

# The Economic Impacts of the U.S. Pet Industry (2015)

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Prepared by:

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## **Center for Regional Analysis**

The Center for Regional Analysis, housed in the Schar School of Policy and Government at George Mason University, is the premier university-based regional economic research center in the Washington, DC Metropolitan Area. The Center provides regionally relevant, globally informed research for businesses, governments, and non-profit agencies.

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## Executive Summary

Approximately 65 percent of American households<sup>1</sup>—or 76.8 million individual households<sup>2</sup>—owned household pets in 2015. In order to care for their household animals, pet owners spend money on food, vet services, pet care services, and a wide range of pet products (e.g., toys, beds, leashes, medicine, etc.). This report estimates that consumers spent almost \$78 billion on their pets in 2015, with pet food and veterinary services accounting for the two of the leading sources of industry spending. The impact of this spending has real impacts for the US economy. For instance:

- The US pet industry generated more than \$221 billion in direct, indirect and induced economic impact in 2015.
- The pet industry supported over 1.3 million U.S. jobs in 2015 that paid more than \$60 billion in salaries, wages and benefits.
- Pet spending also results in an impressive \$23 billion in federal, state and local taxes.

This analysis utilized data from the U.S. Bureau of Labor Statistics, the U.S. Census Bureau, and the National Pet Owners Survey conducted biannually by APPA, among others to estimate pet-related spending and employment patterns. It then used the IMPLAN economic model<sup>3</sup> to determine the pet industry's wider economic impacts.

In addition to the national impact, this report also considers the pet industry's impact on individual state economies. These impacts are determined in part by the number of households in a state—more households will increase the demand for services like veterinarians, dog walking, and boarding. So the economic impacts of pet industry spending will predominantly be greater on large growing states (e.g., California, Texas). The impact of the pet industry is also relatively greater in states like Kansas, Missouri and Pennsylvania that have relatively significant employment in dog and cat food manufacturing. The summary economic impacts for each state can be found in Appendix A.

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<sup>1</sup> American Pet Products Association, *National Pet Owners Survey 2015-2016*.

<sup>2</sup> There were a total of 118 million US Households according to the US Census Bureau's 2015 American Community Survey.

<sup>3</sup> [www.implan.com](http://www.implan.com)

## Introduction

Pets are becoming an increasingly important contributor to well-being for families and individuals in the United States. Approximately 65 percent of American households<sup>4</sup>—or 76.8 million individual households<sup>5</sup>—owned household pets in 2015. The appearance of the term “human-animal bond,” as an indicator of cultural presence in the written literature, has grown almost exponentially since the late 1970s. The social, psychological, and health benefits of pet ownership is an emerging field of academic and professional research that clearly show we, as a society, are better off for having pets in our lives. As pet ownership expands, so too does the economic activity associated with pet products and services.

This research assesses the pet industry’s economic contributions to the United State economy. Specifically, we seek to establish the aggregate economic impact of the pet industry’s primary activities including pet sales (defined as dogs, cats, birds, small mammals, reptiles/amphibians and aquatics including freshwater and marine life), pet products manufacturing and trade, pet food manufacturing, veterinary services, and non-veterinary pet services such as grooming and boarding. The analysis offers estimates of the economic and fiscal impacts of pet industry activities for the nation, all fifty states, and the District of Columbia. This will include direct, indirect, and induced impacts on total economic activity (output), value added, employment, labor incomes (salaries, wages, benefits), and total federal, state, and local tax revenues associated with pet industry activities.

## Our Approach

As with any large, multi-sector industry, a variety of market reports and analyses provide data and information on sales and activities related to pets. A number of these reports focus on specific segments of pet-related spending (e.g., pet food, pet medicine, etc.). In this analysis, we have taken a comprehensive approach to studying how pet spending generates overall economic activity. As a result, our analysis considers several key segments of the pet industry, including:

- *Animal sales:* Pet sales including exotic pets, but not horses and farm/food animals.
- *Pet food:* The largest category being dog and cat food.
- *Veterinary services:* Excluding non-pet services.
- *Animal pharmaceuticals:* Pet medicine only.
- *Insurance:* The rapidly emerging pet health insurance industry.
- *Pet services:* Including grooming, boarding, non-veterinary care, pet sitting, other
- *Pet products:* Collars, leashes, pet beds, fish tanks and related equipment, bird and other animal cages, exotic pet supplies, pet toys, other.

In performing this analysis, we look at much more than just the retail component of pet sales. Our estimates consider manufacturing and other supply chain elements in the pet industry. In doing so, the analysis adjusts for products not made in the United States. For example, most pet toys sold in the U.S.

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<sup>4</sup> American Pet Products Association, *National Pet Owners Survey 2015-2016*.

