

**THE ECONOMIC IMPACT OF PISTACHIO
GROWING AND PROCESSING IN THE STATE OF
CALIFORNIA**

Prepared by:

**Dennis H. Tootelian, Ph.D.
The Tootelian Company
Sacramento, California**

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THE ECONOMIC IMPACT OF PISTACHIO GROWING AND PROCESSING IN THE STATE OF CALIFORNIA

EXECUTIVE SUMMARY

INTRODUCTION AND PURPOSE

In January 2021, American Pistachio Growers (APG), the non-profit trade association for the United States, retained The Tootelian Company to conduct a study to assess the economic impact pistachio growers and processors have within the State of California (State). This impact includes the increased business activity created by growing and processing pistachios, the jobs created as a result of this growth in activity throughout the various sectors of the State's economy, the increased labor income generated for those employed, and the indirect business taxes that are created.

This 2021 study is a follow-up to a similar study conducted for APG in 2017 using 2016 industry data. In addition, a set of analyses was conducted which specifically focused on the significant increase in the number of acres devoted to pistachio from 2016 through 2020. Over this time period, growers added 173,540 acres of pistachios, and the economic impact of these additional acres was included in this 2021 study.

The specific issues addressed in this study of pistachio growers and processors in California are:

- How much business activity growers and processors created and how the overall impact was diffused through the various sectors of the State's economy.
- How many jobs this increased activity created on a full-time-equivalent basis.
- How much labor income was created and how that income could be diffused within the State's economy.
- How much this increased activity generated in indirect business taxes.
- How much of an economic impact did the increase in the number of bearing and non-bearing acres from 2016 through 2020 have on the State's economy, employment, labor income, and indirect business taxes.

Economic impact is a function of spending within a defined geographic area. Accordingly, two models were used in this analysis. IMPLAN, a well-respected analytical software program, was used to compute the overall economic impact, and a specially designed feeder model was created to help define expenditure levels to use in the IMPLAN model.

FINDINGS AND CONCLUSIONS

Economic impact analyses were conducted for the net total expenditures of growers and the net variable expenses of processors in California. *It is important to note that these projections are based on annual expenditures, which means that this impact is expected to occur each year that such spending occurs.*

The findings of this study show that growers and processors of pistachios have a significant impact on California's economy. These growers and processors spent more than \$2.8 billion in California in 2020, averaging more than \$7.7 million per day.

With respect to economic impact on the State, the growers and processors created:

- More than \$5.2 billion in economic output, the best measure of economic activity. This equates to nearly \$14.4 million each day of the year. Of this, growers accounted for nearly \$3.0 billion of the total and processors accounted for nearly \$2.3 billion.
- More than 47,200 jobs on a full-time equivalent basis as a result of their business activities and the multiplier effect their purchases generate in a variety of farming and non-farming economic sectors. Growers accounted for more than 21,000 of the jobs and processors accounted for nearly 26,200 jobs.
- Nearly \$2.5 billion in labor income as a result of their business activities. This averages nearly \$6.8 million per day. These are dollars going to wages and salaries for new employment as well as expanded incomes to those already in the labor force (e.g., overtime pay). These dollars are diffused throughout the State's economy as the funds are spent for an array of goods and services. Growers generated more than \$1.1 billion of labor income and processors generated more than \$1.3 billion.
- Nearly \$191.9 million in indirect business taxes, not including income taxes. This equates to nearly \$525,750 per day. Depending on how these funds are used, they can help pay for some or all State and local programs that further benefit the people residing in California's communities. Of this, grower activities generated nearly \$91.0 million of these taxes, and processor activities created more than \$100.9 million.
- Over the 2016 through 2020 time period, growers increased the number of acres devoted to pistachios by 173,540 acres. This resulted in additional grower and processor spending of more than \$1.0 billion, averaging more than \$2.7 million per day. The economic impact of just the spending on these additional acres was nearly \$1.9 billion, equating to more than \$5.1 million per day and \$10,777 per acre. It generated more than 16,800 jobs, nearly \$883.7 million in additional labor income (\$2.4 million per day), and nearly \$68.4 million in added indirect business taxes (\$187,330 per day).

These findings demonstrate the important role pistachio growers and processors play in strengthening the economic climate of the State. Their activities are diffused throughout California's economy, touching nearly every aspect of life in the State.

THE ECONOMIC IMPACT OF PISTACHIO GROWING AND PROCESSING IN THE STATE OF CALIFORNIA

SUMMARY REPORT OF FINDINGS

INTRODUCTION AND PURPOSE

In January 2021, American Pistachio Growers (APG), the non-profit trade association for the United States, retained The Tootelian Company to conduct a study to assess the economic impact pistachio growers and processors have within the State of California (State). This 2021 study is a follow-up to a similar study conducted for APG in 2017 using 2016 industry data. In addition, a set of analyses was conducted which specifically focused on the significant increase in the number of acres devoted to pistachio from 2016 through 2020. Over this time period, growers added 173,540 acres of pistachios, and the economic impact of these additional acres was included in this 2021 study.

The economic impact includes the increased business activity created by growing and processing pistachios, the jobs created as a result of this growth in activity throughout the various sectors of the State's economy, the increased labor income generated for those employed, and the indirect business taxes that are created.

The specific issues addressed in this study of pistachio growers and processors in California are:

- How much business activity growers and processors created and how the overall impact was diffused through the various sectors of the State's economy.
- How many jobs this increased activity created on a full-time-equivalent basis.
- How much labor income was created and how that income could be diffused within the State's economy.
- How much this increased activity generated in indirect business taxes.
- How much of an economic impact did the increase in the number of bearing and non-bearing acres from 2016 through 2020 have on the State's economy, employment, labor income, and indirect business taxes.

The Tootelian Company (formerly Tootelian & Associates) is a Sacramento, California-based marketing and management consulting firm. It specializes in performing economic impact studies, conducting market research, and assisting its clients with their business and marketing plans. The consultant was Dennis H. Tootelian, Ph.D. Dr. Tootelian is an Emeritus Professor of Marketing and former Director of the Center for Small Business in the College of Business Administration at California State University, Sacramento. He received his Ph.D. in Marketing from Arizona State University, with minor fields in Accounting and Management.

Dr. Tootelian has conducted numerous economic impact studies on a wide variety of subjects, many of which were in the agricultural sector. Other clients for which economic impact studies have been conducted include the Chicago 2016 Olympic Games Committee, McDonald's Corporation, the State of California, and trade and professional associations.

Dr. Tootelian has published approximately one hundred articles dealing with all facets of business, and has co-authored six texts on marketing and small business management. His academic research has appeared as peer-reviewed articles (i.e., reviewed by academicians for quality of research methodology) in such journals as the Journal of Marketing, Journal of Retailing, Journal of Business Research, Journal of Food Products Marketing, Journal of Health Care Marketing, and Journal of Professional Services Marketing. Results of some of his applied research and writing have appeared in The Congressional Record, The Wall Street Journal, Forbes, The Kiplinger Report, USA Today, ABC National News website, and even The National Enquirer.

In addition to conducting economic impact studies, Dr. Tootelian has worked in a consulting capacity with Fortune 500 companies (e.g., McDonald's Corporation, Merck, Johnson & Johnson, Nestle U.S.A., McKesson Corporation), not-for-profit organizations (e.g., California Pharmacists Association, California Dental Association), and federal and State governmental agencies (e.g., Centers for Disease Control, California Department of Food and Agriculture, California Environmental Protection Agency, California Department of Parks and Recreation).

METHODOLOGY

Two models were used in this analysis. IMPLAN was used to compute the overall economic impact, and a specially designed feeder model was created to help define expenditure levels to use in the IMPLAN model.

Specialty Feeder Model

Economic impact is a function of expenditures within a defined area. To measure the level of expenditures, the analyst developed a “feeder” economic model that specifically addresses the variables and the critical issues associated with growing and processing pistachios within California. This model not only provides the data used in the IMPLAN analysis, but takes the economic value to a more understandable level to assess the impact in more detailed ways.

This model was primarily based on 2020 data. However, because agricultural revenues and expenditures can fluctuate significantly from year-to-year, some averages were used to help ensure that the statistics used were appropriate. It is important to note that the economic impact of pistachio crops could vary on an annual basis depending on climatic, pest, market, and other conditions partly or completely beyond the control of growers and processors.

The feeder model considered a wide variety of variables. These included costs associated with developing non-bearing acreage for future pistachio harvesting, expenses related to growing and harvesting pistachios on bearing acreage, costs of processing pistachios from the field to consumer markets, etc.

IMPLAN

The model used for the actual computation of the economic impact was IMPLAN. It is a software program that provides modeling based on data and tools to assess economic impacts at the State and other levels. IMPLAN users include federal and State governments, universities, and private sector consultants.

The benefit of using an input-output model like IMPLAN is that it helps evaluate the effects industries have on each other based on the supposition that industries use the outputs of other industries as inputs. An input-output model makes it possible to examine economic relationships between businesses and between businesses and consumers.

Each industry that produces goods and services has an influence on, and in turn is influenced by, the production of goods and services of other industries. These interrelationships are captured through a multiplier effect as the demand and supply trickle over from industry to industry and thus impact total output, employment, compensation,

etc. Of particular interest are industry output, employment, employee compensation, and indirect business taxes.

The full range of economic impacts includes direct, indirect, and induced benefits:

- **Direct benefits** consist of economic activity contained exclusively within the designated sector(s). This includes all expenditures made and all people employed.
- **Indirect benefits** define the creation of additional economic activity that results from linked businesses, suppliers of goods and services, and provision of operating inputs.
- **Induced benefits** measure the consumption expenditures of direct and indirect sector employees who spend their incremental income. Examples of induced benefits include employees' expenditures on items such as retail purchases, housing, banking, and medical services.

The total direct, indirect, and induced benefits arising due to the multiplier effect are presented in four ways:

- **Output** accounts for total revenues including all sources of income for a given time period for an industry in dollars. This is the best overall measure of business and economic activity .
- **Employment** demonstrates the number of jobs generated, and is calculated on an annual full-time equivalent basis.
- **Labor Income** includes all forms of employee compensation paid by employers (e.g., total payroll costs including benefits, wages and salaries of workers), and proprietary income (e.g., self employment income, income received by private business owners).
- **Indirect Business Taxes** consist of property taxes, excise taxes, fees, licenses, and sales taxes paid by businesses. Taxes on profits or income are not included.

The **multiplier effect** for sales and employment reflect the increased economic activity that comes from sales being generated and expenses being incurred by a business. For example, when a business generates sales, it must use some of that money to purchase other goods and services and hire people to meet the demand for its products and services. Purchases made by the business represent sales to other firms who must then also purchase goods and services and hire people to meet their new demand. The additional hiring to meet demand means more people will have income which they will use to purchase goods and services for their households. All of this brings added sales to firms across most economic sectors in the State. The net effect is that sales dollars are recycled in the State through this process of sales requiring additional purchases and employment, which result in sales for other firms who must use that money to make their own purchases and hire people.

Data Sources

Industry statistics were used to determine average expenses and some other operating data for this study. However, to ensure that this information was appropriate, APG was asked to verify that the statistics being used were reasonable for California growers and processors. Based on the information received from APG, the industry statistics were modified as deemed appropriate. Information from economic impact studies conducted by the analyst for other specialty crop organizations also was used in some instances and verified as appropriate by APG sources.

Data used to assess the economic impact came from such sources as the:

- American Pistachio Growers.
- California Department of Food and Agriculture's California Agricultural Statistics Review 2018-2019.
- Census of Agriculture, U.S. Department of Agriculture.
- Census of Business, United States Bureau of the Census.
- State of California's official website.
- United States Bureau of Labor Statistics.
- University of California, Davis Cooperative Extension's Sample Costs to Establish and Produce Pistachios, 2020.

FINDINGS OF THE ANALYSES

The findings of this study are presented in five sections: Computation of Expenditures Used in the Analyses, Economic Impact of Growers and Processors, Economic Impact of Growers Only, Economic Impact of Processors Only, and Economic Impact of the Added Pistachio Acreage. Tabled data is presented at the end of this Summary Report.

Computation of Grower and Processor Net Expenditures

The numbers of pistachio farms, number of acres in development, and the number of bearing acres in California were obtained from APG and the Census of Agriculture.

Expenditure estimates for growers were based on average costs per acre as reported by the University of California, Davis (UCD) for 2020. Additionally, previous studies conducted by UCD also were reviewed to consider trends. These expenditure levels were for both non-bearing and bearing acreage, and included most costs. However, since the economic impact of growing and processing pistachios on the State's economy is a function of spending, it was not considered appropriate to include depreciation and amortization.

