

CHAPTER SEVEN

**Total Economic Impacts from the
Operations of Historic Sites
and Organizations**

INTRODUCTION AND SUMMARY

The previous chapter traced the profile and operations of the New Jersey historic sites and organizations. In addition to their vital cultural and preservation role, the state's historic sites and organizations make an important economic contribution. The economic benefits of the rehabilitation effected to and the visitor spending at the sites are discussed in Chapters Three and Five respectively. In addition, the New Jersey historic sites and organization generate, at the national level, about 1,400 jobs, \$33 million in income and \$43 million in gross domestic product annually. The state garners about half these benefits, as summarized below.

Annual Total Economic Impacts of the New Jersey Historic Sites and Organizations Net Spending[†] (\$25 Million)

	In New Jersey	Outside New Jersey	Total (U.S.)
Jobs (person years)	739	699	1,438
Income (\$000)	13,772	19,482	33,254
GDP/GSP (\$000)	20,034	22,995	43,029
Total Taxes (\$000)	6,446	7,159	13,605
Federal (\$000)	3,947	4,530	8,477
State (\$000)	1,369	1,415	2,784
Local (\$000)	1,130	1,214	2,344
In-State Wealth (\$000) (GSP Minus Federal Taxes)	16,087	—	—

GDP/GSP=Gross domestic product/Gross state product

[†] Net of outlays for capital purposes and visitor-supported revenues

THE DIRECT NET SPENDING OF THE NEW JERSEY HISTORIC SITES AND ORGANIZATIONS

The direct spending of New Jersey historic sites and organizations was detailed in the previous chapter, using the data developed by a survey administered by Rutgers University. The survey also generated data on economic impacts through questions on the expenditures as well as the revenues of the historic sites and organizations.

Expenditures:

1. What was your organization's annual budget for history-related activities?
2. Of the annual budget indicated in Question 1, approximately what percentage was spent on: labor compensation (e.g., staff salaries and benefits); nonlabor operating costs (e.g., utilities, routine building maintenance, small repairs, exhibition costs, internal and external program expenses, insurance outlays, etc.); capital expenditures (e.g., major repairs, rehabilitation, additions, and other capital outlays for major furnishings, HVAC, ADA access, etc.)?

Revenues (assumed in this instance to equal expenditures):

3. Of the annual budget indicated in question 1, approximately what percentage was funded by: Government; foundations and businesses/other contributions; endowment; visitor spending; all other sources (e.g., membership and education/program fees)?
4. Of total visitor revenues, approximately what percent was derived from: entry/tour; all other visitor revenues (e.g., gift and food purchases)?

The expenditure and revenue questions are *designed to avoid double counting* the economic impacts of historic preservation. We want to ascertain the economic impact *added* by the historic sites and organizations *over and above the economic* contributions of historic preservation already detailed in this study. In considering the added economic effects from historic sites and organizations, we must therefore exclude: 1) moneys the historic sites and organizations expend for rehabilitation; and 2) revenues they receive from visitors, since these have already been counted in the historic rehabilitation and heritage tourism projections respectively. This is accomplished as follows:

1. In tallying the expenditures of the historic sites and organizations, capital outlays are excluded since these have already been tallied as historic rehabilitation outlays.
2. In addition, visitor revenues are excluded from the budgets of the historic sites and organizations, since these are included in the calculation of total spending by heritage tourists.

These two subtractions leave the *net* spending of historic sites and organizations. The calculation proceeds as follows:

1. The total annual spending of the responding historic sites and organizations, is \$17 million.
2. Pyramiding from this figure to an estimated state order-of-magnitude total (to include nonresponding historic sites and organizations), the total annual statewide spending by New Jersey historic sites and organizations is \$36 million.
3. From the total \$36 million, we wish to derive the *net* spending—i.e., the amount not already included in the historic rehabilitation and heritage tourism components, respectively—as indicated above.
4. According to the survey, capital expenditures average 9 percent of total outlays, and on average 24 percent of revenues are derived from visitors (weighted percentage).
5. These respective percentages are applied to the estimated \$36 million in total statewide spending by New Jersey's historic sites and organizations.
6. The result is \$25 million.