<sup>5</sup> There were a total of 118 million US Households according to the US Census Bureau’s 2015 American Community Survey.

are imported products and therefore do not contribute to national manufacturing jobs. However, imported pet toys are transported within the U.S., sold through wholesale distributors, and contribute to the sales and profits of retailers, all of which are included in this study.

Our approach to performing this analysis includes utilizing data and information from a wide range of industry and non-industry data sources to enhance research validity. Data and market information sources used in this analysis include: U.S. Bureau of Labor Statistics; U.S. Census Bureau; Chmura Economics; market data sources such as IBIS World, Package Facts, and industry trade publications; and the bi-annual American Pet Products Association's National Pet Owners Survey. The economic impact estimates are based on the 2015 IMPLAN economic input-output model developed by MIG, Inc.<sup>6</sup> The IMPLAN model is one of the most widely used economic input-output models for academic and professional research. The model provides estimates of direct, indirect, and induced economic impacts resulting from initial industry spending.

The direct effects capture the economic value of spending in the pet industry. Indirect effects represent supply chain spending by those businesses. For example, manufacturers of dog and cat food purchase raw materials from farmers, packaging materials, transportation services, and a wide range of professional services. The suppliers of bags used for the food purchase paper, ink for labeling, and hire an accounting service to prepare tax filings. The accountant hires employees, rents office space, and hires a janitorial service to clean their offices. At each stage of spending, the model adjusts for imports, such as the packaging supplier using domestic and international sources of paper. Induced effects estimate the impacts of employees of all of these businesses spending a portion of their earnings for goods and services.

The IMPLAN model provides estimates of total output (value of business transactions), value added (contributions to gross domestic/regional product), employment (headcount jobs), labor income (salaries, wages, benefits), and payments to federal, state, and local taxing jurisdictions. Payments to taxing jurisdictions include payments for social insurance, income taxes, property taxes, sales taxes, business and personal fees, and other sources of government revenue.

Two factors, the number of households and the composition of the state's manufacturing sector, influence the impact of the pet industry on individual states. Generally speaking, many pet related industries are locally-serving industries. As a result, as the number of households increase so too will the demand for services like veterinarians, dog walking, and boarding. When the population or number of households decline, we can expect to see a reduction in demand for these services. As a result, the impacts of the elements of [the](#) pet industry will be greater on large growing states (e.g., California, Texas). However, states that manufacture pet products—and particularly dog and cat food—are more likely to be influenced by trends in the pet industry. As a result, the impact of the pet industry is relatively greater in states like Kansas, Missouri and Pennsylvania that have relatively significant employment in dog and cat food manufacturing. The summary economic impacts for each state can be found in Appendix A.

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<sup>6</sup> [www.implan.com](http://www.implan.com)

## National Findings

In 2015, the U.S. Pet Industry generated \$221.1 billion in total economic activity (of which \$78.9 billion was direct output), which increased total value added by \$102.3 billion (see table below). Including direct, indirect, and induced effects, the Pet Industry supported over 1.3 million U.S. jobs<sup>7</sup> that paid more than \$60 billion in salaries, wages, and benefits. The Pet Industry and its suppliers and linked service providers contributed almost \$14 billion in federal government revenue in 2015 and an additional \$8.9 billion to state and local jurisdictions.

### Economic Impacts of the U.S. Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$ 221,111,226,000
Value Added (gross domestic product)	\$ 102,336,050,000
Labor Income (salaries, wages, benefits)	\$ 60,496,479,000
Jobs (headcount)	1,307,168
Federal Taxes/Fees	\$ 13,910,396,000
State and Local Taxes/Fees	\$ 8,896,017,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

Several industries drive the pet industry's impact on the broader national economy. The table below shows the industries with the greatest business-to-business transactions resulting from pet-related activities. Dog and cat food manufacturing sees the largest impact on sales, but this impact continues throughout that industry's supply chain for food materials, packaging, and services. Similarly the vet industry benefits by pet owner spending, but so too does the pharmaceutical manufacturing industry.

### Business to Business Transactions related to Key Pet Industry Sectors, 2015

Industry	Direct and Indirect Output
Dog and cat food manufacturing	\$32,552,339,000
Veterinary services	\$20,558,581,000
Wholesale trade	\$9,279,913,000
Retail - General merchandise stores	\$6,431,158,000
Meat processing	\$5,334,226,000
Real estate	\$4,107,800,000
Pharmaceutical preparation manufacturing	\$4,019,407,000

<sup>7</sup> Headcount jobs, not Full-Time Equivalents (FTEs).