By eliminating depreciation and amortization costs, this study excluded future investments that growers will be making to replace depreciable assets such as equipment and facilities. Eventually, growers have to make capital purchases, but the timing of those expenditures is unknown. The net effect of eliminating these costs is to make the analysis considerably more conservative than it might be in terms of estimating the economic impact on the State's economy.

Total expenditures also were adjusted downward to reflect the possible out-migration of some dollars for purchases of goods and services. In effect, it was assumed that not all grower expenditures would necessarily be made to entities within the State. Making this adjustment results in the net total expenditures for growers.

Expenditure estimates for processors were based on average *variable* processing costs per pound from field to market. Processing costs per pound and crop yields per acre were provided by APG.

It is important to note that the analysis for processors only includes variable costs. Insufficient fixed cost data was available to include expenditures that normally would be made by processors. Consequently, the economic impact of processors is understated since certain fixed expenditures could not be added into the feeder model. As in the case for growers, the variable expenditures included in the study were then adjusted downward for the possible out-migration of dollars to create a net total expenditure.

Based on these computations, growers and processors spent more than \$2.8 billion in California in 2020, with growers accounting for more than \$1.6 billion (58.2%) and processors accounting for nearly \$1.2 billion (41.8%) of this spending. This is shown

below. These expenditures equate to more than \$7.7 million per day (i.e., \$2.8 billion divided by 365 days per year), with growers spending nearly \$4.5 million per day and processors spending more than \$3.2 million per day.

	ESTIMATE
PISTACHIO GROWERS	
Net Total Cash Costs per Acre*	\$3,451
Total Bearing Acres	371,386
Total Expenditures for Bearing Acres	\$1,281,604,063
Net Average Cost/Year to Establish Pistachios per Acre*	\$3,118
Number of Non-Bearing Acres	114,121
Total Expenditures for Non-Bearing Acres	\$355,869,563
Net Total Expenditures by Growers	\$1,637,473,626
PISTACHIO PROCESSORS	
Net Average Expenditure per Pound Harvested*	\$1.130
Average Number of Pounds per Acre	2,806
Total Bearing Acres	371,386
Total Pounds	1,042,109,116
Net Total Expenditures by Processors	\$1,177,583,301
NET TOTAL EXPENDITURES*	
Growers	\$1,637,515,211
Processors	\$1,177,583,301
Total Expenditures by Growers and Processors	\$2,815,098,513

*Discounted for out-migration of some dollars.

The net expenditure levels for growers and processors combined, for growers only, and for processors only were used in IMPLAN to compute their economic impacts in the State.

Economic Impact of Growers and Processors

Economic impact analyses were conducted based on the combined net total expenditures of growers and processors in California. *It is important to note that these projections are based on annual expenditures, which means that this impact is expected to occur each year that such spending occurs.*

Combined Growers and Processors Economic Impact

The Output, Employment, Labor Income, and Indirect Business Taxes for growers and processors of pistachios are presented in Table One and summarized below. As previously indicated, growers and processors spent more than \$2.8 billion in California in 2020. This averaged more than \$7.7 million per day (i.e., \$2.8 billion divided by 365 days).

Total for Growers & Processors	Total	Per Day
Output	\$5,246,532,711	\$14,374,062
Employment	47,202.5	n.a.
Labor Income	\$2,480,202,300	\$6,795,075
Indirect Business Taxes	\$191,898,262	\$525,749

The Output, or the amount of overall business activity created, is projected to total more than \$5.2 billion, equating to nearly \$14.4 million each day of the year. This includes the direct spending by growers and processors (“Direct”), the amount of additional business activity created by that spending (“Indirect”), and the amount of additional business activity created by people’s spending caused by the incremental labor income (“Induced”). Over half of this impact (53.7%) was caused by grower and processor spending, and the remainder (46.3%) was the result of increased business activity. The industries gaining the most from this increase in overall business activity were farming (\$3.1 billion), real estate/construction/finance/insurance (\$645.6 million), professional services (\$285.1 million), wholesaling (\$228.1 million), and retailing (\$220.1 million).

INDUSTRY	Output Total
Farming	\$3,062,058,732
Real Est./Construction/Fin./Ins.	\$645,646,646
Professional Services	\$285,053,993
Wholesaling	\$228,089,409
Retailing	\$220,062,136

More than 47,200 additional jobs are expected to be created as a result of the spending by these growers and processors. This is computed on an annual full-time equivalent basis. About 69.2% of this was the result of grower and processor operations and the rest (30.8%) was due to the increased business activity caused by grower and processor spending. The industries gaining the most from this increase in employment were farming (36,600 jobs), retailing (2,310 jobs), real estate/construction/finance/insurance (1,600 jobs), professional services (1,480 jobs), and health services (1,120 jobs).

INDUSTRY	Employment Total
Farming	36,603.1
Retailing	2,310.6
Real Est./Construction/Fin./Ins.	1,597.8
Professional Services	1,480.8
Health	1,198.8

Labor Income resulting from the additional people employed and current employees earning more is projected to be nearly \$2.5 billion, equating to nearly \$6.8 million each day of the year. About 64.2% of this income was the direct result of spending by growers and processors, while 35.8% was due to the increased business activity. How these funds are likely to be spent across various sectors of the economy is based on consumer purchasing patterns described later in this Summary Report. The industries generating the

most labor income were farming (\$1.8 billion), real estate/construction/finance/insurance (\$114.8 million), professional services (\$112.3 million), retailing (\$103.2 million), and health services (\$102.7 million).

INDUSTRY	Labor Income Total
Farming	\$1,781,309,065
Real Est./Construction/Fin./Ins.	\$114,790,396
Professional Services	\$112,316,446
Retailing	\$103,266,693
Health	\$102,748,285

Finally, nearly \$191.9 million in additional indirect business taxes was created from the increased business activity caused by growers and processors, equating to nearly \$525,750 each day of the year. These tax dollars are generated from businesses benefiting from the heightened economic activity and the increased employment. About 25.6% of these indirect business taxes were the direct result of spending by growers and processors, while 74.4% was due to the increased business activity. As is described later in this Summary Report, these tax dollars can be used for programs that further serve residents of the communities within the State. Industries generating the most indirect business taxes were farming (\$55.5 million), wholesaling (\$51.4 million), real estate/construction/finance/insurance (\$33.9 million), retailing (\$26.4 million), and accommodations/food services (\$7.4 million).

INDUSTRY	Ind. Bus. Tax Total
Farming	\$55,529,478
Wholesaling	\$51,402,120
Real Est./Construction/Fin./Ins.	\$33,875,356
Retailing	\$26,399,392
Accommodations/food services	\$7,429,314

Possible Diffusion of Labor Income Spending

The labor income that is created is likely to be diffused throughout the various sectors of the State's economy. As people spend this added income, those funds will be used to purchase a wide array of goods and services.

To illustrate how those funds could be distributed to various economic sectors in California, consumer expenditures across various categories were obtained from the U.S. Bureau of Labor Statistics. Assuming that those funds will be spent in the same proportion as consumers currently spend their incomes, the dollars that are generated for selected sectors are shown below and in more detail in Table One.

Spending Category	Total Dollars	Dollars per Day
Food	\$321,464,457	\$880,725
Housing	\$847,585,395	\$2,322,152
Apparel and services	\$70,709,964	\$193,726
Transportation	\$405,432,539	\$1,110,774
Healthcare	\$183,817,163	\$503,609
Entertainment	\$122,736,401	\$336,264
Personal care products and services	\$30,360,732	\$83,180
Reading	\$3,592,986	\$9,844
Education	\$53,032,473	\$145,294
Miscellaneous	\$262,862,855	\$183,882

As shown above, the greatest sector beneficiaries of this spending were housing, transportation, and food. These three accounted for more than 68.4% of total spending and nearly 63.5% of the total labor income generated. Some labor income, of course, goes into savings.

Possible Uses for Business Taxes Created

To illustrate how the indirect business tax dollars (i.e., excluding income taxes) could be used to help fund some of California's operations, the State Funds budgets of a variety of agencies were obtained from the State's official website. Some caution should be exercised in using these numbers since budgets are adjusted over the course of the fiscal year. Accordingly, these only are presented as illustrations of general amounts spent by each of the State's agencies/programs.

Presented below is the percent of various California state agency's State Funds budget that could be covered by the indirect business tax dollars generated by the business activities of pistachio growers and processors within California. It is important to recognize that the total indirect business tax dollars generated were applied to each State agency/program. A sample of agencies' budgets is listed below and a larger list is presented in Table One.

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
California Conservation Corps	\$133,617,000	143.6%
Children and Families Commission	\$347,010,000	55.3%
Department of Aging	\$72,831,000	263.5%
Department of Child Support Services	\$314,980,000	60.9%
Department of Conservation	\$125,182,000	153.3%
Department of Consumer Affairs	\$761,931,000	25.2%
Department of Fish and Wildlife	\$449,842,000	42.7%
Department of Food and Agriculture	\$412,795,000	46.5%
Department of Forestry, Fire Protection	\$1,747,694,000	11.0%
Department of Parks, Recreation	\$1,194,410,000	16.1%

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
Department of Public Health	\$1,312,189,000	14.6%
Department of Veterans Affairs	\$451,030,000	42.5%
Dept of Housing, Community Development	\$1,321,566,000	14.5%
Dept of the California Highway Patrol	\$2,552,627,000	7.5%
Emergency Medical Services Authority	\$15,380,000	1247.7%
Military Department	\$95,483,000	201.0%
Office of Emergency Services	\$516,534,000	37.2%
Resources Recycling and Recovery	\$1,576,246,000	12.2%
State Water Resources Control Board	\$776,409,000	24.7%
Wildlife Conservation Board	\$30,935,000	620.3%

*If percent exceeds 100.0%, it indicates the taxes could pay more than the State Funds budget.

Economic Impact of Growers Only

Economic impact analyses were conducted based on the net total expenditures of growers in California. *It is important to note that these projections are based on annual expenditures, which means that this impact is expected to occur each year that such spending occurs.*

Grower Economic Impact

The Output, Employment, Labor Income, and Indirect Business Taxes for growers of pistachios are presented in Table Two and summarized below. As previously indicated, growers spent more than \$1.6 billion in California in 2020. This averaged nearly \$4.5 million per day (i.e., \$1.6 billion divided by 365 days).

Total for Growers	Total	Per Day
Output	\$2,959,088,339	\$8,107,091
Employment	21,013.3	n.a.
Labor Income	\$1,140,912,473	\$3,125,788
Indirect Business Taxes	\$90,977,873	\$249,254

The Output, or the amount of overall business activity created, is projected to total nearly \$3.0 billion, equating to more than \$8.1 million each day of the year. This includes the direct spending by growers (“Direct”), the amount of additional business activity created by that spending (“Indirect”), and the amount of additional business activity created by people’s spending caused by the incremental labor income (“Induced”). Over half of this impact (55.3%) was caused by grower and processor spending, and the remainder (44.7%) was the result of increased business activity. The industries gaining the most from this increase in overall business activity were farming (\$1.9 billion), real estate/construction/finance/insurance (\$324.4 million), professional services (\$136.6 million), wholesaling (\$125.9 million), and manufacturing (\$106.9 million).

INDUSTRY	Output Total
Farming	\$1,870,002,746
Real Est./Construction/Fin./Ins.	\$324,391,114
Professional Services	\$136,638,817
Wholesaling	\$125,860,064
Manufacturing	\$106,865,037

More than 21,000 additional jobs are expected to be created as a result of the spending by these growers. This is computed on a full-time equivalent basis. About 57.0% of this was the result of grower and processor operations and the rest (43.0%) was due to the increased business activity caused by grower and processor spending. The industries gaining the most from this increase in employment were farming (15,840 jobs), retailing (1,070 jobs), real estate/construction/finance/insurance (860 jobs), professional services (700 jobs), and health services (550 jobs).

INDUSTRY	Employment Total
Farming	15,844.5
Retailing	1,072.1
Real Est./Construction/Fin./Ins.	861.5
Professional Services	700.5
Health	549.2

Labor income resulting from the additional people employed and current employees earning more is projected to be nearly \$1.1 billion, equating to more than \$3.1 million each day of the year. About 53.7% of this income was the direct result of spending by growers and processors, while 46.3% was due to the increased business activity. How these funds are likely to be spent across various sectors of the economy is based on consumer purchasing patterns described later in this Summary Report. The industries generating the most labor income were farming (\$797.2 million), real estate/construction/finance/insurance (\$60.1 million), professional services (\$53.2 million), retailing (\$48.2 million), and health services (\$47.2 million).