Another way to look at the calculation:

- | | |
|---|--------------|
| A. Total estimated statewide spending by NJ historic sites and organizations | \$36 million |
| B. Estimated percentage of spending by NJ historic sites and organizations for capital purposes | 9 percent |
| C. Estimated percentage of spending by NJ historic sites and organizations for noncapital purposes (100%-B) | 91 percent |
| D. Total estimated statewide spending by NJ historic sites and organizations net of capital outlays (A x C) | \$33 million |
| E. Estimated percentage of revenues by NJ historic sites and organizations derived from visitors | 24 percent |
| F. Estimated percentage of revenues by NJ historic sites and organizations net of visitor contributions (100%-E) | 76 percent |
| G. Total estimated non-capital spending by New Jersey historic sites and organizations net of visitor contributions (D x F) | \$25 million |

The result of this calculation, \$25 million, represents the net direct spending by New Jersey's historic sites and organizations. This direct outlay must then be translated into the larger total economic consequences, encompassing multipliers or ripple effects. Application of the RSRC PC I-O model (explained in Chapter Three and Appendix C) shows the total economic benefits of New Jersey's historic sites and organizations in detail.

TOTAL ECONOMIC IMPACTS FROM THE OPERATIONS OF HISTORIC SITES AND ORGANIZATIONS

Nationwide Impacts

The details of the total economic effects from the operations of historic sites and organizations are shown in the accompanying exhibits (Exhibits 7.1 through 7.6). At the national level, Item 1 of Section II in Exhibit 7.1 shows that 692 jobs are generated directly by historic sites and organizations, creating \$10.8 million in labor income, and producing \$10.6 million in wealth (GDP). Exhibit 7.1 further reveals that the direct effect on labor income is greater than the direct effect on GDP, suggesting that unearned income is negative, i.e., that historic sites and organizations nationwide tend to lose rather than make money. For administrators of such facilities this finding is likely no surprise, but it does highlight a need for more external financial support. Although held down in part because of the operating losses, the low direct GDP/investment ratio (0.43)

also suggests a heavy use of imported goods to support the operations of historic sites and organizations. This phenomenon is attributed mainly to the gift shops, which sell items that are now largely produced overseas.

The multiplier effects of the operations of historic sites and organizations add 746 more jobs nationwide, \$22.5 million more in income, and \$32.4 million more in GDP. Therefore, the total nationwide economic impacts of New Jersey heritage tourism—the sum of its direct and indirect and induced effects—are 1,438 jobs (692 + 746), \$33.3 million in income (\$10.8 million + \$22.5 million), and \$43.0 million in GDP (\$10.6 million + \$32.4 million). In all instances, the indirect and induced effects exceed the direct effects (the traditional multipliers are greater than 2.0).

Interestingly the multipliers are lowest for jobs (2.079), relatively high for labor income (3.08), and even higher for GDP (4.049). This phenomenon is due to the relatively low pay of workers (often volunteers) at historic sites and organizations. The low average pay means that the income of these workers (\$15,603 on average) cannot induce many other jobs through household consumption. Nevertheless, the jobs that they do induce offer better wages than their own (an average of \$30,103). Hence, the income multiplier is much higher than the multiplier for jobs. Similarly, since historic sites and organizations tend to be nonprofit operations, they produce small amounts of GDP compared to other industries. As Exhibit 7.1 demonstrates, the wealth created per indirect worker is nearly three times as high that created per direct worker (\$43,433 versus \$15,358).

Nearly 62 percent of all of the jobs created are in the services industry. Most of these are direct jobs as revealed by the finer breakout of national economic impacts by industry in Exhibit 7.2. This exhibit shows that of the 891 jobs created in the services industry most (81 percent) reside in three industries: engineering and management services (average income per job = \$16,702); membership organizations (average income per job = \$15,800); and museums (average income per job = \$15,621). And an examination of Exhibit 7.3 shows that low-paying sales, service, and administrative support occupations comprise nearly 56 percent of jobs founded by the operation of New Jersey museums and historic sites. Blue-collar occupations (agricultural and related, and other skilled labor) make up 18 percent of the jobs. Writers, artists, social scientists, and technicians (professions at the lower end of the pay scale) comprise another 10 percent of the jobs. Only 16 percent of all jobs generated by the historic sites and museums are high-paying managerial jobs; and only 24 percent of these 229 jobs are management support occupations.