Metal cans manufacturing	\$3,581,709,000
Management of companies and enterprises	\$3,501,533,000
Grain farming	\$2,795,820,000

## Appendix A: State Economic Impacts

### Economic Impacts of the Alabama Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,510,379,000
Value Added (gross state product)	\$995,041,000
Labor Income (salaries, wages, benefits)	\$574,241,000
Jobs (headcount)	14,944
Federal Taxes/Fees	\$133,942,000
State and Local Taxes/Fees	\$83,839,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Alabama Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$282,287,000
Pet Food Manufacturing*	\$916,329,000
Pet Services (e.g., grooming, boarding, etc.)*	\$75,968,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$227,030,000
Pet Sales	\$33,114,000
<b>Total</b>	<b>\$1,534,728,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Alaska Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$203,628,000
Value Added (gross state product)	\$115,550,000
Labor Income (salaries, wages, benefits)	\$74,635,000
Jobs (headcount)	1,809
Federal Taxes/Fees	\$16,800,000
State and Local Taxes/Fees	\$6,870,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Alaska Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$55,070,000
Pet Food Manufacturing*	\$16,195,000
Pet Services (e.g., grooming, boarding, etc.)*	\$20,272,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$30,762,000
Pet Sales	\$4,487,000
<b>Total</b>	<b>\$126,787,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Arizona Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,786,768,000
Value Added (gross state product)	\$1,382,950,000
Labor Income (salaries, wages, benefits)	\$861,319,000
Jobs (headcount)	20,041
Federal Taxes/Fees	\$90,594,000
State and Local Taxes/Fees	\$57,469,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Arizona Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$429,728,000
Pet Food Manufacturing*	\$523,525,000
Pet Services (e.g., grooming, boarding, etc.)*	\$156,329,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$302,849,000
Pet Sales	\$44,173,000
<b>Total</b>	<b>\$1,456,603,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Arkansas Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$1,972,150,000
Value Added (gross state product)	\$697,583,000
Labor Income (salaries, wages, benefits)	\$369,420,000
Jobs (headcount)	9,525
Federal Taxes/Fees	\$194,999,000
State and Local Taxes/Fees	\$115,839,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Arkansas Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$141,035,000
Pet Food Manufacturing*	\$881,639,000
Pet Services (e.g., grooming, boarding, etc.)*	\$44,962,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$140,746,000
Pet Sales	\$20,529,000
<b>Total</b>	<b>\$1,228,911,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the California Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$14,277,792,000
Value Added (gross state product)	\$7,577,359,000
Labor Income (salaries, wages, benefits)	\$4,899,699,000
Jobs (headcount)	98,490
Federal Taxes/Fees	\$1,149,395,000
State and Local Taxes/Fees	\$798,501,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the California Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$2,307,923,000
Pet Food Manufacturing*	\$1,554,352,000
Pet Services (e.g., grooming, boarding, etc.)*	\$943,907,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$1,585,721,000
Pet Sales	\$231,289,000
<b>Total</b>	<b>\$6,623,192,772</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Colorado Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$3,832,092,000
Value Added (gross state product)	\$1,755,182,000
Labor Income (salaries, wages, benefits)	\$1,103,642,000
Jobs (headcount)	24,819
Federal Taxes/Fees	\$119,988,000
State and Local Taxes/Fees	\$52,652,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Colorado Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$499,129,000
Pet Food Manufacturing*	\$871,620,000
Pet Services (e.g., grooming, boarding, etc.)*	\$244,027,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$255,107,000
Pet Sales	\$37,209,000
<b>Total</b>	<b>\$1,907,093,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Connecticut Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$1,262,529,000
Value Added (gross state product)	\$748,967,000
Labor Income (salaries, wages, benefits)	\$528,985,000
Jobs (headcount)	10,816
Federal Taxes/Fees	\$75,439,000
State and Local Taxes/Fees	\$39,352,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Connecticut Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$281,879,000
Pet Food Manufacturing*	\$54,572,000
Pet Services (e.g., grooming, boarding, etc.)*	\$166,305,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$165,220,000
Pet Sales	\$24,099,000
<b>Total</b>	<b>\$692,074,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Delaware Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$437,877,000
Value Added (gross state product)	\$215,342,000
Labor Income (salaries, wages, benefits)	\$131,550,000
Jobs (headcount)	2,801
Federal Taxes/Fees	\$28,893,000
State and Local Taxes/Fees	\$15,847,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Delaware Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$69,190,000
Pet Food Manufacturing*	\$127,496,000
Pet Services (e.g., grooming, boarding, etc.)*	\$22,624,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$43,355,000
Pet Sales	\$6,324,000
<b>Total</b>	<b>\$268,989,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the District of Columbia Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$126,367,000
Value Added (gross state product)	\$70,700,000
Labor Income (salaries, wages, benefits)	\$69,352,000
Jobs (headcount)	1,134
Federal Taxes/Fees	\$10,008,000
State and Local Taxes/Fees	\$8,666,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the District of Columbia Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$33,042,000
Pet Food Manufacturing*	\$2,688,000
Pet Services (e.g., grooming, boarding, etc.)*	\$5,332,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$34,648,000
Pet Sales	\$5,054,000
<b>Total</b>	<b>\$80,763,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Florida Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$6,911,482,000
Value Added (gross state product)	\$3,690,752,000
Labor Income (salaries, wages, benefits)	\$2,418,797,000
Jobs (headcount)	62,056
Federal Taxes/Fees	\$585,451,000
State and Local Taxes/Fees	\$317,870,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Florida Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$1,448,626,000
Pet Food Manufacturing*	\$212,202,000
Pet Services (e.g., grooming, boarding, etc.)*	\$397,373,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$917,664,000
Pet Sales	\$133,848,000
<b>Total</b>	<b>\$3,109,713,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Georgia Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$3,799,003,000
Value Added (gross state product)	\$1,837,724,000
Labor Income (salaries, wages, benefits)	\$1,215,468,000
Jobs (headcount)	29,773
Federal Taxes/Fees	\$262,404,000
State and Local Taxes/Fees	\$151,427,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Georgia Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$622,595,000
Pet Food Manufacturing*	\$535,726,000
Pet Services (e.g., grooming, boarding, etc.)*	\$183,845,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$449,588,000
Pet Sales	\$65,575,000
<b>Total</b>	<b>\$1,857,330,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Hawaii Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$300,164,000
Value Added (gross state product)	\$163,209,000
Labor Income (salaries, wages, benefits)	\$110,458,000
Jobs (headcount)	2,683
Federal Taxes/Fees	\$24,061,000
State and Local Taxes/Fees	\$20,011,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Hawaii Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$71,036,000
Pet Food Manufacturing*	\$13,360,000
Pet Services (e.g., grooming, boarding, etc.)*	\$9,788,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$54,832,000
Pet Sales	\$7,998,000
<b>Total</b>	<b>\$157,013,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Idaho Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$466,712,000
Value Added (gross state product)	\$230,018,000
Labor Income (salaries, wages, benefits)	\$159,643,000
Jobs (headcount)	4,641
Federal Taxes/Fees	\$33,011,000
State and Local Taxes/Fees	\$19,019,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Idaho Pet Industry, 2015