INDUSTRY	Labor Income Total
Farming	\$797,236,214
Real Est./Construction/Fin./Ins.	\$60,131,450
Professional Services	\$53,222,249
Retailing	\$48,245,540
Health	\$47,178,739

Finally, nearly \$91.0 million in additional indirect business taxes was created from the increased business activity caused by these growers, equating to nearly \$249,250 each day of the year. These tax dollars are generated from businesses benefiting from the heightened economic activity and the increased employment. About 17.2% of these indirect business taxes were the direct result of spending by growers and processors, while 82.8% was due

to the increased business activity. As is described later in this Summary Report, these tax dollars can be used for programs that further serve residents of the communities within the State. The industries generating the most indirect business taxes are wholesaling (\$28.9 million), farming (\$28.9 million), real estate/construction/finance/insurance (\$16.0 million), retailing (\$12.4 million), and accommodations/food services (\$3.5 million).

INDUSTRY	Ind. Bus. Tax Total
Wholesaling	\$28,882,487
Farming	\$21,914,666
Real Est./Construction/Fin./Ins.	\$15,988,134
Retailing	\$12,413,891
Accommodations/food services	\$3,486,740

Possible Diffusion of Labor Income Spending

The labor income that is created is likely to be diffused throughout the various sectors of the State's economy. As people spend this added income, those funds will be used to purchase a wide array of goods and services.

As previously indicated, to illustrate how those funds could be distributed to various economic sectors in California, consumer expenditures across various categories were obtained from the U.S. Bureau of Labor Statistics. Again, assuming that those funds will be spent in the same proportion as consumers currently spend their incomes, the dollars that are generated for selected sectors are shown below, and in more detail in Table Two.

Spending Category	Total Dollars	Dollars per Day
Food	\$147,876,166	\$405,140
Housing	\$389,895,917	\$1,068,208
Apparel and services	\$32,527,137	\$89,115
Transportation	\$186,502,142	\$510,965
Healthcare	\$84,557,334	\$231,664
Entertainment	\$56,459,705	\$154,684
Personal care products and services	\$13,966,174	\$38,263
Reading	\$1,652,802	\$4,528
Education	\$24,395,353	\$66,837
Miscellaneous	\$120,918,971	\$84,587

As shown above, the greatest amount of spending was for housing, transportation, and food. These three accounted for more than 68.4% of total spending and nearly 63.5% of the total labor income generated. Some labor income, of course, goes into savings.

Possible Uses for Indirect Business Taxes Created

To illustrate how the indirect business tax dollars (i.e., excluding income taxes) could be used to help fund some of California's operations, the State Funds budgets of a variety of

agencies were obtained from the State’s official website. As noted before, some caution should be exercised in using these numbers since budgets are adjusted over the course of the fiscal year. Accordingly, these only are presented as illustrations of general amounts spent by each of the State’s agencies/programs.

Presented below is the percent of various California state agency’s State Fund budget that could be covered by the business tax dollars generated by the business activities of pistachio growers within California. It is important to recognize that the total indirect business tax dollars generated were applied to each State agency/program. A sample of agencies’ budgets is listed below, and a larger list is presented in Table Two.

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
California Conservation Corps	\$133,617,000	68.1%
Children and Families Commission	\$347,010,000	26.2%
Department of Aging	\$72,831,000	124.9%
Department of Child Support Services	\$314,980,000	28.9%
Department of Conservation	\$125,182,000	72.7%
Department of Consumer Affairs	\$761,931,000	11.9%
Department of Fish and Wildlife	\$449,842,000	20.2%
Department of Food and Agriculture	\$412,795,000	22.0%
Department of Forestry, Fire Protection	\$1,747,694,000	5.2%
Department of Parks, Recreation	\$1,194,410,000	7.6%
Department of Public Health	\$1,312,189,000	6.9%
Department of Veterans Affairs	\$451,030,000	20.2%
Dept of Housing, Community Development	\$1,321,566,000	6.9%
Dept of the California Highway Patrol	\$2,552,627,000	3.6%
Emergency Medical Services Authority	\$15,380,000	591.5%
Military Department	\$95,483,000	95.3%
Office of Emergency Services	\$516,534,000	17.6%
Resources Recycling and Recovery	\$1,576,246,000	5.8%
State Water Resources Control Board	\$776,409,000	11.7%
Wildlife Conservation Board	\$30,935,000	294.1%

*If percent exceeds 100.0%, it indicates the taxes could pay more than the State Funds budget.

Economic Impact of Processors Only

Economic impact analyses were conducted based on the net total *variable* expenditures of processors in California. As previously indicated, fixed costs could not be included due to lack of availability of adequate data. ***It is also important to note that these projections are based on annual expenditures, which means that this impact is expected to occur each year that such spending occurs.***

Processor Economic Impact

The Output, Employment, Labor Income, and Indirect Business Taxes for processors of pistachios are presented in Table Three and summarized below. As noted before, the variable cost expenditures of processors were nearly \$1.2 billion in California in 2020. This averaged more than \$3.2 million per day (i.e., \$1.2 billion divided by 365 days).

Total for Processors	Total	Per Day
Output	\$2,287,444,372	\$6,266,971
Employment	26,189.2	n.a.
Labor Income	\$1,339,289,827	\$3,669,287
Indirect Business Taxes	\$100,920,390	\$276,494

The Output, or the amount of overall business activity created, is projected to total nearly \$2.3 billion, equating to nearly \$6.3 million each day of the year. This includes the direct spending by processors (“Direct”), the amount of additional business activity created by that spending (“Indirect”), and the amount of additional business activity created by people’s spending caused by the incremental labor income (“Induced”). Over half of this impact (51.5%) was caused by grower and processor spending, and the remainder (48.5%) was the result of increased business activity. The industries gaining the most from this increase in overall business activity were farming (\$1.2 billion), real estate/construction/finance/insurance (\$321.3 million), professional services (\$148.4 million), retailing (\$116.5 million), and wholesaling (\$102.2 million).

INDUSTRY	Output Total
Farming	\$1,192,055,986
Real Est./Construction/Fin./Ins.	\$321,255,533
Professional Services	\$148,415,177
Retailing	\$116,522,185
Wholesaling	\$102,229,345

Nearly 26,200 additional jobs are expected to be created as a result of the spending by these processors. This is computed on a full-time equivalent basis. About 78.9% of this was the result of grower and processor operations and the rest (21.1%) was due to the increased business activity caused by grower and processor spending. The industries gaining the most from this increase in employment were farming (20,760 jobs), retailing (1,240 jobs), professional services (780 jobs), real estate/construction/finance/insurance (740 jobs), and health services (650 jobs).

INDUSTRY	Employment Total
Farming	20,758.7
Retailing	1,238.4
Professional Services	780.3
Real Est./Construction/Fin./Ins.	736.3
Health	649.7

Labor Income resulting from the additional people employed and current employees earning more is projected to be more than \$1.3 billion, equating to nearly \$3.7 million each day of the year. About 73.0% of this income was the direct result of spending by growers and processors, while 27.0% was due to the increased business activity. How these funds are likely to be spent across various sectors of the economy is based on consumer purchasing patterns described later in this Summary Report. The industries generating the most labor income were farming (\$984.1 million), professional services (\$59.1 million), health services (\$55.6 million), retailing (\$55.0 million), and real estate/construction/finance/insurance (\$54.7 million).

INDUSTRY	Labor Income Total
Farming	\$984,072,851
Professional Services	\$59,094,197
Health	\$55,569,546
Retailing	\$55,021,153
Real Est./Construction/Fin./Ins.	\$54,658,946

Finally, more than \$100.9 million in additional indirect business taxes were created from the increased business activity caused by these processors, equating to nearly \$276,500 each day of the year. These tax dollars are generated from businesses benefiting from the heightened economic activity and the increased employment. About 33.1% of these indirect business taxes were the direct result of spending by growers and processors, while 69.9% was due to the increased business activity. As is described later in this Summary Report, these tax dollars can be used for programs that further serve residents of the communities within the State. The industries generating the most indirect business taxes were farming (\$33.6 million), wholesaling (\$22.5 million), real estate/construction/finance/insurance (\$17.9 million), retailing (\$14.0 million), and accommodations/food services (\$3.9 million).

INDUSTRY	Ind. Bus. Tax Total
Farming	\$33,614,811
Wholesaling	\$22,519,632
Real Est./Construction/Fin./Ins.	\$17,887,222
Retailing	\$13,985,501
Accommodations/food services	\$3,942,574

Possible Diffusion of Labor Income Spending

The labor income that is created will be diffused throughout the various sectors of the State's economy. As people spend this added income, those funds will be used to purchase a wide array of goods and services.

As previously indicated, to illustrate how those funds could be distributed to various economic sectors in California, consumer expenditures across various categories were obtained from the U.S. Bureau of Labor Statistics. Assuming that those funds will be spent

in the same proportion as consumers currently spend their incomes, the dollars that are generated for selected sectors are shown below, and in more detail in Table Three.

Spending Category	Total Dollars	Dollars per Day
Food	\$173,588,290	\$475,584
Housing	\$457,689,479	\$1,253,944
Apparel and services	\$38,182,827	\$104,610
Transportation	\$218,930,397	\$599,809
Healthcare	\$99,259,829	\$271,945
Entertainment	\$66,276,696	\$181,580
Personal care products and services	\$16,394,557	\$44,917
Reading	\$1,940,184	\$5,316
Education	\$28,637,120	\$78,458
Miscellaneous	\$141,943,884	\$99,295

As shown above, the greatest amount of spending was for housing, transportation, and food. These three accounted for more than 68.4% of total spending and nearly 63.5% of the total labor income generated. Some labor income, of course, goes into savings.

Possible Uses for Indirect Business Taxes Created

To illustrate how the indirect business tax dollars (i.e., excluding state income taxes) could be used to help fund some of California’s operations, the State Funds budgets of a variety of agencies were obtained from the State’s official website. As noted before, some caution should be exercised in using these numbers since budgets are adjusted over the course of the fiscal year. Accordingly, these only are presented as illustrations of general amounts spent by each of the State’s agencies/programs.

Presented below is the percent of various California state agency’s budget that could be covered by the business tax dollars generated by the business activities of pistachio processors within California. It is important to recognize that the total indirect business tax dollars generated were applied to each State agency/program. A sample of agencies’ budgets is listed below, and a larger list is presented in Table Three.

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
California Conservation Corps	\$133,617,000	75.5%
Children and Families Commission	\$347,010,000	29.1%
Department of Aging	\$72,831,000	138.6%
Department of Child Support Services	\$314,980,000	32.0%
Department of Conservation	\$125,182,000	80.6%
Department of Consumer Affairs	\$761,931,000	13.2%
Department of Fish and Wildlife	\$449,842,000	22.4%
Department of Food and Agriculture	\$412,795,000	24.4%

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
Department of Forestry, Fire Protection	\$1,747,694,000	5.8%
Department of Parks, Recreation	\$1,194,410,000	8.4%
Department of Public Health	\$1,312,189,000	7.7%
Department of Veterans Affairs	\$451,030,000	22.4%
Dept of Housing, Community Development	\$1,321,566,000	7.6%
Dept of the California Highway Patrol	\$2,552,627,000	4.0%
Emergency Medical Services Authority	\$15,380,000	656.2%
Military Department	\$95,483,000	105.7%
Office of Emergency Services	\$516,534,000	19.5%
Resources Recycling and Recovery	\$1,576,246,000	6.4%
State Water Resources Control Board	\$776,409,000	13.0%
Wildlife Conservation Board	\$30,935,000	326.2%

*If percent exceeds 100.0%, it indicates the taxes could pay more than the State Funds budget.

Economic Impact of the Pistachio Acreage Added from 2016 to 2020

From 2016 through 2020, growers increased the number of acres devoted to pistachio production by 173,540 acres. Of these, 132,001 acres are now bearing acres and 41,539 acres are non-bearing. Because this is a significant increase in acreage devoted to pistachios, the impact of these added acres in 2020 was analyzed separately even though they were included as part of the total impact reported (i.e., the impact reported below is not in addition to the impact reported above).