A different perspective of the national economic effects from the operations of historic sites and organizations is presented at the bottom of Exhibit 7.1. Here, the effects per one million dollars of initial expenditure (by the sites/organizations) are detailed. This exhibit shows that every one million dollars in spending results in an additional 58 jobs, \$1.3 million in income and \$1.7 million in GDP—effects that are quite “competitive” with the effects per one million dollars of initial outlay for historic rehabilitation. However, the return on the investment in terms of state and federal government tax revenues is substantially lower compared to the returns yielded by the other forms of New Jersey historic economic activity. This phenomenon is, again, due to the nonprofit (and hence usually nontaxable) nature of the historic sites and organizations.

State-Level Impacts

Exhibits 7.4 through 7.6 present the effects of the \$25 million in spending by New Jersey's historic sites and organizations to the state itself. Item 1 in Section II of Exhibit 7.4 shows that New Jersey retains 79 percent of the direct jobs (692 jobs) created nationwide in support of its historic organizations and sites. Although higher than the percentage for heritage tourism direct jobs, this percentage is lower than the 93 percent of direct jobs garnered by historic building rehabilitation. Much of the spending by these historic sites and organizations is on items that, although purchased at retailers in the state, are produced outside of the state (e.g., gifts, educational material, snack foods). New Jersey retains an even lower proportion of the indirect and induced employment impacts—only about 25 percent. Again its status as a suburb to New York City and Philadelphia helps to explain this phenomenon.

In sum, through its historic sites and organizations New Jersey gains 739 jobs (51 percent of the total 1,438 jobs generated nationally), \$13.8 million in income (41 percent of the \$33.3 million in income generated nationally), and \$20.0 million in wealth (46.6 percent of the \$43.0 million added to national GDP). The state multiplier effects (measured by subtracting one from the multipliers)¹ range between 29 and 32 percent of the national multipliers (Exhibits 7.1 and 7.4).

Hence, the economic benefits of New Jersey's historic sites and organizations that accrue to the state are concentrated in the direct effects. As mentioned earlier, the jobs that are created are relatively low-paying. At \$18,636, the average income per job in New Jersey generated through the operation of historic sites and organizations is somewhat below that the national average—\$23,125 per job. Even the indirect jobs which New Jersey gains, do not pay all that well on average—\$27,437 per job—compared to the national average of \$31,014 per job.

Finer grained detail of state impacts by industry (Exhibit 7.5) and occupation (Exhibit 7.6) reflect stronger concentrations than those noted at the national level. Of the 739 jobs derived statewide via the operation of New Jersey's historic sites and organizations, 82 percent are in the services industry. Of these 608 services jobs, 91 percent (555 jobs) are in three industries: membership organizations; engineering and management services; and museums, botanical-zoological gardens. Printing and publishing is the New Jersey manufacturing industry that is most affected, but the impact on it is relatively small (20 jobs). The state's eating and drinking establishments receive a similarly small impact.

¹ Multipliers are defined as the sum of direct, indirect, and induced effects divided by the direct effects. Since direct effects are in both the numerator and denominator, multipliers can alternatively be defined as one plus the sum of indirect and induced effects divided by the direct effects. Hence by subtracting one we get only the multiplier effect itself, which is the sum of indirect and induced effects divided by the direct effects.

Exhibit 7.1
National Economic and Tax Impacts of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