Market Segment	Sales
Veterinary Services##*	\$106,956,000
Pet Food Manufacturing*	\$21,773,000
Pet Services (e.g., grooming, boarding, etc.)*	\$47,595,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$73,458,000
Pet Sales	\$10,714,000
<b>Total</b>	<b>\$260,497,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Illinois Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$5,340,957,000
Value Added (gross state product)	\$2,624,251,000
Labor Income (salaries, wages, benefits)	\$1,832,241,000
Jobs (headcount)	38,317
Federal Taxes/Fees	\$402,562,000
State and Local Taxes/Fees	\$244,537,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Illinois Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$766,738,000
Pet Food Manufacturing*	\$804,201,000
Pet Services (e.g., grooming, boarding, etc.)*	\$269,060,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$589,529,000
Pet Sales	\$85,987,000
<b>Total</b>	<b>\$2,515,515,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Indiana Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,995,482,000
Value Added (gross state product)	\$1,332,677,000
Labor Income (salaries, wages, benefits)	\$783,568,000
Jobs (headcount)	20,299
Federal Taxes/Fees	\$180,795,000
State and Local Taxes/Fees	\$131,543,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Indiana Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$440,040,000
Pet Food Manufacturing*	\$768,736,000
Pet Services (e.g., grooming, boarding, etc.)*	\$152,535,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$309,259,000
Pet Sales	\$45,108,000
<b>Total</b>	<b>\$1,715,678,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Iowa Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$4,177,245,000
Value Added (gross state product)	\$1,389,162,000
Labor Income (salaries, wages, benefits)	\$739,168,000
Jobs (headcount)	15,787
Federal Taxes/Fees	\$178,197,000
State and Local Taxes/Fees	\$89,484,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Iowa Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$216,566,000
Pet Food Manufacturing*	\$2,018,856,000
Pet Services (e.g., grooming, boarding, etc.)*	\$60,847,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$153,360,000
Pet Sales	\$22,369,000
<b>Total</b>	<b>\$2,471,998,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Kansas Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$5,477,495,000
Value Added (gross state product)	\$1,735,438,000
Labor Income (salaries, wages, benefits)	\$908,143,000
Jobs (headcount)	19,194
Federal Taxes/Fees	\$228,970,000
State and Local Taxes/Fees	\$113,495,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Kansas Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$225,389,000
Pet Food Manufacturing*	\$2,741,646,000
Pet Services (e.g., grooming, boarding, etc.)*	\$72,068,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$136,679,000
Pet Sales	\$19,936,000
<b>Total</b>	<b>\$3,195,718,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Kentucky Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$1,642,483,000
Value Added (gross state product)	\$746,505,000
Labor Income (salaries, wages, benefits)	\$495,000,000
Jobs (headcount)	12,961
Federal Taxes/Fees	\$102,418,000
State and Local Taxes/Fees	\$61,796,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Kentucky Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$286,767,000
Pet Food Manufacturing*	\$327,813,000
Pet Services (e.g., grooming, boarding, etc.)*	\$80,200,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$211,018,000
Pet Sales	\$30,779,000
<b>Total</b>	<b>\$936,578,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Louisiana Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$1,205,240,000
Value Added (gross state product)	\$644,629,000
Labor Income (salaries, wages, benefits)	\$430,513,000
Jobs (headcount)	11,299
Federal Taxes/Fees	\$89,563,000
State and Local Taxes/Fees	\$59,737,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Louisiana Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$278,879,000
Pet Food Manufacturing*	\$37,601,000
Pet Services (e.g., grooming, boarding, etc.)*	\$77,909,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$213,691,000
Pet Sales	\$31,168,000
<b>Total</b>	<b>\$639,248,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Maine Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$469,781,000
Value Added (gross state product)	\$255,695,000
Labor Income (salaries, wages, benefits)	\$175,621,000
Jobs (headcount)	4,754
Federal Taxes/Fees	\$216,634,000
State and Local Taxes/Fees	\$100,490,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Maine Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$116,202,000
Pet Food Manufacturing*	\$9,952,000
Pet Services (e.g., grooming, boarding, etc.)*	\$40,969,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$67,040,000
Pet Sales	\$9,778,000
<b>Total</b>	<b>\$243,942,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Maryland Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,024,409,000
Value Added (gross state product)	\$1,124,740,000
Labor Income (salaries, wages, benefits)	\$748,658,000
Jobs (headcount)	17,691
Federal Taxes/Fees	\$167,641,000
