is driven by the number of individuals it employs and the resulting wages, salaries, and benefits paid to those individuals. In 2017, Melwood employed approximately 1,928 full-time, part-time, and seasonal employees with a combined payroll of approximately \$51.5 million.

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<sup>2</sup> Induced benefits measure the impact of changes in household income. In this case, a study is performed to measure the impacts of wages paid.

<sup>3</sup> Economic impacts are effects on the level of economic activity in a given area. They may be viewed in terms of: (1) business output (or sales volume), (2) value added (or gross regional product), (3) wealth (including property values), (4) personal income (including wages), or (5) jobs.



Approximately 1,244 individuals employed by Melwood in 2017 met the definition of an individual of differing ability, and this population earned wages of approximately \$27.7 million. Approximately 684 individuals employed by Melwood in 2017 met the definition of an individual deemed typically abled. This population earned wages of approximately \$23.8 million.

Using IMPLAN<sup>®4</sup> software to measure the economic impact of Melwood, along with U.S. Bureau of Labor Statistics (“BLS”) and U.S. Census data, a model was developed to measure the induced economic contribution of the organization’s total payroll. In this case, induced results were calculated for: 1) jobs created, 2) labor income, 3) value added<sup>5</sup>, 4) output<sup>6</sup>, and 5) state and local taxes in other businesses due to the income earned, and subsequently spent, by Melwood employees. The model was able to measure the induced economic impact in more than 25 counties within the DMV. The induced impact results for the DMV are presented in **Executive Summary Table 1** above.

## **OVERVIEW of MELWOOD**

At Melwood, we believe the world is a better place when every person is given the opportunity to participate, succeed, and contribute to our society. Melwood offers job readiness, training, placement, retention support, and recreational opportunities to help people of differing abilities and injured veterans find and keep work in their local community. Since 1963, Melwood has been a leading employer and advocate for people of differing abilities. We are constantly innovating to promote acceptance and inclusion of people of differing abilities in society and especially in the workforce.

Our employees – including many employees of differing abilities and injured veterans – work at more than 60 federal contract sites and military installations throughout Maryland, Virginia, and

Washington, D.C., in business lines and services such as:

- **Total Facilities Management (TFM)**
- **Janitorial/Custodial Services**
- **Landscaping and Grounds Keeping**
- **Fulfillment, Warehousing**
- **Call Center Services**
- **IT/Cybersecurity**
- **Mailing and Administrative Services**
- **Hospitality**
- **Embroidery Services**
- **Retreat and Recreational Services**
- **Construction Trades**
- **Customer Care**
- **Customized Job Training**
- **Staffing and Recruiting**
- **Horticultural Therapy**
- **Therapeutic Horseback Riding**

Some of Melwood’s notable federal clients include Fort George G. Meade, U.S. General Services Administration (GSA), the U.S. Naval Academy, Department of Justice, John F. Kennedy Center for the Performing Arts, U.S. Department of Agriculture, and NASA Goddard Space Flight Center, among many others throughout the DMV.

Melwood’s Community Support Services supports more than 1,200 children, youth, and adults of differing abilities by providing day services, supported living, and recreational activities. Through customized programs, Melwood seeks to maximize their independence and inclusion within the community while allowing them to work and play where they choose.

<sup>4</sup> See ‘About Implan®’ in Appendix A

<sup>5</sup> Value Added is comprised of Labor Income, Indirect Business Taxes and Other Property Type Income. It is often times referred to as Gross Regional Product (GRP).

<sup>6</sup> Output is comprised of Value Added and the Intermediate Inputs of materials and services required by an industry to create its products.



Melwood helps another 250 people, on average, each year to find and retain work in private businesses in their communities. Individualized programming provides community-based and home services to people of differing abilities and their families. Melwood strives to empower individuals to gain life skills and independence through our programs.

Our inclusive recreational programs at Camp Accomplish welcome children and adults to day and overnight camps, equestrian activities, and travel opportunities. Since 1998, Camp Accomplish has provided quality inclusive camping experiences for campers of all ability levels. Campers, ages 5-18, receive individualized support from trained counselors and program staff with a focus on ensuring each camper feels valued and successful in a challenging and safe environment.

In addition, Melwood has supported hundreds of veterans and active duty military over the years

as they overcome the physical and emotional wounds left by post-traumatic stress, traumatic brain injury, and military sexual trauma. Melwood Veterans Services provides a place where veterans, families, and caretakers can find unique programs and activities, customized employment resources, and job training, as well as an inclusive community dedicated to serving injured veterans.

Operation Tohidu® is an experiential and healing retreat designed for a growing population of veteran and active duty military living with post-traumatic stress, mild-to-moderate traumatic brain injury, military sexual trauma, and other service-related traumas.

The Vets Ready2Work (VR2W) Program assists veterans with their professional development while transitioning from the military to the civilian sector. Our team at Melwood specializes in adapting the valuable skills soldiers learn in the military to civilian workforce applications in order to provide meaningful and lasting employment.



Mewood challenges the outdated perceptions, pushes the boundaries, and fosters new ways of thinking, collaborating, and working. We are proud of the high-quality work done by our employees and the outstanding performance of our operations. We are proof that people of differing abilities and injured veterans can be great employees and do the job expected of them.

As shown in **Tables 1** and **2**, Melwood has a diverse operation that encompasses services provided to Federal, state and local governments, therapeutic and vocational support services, donations, grants and philanthropy. Less than four percent of Melwood's programming is supported by donations, grants and philanthropy. More than 95% of the organization's revenue is generated from fee-for-service contracts with Federal, state and local government agencies.