	Economic Component		
	Employment (jobs)	Income (000\$)	Gross Domestic Product (000\$)
I. TOTAL EFFECTS (Direct and Indirect/Induced)*			
Private			
1. Agriculture	2	228	383
2. Agri. Serv., Forestry, & Fish	4	97	122
3. Mining	3	160	634
4. Construction	21	788	829
5. Manufacturing	148	5,695	7,992
6. Transport. & Public Utilities	43	2,188	4,138
7. Wholesale	14	613	1,597
8. Retail Trade	162	2,968	3,399
9. Finance, Ins., & Real Estate	100	3,540	6,422
10. Services	891	16,094	16,647
Private Subtotal	1,388	32,370	42,162
Public			
11. Government	50	884	868
Total Effects (Private and Public)	1,438	33,254	43,029
II. DISTRIBUTION OF EFFECTS/MULTIPLIER			
1. Direct Effects	692	10,797	10,628
2. Indirect and Induced Effects	746	22,457	32,401
3. Total Effects	1,438	33,254	43,029
4. Multipliers (3÷1)	2.079	3.080	4.049
III. COMPOSITION OF GROSS DOMESTIC PRODUCT			
1. Wages--Net of Taxes			30,088
2. Taxes			
a. Local			2,344
b. State			2,784
c. Federal			
General			4,948
Social Security			3,528
Federal Subtotal			8,477
d. Total taxes (2a+2b+2c)			13,605
3. Profits, dividends, rents, and other			(663)
4. Total Gross Domestic Product (1+2+3)			43,029
EFFECTS PER MILLION DOLLARS OF INITIAL EXPENDITURE			
Employment (Jobs)			57.5
Income			\$1,330,152
State Taxes			\$111,341
Local Taxes			\$93,779
Gross Domestic Product			\$1,721,179

Note: Detail may not sum to totals due to rounding.

*Terms:

Direct Effect (National)—the amount of goods and services purchased in the nation.

Indirect Effects—the value of goods and services needed to support the provision of those direct economic effects.

Induced Effects—the value of goods and services needed by households that provide the direct and indirect labor.

Source: Rutgers University Center for Urban Policy Research, 1997.

Exhibit 7.2
National Economic Impacts of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

INDUSTRY	Industry Component		
	Employment (jobs)	Income (\$000)	Gross Domestic Product (\$000)
Agriculture	2	228	383
Dairy Prod., Poultry, & Eggs	0	39	53
Meat Animals & Misc. Livestock	1	58	73
Cotton	0	5	7
Grains & Misc. Crops	1	91	180
Tobacco	0	14	22
Fruits, Nuts, & Vegetables	0	8	28
Forest Prod.	0	3	7
Greenhouse & Nursery Prod.	0	10	13
Agri. Serv., Forestry, & Fish	4	97	122
Agri. Services (07)	3	45	47
Forestry (08)	1	4	24
Fishing, Hunting, & Trapping (09)	1	48	51
Mining	3	160	634
Metal Mining (10)	0	16	19
Coal Mining (12)	0	0	0
Oil & Gas Extraction (13)	2	133	595
Nonmetal Min.-Ex. Fuels (14)	0	11	20
Construction	21	788	829
General Bldg. Contractors (15)	4	173	182
Heavy Const. Contractors (16)	2	96	101
Special Trade Contractors (17)	14	519	546
Manufacturing	148	5,695	7,992
Food & Kindred Prod. (20)	12	447	711
Tobacco Manufactures (21)	0	15	73
Textile Mill Prod. (22)	4	104	147
Apparel & Other Prod. (23)	8	141	153
Lumber & Wood Prod. (24)	3	100	153
Furniture & Fixtures (25)	3	68	80
Paper & Allied Prod. (26)	9	512	846
Printing & Publishing (27)	65	2,240	2,969
Chemicals & Allied Prod. (28)	5	326	525
Petroleum & Coal Prod. (29)	1	90	283
Rubber & Misc. Plastics (30)	6	235	269
Leather & Leather Prod. (31)	2	39	47
Stone, Clay, & Glass (32)	2	83	100
Primary Metal Prod. (33)	3	153	171
Fabricated Metal Prod. (34)	6	241	313
Machinery, Except Elec. (35)	4	181	218
Electric & Elec. Equip. (36)	4	152	228
Transportation Equipment (37)	6	341	437
Instruments & Rel. Prod. (38)	4	166	177
Misc. Manufacturing Ind's. (39)	2	62	91

Exhibit 7.2 (continued)
National Economic Impacts of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