State and Local Taxes/Fees	\$107,693,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Maryland Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$446,558,000
Pet Food Manufacturing*	\$168,905,000
Pet Services (e.g., grooming, boarding, etc.)*	\$165,545,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$267,796,000
Pet Sales	\$39,060,000
<b>Total</b>	<b>\$1,087,864,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Massachusetts Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,293,016,000
Value Added (gross state product)	\$1,320,419,000
Labor Income (salaries, wages, benefits)	\$986,828,000
Jobs (headcount)	21,138
Federal Taxes/Fees	\$36,345,000
State and Local Taxes/Fees	\$24,390,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Massachusetts Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$475,456,000
Pet Food Manufacturing*	\$73,114,000
Pet Services (e.g., grooming, boarding, etc.)*	\$248,090,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$314,769,000
Pet Sales	\$45,911,000
<b>Total</b>	<b>\$1,157,340,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Michigan Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,970,589,000
Value Added (gross state product)	\$1,551,665,000
Labor Income (salaries, wages, benefits)	\$1,022,890,000
Jobs (headcount)	26,476
Federal Taxes/Fees	\$234,120,000
State and Local Taxes/Fees	\$163,380,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Michigan Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$588,184,000
Pet Food Manufacturing*	\$201,292,000
Pet Services (e.g., grooming, boarding, etc.)*	\$185,381,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$474,441,000
Pet Sales	\$69,201,000
<b>Total</b>	<b>\$1,518,498,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Minnesota Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,614,843,000
Value Added (gross state product)	\$1,198,028,000
Labor Income (salaries, wages, benefits)	\$806,462,000
Jobs (headcount)	18,060
Federal Taxes/Fees	\$182,314,000
State and Local Taxes/Fees	\$115,282,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Minnesota Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$352,655,000
Pet Food Manufacturing*	\$473,154,000
Pet Services (e.g., grooming, boarding, etc.)*	\$131,502,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$264,025,000
Pet Sales	\$38,510,000
<b>Total</b>	<b>\$1,259,847,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Mississippi Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$1,109,775,000
Value Added (gross state product)	\$499,181,000
Labor Income (salaries, wages, benefits)	\$252,631,000
Jobs (headcount)	7,093
Federal Taxes/Fees	\$61,343,000
State and Local Taxes/Fees	\$44,923,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Mississippi Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$135,043,000
Pet Food Manufacturing*	\$388,016,000
Pet Services (e.g., grooming, boarding, etc.)*	\$30,354,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$135,792,000
Pet Sales	\$19,806,000
<b>Total</b>	<b>\$709,011,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Missouri Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$8,840,613,000
Value Added (gross state product)	\$3,576,182,000
Labor Income (salaries, wages, benefits)	\$1,693,511,000
Jobs (headcount)	34,275
Federal Taxes/Fees	\$439,816,000
State and Local Taxes/Fees	\$185,208,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Missouri Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$368,770,000
Pet Food Manufacturing*	\$4,551,917,000
Pet Services (e.g., grooming, boarding, etc.)*	\$182,244,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$291,926,000
Pet Sales	\$42,580,000
<b>Total</b>	<b>\$5,437,438,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Montana Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$343,894,000
Value Added (gross state product)	\$168,702,000
Labor Income (salaries, wages, benefits)	\$120,376,000
Jobs (headcount)	3,620
Federal Taxes/Fees	\$25,727,000
State and Local Taxes/Fees	\$12,438,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Montana Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$89,338,000
Pet Food Manufacturing*	\$6,284,000
Pet Services (e.g., grooming, boarding, etc.)*	\$27,260,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$51,004,000
Pet Sales	\$7,439,000
<b>Total</b>	<b>\$181,325,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Nebraska Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$3,312,149,000
Value Added (gross state product)	\$1,104,764,000
Labor Income (salaries, wages, benefits)	\$595,494,000
Jobs (headcount)	11,933
Federal Taxes/Fees	\$140,988,000
State and Local Taxes/Fees	\$69,092,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Nebraska Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$142,850,000
Pet Food Manufacturing*	\$1,553,661,000
Pet Services (e.g., grooming, boarding, etc.)*	\$58,155,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$91,501,000
Pet Sales	\$13,346,000
<b>Total</b>	<b>\$1,859,513,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Nevada Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$948,441,000
Value Added (gross state product)	\$499,032,000
Labor Income (salaries, wages, benefits)	\$329,353,000