**Table 1**  
**Sources of Operating Revenue for Melwood, FY 2018**

Source	Revenue	Percent
<i>(in millions)</i>		
Contract Revenue	\$ 88,583	84.5%
Service Support Fees	\$ 11,474	10.9%
Grants and Contributions	\$ 4,115	3.9%
Investment Income	\$ 330	0.3%
Other	\$ 350	0.3%
<b>Total Operating Revenue</b>	<b>\$ 104,852</b>	<b>100%</b>

Source: Melwood FY 2018 Audited Financial Statements

**Table 2**  
**Expenditures by Funding, FY 2018**

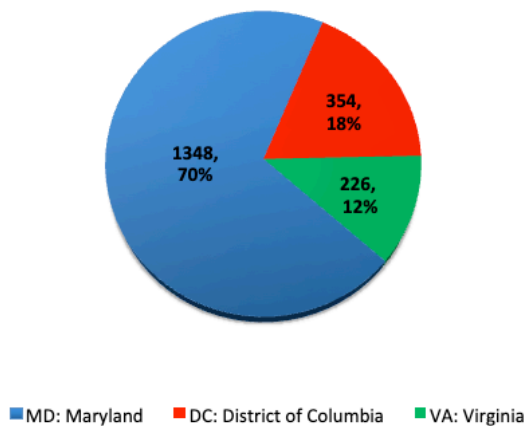
Funding Use	Expenditures	Percent
<i>(in millions)</i>		
<b>Program Expenses:</b>		
Employment Services	\$ 72,712	69.5%
Community Services	\$ 10,711	10.2%
Recreational Services	\$ 2,564	2.5%
<b>Support Services:</b>		
Management and General	\$ 15,145	14.5%
Fundraising	\$ 3,456	3.3%
<b>Total Expenditures</b>	<b>\$ 104,588</b>	<b>100%</b>

Source: Melwood FY 2018 Audited Financial Statements

# MELWOOD EMPLOYMENT DATA

Figure 1

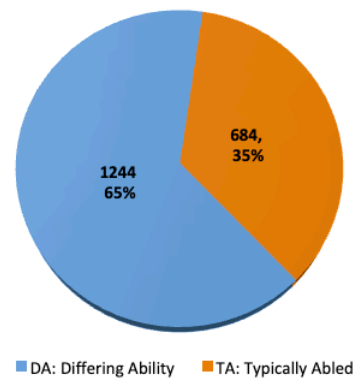
Melwood Employee Residences by DMV



Approx. 70% of all Melwood employees reside in Maryland.

Figure 2

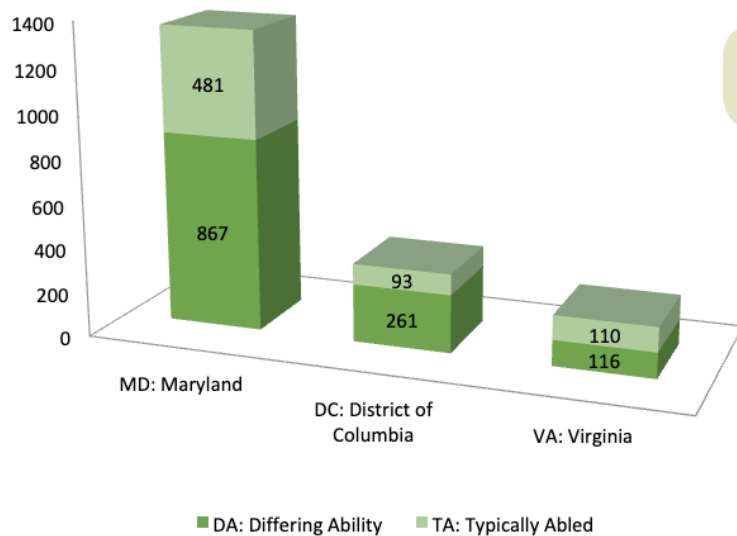
Melwood Employees by Ability



Of the approximate 1,928 Melwood employees, 65% are employees of a differing ability.

Figure 3

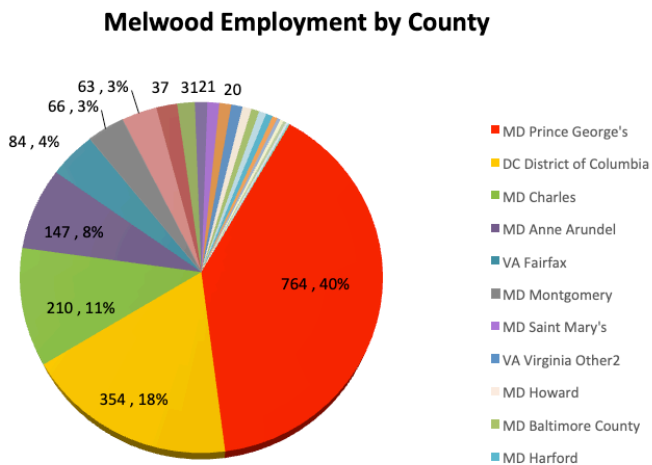
Melwood Employee Residences by DMV and Ability



More than 83% of Melwood employees of differing abilities reside in Maryland.

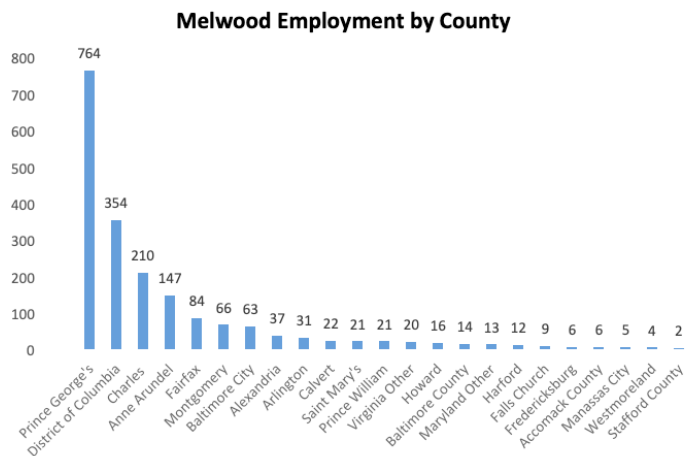
# MELWOOD EMPLOYMENT DATA (Cont.)