Grower and Processor Net Expenditures for the Added Acreage

The result of planting additional acres of pistachios, growers and processors spent more than \$1.0 billion in California in 2020 on these acres, with growers accounting for nearly \$585.1 million (58.3%) and processors accounting for more than \$418.5 million (41.7%) of the spending. This is shown below. These expenditures equate to more than \$2.7 million per day (i.e., \$1.0 billion divided by 365 days per year), with growers spending more than \$1.6 million per day and processors spending more than \$1.1 million per day just for these added acres.

	ESTIMATE
PISTACHIO GROWERS	
Net Total Cash Costs per Acre*	\$3,451
Total Bearing Acres	132,001
Total Expenditures for Bearing Acres	\$455,518,027
PISTACHIO GROWERS	
Net Average Cost/Year to Establish Pistachios per Acre*	\$3,119
Number of Non-Bearing Acres	41,539
Total Expenditures for Non-Bearing Acres	\$129,548,402
Net Total Expenditures by Growers	\$585,066,429
PISTACHIO PROCESSORS	
Net Average Expenditure per Pound Harvested*	\$1.130
Average Number of Pounds per Acre	2,806
Total Bearing Acres	132,001
Total Pounds	370,394,806
Net Total Expenditures by Processors	\$418,546,131
NET TOTAL EXPENDITURES*	
Growers	\$585,066,429
Processors	\$418,546,131
Total Expenditures by Growers and Processors	\$1,003,612,560

*Discounted for out-migration of some dollars.

The net expenditure levels for growers and processors combined were used in IMPLAN to compute the economic impact in the State just for these additional 173,540 acres.

Combined Growers and Processors Economic Impact

The Output, Employment, Labor Income, and Indirect Business Taxes for growers and processors of pistachios for the additional 173,540 acres are presented in Table Four and summarized below. As previously indicated, growers and processors spent more than \$1.0 billion in California in 2020 on these acres. This averaged more than \$2.7 million per day (i.e., \$1.0 billion divided by 365 days).

Total for Growers & Processors	Total	Per Day
Output	\$1,870,272,060	\$5,124,033
Employment	16,816.2	n.a.
Labor Income	\$883,656,821	\$2,420,978
Indirect Business Taxes	\$68,375,344	\$187,330

The Output, or the amount of overall business activity created, is projected to total nearly \$1.9 billion, equating to more than \$5.1 million each day of the year. On the average, each additional acre generated \$10,777 in overall economic impact in 2020.

This includes the direct spending by growers and processors (“Direct”), the amount of additional business activity created by that spending (“Indirect”), and the amount of additional business activity created by people’s spending caused by the incremental labor income (“Induced”). Over half of this impact (53.7%) was caused by grower and processor spending, and the remainder (46.3%) was the result of increased business activity. The industries gaining the most from this increase in overall business activity were farming (\$1.1 billion), real estate/construction/finance/insurance (\$230.1 million), professional services (\$101.6 million), wholesaling (\$81.3 million), and retailing (\$78.4 million).

INDUSTRY	Output Total
Farming	\$1,091,821,833
Real Est./Construction/Fin./Ins.	\$230,084,654
Professional Services	\$101,570,484
Wholesaling	\$81,303,612
Retailing	\$78,408,954

More than 16,800 additional jobs are expected to be created as a result of the spending by these growers and processors. This is computed on an annual full-time equivalent basis. About 69.1% of this was the result of grower and processor operations and the rest (30.9%) was due to the increased business activity caused by grower and processor spending. The industries gaining the most from this increase in employment were farming (13,040 jobs), retailing (825 jobs), real estate/construction/finance/insurance (570 jobs), professional services (530 jobs), and health services (430 jobs).

INDUSTRY	Employment Total
Farming	13,039.3
Retailing	823.2
Real Est./Construction/Fin./Ins.	569.5
Professional Services	527.6
Health	427.1

Labor Income resulting from the additional people employed and current employees earning more is projected to be nearly \$883.7 million, equating to more than \$2.4 million each day of the year. On the average, each additional acre generated \$5,092 in additional labor income in 2020.

About 64.1% of this income was the direct result of spending by growers and processors, while 35.9% was due to the increased business activity. How these funds are likely to be spent across various sectors of the economy is based on consumer purchasing patterns described later in this Summary Report. The industries generating the most labor income were farming (\$634.6 billion), real estate/construction/finance/insurance (\$40.9 million),

professional services (\$40.0 million), retailing (\$36.8 million), and health services (\$36.6 million).

INDUSTRY	Labor Income Total
Farming	\$634,610,945
Real Est./Construction/Fin./Ins.	\$40,911,637
Professional Services	\$40,019,467
Retailing	\$36,793,669
Health	\$36,607,427

Finally, nearly \$68.4 million in additional indirect business taxes was created from the increased business activity caused by growers and processors, equating to about \$187,330 each day of the year. On the average, each additional acre generated \$394 in additional indirect business taxes in 2020.

These tax dollars are generated from businesses benefiting from the heightened economic activity and the increased employment. About 25.6% of these indirect business taxes were the direct result of spending by growers and processors, while 74.4% was due to the increased business activity. As is described later in this Summary Report, these tax dollars can be used for programs that further serve residents of the communities within the State. The industries generating the most indirect business taxes were farming (\$19.8 million), wholesaling (\$18.3 million), real estate/construction/finance/insurance (\$12.1 million), retailing (\$9.4 million), and accommodations/food services (\$2.6 million).

INDUSTRY	Ind. Bus. Tax Total
Farming	\$19,777,519
Wholesaling	\$18,323,508
Real Est./Construction/Fin./Ins.	\$12,070,007
Retailing	\$9,406,188
Accommodations/food services	\$2,647,076

Possible Diffusion of Labor Income Spending

The labor income that is created is likely to be diffused throughout the various sectors of the State's economy. As people spend this added income, those funds will be used to purchase a wide array of goods and services.

To illustrate how those funds could be distributed to various economic sectors in California, consumer expenditures across various categories were obtained from the U.S. Bureau of Labor Statistics. Assuming that those funds will be spent in the same proportion as consumers currently spend their incomes, the dollars that are generated for selected sectors are shown below and in more detail in Table One.

Spending Category	Total Dollars	Dollars per Day
Food	\$114,532,698	\$313,788
Housing	\$301,981,260	\$827,346
Apparel and services	\$25,192,841	\$69,021
Transportation	\$144,449,196	\$395,751
Healthcare	\$65,491,146	\$179,428
Entertainment	\$43,729,037	\$119,806
Personal care products and services	\$10,817,048	\$29,636
Reading	\$1,280,124	\$3,507
Education	\$18,894,631	\$51,766
Miscellaneous	\$93,653,874	\$65,514

As shown above, the greatest sector beneficiaries of this spending were housing, transportation, and food. These three accounted for more than 68.4% of total spending and nearly 63.5% of the total labor income generated. Some labor income, of course, goes into savings.

Possible Uses for Business Taxes Created

To illustrate how the indirect business tax dollars (i.e., excluding income taxes) could be used to help fund some of California's operations, the State Funds budgets of a variety of agencies were obtained from the State's official website. Some caution should be exercised in using these numbers since budgets are adjusted over the course of the fiscal year. Accordingly, these only are presented as illustrations of general amounts spent by each of the State's agencies/programs.

Presented below is the percent of various California state agency's State Funds budget that could be covered by the indirect business tax dollars generated by the business activities of pistachio growers and processors within California. It is important to recognize that the total indirect business tax dollars generated were applied to each State agency/program. A sample of agencies' budgets is listed below and a larger list is presented in Table One.

DEPARTMENTS	Total State Funds	% Paid for by Indirect Business Taxes*
California Conservation Corps	\$133,617,000	51.2%
Children and Families Commission	\$347,010,000	19.7%
Department of Aging	\$72,831,000	93.9%
Department of Child Support Services	\$314,980,000	21.7%
Department of Conservation	\$125,182,000	54.6%
Department of Consumer Affairs	\$761,931,000	9.0%
Department of Fish and Wildlife	\$449,842,000	15.2%
Department of Food and Agriculture	\$412,795,000	16.6%
Department of Forestry, Fire Protection	\$1,747,694,000	3.9%
Department of Parks, Recreation	\$1,194,410,000	5.7%

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
Department of Public Health	\$1,312,189,000	5.2%
Department of Veterans Affairs	\$451,030,000	15.2%
Dept of Housing, Community Development	\$1,321,566,000	5.2%
Dept of the California Highway Patrol	\$2,552,627,000	2.7%
Emergency Medical Services Authority	\$15,380,000	444.6%
Military Department	\$95,483,000	71.6%
Office of Emergency Services	\$516,534,000	13.2%
Resources Recycling and Recovery	\$1,576,246,000	4.3%
State Water Resources Control Board	\$776,409,000	8.8%
Wildlife Conservation Board	\$30,935,000	221.0%

*If percent exceeds 100.0%, it indicates the taxes could pay more than the State Funds budget.

CONCLUSIONS

Economic impact analyses were conducted for the total expenditures of growers and processors in California. *It is important to note that these projections are based on annual expenditures, which means that this impact is expected to occur each year that such spending occurs.*

Combined Grower and Processor Impact. The Output, Employment, Labor Income, and Indirect Business Taxes for *growers and processors* of pistachios are summarized below. These organizations spent more than \$2.8 billion in California in 2020. This averaged more than \$7.7 million per day.

Combined Grower and Processor Impact	Total	Total Per Day
Output	\$5,246,532,711	\$14,374,062
Employment	47,202.5	n.a.
Labor Income	\$2,480,202,300	\$6,795,075
Indirect Business Taxes	\$191,898,262	\$525,749

The findings of this study show that growers and processors of pistachios have a significant impact on California’s economy. With respect to economic impact on the State, the growers and processors created:

- More than \$5.2 billion in economic output, the best measure of economic activity. This equates to nearly \$14.4 million each day of the year. Of this, growers accounted for nearly \$3.0 billion of the total and processors accounted for nearly \$2.3 billion.
- More than 47,200 jobs on a full-time equivalent basis as a result of their business activities and the multiplier effect their purchases generate in a variety of farming and non-farming economic sectors. Growers accounted for more than 21,000 of the jobs and processors accounted for nearly 26,200 jobs.
- Nearly \$2.5 billion in labor income as a result of their business activities. This averages nearly \$6.8 million per day. These are dollars going to wages and salaries for new employment as well as expanded incomes to those already in the labor force (e.g., overtime pay). These dollars are diffused throughout the State’s economy as the funds are spent for an array of goods and services. Growers generated more than \$1.1 billion of labor income and processors generated more than \$1.3 billion.
- Nearly \$191.9 million in indirect business taxes, not including income taxes. This equates to nearly \$525,750 per day. Depending on how these funds are used, they can help pay for some or all State and local programs that further benefit the people residing in California’s communities. Of this, grower activities generated nearly

\$91.0 million of these taxes, and processor activities created more than \$100.9 million.

- Over the 2016 through 2020 time period, growers increased the number of acres devoted to pistachios by 173,540 acres. This resulted in additional grower and processor spending of more than \$1.0 billion, averaging more than \$2.7 million per day. The economic impact of just the spending on these additional acres was nearly \$1.9 billion, equating to more than \$5.1 million per day and \$10,777 per acre. It generated more than 16,800 jobs, nearly \$883.7 million in additional labor income (\$2.4 million per day), and nearly \$68.4 million in added indirect business taxes (\$187,330 per day).

These findings demonstrate the important role pistachio growers and processors play in strengthening the economic climate of the State. Their activities are diffused throughout California’s economy, touching nearly every aspect of life in the State.

Grower Impact. The Output, Employment, Labor Income, and Indirect Business Taxes for *growers* of pistachios are summarized below. These organizations spent more than \$1.6 billion in California in 2020. This averaged nearly \$4.5 million per day.

Grower Economic Impact	Total	Total Per Day
Output	\$2,959,088,339	\$8,107,091
Employment	21,013.3	n.a.
Labor Income	\$1,140,912,473	\$3,125,788
Indirect Business Taxes	\$90,977,873	\$249,254

Based on the findings of this study, growers of pistachios alone have a significant impact on California’s economy. Overall, the growers created:

- Nearly \$3.0 billion in economic output, the best measure of economic activity, each year. This equates to more than \$8.1 million each day of the year.
- More than 21,000 jobs as a result of grower business activities and the multiplier effect their purchases generate in a variety of farming and non-farming economic sectors.
- More than \$1.1 billion in labor income as a result of grower business activities. This averages more than \$3.1 million per day. These are dollars going to wages and salaries for new employment as well as expanded incomes to those already in the labor force (e.g., overtime pay). These dollars are diffused throughout the State’s economy as the funds are spent for an array of goods and services.
- Nearly \$91.0 million in indirect business taxes, not including income taxes. This equates to more than \$249, 250 per day. Depending on how these funds are used, they can help pay for some or all State and local programs that further benefit the people residing in California’s communities.