Jobs (headcount)	7,585
Federal Taxes/Fees	\$76,209,000
State and Local Taxes/Fees	\$48,022,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Nevada Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$192,108,000
Pet Food Manufacturing*	\$114,852,000
Pet Services (e.g., grooming, boarding, etc.)*	\$74,959,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$128,131,000
Pet Sales	\$18,689,000
<b>Total</b>	<b>\$528,739,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the New Hampshire Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$551,956,000
Value Added (gross state product)	\$307,020,000
Labor Income (salaries, wages, benefits)	\$223,228,000
Jobs (headcount)	5,549
Federal Taxes/Fees	\$47,666,000
State and Local Taxes/Fees	\$18,469,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the New Hampshire Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$131,881,000
Pet Food Manufacturing*	\$24,248,000
Pet Services (e.g., grooming, boarding, etc.)*	\$74,750,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$63,645,000
Pet Sales	\$9,283,000
<b>Total</b>	<b>\$303,808,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the New Jersey Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$ 3,505,708,000
Value Added (gross state product)	\$ 1,840,025,000
Labor Income (salaries, wages, benefits)	\$ 1,228,094,000
Jobs (headcount)	24,678
Federal Taxes/Fees	\$ 300,406,000
State and Local Taxes/Fees	\$ 193,387,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the New Jersey Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$ 563,432,000
Pet Food Manufacturing*	\$ 585,181,000
Pet Services (e.g., grooming, boarding, etc.)*	\$ 302,300,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$ 391,988,000
Pet Sales	\$ 57,174,000
<b>Total</b>	<b>\$ 1,900,076,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the New Mexico Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$540,002,000
Value Added (gross state product)	\$278,070,000
Labor Income (salaries, wages, benefits)	\$187,248,000
Jobs (headcount)	5,311
Federal Taxes/Fees	\$38,993,000
State and Local Taxes/Fees	\$34,300,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the New Mexico Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$125,124,000
Pet Food Manufacturing*	\$23,636,000
Pet Services (e.g., grooming, boarding, etc.)*	\$64,800,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$93,670,000
Pet Sales	\$13,662,000
<b>Total</b>	<b>\$320,892,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the New York Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$6,460,291,000
Value Added (gross state product)	\$3,344,969,000
Labor Income (salaries, wages, benefits)	\$2,317,507,000
Jobs (headcount)	45,822
Federal Taxes/Fees	\$524,114,000
State and Local Taxes/Fees	\$413,449,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the New York Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$1,057,078,000
Pet Food Manufacturing*	\$1,061,303,000
Pet Services (e.g., grooming, boarding, etc.)*	\$324,895,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$889,447,000
Pet Sales	\$129,732,000
<b>Total</b>	<b>\$3,462,456,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the North Carolina Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$3,939,148,000
Value Added (gross state product)	\$1,974,608,000
Labor Income (salaries, wages, benefits)	\$1,250,858,000
Jobs (headcount)	32,359
Federal Taxes/Fees	\$280,534,000
State and Local Taxes/Fees	\$158,807,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the North Carolina Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$742,423,000
Pet Food Manufacturing*	\$444,484,000
Pet Services (e.g., grooming, boarding, etc.)*	\$275,424,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$472,622,000
Pet Sales	\$68,935,000
<b>Total</b>	<b>\$2,003,889,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the North Dakota Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$192,154,000
Value Added (gross state product)	\$105,786,000
Labor Income (salaries, wages, benefits)	\$72,517,000
Jobs (headcount)	1,797
Federal Taxes/Fees	\$30,946,000
State and Local Taxes/Fees	\$15,327,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the North Dakota Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$46,566,000
Pet Food Manufacturing*	\$2,990,000
Pet Services (e.g., grooming, boarding, etc.)*	\$19,083,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$38,545,000
Pet Sales	\$5,622,000
<b>Total</b>	<b>\$112,805,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Ohio Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$6,274,736,000
Value Added (gross state product)	\$2,974,952,000
Labor Income (salaries, wages, benefits)	\$1,702,964,000
Jobs (headcount)	40,693
Federal Taxes/Fees	\$393,312,000
State and Local Taxes/Fees	\$231,374,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Ohio Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$770,794,000
Pet Food Manufacturing*	\$1,596,002,000
Pet Services (e.g., grooming, boarding, etc.)*	\$295,926,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$566,429,000
Pet Sales	\$82,618,000