Figure 4



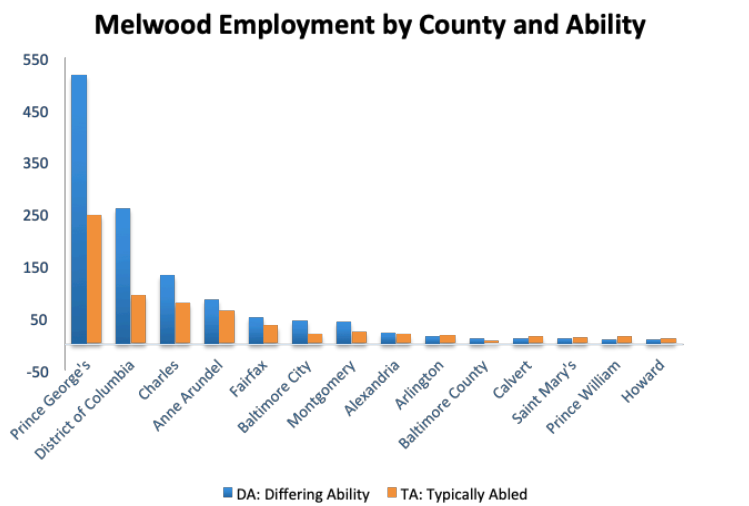
Almost 70% of Melwood employees reside in two counties (Prince George's and Charles) and the District of Columbia.

Figure 5



Prince George's County, Maryland is home to 40% of all Melwood employees. The District of Columbia is a distant second with 18%.

Figure 6

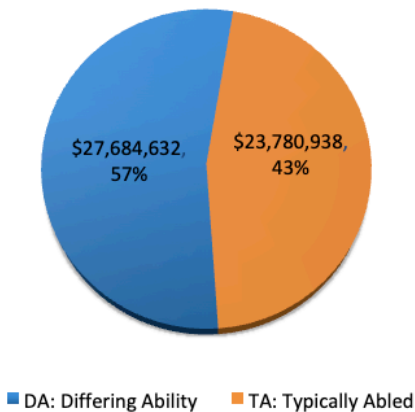


Prince George's County is the home of choice for Melwood employees. The high prevalence of DC as home for employees of differing abilities may be due to Metro accessibility to federal jobs in DC.

# MELWOOD COMPENSATION DATA

Figure 7

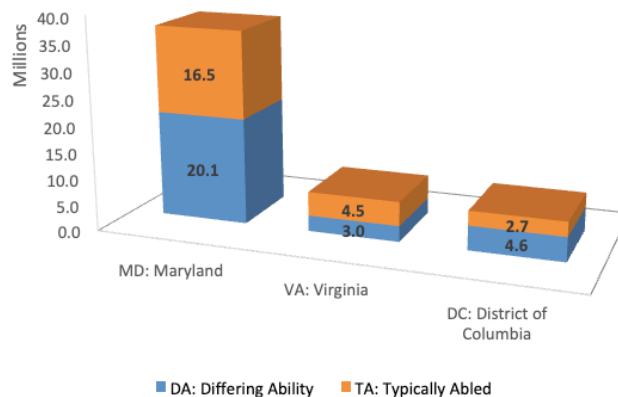
Melwood Total Wages



Almost \$28 million in wages were paid to individuals of differing abilities.

Figure 8

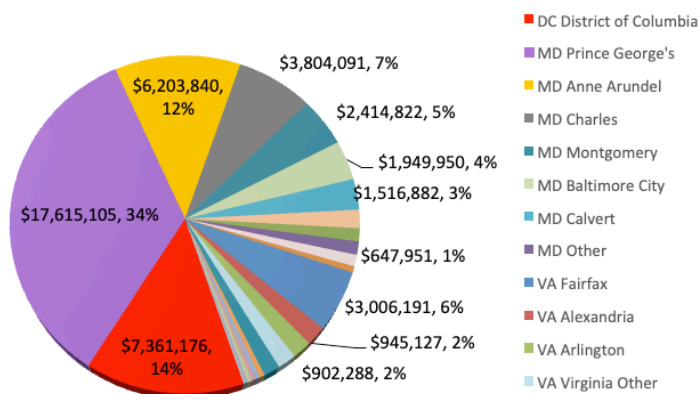
Melwood Wages by DMV and Ability



Maryland employees of differing abilities and typically aabled earned 39% and 32%, respectively, of all wages paid.

Figure 9

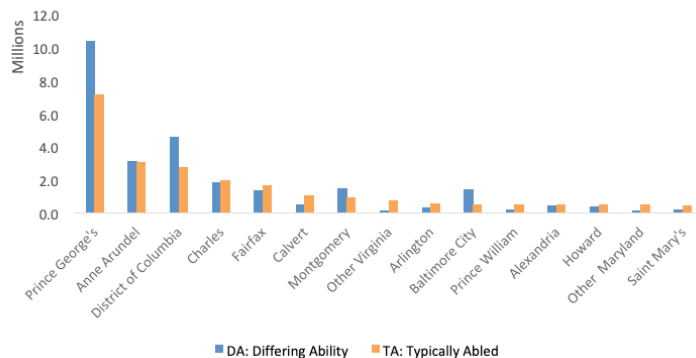
Melwood Wages by County



Over \$31 million (60%) of wages were paid to residents of Prince George's County, Anne Arundel County, and the District of Columbia combined.

Figure 10

Melwood Wages by County and Ability



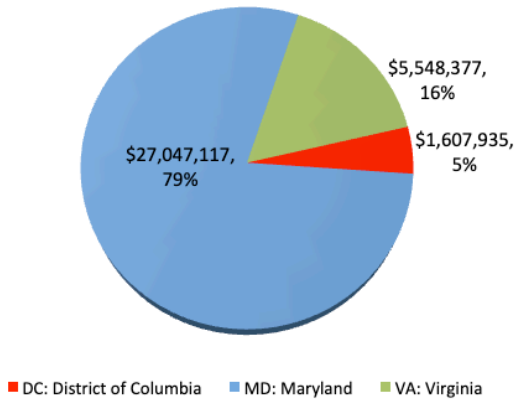
Prince George's County employees lead all other localities in wages earned.