INDUSTRY	Industry Component		
	Employment (jobs)	Income (\$000)	Gross Domestic Product (\$000)
Transport. & Public Utilities	43	2,188	4,138
Railroad Transportation (40)	2	93	149
Local Pass. Transit (41)	5	118	132
Trucking & Warehousing (42)	9	341	357
Water Transportation (44)	1	34	52
Transportation by Air (45)	5	302	400
Pipe Lines-Ex. Nat. Gas (46)	0	8	40
Transportation Services (47)	2	96	105
Communication (48)	11	686	1,392
Elec., Gas, & Sanitary Serv. (49)	9	510	1,510
Wholesale	14	613	1,597
Whlsale-Durable Goods (50)	4	206	675
Whlsale-Nondurable Goods (51)	10	407	922
Retail Trade	162	2,968	3,399
Bldg. Mat.-Garden Supply (52)	6	174	192
General Merch. Stores (53)	15	251	369
Food Stores (54)	13	260	291
Auto. Dealers-Serv. Stat. (55)	16	450	503
Apparel & Access. Stores (56)	7	113	176
Furniture & Home Furnish. (57)	2	71	87
Eating & Drinking Places (58)	75	1,059	1,239
Miscellaneous Retail (59)	28	590	543
Finance, Ins., & Real Estate	100	3,540	6,422
Banking (60)	12	448	809
Nondep. Credit Institut. (61)	11	387	348
Security, Comm. Brokers (62)	5	366	505
Insurance Carriers (63)	13	571	613
Ins. Agents, Brokers (64)	22	834	876
Real Estate (65)	14	112	2,530
Holding and Invest. Off. (67)	23	823	741
Services	891	16,094	16,647
Hotels & Other Lodging (70)	21	358	673
Personal Services (72)	21	380	406
Business Services (73)	59	1,585	1,745
Auto Repair, Serv., Garages (75)	13	453	530
Misc. Repair Services (76)	10	258	271
Motion Pictures (78)	8	167	154
Amusement & Recreation (79)	8	211	240
Health Services (80)	13	426	452
Legal Services (81)	5	333	369
Educational Services (82)	6	117	127
Social Services (83)	6	82	92
Museums, Botan.-Zoo. Gardens (84)	119	1,859	1,830
Membership Organizations (86)	261	4,124	4,057
Engineer. & Manage. Serv. (87)	342	5,712	5,670
Miscellaneous Services (89)	1	29	30

Government	50	884	868
Total	1,438	33,254	43,029

Note: Detail may not sum to totals due to rounding.

Exhibit 7.3
National Employment Impacts by Occupation of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

OCCUPATION TITLE	Employment (jobs)
Total, All Occupations	1,438
Exec., Admin., and Management Occupations	229
Managerial and Administrative Occupations	174
Management Support Occupations	55
Professional Specialty Occupations	108
Engineers	5
Architects and Surveyors	1
Life Scientists	1
Computer, Math, and Operations Res. Analysts	5
Physical Scientists	1
Social Scientists	2
Social, Recreational, and Relig. Workers	8
Lawyers and Judicial Workers	6
Teachers, Librarians, and Counselors	15
Health Diagnosing Occupations	4
Health Assessment & Treating Occupations	11
Writers, Artists, and Entertainers	35
All Other Professional Workers	14
Technicians and Related Support Occupations	33
Health Technicians and Technologists	11
Engineering & Science Technicians & Technologists	8
Technicians, Except Health and Engin. & Science	14
Marketing and Sales Occupations	152
Cashiers	20
Counter and Rental Clerks	4
Insurance Sales Workers	5
Real Estate Agents, Brokers, & Appraisers	2
Salespersons, Retail	25
Securities and Financial Service Sales Workers	2
Stock Clerks, Sales Floor	7
Travel Agents	20
All Other Sales and Related Workers	67
Administrative Support Occupations, incl. Clerical	480
Adjusters, Investigators, & Collectors	11
Communications Equipment Operators	8
Computer & Peripheral Equipment Operators	4
Financial Records Processing Occupations	47
Information Clerks	63
Mail Clerks and Messengers	8
Postal Clerks and Mail Carriers	27

Mat'l Record., Sched., Dispatch, & Distrib. Occs.	23
Records Processing Occupations, except Financial	11
Secretaries, Stenographers, and Typists	117
Other Clerical and Administrative Support Workers	162

Exhibit 7.3 (continued)
National Employment Impacts by Occupation of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