Processor Impact. The Output, Employment, Labor Income, and Indirect Business Taxes for the *variable costs only* of *processors* of pistachios are summarized below. These processors spent nearly \$1.2 billion in California in 2020. This averaged more than \$3.2 million per day.

Processor Economic Impact	Total	Total Per Day
Output	\$2,287,444,372	\$6,266,971
Employment	26,189.2	n.a.
Labor Income	\$1,339,289,827	\$3,669,287
Indirect Business Taxes	\$100,920,390	\$276,494

Based on the findings of this study, processors of pistachios alone have a significant impact on California’s economy. Overall, the processors created:

- Nearly \$2.3 billion in economic output, the best measure of economic activity, each year. This equates to nearly \$6.3 million each day of the year.
- Nearly 26,200 jobs as a result of processor business activities and the multiplier effect their purchases generate in a variety of farming and non-farming economic sectors.
- More than \$1.3 billion in labor income as a result of processor business activities. This averages nearly \$3.7 million per day. These are dollars going to wages and salaries for new employment as well as expanded incomes to those already in the labor force (e.g., overtime pay). These dollars are diffused throughout the State’s economy as the funds are spent for an array of goods and services.
- More than \$100.9 million in indirect business taxes, not including income taxes. This equates to nearly \$276,500 per day. Depending on how these funds are used, they can help pay for some or all State and local programs that further benefit the people residing in California’s communities.

TABLE ONE: COMBINED GROWER AND PROCESSOR ECONOMIC IMPACT

Annual Economic Impact

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$107,675,199	\$96,288,958	\$203,964,157
Wholesaling		\$144,455,836	\$83,633,573	\$228,089,409
Retailing		\$9,057,841	\$211,004,295	\$220,062,136
Real Est./Construction/Fin./Ins.		\$82,384,691	\$563,261,955	\$645,646,646
Professional Services		\$63,247,993	\$221,806,001	\$285,053,993
Administrative		\$19,569,045	\$70,011,681	\$89,580,726
Education		\$302,184	\$25,233,541	\$25,535,725
Health		\$1,952	\$180,148,666	\$180,150,618
Arts, entertainment, recreation		\$8,015,836	\$55,183,669	\$63,199,505
Accommodations, food services		\$3,192,445	\$87,588,510	\$90,780,956
Other		\$32,248,836	\$76,401,079	\$108,649,916
Farming	\$2,815,098,525	\$236,114,072	\$10,846,135	\$3,062,058,732
Federal		\$1,319,249	\$3,845,682	\$5,164,932
State and local		\$11,659,044	\$26,936,217	\$38,595,261
Total	\$2,815,098,525	\$719,244,224	\$1,712,189,962	\$5,246,532,711

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing		117.7	187.5	305.2
Wholesaling		416.5	226.3	642.8
Retailing		89.0	2,221.6	2,310.6
Real Est./Construction/Fin./Ins.		385.7	1,212.1	1,597.8
Professional Services		272.5	1,208.3	1,480.8
Administrative		131.3	477.4	608.7
Education		3.1	302.3	305.4
Health		0.0	1,198.8	1,198.8
Arts, entertainment, recreation		39.9	380.0	419.9
Accommodations, food services		37.7	1,004.1	1,041.9
Other		96.4	436.9	533.2
Farming	32,653.1	3,893.8	56.2	36,603.1
Federal		11.8	28.8	40.6
State and local		31.5	82.1	113.6
Total	32,653.1	5,526.9	9,022.5	47,202.5

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$10,543,275	\$14,492,377	\$25,035,652
Wholesaling		\$35,581,483	\$22,593,618	\$58,175,100
Retailing		\$4,575,016	\$98,691,677	\$103,266,693
Real Est./Construction/Fin./Ins.		\$23,136,825	\$91,653,571	\$114,790,396
Professional Services		\$26,378,067	\$85,938,379	\$112,316,446
Administrative		\$11,480,667	\$37,526,549	\$49,007,216
Education		\$169,557	\$16,124,053	\$16,293,610
Health		\$1,054	\$102,747,230	\$102,748,285
Arts, entertainment, recreation		\$3,609,083	\$23,838,948	\$27,448,031
Accommodations, food services		\$1,283,194	\$33,146,626	\$34,429,820
Other		\$9,451,797	\$27,444,555	\$36,896,352
Farming	\$1,591,109,009	\$186,637,777	\$3,562,278	\$1,781,309,065
Federal		\$1,169,112	\$2,670,372	\$3,839,484
State and local		\$4,081,579	\$10,564,570	\$14,646,150
Total	\$1,591,109,009	\$318,098,487	\$570,994,804	\$2,480,202,300

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$1,627,616	\$1,668,948	\$3,296,565
Wholesaling		\$35,113,689	\$16,288,431	\$51,402,120
Retailing		\$973,515	\$25,425,877	\$26,399,392
Real Est./Construction/Fin./Ins.		\$1,320,170	\$32,555,186	\$33,875,356
Professional Services		\$1,254,094	\$4,902,978	\$6,157,072
Administrative		\$144,769	\$647,505	\$792,274
Education		\$6,446	\$550,798	\$557,244
Health		\$16	\$1,918,614	\$1,918,630
Arts, entertainment, recreation		\$92,555	\$1,296,324	\$1,388,879
Accommodations, food services		\$255,816	\$7,173,498	\$7,429,314
Other		\$1,680,730	\$4,190,056	\$5,870,787
Farming	\$49,089,509	\$6,266,876	\$173,093	\$55,529,478
Federal		(\$7,959)	(\$128,058)	(\$136,017)
State and local		(\$778,907)	(\$1,803,924)	(\$2,582,831)
Total	\$49,089,509	\$47,949,428	\$94,859,325	\$191,898,262

Average Economic Impact per Day

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$295,001	\$263,805	\$558,806
Wholesaling		\$395,769	\$229,133	\$624,902
Retailing		\$24,816	\$578,094	\$602,910
Real Est./Construction/Fin./Ins.		\$225,711	\$1,543,183	\$1,768,895
Professional Services		\$173,282	\$607,688	\$780,970
Administrative		\$53,614	\$191,813	\$245,427
Education		\$828	\$69,133	\$69,961
Health		\$5	\$493,558	\$493,563
Arts, entertainment, recreation		\$21,961	\$151,188	\$173,149
Accommodations, food services		\$8,746	\$239,969	\$248,715
Other		\$88,353	\$209,318	\$297,671
Farming	\$7,712,599	\$646,888	\$29,715	\$8,389,202
Federal		\$3,614	\$10,536	\$14,150
State and local		\$31,943	\$73,798	\$105,740
Total	\$7,712,599	\$1,970,532	\$4,690,931	\$14,374,062

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing	n.a.	n.a.	n.a.	n.a.
Wholesaling	n.a.	n.a.	n.a.	n.a.
Retailing	n.a.	n.a.	n.a.	n.a.
Real Est./Construction/Fin./Ins.	n.a.	n.a.	n.a.	n.a.
Professional Services	n.a.	n.a.	n.a.	n.a.
Administrative	n.a.	n.a.	n.a.	n.a.
Education	n.a.	n.a.	n.a.	n.a.
Health	n.a.	n.a.	n.a.	n.a.
Arts, entertainment, recreation	n.a.	n.a.	n.a.	n.a.
Accommodations, food services	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.
Farming	n.a.	n.a.	n.a.	n.a.
Federal	n.a.	n.a.	n.a.	n.a.
State and local	n.a.	n.a.	n.a.	n.a.
Total	n.a.	n.a.	n.a.	n.a.

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$28,886	\$39,705	\$68,591
Wholesaling		\$97,484	\$61,900	\$159,384
Retailing		\$12,534	\$270,388	\$282,922
Real Est./Construction/Fin./Ins.		\$63,389	\$251,106	\$314,494
Professional Services		\$72,269	\$235,448	\$307,716
Administrative		\$31,454	\$102,812	\$134,266
Education		\$465	\$44,175	\$44,640
Health		\$3	\$281,499	\$281,502
Arts, entertainment, recreation		\$9,888	\$65,312	\$75,200
Accommodations, food services		\$3,516	\$90,813	\$94,328
Other		\$25,895	\$75,191	\$101,086
Farming	\$4,359,203	\$511,336	\$9,760	\$4,880,299
Federal		\$3,203	\$7,316	\$10,519
State and local		\$11,182	\$28,944	\$40,126
Total	\$4,359,203	\$871,503	\$1,564,369	\$6,795,075

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$4,459	\$4,572	\$9,032
Wholesaling		\$96,202	\$44,626	\$140,828
Retailing		\$2,667	\$69,660	\$72,327
Real Est./Construction/Fin./Ins.		\$3,617	\$89,192	\$92,809
Professional Services		\$3,436	\$13,433	\$16,869
Administrative		\$397	\$1,774	\$2,171
Education		\$18	\$1,509	\$1,527
Health		\$0	\$5,256	\$5,257
Arts, entertainment, recreation		\$254	\$3,552	\$3,805
Accommodations, food services		\$701	\$19,653	\$20,354
Other		\$4,605	\$11,480	\$16,084
Farming	\$134,492	\$17,170	\$474	\$152,136
Federal		-\$22	-\$351	-\$373
State and local		-\$2,134	-\$4,942	-\$7,076
Total	\$134,492	\$131,368	\$259,889	\$525,749

Possible Diffusion of Labor Income Spending

Spending Category	Total Dollars	Dollars per Day
Food	\$321,464,457	\$880,725
Food at home	\$177,134,209	\$485,299
Food away from home	\$144,330,247	\$395,425
Housing	\$847,585,395	\$2,322,152
Shelter	\$533,809,929	\$1,462,493
Utilities, fuels, and public services	\$140,449,822	\$384,794
Household operations	\$64,961,187	\$177,976
Housekeeping supplies	\$25,689,850	\$70,383
Household furnishings and equipment	\$82,602,748	\$226,309
Apparel and services	\$70,709,964	\$193,726
Men and boys	\$17,425,982	\$47,742
Women and girls	\$27,701,922	\$75,896
Children under 2	\$3,592,986	\$9,844
Footwear	\$13,581,487	\$37,210
Other apparel products and services	\$8,407,587	\$23,034
Transportation	\$405,432,539	\$1,110,774
Vehicle purchases (net outlay)	\$150,186,814	\$411,471
Gasoline, other fuels, and motor oil	\$87,561,069	\$239,893
Other vehicle expenses	\$131,682,937	\$360,775
Public and other transportation	\$36,037,649	\$98,733
Healthcare	\$183,817,163	\$503,609
Health insurance	\$118,748,187	\$325,337
Medical services	\$41,175,619	\$112,810
Drugs	\$16,743,315	\$45,872
Medical supplies	\$7,150,042	\$19,589
Entertainment	\$122,736,401	\$336,264
Personal care products and services	\$30,360,732	\$83,180
Reading	\$3,592,986	\$9,844
Education	\$53,032,473	\$145,294
Miscellaneous	\$441,542,048	\$183,882

Possible Uses for Indirect Business Taxes Created

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
Agricultural Labor Relations Board	\$11,901,000	1612.5%
Air Resources Board	\$547,075,000	35.1%
Arts Council	\$32,531,000	589.9%
Business, Consumer Svcs, Housing, Scty	\$304,571,000	63.0%
California Conservation Corps	\$133,617,000	143.6%
Children and Families Commission	\$347,010,000	55.3%
Department of Aging	\$72,831,000	263.5%
Department of Child Support Services	\$314,980,000	60.9%
Department of Conservation	\$125,182,000	153.3%
Department of Consumer Affairs	\$761,931,000	25.2%
Department of Developmental Services	\$5,886,578,000	3.3%
Department of Fair Employment, Housing	\$34,391,000	558.0%
Department of Fish and Wildlife	\$449,842,000	42.7%
Department of Food and Agriculture	\$412,795,000	46.5%
Department of Forestry, Fire Protection	\$1,747,694,000	11.0%
Department of Human Resources	\$16,400,000	1170.1%
Department of Parks, Recreation	\$1,194,410,000	16.1%
Department of Pesticide Regulation	\$108,719,000	176.5%
Department of Public Health	\$1,312,189,000	14.6%
Department of Rehabilitation	\$75,934,000	252.7%
Department of Social Services	\$11,656,681,000	1.6%
Department of Technology	\$7,100,000	2702.8%
Department of Transportation	\$8,857,635,000	2.2%
Department of Veterans Affairs	\$451,030,000	42.5%
Dept of Housing, Community Development	\$1,321,566,000	14.5%
Dept of the California Highway Patrol	\$2,552,627,000	7.5%
Emergency Medical Services Authority	\$15,380,000	1247.7%
Employment Development Department	\$297,955,000	64.4%
Environmental Health Hazard Assessment	\$25,844,000	742.5%
Environmental Protection, Secy	\$16,657,000	1152.1%
Health, Human Services Agency, Secy	\$8,851,000	2168.1%
Military Department	\$95,483,000	201.0%
Office of Emergency Services	\$516,534,000	37.2%
Office of Planning and Research	\$557,190,000	34.4%
Resources Recycling and Recovery	\$1,576,246,000	12.2%
State Department of Health Care Services	\$38,304,540,000	0.5%
State Library	\$32,569,000	589.2%
State Water Resources Control Board	\$776,409,000	24.7%
Summer School for the Arts	\$1,431,000	13410.1%
Wildlife Conservation Board	\$30,935,000	620.3%

*If percent exceeds 100.0%, it indicates the indirect business taxes would pay more than the State Funds budget.