# THE MULTIPLIER EFFECT: INDUCED ECONOMIC OUTPUT

Figure 11

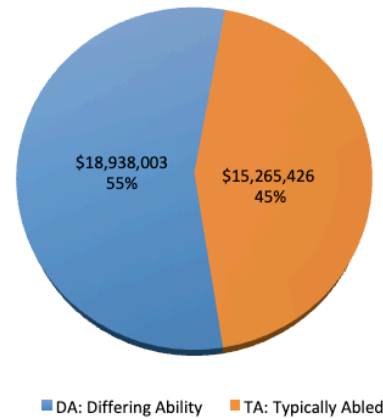
Induced Economic Output by DMV



Melwood wages induced approx. \$34 million in output, with the vast majority (79%) going to Maryland.

Figure 12

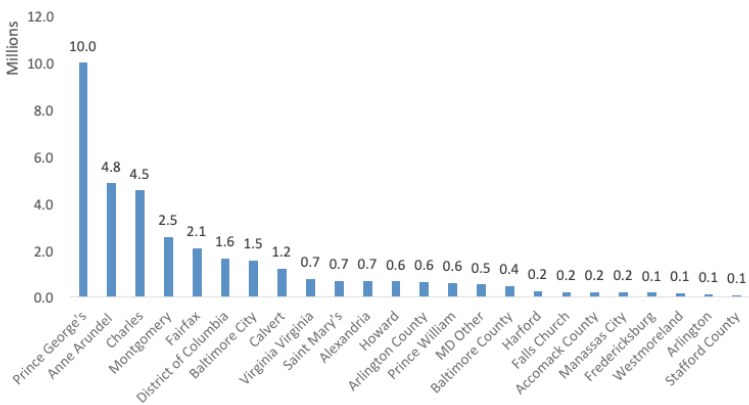
Induced Economic Output by Ability



Approx. 57% of induced economic output was generated by wages paid to individuals of differing abilities.

Figure 13

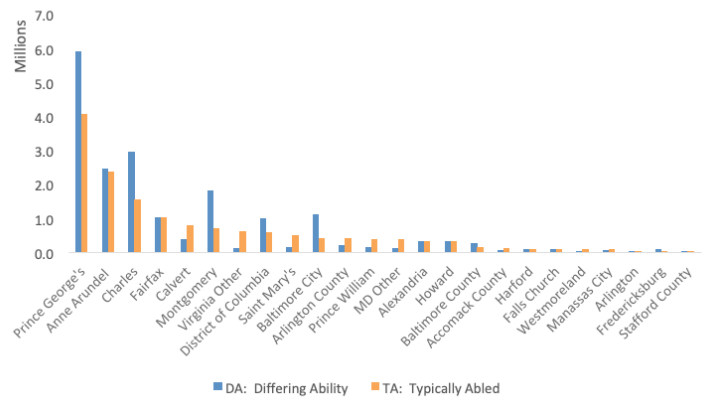
Induced Output by County



Prince George's County received more induced economic output than the next two largest counties combined.

Figure 14

Induced Economic Output by County and Ability

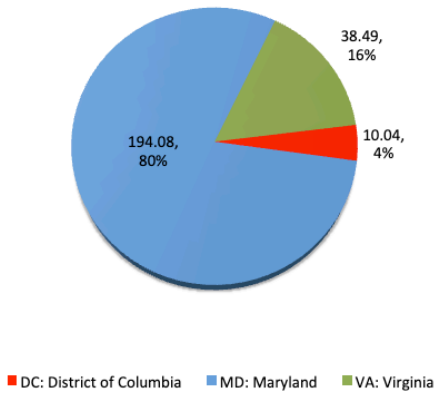


Melwood employees of differing abilities induced 24% more economic output than typically aabled employees, due to the higher percentage of workers of differing abilities in Melwood's workforce.

# INDUCED JOBS DATA

Figure 15

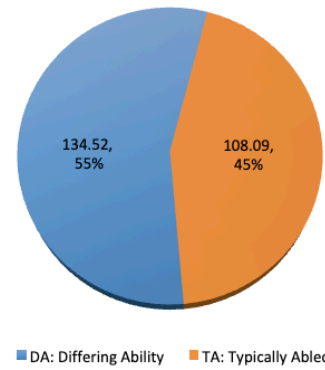
Induced Jobs by DMV



Melwood wages induced 243 jobs with 80% occurring in Maryland.

Figure 16

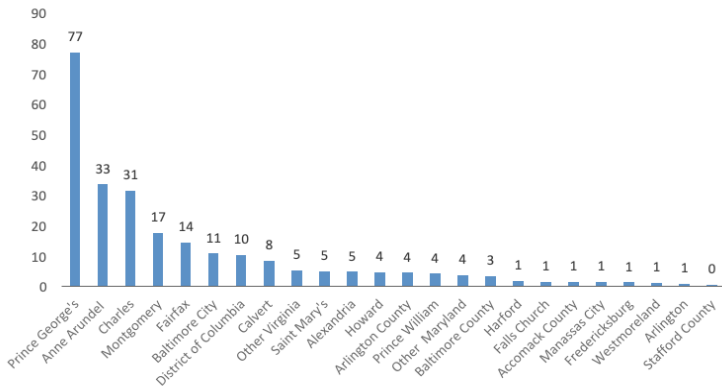
Induced Jobs by Ability



Wages paid to employees of differing abilities induced approx. 135 additional jobs.