OCCUPATION TITLE	<u>Employment</u> (jobs)
Service Occupations	173
Cleaning & Building Service Occs., except Private	37
Food Preparation and Service Occupations	89
Health Service Occupations	7
Personal Service Occupations	14
Protective Service Occupations	11
All Other Service Workers	15
Agric., Forestry, Fishing, & Related Occupations	45
Animal Caretakers, except Farm	31
Farm Occupations	3
Farm Operators and Managers	1
Fishers, Hunters, and Trappers	0
Forestry and Logging Occupations	1
Gardeners & Groundskeepers, except farm	8
Supervisors, Farming, Forestry, & Agricul. Occs.	0
All Other Agric., Forestry, Fishing, & Rel. Workers	3
Precision Production, Craft, & Repair Occupations	88
Blue-collar Worker Supervisors	13
Construction Trades	12
Extractive and Related Workers, Incl. Blasters	1
Mechanics, Installers, and Repairers	39
Production Occupations, Precision	21
Plant and System Occupations	2
Operators, Fabricators, and Laborers	130
Mach. Setters, Set-up Ops, Operators, & Tenders	49
Hand Workers, incl. Assemblers & Fabricators	12
Transp. & Material Moving Machine & Vehicle Ops.	36
Helpers, Laborers, & Material Movers, Hand	33

Note: Detail may not sum to totals due to rounding.

Exhibit 7.4
In-State Economic Impacts of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

	Economic Component		
	Employment (jobs)	Income (000\$)	Gross State Product (000\$)
I. TOTAL EFFECTS (Direct and Indirect/Induced)*			
Private			
1. Agriculture	0	1	4
2. Agri. Serv., Forestry, & Fish	1	14	27
3. Mining	0	2	3
4. Construction	11	457	514
5. Manufacturing	32	983	1,660
6. Transport. & Public Utilities	11	350	943
7. Wholesale	4	310	641
8. Retail Trade	42	840	1,257
9. Finance, Ins., & Real Estate	16	675	2,134
10. Services	608	9,801	12,490
Private Subtotal	723	13,434	19,670
Public			
11. Government	<u>15</u>	<u>339</u>	<u>364</u>
Total Effects (Private and Public)	739	13,772	20,034
II. DISTRIBUTION OF EFFECTS/MULTIPLIER			
1. Direct Effects	548	8,559	10,628
2. Indirect and Induced Effects	<u>190</u>	<u>5,213</u>	<u>9,406</u>
3. Total Effects	739	13,772	20,034
4. Multipliers (3÷1)	1.347	1.609	1.885
III. COMPOSITION OF GROSS STATE PRODUCT			
1. Wages--Net of Taxes			12,108
2. Taxes			
a. Local			1,130
b. State			1,369
c. Federal			
General			2,304
Social Security			1,643
Federal Subtotal			3,947
d. Total taxes (2a+2b+2c)			6,446
3. Profits, dividends, rents, and other			1,480
4. Total Gross State Product (1+2+3)			20,034
EFFECTS PER MILLION DOLLARS OF INITIAL EXPENDITURE			
Employment (Jobs)			29.5
Income			\$550,896
State Taxes			\$54,767
Local Taxes			\$45,194
Gross State Product			\$801,341

Note: Detail may not sum to totals due to rounding.

*Terms:

Direct Effect (State)—the amount of goods and services purchased in New Jersey.

Indirect Effects—the value of goods and services needed to support the provision of those direct economic effects.
 Induced Effects—the value of goods and services needed by households that provide the direct and indirect labor.

Source: Rutgers University Center for Urban Policy Research, 1997.

Exhibit 7.5
In-State Economic Impacts of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