TABLE TWO: ECONOMIC IMPACT OF GROWERS ONLY

Annual Economic Impact

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$62,820,398	\$44,044,639	\$106,865,037
Wholesaling		\$87,552,791	\$38,307,273	\$125,860,064
Retailing		\$6,774,228	\$96,765,723	\$103,539,951
Real Est./Construction/Fin./Ins.		\$65,251,071	\$259,140,043	\$324,391,114
Professional Services		\$34,710,295	\$101,928,522	\$136,638,817
Administrative		\$11,757,146	\$32,231,853	\$43,988,999
Education		\$162,213	\$11,792,603	\$11,954,816
Health		\$1,181	\$82,743,705	\$82,744,886
Arts, entertainment, recreation		\$4,603,115	\$25,396,541	\$29,999,656
Accommodations, food services		\$2,433,448	\$40,213,969	\$42,647,417
Other		\$19,959,690	\$35,225,825	\$55,185,515
Farming	\$1,637,515,245	\$227,510,571	\$4,976,931	\$1,870,002,746
Federal		\$735,667	\$1,775,500	\$2,511,167
State and local		\$10,451,785	\$12,306,368	\$22,758,153
Total	\$1,637,515,245	\$534,723,599	\$786,849,495	\$2,959,088,339

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing		71.4	85.8	157.2
Wholesaling		253.8	103.7	357.5
Retailing		52.9	1,019.2	1,072.1
Real Est./Construction/Fin./Ins.		302.5	559.0	861.5
Professional Services		142.9	557.6	700.5
Administrative		78.0	219.7	297.8
Education		1.7	141.5	143.2
Health		0.0	549.2	549.2
Arts, entertainment, recreation		22.9	175.5	198.4
Accommodations, food services		28.9	461.0	489.9
Other		53.5	202.5	255.9
Farming	11,978.9	3,839.7	25.8	15,844.5
Federal		6.5	13.3	19.8
State and local		28.3	37.6	65.8
Total	11,978.9	4,883.0	4,151.3	21,013.3

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$6,375,838	\$6,634,100	\$13,009,939
Wholesaling		\$21,940,575	\$10,349,089	\$32,289,664
Retailing		\$2,978,957	\$45,266,583	\$48,245,540
Real Est./Construction/Fin./Ins.		\$17,813,664	\$42,317,786	\$60,131,450
Professional Services		\$13,678,361	\$39,543,888	\$53,222,249
Administrative		\$6,876,511	\$17,269,309	\$24,145,820
Education		\$90,500	\$7,557,717	\$7,648,217
Health		\$638	\$47,178,102	\$47,178,739
Arts, entertainment, recreation		\$2,038,180	\$10,989,475	\$13,027,655
Accommodations, food services		\$982,932	\$15,228,826	\$16,211,758
Other		\$5,540,582	\$12,672,626	\$18,213,208
Farming	\$612,837,748	\$182,764,402	\$1,634,065	\$797,236,214
Federal		\$644,854	\$1,229,120	\$1,873,974
State and local		\$3,647,558	\$4,830,488	\$8,478,046
Total	\$612,837,748	\$265,373,551	\$262,701,175	\$1,140,912,473

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$725,532	\$761,805	\$1,487,337
Wholesaling		\$21,420,477	\$7,462,010	\$28,882,487
Retailing		\$759,978	\$11,653,914	\$12,413,891
Real Est./Construction/Fin./Ins.		\$1,032,088	\$14,956,046	\$15,988,134
Professional Services		\$790,152	\$2,248,450	\$3,038,601
Administrative		\$87,965	\$298,433	\$386,398
Education		\$3,493	\$257,070	\$260,563
Health		\$10	\$880,287	\$880,297
Arts, entertainment, recreation		\$53,894	\$596,030	\$649,924
Accommodations, food services		\$195,077	\$3,291,664	\$3,486,740
Other		\$1,260,329	\$1,929,714	\$3,190,043
Farming	\$15,638,294	\$6,196,469	\$79,904	\$21,914,666
Federal		-\$5,446	-\$59,656	-\$65,102
State and local		-\$711,858	-\$824,250	-\$1,536,107
Total	\$15,638,294	\$31,808,159	\$43,531,420	\$90,977,873

Average Economic Impact per Day

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$172,111	\$120,670	\$292,781
Wholesaling		\$239,871	\$104,951	\$344,822
Retailing		\$18,560	\$265,112	\$283,671
Real Est./Construction/Fin./Ins.		\$178,770	\$709,973	\$888,743
Professional Services		\$95,097	\$279,256	\$374,353
Administrative		\$32,211	\$88,306	\$120,518
Education		\$444	\$32,309	\$32,753
Health		\$3	\$226,695	\$226,698
Arts, entertainment, recreation		\$12,611	\$69,580	\$82,191
Accommodations, food services		\$6,667	\$110,175	\$116,842
Other		\$54,684	\$96,509	\$151,193
Farming	\$4,486,343	\$623,317	\$13,635	\$5,123,295
Federal		\$2,016	\$4,864	\$6,880
State and local		\$28,635	\$33,716	\$62,351
Total	\$4,486,343	\$1,464,996	\$2,155,752	\$8,107,091

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing	n.a.	n.a.	n.a.	n.a.
Wholesaling	n.a.	n.a.	n.a.	n.a.
Retailing	n.a.	n.a.	n.a.	n.a.
Real Est./Construction/Fin./Ins.	n.a.	n.a.	n.a.	n.a.
Professional Services	n.a.	n.a.	n.a.	n.a.
Administrative	n.a.	n.a.	n.a.	n.a.
Education	n.a.	n.a.	n.a.	n.a.
Health	n.a.	n.a.	n.a.	n.a.
Arts, entertainment, recreation	n.a.	n.a.	n.a.	n.a.
Accommodations, food services	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.
Farming	n.a.	n.a.	n.a.	n.a.
Federal	n.a.	n.a.	n.a.	n.a.
State and local	n.a.	n.a.	n.a.	n.a.
Total	n.a.	n.a.	n.a.	n.a.

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$17,468	\$18,176	\$35,644
Wholesaling		\$60,111	\$28,354	\$88,465
Retailing		\$8,162	\$124,018	\$132,180
Real Est./Construction/Fin./Ins.		\$48,805	\$115,939	\$164,744
Professional Services		\$37,475	\$108,339	\$145,814
Administrative		\$18,840	\$47,313	\$66,153
Education		\$248	\$20,706	\$20,954
Health		\$2	\$129,255	\$129,257
Arts, entertainment, recreation		\$5,584	\$30,108	\$35,692
Accommodations, food services		\$2,693	\$41,723	\$44,416
Other		\$15,180	\$34,720	\$49,899
Farming	\$1,679,008	\$500,724	\$4,477	\$2,184,209
Federal		\$1,767	\$3,367	\$5,134
State and local		\$9,993	\$13,234	\$23,228
Total	\$1,679,008	\$727,051	\$719,729	\$3,125,788

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$1,988	\$2,087	\$4,075
Wholesaling		\$58,686	\$20,444	\$79,130
Retailing		\$2,082	\$31,929	\$34,011
Real Est./Construction/Fin./Ins.		\$2,828	\$40,975	\$43,803
Professional Services		\$2,165	\$6,160	\$8,325
Administrative		\$241	\$818	\$1,059
Education		\$10	\$704	\$714
Health		\$0	\$2,412	\$2,412
Arts, entertainment, recreation		\$148	\$1,633	\$1,781
Accommodations, food services		\$534	\$9,018	\$9,553
Other		\$3,453	\$5,287	\$8,740
Farming	\$42,845	\$16,977	\$219	\$60,040
Federal		-\$15	-\$163	-\$178
State and local		-\$1,950	-\$2,258	-\$4,209
Total	\$42,845	\$87,146	\$119,264	\$249,254

Possible Diffusion of Labor Income Spending

Spending Category	Total Dollars	Dollars per Day
Food	\$147,876,166	\$405,140
Food at home	\$81,483,123	\$223,241
Food away from home	\$66,393,044	\$181,899
Housing	\$389,895,917	\$1,068,208
Shelter	\$245,556,746	\$672,758
Utilities, fuels, and public services	\$64,608,018	\$177,008
Household operations	\$29,882,654	\$81,870
Housekeeping supplies	\$11,817,532	\$32,377
Household furnishings and equipment	\$37,997,911	\$104,104
Apparel and services	\$32,527,137	\$89,115
Men and boys	\$8,016,088	\$21,962
Women and girls	\$12,743,101	\$34,913
Children under 2	\$1,652,802	\$4,528
Footwear	\$6,247,590	\$17,117
Other apparel products and services	\$3,867,556	\$10,596
Transportation	\$186,502,142	\$510,965
Vehicle purchases (net outlay)	\$69,087,110	\$189,280
Gasoline, other fuels, and motor oil	\$40,278,777	\$110,353
Other vehicle expenses	\$60,575,182	\$165,959
Public and other transportation	\$16,577,601	\$45,418
Healthcare	\$84,557,334	\$231,664
Health insurance	\$54,625,096	\$149,658
Medical services	\$18,941,107	\$51,893
Drugs	\$7,702,056	\$21,102
Medical supplies	\$3,289,075	\$9,011
Entertainment	\$56,459,705	\$154,684
Personal care products and services	\$13,966,174	\$38,263
Reading	\$1,652,802	\$4,528
Education	\$24,395,353	\$66,837
Miscellaneous	\$203,112,799	\$84,587

Possible Uses for Indirect Business Taxes Created

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
Agricultural Labor Relations Board	\$11,901,000	764.5%
Air Resources Board	\$547,075,000	16.6%
Arts Council	\$32,531,000	279.7%
Business, Consumer Svcs, Housing, Scty	\$304,571,000	29.9%
California Conservation Corps	\$133,617,000	68.1%
Children and Families Commission	\$347,010,000	26.2%
Department of Aging	\$72,831,000	124.9%
Department of Child Support Services	\$314,980,000	28.9%
Department of Conservation	\$125,182,000	72.7%
Department of Consumer Affairs	\$761,931,000	11.9%
Department of Developmental Services	\$5,886,578,000	1.5%
Department of Fair Employment, Housing	\$34,391,000	264.5%
Department of Fish and Wildlife	\$449,842,000	20.2%
Department of Food and Agriculture	\$412,795,000	22.0%
Department of Forestry, Fire Protection	\$1,747,694,000	5.2%
Department of Human Resources	\$16,400,000	554.7%
Department of Parks, Recreation	\$1,194,410,000	7.6%
Department of Pesticide Regulation	\$108,719,000	83.7%
Department of Public Health	\$1,312,189,000	6.9%
Department of Rehabilitation	\$75,934,000	119.8%
Department of Social Services	\$11,656,681,000	0.8%
Department of Technology	\$7,100,000	1281.4%
Department of Transportation	\$8,857,635,000	1.0%
Department of Veterans Affairs	\$451,030,000	20.2%
Dept of Housing, Community Development	\$1,321,566,000	6.9%
Dept of the California Highway Patrol	\$2,552,627,000	3.6%
Emergency Medical Services Authority	\$15,380,000	591.5%
Employment Development Department	\$297,955,000	30.5%
Environmental Health Hazard Assessment	\$25,844,000	352.0%
Environmental Protection, Secy	\$16,657,000	546.2%
Health, Human Services Agency, Secy	\$8,851,000	1027.9%
Military Department	\$95,483,000	95.3%
Office of Emergency Services	\$516,534,000	17.6%
Office of Planning and Research	\$557,190,000	16.3%
Resources Recycling and Recovery	\$1,576,246,000	5.8%
State Department of Health Care Services	\$38,304,540,000	0.2%
State Library	\$32,569,000	279.3%
State Water Resources Control Board	\$776,409,000	11.7%
Summer School for the Arts	\$1,431,000	6357.6%
Wildlife Conservation Board	\$30,935,000	294.1%

*If percent exceeds 100.0%, it indicates the indirect business taxes would pay more than the State Funds budget.