Figure 17

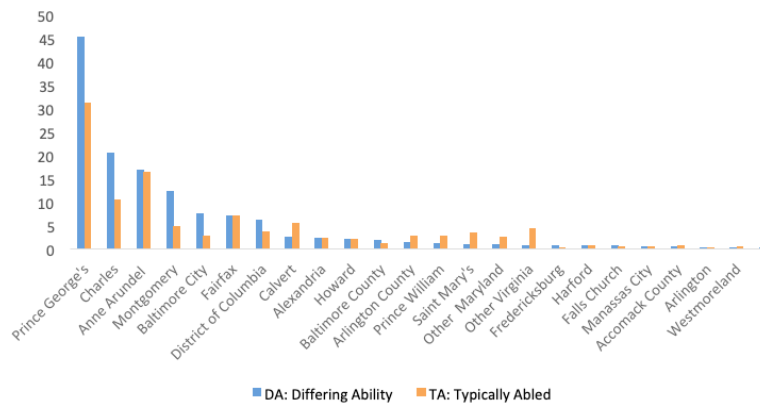
Induced Economic Jobs by County



More than 30% of induced jobs generated by Melwood wages were in Prince George's County.

Figure 18

Induced Jobs by County and Ability



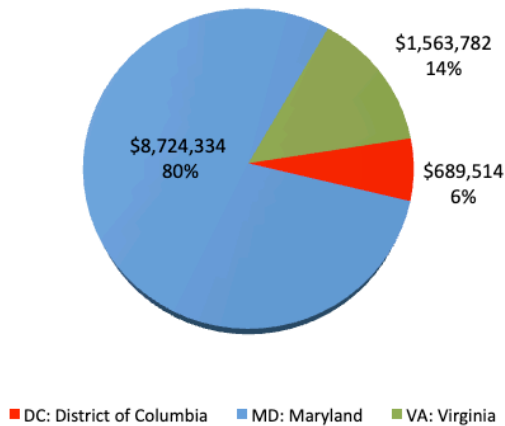
Almost one-third of all induced jobs were generated by employees residing in Prince George's County.



# INDUCED WAGES DATA

Figure 19

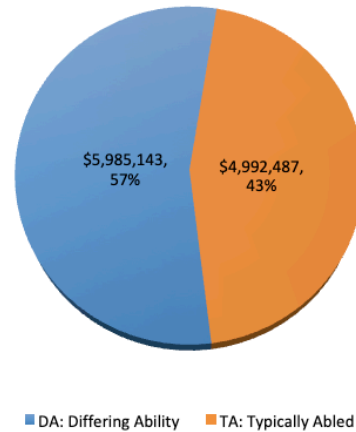
Induced Wages by DMV



Of the \$11 million of induced wages generated, approx. 80% were generated in Maryland.

Figure 20

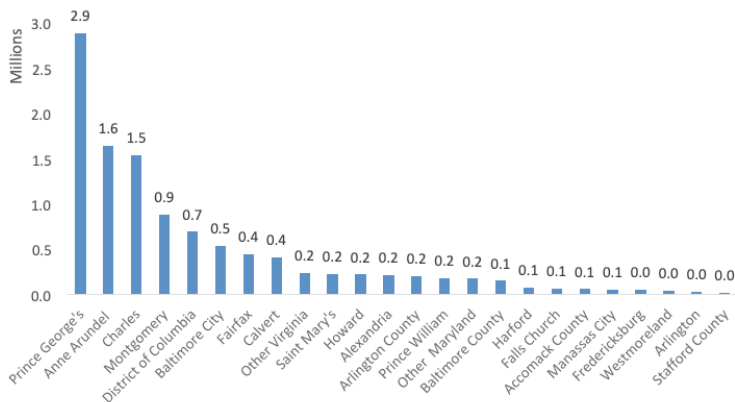
Induced Wages by Ability



Individuals of differing abilities generated more than half (57%) of induced wages.

Figure 21

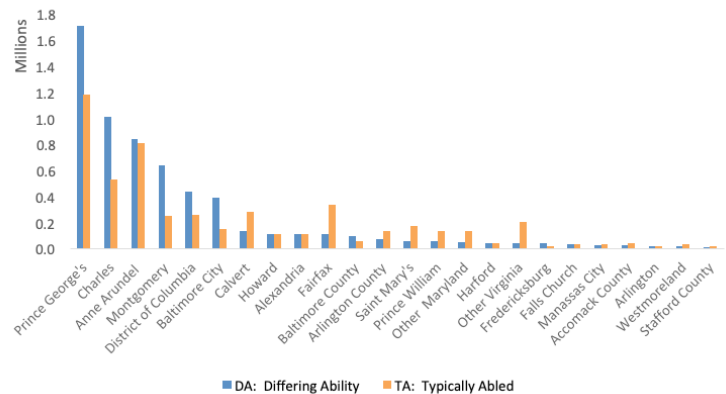
Induced Wages by County



Prince George's, Anne Arundel, and Charles Counties combined received more than 55% of induced wages.

Figure 22

Induced Wages by County and Ability

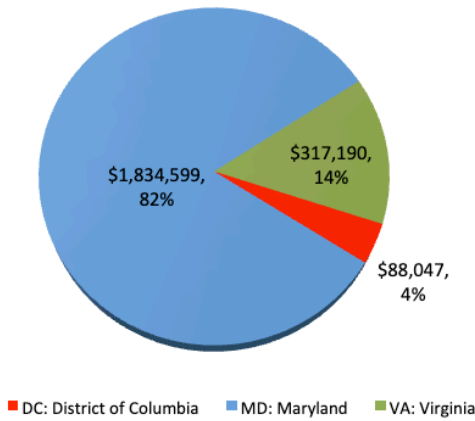


Prince George's County benefited from the most induced wage generated by Melwood's employees of differing abilities as well as typically abled employees.

# INDUCED STATE & LOCAL TAXES DATA

Figure 23

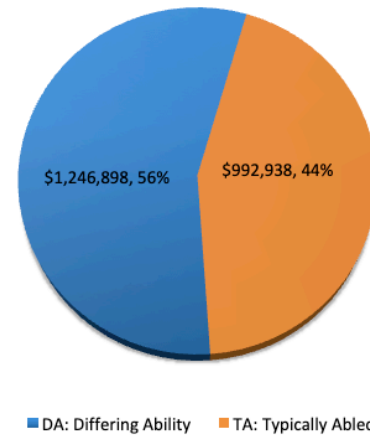
Induced State & Local Taxes DMV



Over \$2.2 million induced state and local taxes were generated by Melwood wages. More than 82% in Maryland.