<b>Total</b>	<b>\$3,311,769,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Oklahoma Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,550,298,000
Value Added (gross state product)	\$991,516,000
Labor Income (salaries, wages, benefits)	\$555,855,000
Jobs (headcount)	13,930
Federal Taxes/Fees	\$133,411,000
State and Local Taxes/Fees	\$73,144,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Oklahoma Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$253,583,000
Pet Food Manufacturing*	\$948,013,000
Pet Services (e.g., grooming, boarding, etc.)*	\$81,737,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$180,252,000
Pet Sales	\$26,291,000
<b>Total</b>	<b>\$1,489,875,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Oregon Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$1,482,198,000
Value Added (gross state product)	\$766,025,000
Labor Income (salaries, wages, benefits)	\$555,455,000
Jobs (headcount)	14,331
Federal Taxes/Fees	\$119,117,000
State and Local Taxes/Fees	\$55,960,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Oregon Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$350,087,000
Pet Food Manufacturing*	\$60,391,000
Pet Services (e.g., grooming, boarding, etc.)*	\$98,536,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$190,980,000
Pet Sales	\$27,856,000
<b>Total</b>	<b>\$727,850,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Pennsylvania Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$8,248,629,000
Value Added (gross state product)	\$3,505,989,000
Labor Income (salaries, wages, benefits)	\$2,199,501,000
Jobs (headcount)	46,334
Federal Taxes/Fees	\$240,390,000
State and Local Taxes/Fees	\$104,199,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Pennsylvania Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$824,472,000
Pet Food Manufacturing*	\$2,666,579,000
Pet Services (e.g., grooming, boarding, etc.)*	\$328,113,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$609,389,000
Pet Sales	\$88,884,000
<b>Total</b>	<b>\$4,517,437,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Rhode Island Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$292,299,000
Value Added (gross state product)	\$171,274,000
Labor Income (salaries, wages, benefits)	\$120,418,000
Jobs (headcount)	2,896
Federal Taxes/Fees	\$26,909,000
State and Local Taxes/Fees	\$16,276,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Rhode Island Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$68,834,000
Pet Food Manufacturing*	\$3,886,000
Pet Services (e.g., grooming, boarding, etc.)*	\$20,133,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$50,104,000
Pet Sales	\$7,308,000
<b>Total</b>	<b>\$150,264,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the South Carolina Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,078,378,000
Value Added (gross state product)	\$924,395,000
Labor Income (salaries, wages, benefits)	\$556,331,000
Jobs (headcount)	14,822
Federal Taxes/Fees	\$127,968,000
State and Local Taxes/Fees	\$81,186,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the South Carolina Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$306,579,000
Pet Food Manufacturing*	\$548,880,000
Pet Services (e.g., grooming, boarding, etc.)*	\$125,427,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$228,429,000
Pet Sales	\$33,318,000
<b>Total</b>	<b>\$1,242,633,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the South Dakota Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$616,066,000
Value Added (gross state product)	\$190,995,000
Labor Income (salaries, wages, benefits)	\$143,501,000
Jobs (headcount)	3,196
Federal Taxes/Fees	\$29,207,000
State and Local Taxes/Fees	\$17,053,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the South Dakota Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$58,291,000
Pet Food Manufacturing*	\$235,268,000
Pet Services (e.g., grooming, boarding, etc.)*	\$15,493,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$41,737,000
Pet Sales	\$6,088,000
<b>Total</b>	<b>\$356,877,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Tennessee Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,655,072,000
Value Added (gross state product)	\$1,336,643,000
Labor Income (salaries, wages, benefits)	\$820,568,000
Jobs (headcount)	20,568
Federal Taxes/Fees	\$184,053,000
State and Local Taxes/Fees	\$109,101,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Tennessee Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$447,154,000
Pet Food Manufacturing*	\$501,075,000
Pet Services (e.g., grooming, boarding, etc.)*	\$139,739,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$311,118,000
Pet Sales	\$45,379,000
<b>Total</b>	<b>\$1,444,465,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Texas Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$9,980,835,000
Value Added (gross state product)	\$5,178,410,000
Labor Income (salaries, wages, benefits)	\$3,298,773,000
Jobs (headcount)	76,391
Federal Taxes/Fees	\$771,341,000
State and Local Taxes/Fees	\$458,723,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Texas Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$1,776,317,000
Pet Food Manufacturing*	\$975,512,000
Pet Services (e.g., grooming, boarding, etc.)*	\$770,645,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$1,158,446,000