TABLE THREE: ECONOMIC IMPACT OF PROCESSORS ONLY

Annual Economic Impact

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$44,854,801	\$52,244,319	\$97,099,121
Wholesaling		\$56,903,045	\$45,326,300	\$102,229,345
Retailing		\$2,283,612	\$114,238,572	\$116,522,185
Real Est./Construction/Fin./Ins.		\$17,133,620	\$304,121,912	\$321,255,533
Professional Services		\$28,537,698	\$119,877,479	\$148,415,177
Administrative		\$7,811,899	\$37,779,828	\$45,591,726
Education		\$139,971	\$13,440,938	\$13,580,909
Health		\$771	\$97,404,960	\$97,405,732
Arts, entertainment, recreation		\$3,412,721	\$29,787,127	\$33,199,849
Accommodations, food services		\$758,997	\$47,374,541	\$48,133,538
Other		\$12,289,146	\$41,175,255	\$53,464,401
Farming	\$1,177,583,280	\$8,603,501	\$5,869,204	\$1,192,055,986
Federal		\$583,582	\$2,070,183	\$2,653,765
State and local		\$1,207,259	\$14,629,849	\$15,837,108
Total	\$1,177,583,280	\$184,520,625	\$925,340,467	\$2,287,444,372

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing		46.3	101.7	148.0
Wholesaling		162.7	122.7	285.3
Retailing		36.1	1,202.3	1,238.4
Real Est./Construction/Fin./Ins.		83.2	653.1	736.3
Professional Services		129.6	650.7	780.3
Administrative		53.3	257.7	310.9
Education		1.4	160.8	162.2
Health		0.0	649.7	649.7
Arts, entertainment, recreation		17.0	204.5	221.5
Accommodations, food services		8.8	543.1	552.0
Other		42.9	234.4	277.3
Farming	20,674.2	54.1	30.4	20,758.7
Federal		5.3	15.5	20.8
State and local		3.2	44.6	47.8
Total	20,674.2	643.9	4,871.2	26,189.2

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$4,167,437	\$7,858,276	\$12,025,713
Wholesaling		\$13,640,908	\$12,244,529	\$25,885,436
Retailing		\$1,596,059	\$53,425,094	\$55,021,153
Real Est./Construction/Fin./Ins.		\$5,323,161	\$49,335,784	\$54,658,946
Professional Services		\$12,699,706	\$46,394,491	\$59,094,197
Administrative		\$4,604,156	\$20,257,239	\$24,861,395
Education		\$79,057	\$8,566,336	\$8,645,393
Health		\$417	\$55,569,129	\$55,569,546
Arts, entertainment, recreation		\$1,570,903	\$12,849,473	\$14,420,376
Accommodations, food services		\$300,263	\$17,917,800	\$18,218,063
Other		\$3,911,216	\$14,771,929	\$18,683,144
Farming	\$978,271,262	\$3,873,376	\$1,928,214	\$984,072,851
Federal		\$524,258	\$1,441,252	\$1,965,510
State and local		\$434,021	\$5,734,082	\$6,168,104
Total	\$978,271,262	\$52,724,936	\$308,293,629	\$1,339,289,827

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$902,084	\$907,143	\$1,809,228
Wholesaling		\$13,693,211	\$8,826,421	\$22,519,632
Retailing		\$213,537	\$13,771,963	\$13,985,501
Real Est./Construction/Fin./Ins.		\$288,082	\$17,599,140	\$17,887,222
Professional Services		\$463,942	\$2,654,528	\$3,118,471
Administrative		\$56,804	\$349,072	\$405,876
Education		\$2,953	\$293,728	\$296,681
Health		\$6	\$1,038,327	\$1,038,334
Arts, entertainment, recreation		\$38,661	\$700,293	\$738,954
Accommodations, food services		\$60,740	\$3,881,834	\$3,942,574
Other		\$420,402	\$2,260,342	\$2,680,743
Farming	\$33,451,215	\$70,407	\$93,189	\$33,614,811
Federal		-\$2,513	-\$68,402	-\$70,914
State and local		-\$67,049	-\$979,674	-\$1,046,724
Total	\$33,451,215	\$16,141,269	\$51,327,906	\$100,920,390

Average Economic Impact per Day

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$122,890	\$143,135	\$266,025
Wholesaling		\$155,899	\$124,182	\$280,080
Retailing		\$6,256	\$312,982	\$319,239
Real Est./Construction/Fin./Ins.		\$46,941	\$833,211	\$880,152
Professional Services		\$78,185	\$328,431	\$406,617
Administrative		\$21,402	\$103,506	\$124,909
Education		\$383	\$36,824	\$37,208
Health		\$2	\$266,863	\$266,865
Arts, entertainment, recreation		\$9,350	\$81,609	\$90,958
Accommodations, food services		\$2,079	\$129,793	\$131,873
Other		\$33,669	\$112,809	\$146,478
Farming	\$3,226,256	\$23,571	\$16,080	\$3,265,907
Federal		\$1,599	\$5,672	\$7,271
State and local		\$3,308	\$40,082	\$43,389
Total	\$3,226,256	\$505,536	\$2,535,179	\$6,266,971

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing	n.a.	n.a.	n.a.	n.a.
Wholesaling	n.a.	n.a.	n.a.	n.a.
Retailing	n.a.	n.a.	n.a.	n.a.
Real Est./Construction/Fin./Ins.	n.a.	n.a.	n.a.	n.a.
Professional Services	n.a.	n.a.	n.a.	n.a.
Administrative	n.a.	n.a.	n.a.	n.a.
Education	n.a.	n.a.	n.a.	n.a.
Health	n.a.	n.a.	n.a.	n.a.
Arts, entertainment, recreation	n.a.	n.a.	n.a.	n.a.
Accommodations, food services	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.
Farming	n.a.	n.a.	n.a.	n.a.
Federal	n.a.	n.a.	n.a.	n.a.
State and local	n.a.	n.a.	n.a.	n.a.
Total	n.a.	n.a.	n.a.	n.a.

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$11,418	\$21,530	\$32,947
Wholesaling		\$37,372	\$33,547	\$70,919
Retailing		\$4,373	\$146,370	\$150,743
Real Est./Construction/Fin./Ins.		\$14,584	\$135,167	\$149,751
Professional Services		\$34,794	\$127,108	\$161,902
Administrative		\$12,614	\$55,499	\$68,113
Education		\$217	\$23,469	\$23,686
Health		\$1	\$152,244	\$152,245
Arts, entertainment, recreation		\$4,304	\$35,204	\$39,508
Accommodations, food services		\$823	\$49,090	\$49,913
Other		\$10,716	\$40,471	\$51,187
Farming	\$2,680,195	\$10,612	\$5,283	\$2,696,090
Federal		\$1,436	\$3,949	\$5,385
State and local		\$1,189	\$15,710	\$16,899
Total	\$2,680,195	\$144,452	\$844,640	\$3,669,287

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$2,471	\$2,485	\$4,957
Wholesaling		\$37,516	\$24,182	\$61,698
Retailing		\$585	\$37,731	\$38,316
Real Est./Construction/Fin./Ins.		\$789	\$48,217	\$49,006
Professional Services		\$1,271	\$7,273	\$8,544
Administrative		\$156	\$956	\$1,112
Education		\$8	\$805	\$813
Health		\$0	\$2,845	\$2,845
Arts, entertainment, recreation		\$106	\$1,919	\$2,025
Accommodations, food services		\$166	\$10,635	\$10,802
Other		\$1,152	\$6,193	\$7,345
Farming	\$91,647	\$193	\$255	\$92,095
Federal		-\$7	-\$187	-\$194
State and local		-\$184	-\$2,684	-\$2,868
Total	\$91,647	\$44,223	\$140,624	\$276,494

Possible Diffusion of Labor Income Spending

Spending Category	Total Dollars	Dollars per Day
Food	\$173,588,290	\$475,584
Food at home	\$95,651,086	\$262,058
Food away from home	\$77,937,204	\$213,527
Housing	\$457,689,479	\$1,253,944
Shelter	\$288,253,183	\$789,735
Utilities, fuels, and public services	\$75,841,805	\$207,786
Household operations	\$35,078,532	\$96,106
Housekeeping supplies	\$13,872,318	\$38,006
Household furnishings and equipment	\$44,604,837	\$122,205
Apparel and services	\$38,182,827	\$104,610
Men and boys	\$9,409,894	\$25,781
Women and girls	\$14,958,821	\$40,983
Children under 2	\$1,940,184	\$5,316
Footwear	\$7,333,897	\$20,093
Other apparel products and services	\$4,540,031	\$12,438
Transportation	\$218,930,397	\$599,809
Vehicle purchases (net outlay)	\$81,099,704	\$222,191
Gasoline, other fuels, and motor oil	\$47,282,292	\$129,541
Other vehicle expenses	\$71,107,755	\$194,816
Public and other transportation	\$19,460,049	\$53,315
Healthcare	\$99,259,829	\$271,945
Health insurance	\$64,123,091	\$175,680
Medical services	\$22,234,512	\$60,916
Drugs	\$9,041,259	\$24,771
Medical supplies	\$3,860,967	\$10,578
Entertainment	\$66,276,696	\$181,580
Personal care products and services	\$16,394,557	\$44,917
Reading	\$1,940,184	\$5,316
Education	\$28,637,120	\$78,458
Miscellaneous	\$238,429,250	\$99,295

Possible Uses for Indirect Business Taxes Created

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
Agricultural Labor Relations Board	\$11,901,000	848.0%
Air Resources Board	\$547,075,000	18.4%
Arts Council	\$32,531,000	310.2%
Business, Consumer Svcs, Housing, Scty	\$304,571,000	33.1%
California Conservation Corps	\$133,617,000	75.5%
Children and Families Commission	\$347,010,000	29.1%
Department of Aging	\$72,831,000	138.6%
Department of Child Support Services	\$314,980,000	32.0%
Department of Conservation	\$125,182,000	80.6%
Department of Consumer Affairs	\$761,931,000	13.2%
Department of Developmental Services	\$5,886,578,000	1.7%
Department of Fair Employment, Housing	\$34,391,000	293.5%
Department of Fish and Wildlife	\$449,842,000	22.4%
Department of Food and Agriculture	\$412,795,000	24.4%
Department of Forestry, Fire Protection	\$1,747,694,000	5.8%
Department of Human Resources	\$16,400,000	615.4%
Department of Parks, Recreation	\$1,194,410,000	8.4%
Department of Pesticide Regulation	\$108,719,000	92.8%
Department of Public Health	\$1,312,189,000	7.7%
Department of Rehabilitation	\$75,934,000	132.9%
Department of Social Services	\$11,656,681,000	0.9%
Department of Technology	\$7,100,000	1421.4%
Department of Transportation	\$8,857,635,000	1.1%
Department of Veterans Affairs	\$451,030,000	22.4%
Dept of Housing, Community Development	\$1,321,566,000	7.6%
Dept of the California Highway Patrol	\$2,552,627,000	4.0%
Emergency Medical Services Authority	\$15,380,000	656.2%
Employment Development Department	\$297,955,000	33.9%
Environmental Health Hazard Assessment	\$25,844,000	390.5%
Environmental Protection, Secy	\$16,657,000	605.9%
Health, Human Services Agency, Secy	\$8,851,000	1140.2%
Military Department	\$95,483,000	105.7%
Office of Emergency Services	\$516,534,000	19.5%
Office of Planning and Research	\$557,190,000	18.1%
Resources Recycling and Recovery	\$1,576,246,000	6.4%
State Department of Health Care Services	\$38,304,540,000	0.3%
State Library	\$32,569,000	309.9%
State Water Resources Control Board	\$776,409,000	13.0%
Summer School for the Arts	\$1,431,000	7052.4%
Wildlife Conservation Board	\$30,935,000	326.2%

*If percent exceeds 100.0%, it indicates the indirect business taxes would pay more than the State Funds budget.