Figure 24

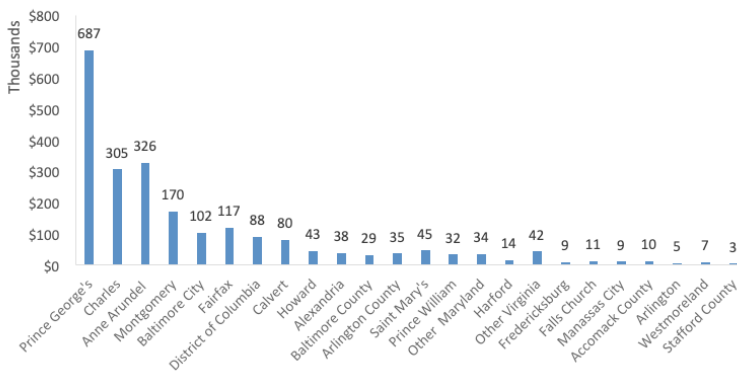
Induced State & Local Taxes by Ability



Melwood employees of differing abilities generated over \$1.2 million in induced state and local taxes.

Figure 25

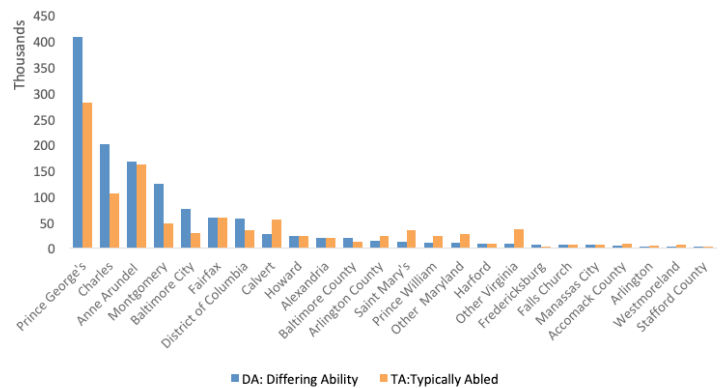
Induced State & Local Taxes by County



Prince George's County benefited the most from Melwood wages paid, realizing over \$686,000 of induced state and local taxes.

Figure 26

Induced State & Local Taxes by County and Ability



Wages paid to Melwood employees of differing abilities induced more state and local taxes than Melwood typically abled employees.

## About IMPLAN®

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The input-output modeling system used in this study is IMPLAN (Impact Modeling for Planning), originally developed by the USDA Forest Service. A product of the Rural Development Act of 1972, IMPLAN is a system of county-level secondary data input-output models designed to meet the mandated need for accurate, timely economic impact projections of alternative uses of U.S. public forest resources. The Forest Service made IMPLAN as widely available as possible because it was developed using public funds. Moreover, a small investment by the USDA Cooperative Extension Service ensured that the IMPLAN modeling system became widely used by rural development researchers and Extension specialists in the Land Grant University System. The relationship among university-based researchers, Extension specialists, and the Forest Service quickly became bilateral -- researchers and specialists questioned data and assumptions, made suggestions, and demanded changes. To accommodate this demand for services, the Forest Service privatized IMPLAN; it is now operated by the Minnesota IMPLAN Group ("MIG"). In addition to updating and improving the databases and software, MIG holds regular training sessions, biannual user conferences and maintains a collection of hundreds of papers that have used IMPLAN.

One advantage of the IMPLAN system is the open access philosophy instilled by the Forest Service. IMPLAN is designed to provide users with maximum access so that they can alter the underlying structure of the data, the model, or means of assessing impact. The combination of the detailed database, flexibility in application, and the open access philosophy has made IMPLAN one of the most widely used and accepted economic impact modeling systems in the U.S. IMPLAN has been accepted in the U.S. court system and in many regulatory settings.

To assess the induced impact of Melwood wages, we employed the 2017 IMPLAN database and the model constructions for state and local economies throughout the District of Columbia, Maryland and Virginia.

## Melwood Employment Data

County	Region	Ability	Employment	Compensation
District of Columbia	DC	DA	261	\$4,613,539.06
District of Columbia	DC	TA	93	\$2,747,636.94
<b>Total District of Columbia</b>			<b>354</b>	<b>\$7,361,176.00</b>
Anne Arundel	MD	DA	84	\$3,151,526.89
Anne Arundel	MD	TA	63	\$3,052,313.04
Baltimore City	MD	DA	45	\$1,415,346.21
Baltimore City	MD	TA	18	\$534,604.28
Baltimore County	MD	DA	10	\$359,598.89
Baltimore County	MD	TA	4	\$205,664.39
Calvert	MD	DA	9	\$489,279.17
Calvert	MD	TA	13	\$1,027,602.48
Charles	MD	DA	132	\$1,832,652.44
Charles	MD	TA	78	\$1,971,438.77
Harford	MD	DA	7	\$137,809.85
Harford	MD	TA	5	\$168,760.42
Howard	MD	DA	7	\$408,382.67
Howard	MD	TA	9	\$499,901.13
Montgomery	MD	DA	43	\$1,483,275.31
Montgomery	MD	TA	23	\$931,546.66
Prince Georges	MD	DA	517	\$10,439,441.47
Prince Georges	MD	TA	247	\$7,175,663.80
Saint Mary's	MD	DA	9	\$200,352.91
Saint Mary's	MD	TA	12	\$449,079.47
Other Maryland	MD	DA	4	\$163,626.91
Other Maryland	MD	TA	9	\$484,324.14
<b>Total Maryland</b>			<b>1348</b>	<b>\$36,582,191.30</b>
Alexandria	VA	DA	20	\$437,441.42
Alexandria	VA	TA	17	\$507,686.06
Arlington	VA	DA	4	\$49,674.50
Arlington	VA	TA	1	\$58,064.37
Fairfax	VA	DA	50	\$1,365,171.06
Fairfax	VA	TA	34	\$1,641,020.24
Prince William	VA	DA	8	\$210,866.42
Prince William	VA	TA	13	\$518,342.46
Westmoreland	VA	DA	2	\$47,514.58
Westmoreland	VA	TA	2	\$66,574.01
Falls Church	VA	DA	5	\$124,467.34
Falls Church	VA	TA	4	\$121,646.51
Fredericksburg	VA	DA	5	\$136,087.75
Fredericksburg	VA	TA	1	\$51,119.48
Arlington County	VA	DA	11	\$271,586.20
Arlington County	VA	TA	15	\$522,963.23
Manassas City	VA	DA	3	\$99,620.36
Manassas City	VA	TA	2	\$97,398.06
Accomack County	VA	DA	2	\$78,144.70
Accomack County	VA	TA	4	\$142,395.59
Stafford County	VA	DA	1	\$20,693.54
Stafford County	VA	TA	1	\$44,832.84
Other Virginia	VA	DA	5	\$148,532.48
Other Virginia	VA	TA	16	\$760,359.18
<b>Total Virginia</b>			<b>226</b>	<b>\$7,522,202.38</b>
<b>Total</b>			<b>1928</b>	<b>\$51,465,569.68</b>