Pet Sales	\$168,968,000
<b>Total</b>	<b>\$4,849,887,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Utah Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,047,022,000
Value Added (gross state product)	\$771,816,000
Labor Income (salaries, wages, benefits)	\$420,356,000
Jobs (headcount)	10,172
Federal Taxes/Fees	\$103,483,000
State and Local Taxes/Fees	\$53,558,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Utah Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$134,676,000
Pet Food Manufacturing*	\$783,460,000
Pet Services (e.g., grooming, boarding, etc.)*	\$84,501,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$114,472,000
Pet Sales	\$16,697,000
<b>Total</b>	<b>\$1,133,806,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Vermont Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$261,446,000
Value Added (gross state product)	\$130,650,000
Labor Income (salaries, wages, benefits)	\$89,924,000
Jobs (headcount)	2,454
Federal Taxes/Fees	\$19,276,000
State and Local Taxes/Fees	\$12,302,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Vermont Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$66,679,000
Pet Food Manufacturing*	\$23,335,000
Pet Services (e.g., grooming, boarding, etc.)*	\$22,248,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$31,338,000
Pet Sales	\$4,571,000
<b>Total</b>	<b>\$148,172,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Virginia Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$3,416,055,000
Value Added (gross state product)	\$1,842,299,000
Labor Income (salaries, wages, benefits)	\$1,185,995,000
Jobs (headcount)	28,794
Federal Taxes/Fees	\$273,786,000
State and Local Taxes/Fees	\$146,928,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Virginia Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$724,223,000
Pet Food Manufacturing*	\$410,598,000
Pet Services (e.g., grooming, boarding, etc.)*	\$261,874,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$382,020,000
Pet Sales	\$55,720,000
<b>Total</b>	<b>\$1,834,436,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Washington Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$2,850,585,000
Value Added (gross state product)	\$1,445,084,000
Labor Income (salaries, wages, benefits)	\$958,639,000
Jobs (headcount)	21,974
Federal Taxes/Fees	\$229,280,000
State and Local Taxes/Fees	\$137,746,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Washington Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$535,020,000
Pet Food Manufacturing*	\$309,795,000
Pet Services (e.g., grooming, boarding, etc.)*	\$260,816,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$335,502,000
Pet Sales	\$48,935,000
<b>Total</b>	<b>\$1,490,068,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the West Virginia Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$408,193,000
Value Added (gross state product)	\$215,057,000
Labor Income (salaries, wages, benefits)	\$140,808,000
Jobs (headcount)	4,370
Federal Taxes/Fees	\$29,691,000
State and Local Taxes/Fees	\$22,647,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the West Virginia Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$97,167,000
Pet Food Manufacturing*	\$18,924,000
Pet Services (e.g., grooming, boarding, etc.)*	\$27,327,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$90,318,000
Pet Sales	\$13,173,000
<b>Total</b>	<b>\$246,909,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Wisconsin Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$3,667,378,000
Value Added (gross state product)	\$1,547,867,000
Labor Income (salaries, wages, benefits)	\$921,556,000
Jobs (headcount)	22,427
Federal Taxes/Fees	\$214,622,000
State and Local Taxes/Fees	\$125,903,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Wisconsin Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$408,750,000
Pet Food Manufacturing*	\$1,096,777,000
Pet Services (e.g., grooming, boarding, etc.)*	\$192,875,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$285,208,000
Pet Sales	\$41,600,000
<b>Total</b>	<b>\$2,025,209,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

### Economic Impacts of the Wyoming Pet Industry, 2015

Description	Impact
Total Output (transactions)	\$171,018,000
Value Added (gross state product)	\$92,779,000
Labor Income (salaries, wages, benefits)	\$61,316,000
Jobs (headcount)	1,720
Federal Taxes/Fees	\$21,641,000
State and Local Taxes/Fees	\$13,419,000

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

### Direct Sales of the Wyoming Pet Industry, 2015

Market Segment	Sales
Veterinary Services#*	\$51,291,000
Pet Food Manufacturing*	\$2,183,000
Pet Services (e.g., grooming, boarding, etc.)*	\$19,071,000
Pet Products (e.g., leashes, cages, toys, etc.)^	\$28,150,000
Pet Sales	\$4,106,000
<b>Total</b>	<b>\$104,801,000</b>

Sources: GMU Center for Regional Analysis, U.S. Bureau of Labor Statistics, U.S. Census Bureau, Chmura Economics, IBIS World, American Pet Products Association, other industry sources, IMPLAN.

\*Estimates of sales by industry are adjusted slightly to balance state and national totals.

#Includes pet insurance, excludes non-pet veterinary services.

^Includes pet pharmaceuticals.