TABLE FOUR: COMBINED GROWER AND PROCESSOR ECONOMIC IMPACT DUE TO ADDED ACREAGE

Annual Economic Impact

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$38,387,701	\$34,305,768	\$72,693,469
Wholesaling		\$51,506,601	\$29,797,012	\$81,303,612
Retailing		\$3,232,018	\$75,176,936	\$78,408,954
Real Est./Construction/Fin./Ins.		\$29,403,269	\$200,681,384	\$230,084,654
Professional Services		\$22,544,710	\$79,025,774	\$101,570,484
Administrative		\$6,977,269	\$24,944,102	\$31,921,371
Education		\$107,707	\$8,990,655	\$9,098,362
Health		\$696	\$64,183,883	\$64,184,579
Arts, entertainment, recreation		\$2,857,620	\$19,661,089	\$22,518,709
Accommodations, food services		\$1,139,213	\$31,206,256	\$32,345,469
Other		\$11,499,288	\$27,220,645	\$38,719,934
Farming	\$1,003,612,565	\$84,344,986	\$3,864,283	\$1,091,821,833
Federal		\$470,267	\$1,370,168	\$1,840,435
State and local		\$4,163,403	\$9,596,790	\$13,760,194
Total	\$1,003,612,565	\$256,634,749	\$610,024,746	\$1,870,272,060

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing		42.0	66.8	108.8
Wholesaling		148.5	80.6	229.1
Retailing		31.7	791.5	823.2
Real Est./Construction/Fin./Ins.		137.6	431.9	569.5
Professional Services		97.1	430.5	527.6
Administrative		46.8	170.1	216.9
Education		1.1	107.7	108.8
Health		0.0	427.1	427.1
Arts, entertainment, recreation		14.2	135.4	149.6
Accommodations, food services		13.5	357.8	371.2
Other		34.3	155.7	190.0
Farming	11,628.1	1,391.1	20.0	13,039.3
Federal		4.2	10.3	14.5
State and local		11.2	29.3	40.5
Total	11,628.1	1,973.5	3,214.6	16,816.2

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$3,759,242	\$5,163,344	\$8,922,586
Wholesaling		\$12,687,491	\$8,049,666	\$20,737,157
Retailing		\$1,631,633	\$35,162,036	\$36,793,669
Real Est./Construction/Fin./Ins.		\$8,256,630	\$32,655,008	\$40,911,637
Professional Services		\$9,400,962	\$30,618,506	\$40,019,467
Administrative		\$4,093,349	\$13,370,128	\$17,463,477
Education		\$60,434	\$5,745,006	\$5,805,440
Health		\$376	\$36,607,051	\$36,607,427
Arts, entertainment, recreation		\$1,286,563	\$8,493,483	\$9,780,046
Accommodations, food services		\$457,913	\$11,809,583	\$12,267,496
Other		\$3,369,745	\$9,778,150	\$13,147,895
Farming	\$566,665,324	\$66,676,445	\$1,269,175	\$634,610,945
Federal		\$416,735	\$951,413	\$1,368,148
State and local		\$1,457,496	\$3,763,935	\$5,221,431
Total	\$566,665,324	\$113,555,013	\$203,436,483	\$883,656,821

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$579,851	\$594,609	\$1,174,460
Wholesaling		\$12,520,256	\$5,803,253	\$18,323,508
Retailing		\$347,429	\$9,058,759	\$9,406,188
Real Est./Construction/Fin./Ins.		\$471,146	\$11,598,861	\$12,070,007
Professional Services		\$447,211	\$1,746,840	\$2,194,051
Administrative		\$51,619	\$230,697	\$282,315
Education		\$2,298	\$196,247	\$198,545
Health		\$6	\$683,568	\$683,573
Arts, entertainment, recreation		\$32,997	\$461,859	\$494,856
Accommodations, food services		\$91,287	\$2,555,789	\$2,647,076
Other		\$599,724	\$1,492,855	\$2,092,579
Farming	\$17,476,893	\$2,238,956	\$61,671	\$19,777,519
Federal		(\$2,839)	(\$45,626)	(\$48,465)
State and local		(\$278,170)	(\$642,699)	(\$920,869)
Total	\$17,476,893	\$17,101,770	\$33,796,681	\$68,375,344

Average Economic Impact per Day

INDUSTRY	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing		\$105,172	\$93,988	\$199,160
Wholesaling		\$141,114	\$81,636	\$222,750
Retailing		\$8,855	\$205,964	\$214,819
Real Est./Construction/Fin./Ins.		\$80,557	\$549,812	\$630,369
Professional Services		\$61,766	\$216,509	\$278,275
Administrative		\$19,116	\$68,340	\$87,456
Education		\$295	\$24,632	\$24,927
Health		\$2	\$175,846	\$175,848
Arts, entertainment, recreation		\$7,829	\$53,866	\$61,695
Accommodations, food services		\$3,121	\$85,497	\$88,618
Other		\$31,505	\$74,577	\$106,082
Farming	\$2,749,623	\$231,082	\$10,587	\$2,991,293
Federal		\$1,288	\$3,754	\$5,042
State and local		\$11,407	\$26,293	\$37,699
Total	\$2,749,623	\$703,109	\$1,671,301	\$5,124,033

INDUSTRY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing	n.a.	n.a.	n.a.	n.a.
Wholesaling	n.a.	n.a.	n.a.	n.a.
Retailing	n.a.	n.a.	n.a.	n.a.
Real Est./Construction/Fin./Ins.	n.a.	n.a.	n.a.	n.a.
Professional Services	n.a.	n.a.	n.a.	n.a.
Administrative	n.a.	n.a.	n.a.	n.a.
Education	n.a.	n.a.	n.a.	n.a.
Health	n.a.	n.a.	n.a.	n.a.
Arts, entertainment, recreation	n.a.	n.a.	n.a.	n.a.
Accommodations, food services	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.
Farming	n.a.	n.a.	n.a.	n.a.
Federal	n.a.	n.a.	n.a.	n.a.
State and local	n.a.	n.a.	n.a.	n.a.
Total	n.a.	n.a.	n.a.	n.a.

INDUSTRY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing		\$10,299	\$14,146	\$24,445
Wholesaling		\$34,760	\$22,054	\$56,814
Retailing		\$4,470	\$96,334	\$100,805
Real Est./Construction/Fin./Ins.		\$22,621	\$89,466	\$112,087
Professional Services		\$25,756	\$83,886	\$109,642
Administrative		\$11,215	\$36,630	\$47,845
Education		\$166	\$15,740	\$15,905
Health		\$1	\$100,293	\$100,294
Arts, entertainment, recreation		\$3,525	\$23,270	\$26,795
Accommodations, food services		\$1,255	\$32,355	\$33,610
Other		\$9,232	\$26,789	\$36,022
Farming	\$1,552,508	\$182,675	\$3,477	\$1,738,660
Federal		\$1,142	\$2,607	\$3,748
State and local		\$3,993	\$10,312	\$14,305
Total	\$1,552,508	\$311,110	\$557,360	\$2,420,978

INDUSTRY	Ind. Bus. Tax Direct	Ind. Bus. Tax Indirect	Ind. Bus. Tax Induced	Ind. Bus. Tax Total
Manufacturing		\$1,589	\$1,629	\$3,218
Wholesaling		\$34,302	\$15,899	\$50,201
Retailing		\$952	\$24,819	\$25,770
Real Est./Construction/Fin./Ins.		\$1,291	\$31,778	\$33,069
Professional Services		\$1,225	\$4,786	\$6,011
Administrative		\$141	\$632	\$773
Education		\$6	\$538	\$544
Health		\$0	\$1,873	\$1,873
Arts, entertainment, recreation		\$90	\$1,265	\$1,356
Accommodations, food services		\$250	\$7,002	\$7,252
Other		\$1,643	\$4,090	\$5,733
Farming	\$47,882	\$6,134	\$169	\$54,185
Federal		-\$8	-\$125	-\$133
State and local		-\$762	-\$1,761	-\$2,523
Total	\$47,882	\$46,854	\$92,594	\$187,330

Possible Diffusion of Labor Income Spending

Spending Category	Total Dollars	Dollars per Day
Food	\$114,532,698	\$313,788
Food at home	\$63,110,115	\$172,904
Food away from home	\$51,422,583	\$140,884
Housing	\$301,981,260	\$827,346
Shelter	\$190,188,028	\$521,063
Utilities, fuels, and public services	\$50,040,049	\$137,096
Household operations	\$23,144,643	\$63,410
Housekeeping supplies	\$9,152,887	\$25,076
Household furnishings and equipment	\$29,430,052	\$80,630
Apparel and services	\$25,192,841	\$69,021
Men and boys	\$6,208,602	\$17,010
Women and girls	\$9,869,756	\$27,040
Children under 2	\$1,280,124	\$3,507
Footwear	\$4,838,869	\$13,257
Other apparel products and services	\$2,995,490	\$8,207
Transportation	\$144,449,196	\$395,751
Vehicle purchases (net outlay)	\$53,509,185	\$146,601
Gasoline, other fuels, and motor oil	\$31,196,623	\$85,470
Other vehicle expenses	\$46,916,546	\$128,538
Public and other transportation	\$12,839,644	\$35,177
Healthcare	\$65,491,146	\$179,428
Health insurance	\$42,308,099	\$115,913
Medical services	\$14,670,221	\$40,192
Drugs	\$5,965,378	\$16,344
Medical supplies	\$2,547,447	\$6,979
Entertainment	\$43,729,037	\$119,806
Personal care products and services	\$10,817,048	\$29,636
Reading	\$1,280,124	\$3,507
Education	\$18,894,631	\$51,766
Miscellaneous	\$157,314,443	\$65,514

Possible Uses for Indirect Business Taxes Created

	Total State Funds	% Paid for by Indirect Business Taxes*
DEPARTMENTS		
Agricultural Labor Relations Board	\$11,901,000	574.5%
Air Resources Board	\$547,075,000	12.5%
Arts Council	\$32,531,000	210.2%
Business, Consumer Svcs, Housing, Scty	\$304,571,000	22.4%
California Conservation Corps	\$133,617,000	51.2%
Children and Families Commission	\$347,010,000	19.7%
Department of Aging	\$72,831,000	93.9%
Department of Child Support Services	\$314,980,000	21.7%
Department of Conservation	\$125,182,000	54.6%
Department of Consumer Affairs	\$761,931,000	9.0%
Department of Developmental Services	\$5,886,578,000	1.2%
Department of Fair Employment, Housing	\$34,391,000	198.8%
Department of Fish and Wildlife	\$449,842,000	15.2%
Department of Food and Agriculture	\$412,795,000	16.6%
Department of Forestry, Fire Protection	\$1,747,694,000	3.9%
Department of Human Resources	\$16,400,000	416.9%
Department of Parks, Recreation	\$1,194,410,000	5.7%
Department of Pesticide Regulation	\$108,719,000	62.9%
Department of Public Health	\$1,312,189,000	5.2%
Department of Rehabilitation	\$75,934,000	90.0%
Department of Social Services	\$11,656,681,000	0.6%
Department of Technology	\$7,100,000	963.0%
Department of Transportation	\$8,857,635,000	0.8%
Department of Veterans Affairs	\$451,030,000	15.2%
Dept of Housing, Community Development	\$1,321,566,000	5.2%
Dept of the California Highway Patrol	\$2,552,627,000	2.7%
Emergency Medical Services Authority	\$15,380,000	444.6%
Employment Development Department	\$297,955,000	22.9%
Environmental Health Hazard Assessment	\$25,844,000	264.6%
Environmental Protection, Secy	\$16,657,000	410.5%
Health, Human Services Agency, Secy	\$8,851,000	772.5%
Military Department	\$95,483,000	71.6%
Office of Emergency Services	\$516,534,000	13.2%
Office of Planning and Research	\$557,190,000	12.3%
Resources Recycling and Recovery	\$1,576,246,000	4.3%
State Department of Health Care Services	\$38,304,540,000	0.2%
State Library	\$32,569,000	209.9%
State Water Resources Control Board	\$776,409,000	8.8%
Summer School for the Arts	\$1,431,000	4778.2%
Wildlife Conservation Board	\$30,935,000	221.0%

*If percent exceeds 100.0%, it indicates the indirect business taxes would pay more than the State Funds budget.