# Induced Economic Impact Data

County	Region	Ability	Employment	Labor Income	Value Added	Output
District of Columbia	DC	DA	6.29	\$432,146	\$660,256	\$1,007,756
District of Columbia	DC	TA	3.75	\$257,368	\$393,222	\$600,179
<b>Total District of Columbia</b>			<b>10.04</b>	<b>\$689,514</b>	<b>\$1,053,478</b>	<b>\$1,607,935</b>
Anne Arundel	MD	DA	16.92	\$835,211	\$1,503,238	\$2,451,735
Anne Arundel	MD	TA	16.38	\$808,918	\$1,455,915	\$2,374,552
Baltimore City	MD	DA	7.66	\$386,818	\$690,107	\$1,117,601
Baltimore City	MD	TA	2.89	\$146,109	\$260,667	\$422,140
Baltimore County	MD	DA	1.93	\$94,642	\$170,358	\$277,258
Baltimore County	MD	TA	1.11	\$54,467	\$98,042	\$159,457
Calvert	MD	DA	2.64	\$130,704	\$234,954	\$383,633
Calvert	MD	TA	5.55	\$274,509	\$493,459	\$805,720
Charles	MD	DA	20.51	\$1,011,088	\$1,819,974	\$2,974,723
Charles	MD	TA	10.63	\$527,268	\$949,092	\$1,550,239
Harford	MD	DA	0.74	\$36,542	\$65,686	\$107,369
Harford	MD	TA	0.74	\$36,542	\$65,686	\$107,369
Howard	MD	DA	2.18	\$108,102	\$194,992	\$317,640
Howard	MD	TA	2.18	\$108,102	\$194,992	\$317,640
Montgomery	MD	DA	12.45	\$635,617	\$1,134,780	\$1,831,796
Montgomery	MD	TA	4.8	\$245,197	\$437,755	\$706,667
Prince Georges	MD	DA	45.45	\$1,710,052	\$3,443,853	\$5,908,501
Prince Georges	MD	TA	31.24	\$1,175,423	\$2,367,170	\$4,061,273
Saint Mary's	MD	DA	1.08	\$53,384	\$95,993	\$156,763
Saint Mary's	MD	TA	3.5	\$173,041	\$311,157	\$508,138
Other Maryland	MD	DA	0.88	\$43,586	\$78,322	\$128,008
Other Maryland	MD	TA	2.62	\$129,012	\$231,858	\$378,895
<b>Total Maryland</b>			<b>194.08</b>	<b>\$8,724,334</b>	<b>\$16,298,050</b>	<b>\$27,047,117</b>
Alexandria	VA	DA	2.28	\$107,824	\$201,969	\$330,961
Alexandria	VA	TA	2.28	\$107,824	\$201,969	\$330,961
Arlington	VA	DA	0.27	\$12,328	\$23,162	\$38,311
Arlington	VA	TA	0.31	\$14,410	\$27,073	\$44,781
Fairfax	VA	DA	7.11	\$104,886	\$196,467	\$1,027,088
Fairfax	VA	TA	7.06	\$334,404	\$626,386	\$1,026,442
Prince William	VA	DA	1.14	\$51,882	\$9,772	\$162,643
Prince William	VA	TA	2.8	\$127,534	\$240,339	\$399,801
Westmoreland	VA	DA	0.26	\$11,929	\$22,394	\$37,211
Westmoreland	VA	TA	0.62	\$28,644	\$53,770	\$89,349
Falls Church	VA	DA	0.65	\$30,689	\$57,487	\$94,170
Falls Church	VA	TA	0.63	\$29,984	\$56,165	\$92,036
Fredericksburg	VA	DA	0.75	\$34,236	\$64,233	\$106,742
Fredericksburg	VA	TA	0.3	\$13,869	\$26,021	\$43,242
Arlington County	VA	DA	1.45	\$67,400	\$126,632	\$209,457
Arlington County	VA	TA	2.8	\$129,784	\$243,840	\$403,329
Manassas City	VA	DA	0.55	\$25,024	\$94,946	\$78,008
Manassas City	VA	TA	0.58	\$26,386	\$49,500	\$82,251
Accomack County	VA	DA	0.43	\$19,601	\$36,800	\$61,154
Accomack County	VA	TA	0.78	\$35,717	\$67,057	\$111,436
Stafford County	VA	DA	0.11	\$5,141	\$9,671	\$16,084
Stafford County	VA	TA	0.24	\$11,138	\$20,952	\$34,847
Other Virginia	VA	DA	0.79	\$36,311	\$68,330	\$113,391
Other Virginia	VA	TA	4.3	\$196,837	\$370,310	\$614,682
<b>Total Virginia</b>			<b>38.49</b>	<b>\$1,563,782</b>	<b>\$2,895,245</b>	<b>\$5,548,377</b>
<b>Total</b>			<b>242.61</b>	<b>\$10,977,630</b>	<b>\$20,246,773</b>	<b>\$34,203,429</b>

## Induced State and Local Taxes Data

County	Region	Ability	Employee Compensation	Production and Imports	Households	Corporations	Total Taxes
District of Columbia	DC	DA	\$0	\$44,322	\$8,122	\$2,739	\$55,183
District of Columbia	DC	TA	\$0	\$26,396	\$4,837	\$1,631	\$32,864
<b>Total District of Columbia</b>			<b>\$0</b>	<b>\$70,718</b>	<b>\$12,959</b>	<b>\$4,370</b>	<b>\$88,047</b>
Anne Arundel	MD	DA	\$1,206	\$125,959	\$33,074	\$5,158	\$165,397
Anne Arundel	MD	TA	\$1,168	\$121,994	\$32,033	\$4,995	\$160,190
Baltimore City	MD	DA	\$560	\$55,892	\$15,366	\$2,359	\$74,177
Baltimore City	MD	TA	\$211	\$21,111	\$5,804	\$891	\$28,017
Baltimore County	MD	DA	\$137	\$14,195	\$3,761	\$586	\$18,679
Baltimore County	MD	TA	\$79	\$8,169	\$2,164	\$337	\$10,749
Calvert	MD	DA	\$188	\$19,547	\$5,199	\$808	\$25,742
Calvert	MD	TA	\$396	\$41,054	\$10,920	\$1,696	\$54,066
Charles	MD	DA	\$1,457	\$152,567	\$40,198	\$6,255	\$200,477
Charles	MD	TA	\$760	\$79,562	\$20,963	\$3,262	\$104,547
Harford	MD	DA	\$53	\$5,483	\$1,453	\$226	\$7,215
Harford	MD	TA	\$53	\$5,483	\$1,453	\$226	\$7,215
Howard	MD	DA	\$156	\$16,153	\$4,321	\$674	\$21,304
Howard	MD	TA	\$156	\$16,153	\$4,321	\$674	\$21,304
Montgomery	MD	DA	\$899	\$92,115	\$25,931	\$3,887	\$122,832
Montgomery	MD	TA	\$347	\$35,534	\$10,003	\$1,500	\$47,384
Prince Georges	MD	DA	\$2,631	\$326,361	\$64,367	\$13,502	\$406,861
Prince Georges	MD	TA	\$1,808	\$224,328	\$44,243	\$9,281	\$279,660
Saint Mary's	MD	DA	\$77	\$8,010	\$2,122	\$330	\$10,539
Saint Mary's	MD	TA	\$249	\$25,965	\$6,879	\$1,069	\$34,162
Other Maryland	MD	DA	\$63	\$6,545	\$1,730	\$269	\$8,607
Other Maryland	MD	TA	\$186	\$19,372	\$5,121	\$796	\$25,475
<b>Total Maryland</b>			<b>\$12,840</b>	<b>\$1,421,552</b>	<b>\$341,426</b>	<b>\$58,781</b>	<b>\$1,834,599</b>
Alexandria	VA	DA	\$1	\$15,617	\$2,828	\$405	\$18,851
Alexandria	VA	TA	\$1	\$15,617	\$2,828	\$405	\$18,851
Arlington	VA	DA	\$0	\$1,822	\$322	\$47	\$2,191
Arlington	VA	TA	\$0	\$2,130	\$376	\$55	\$2,561
Fairfax	VA	DA	\$3	\$48,434	\$8,771	\$1,265	\$58,473
Fairfax	VA	TA	\$3	\$48,434	\$8,771	\$1,265	\$58,473
Prince William	VA	DA	\$1	\$7,814	\$1,350	\$198	\$9,363
Prince William	VA	TA	\$1	\$19,209	\$3,318	\$487	\$23,015
Westmoreland	VA	DA	\$0	\$1,774	\$311	\$45	\$2,130
Westmoreland	VA	TA	\$0	\$4,259	\$747	\$108	\$5,114
Falls Church	VA	DA	\$0	\$4,444	\$805	\$116	\$5,365
Falls Church	VA	TA	\$0	\$4,343	\$786	\$113	\$5,242
Fredericksburg	VA	DA	\$0	\$5,085	\$893	\$130	\$6,108
Fredericksburg	VA	TA	\$0	\$2,060	\$362	\$52	\$2,474
Arlington County	VA	DA	\$1	\$9,961	\$1,761	\$257	\$11,980
Arlington County	VA	TA	\$1	\$19,180	\$3,388	\$495	\$23,064
Manassas City	VA	DA	\$0	\$3,716	\$653	\$95	\$4,464
Manassas City	VA	TA	\$0	\$3,918	\$689	\$100	\$4,707
Accomack County	VA	DA	\$0	\$2,916	\$511	\$74	\$3,501
Accomack County	VA	TA	\$0	\$5,313	\$931	\$135	\$6,379
Stafford County	VA	DA	\$0	\$770	\$134	\$20	\$924
Stafford County	VA	TA	\$0	\$1,668	\$290	\$42	\$2,000
Other Virginia	VA	DA	\$0	\$5,447	\$950	\$138	\$6,535
Other Virginia	VA	TA	\$2	\$29,525	\$5,148	\$750	\$35,425
<b>Total Virginia</b>			<b>\$14</b>	<b>\$263,456</b>	<b>\$46,923</b>	<b>\$6,797</b>	<b>\$317,190</b>
<b>Total</b>			<b>\$12,854</b>	<b>\$1,755,726</b>	<b>\$401,308</b>	<b>\$69,948</b>	<b>\$2,239,836</b>