INDUSTRY	Industry Component		
	Employment (jobs)	Income (\$000)	Gross State Product (\$000)
Agriculture	0	1	4
Dairy Prod., Poultry, & Eggs	0	0	0
Meat Animals & Misc. Livestock	0	0	0
Cotton	0	0	0
Grains & Misc. Crops	0	0	1
Tobacco	0	0	0
Fruits, Nuts, & Vegetables	0	0	0
Forest Prod.	0	0	0
Greenhouse & Nursery Prod.	0	1	2
Agri. Serv., Forestry, & Fish	1	14	27
Agri. Services (07)	1	12	16
Forestry (08)	0	0	1
Fishing, Hunting, & Trapping (09)	0	2	10
Mining	0	2	3
Metal Mining (10)	0	0	0
Coal Mining (12)	0	0	0
Oil & Gas Extraction (13)	0	0	0
Nonmetal Min.-Ex. Fuels (14)	0	2	3
Construction	11	457	514
General Bldg. Contractors (15)	3	102	126
Heavy Const. Contractors (16)	1	55	58
Special Trade Contractors (17)	8	301	330
Manufacturing	32	983	1,660
Food & Kindred Prod. (20)	2	63	170
Tobacco Manufactures (21)	0	0	0
Textile Mill Prod. (22)	0	8	11
Apparel & Other Prod. (23)	1	18	31
Lumber & Wood Prod. (24)	0	5	8
Furniture & Fixtures (25)	0	5	7
Paper & Allied Prod. (26)	1	36	69
Printing & Publishing (27)	20	591	829
Chemicals & Allied Prod. (28)	1	55	113
Petroleum & Coal Prod. (29)	1	29	123
Rubber & Misc. Plastics (30)	0	13	21
Leather & Leather Prod. (31)	0	1	2
Stone, Clay, & Glass (32)	1	20	34
Primary Metal Prod. (33)	0	10	16
Fabricated Metal Prod. (34)	1	45	70
Machinery, Except Elec. (35)	0	16	25
Electric & Elec. Equip. (36)	1	18	28
Transportation Equipment (37)	0	22	44

Instruments & Rel. Prod. (38)	0	15	35
Misc. Manufacturing Ind's. (39)	0	13	22

Exhibit 7.5 (continued)
In-State Economic Impacts of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

INDUSTRY	Industry Component		
	Employment (jobs)	Income (\$000)	Gross State Product (\$000)
Transport. & Public Utilities	11	350	943
Railroad Transportation (40)	0	3	5
Local Pass. Transit (41)	2	38	52
Trucking & Warehousing (42)	2	46	84
Water Transportation (44)	0	8	11
Transportation by Air (45)	1	44	92
Pipe Lines-Ex. Nat. Gas (46)	0	0	0
Transportation Services (47)	1	24	37
Communication (48)	3	155	529
Elec., Gas, & Sanitary Serv. (49)	2	33	132
Wholesale	4	310	641
Wholesale-Durable Goods (50)	1	68	186
Wholesale-Nondurable Goods (51)	2	242	455
Retail Trade	42	840	1,257
Bldg. Mat.-Garden Supply (52)	2	41	65
General Merch. Stores (53)	5	83	154
Food Stores (54)	4	78	119
Auto. Dealers-Serv. Stat. (55)	3	108	159
Apparel & Access. Stores (56)	2	40	84
Furniture & Home Furnish. (57)	1	22	40
Eating & Drinking Places (58)	18	322	424
Miscellaneous Retail (59)	7	148	212
Finance, Ins., & Real Estate	16	675	2,134
Banking (60)	3	130	263
Nondep. Credit Institut. (61)	2	84	91
Security, Comm. Brokers (62)	1	47	51
Insurance Carriers (63)	3	167	178
Ins. Agents, Brokers (64)	1	23	41
Real Estate (65)	6	157	1,436
Holding and Invest. Off. (67)	1	68	74
Services	608	9,801	12,490
Hotels & Other Lodging (70)	13	257	378
Personal Services (72)	6	115	165
Business Services (73)	18	169	244
Auto Repair, Serv., Garages (75)	3	102	246
Misc. Repair Services (76)	2	37	78
Motion Pictures (78)	1	17	27
Amusement & Recreation (79)	2	69	81
Health Services (80)	3	124	147
Legal Services (81)	2	102	135
Educational Services (82)	2	47	53
Social Services (83)	0	13	22
Museums, Botan.-Zoo. Gardens (84)	44	683	848
Membership Organizations (86)	248	3,899	4,835
Engineer. & Manage. Serv. (87)	263	4,160	5,221

Miscellaneous Services (89)	0	7	10
Government	15	339	364
Total	739	13,772	20,034

Note: Detail may not sum to totals due to rounding.

Exhibit 7.6
In-state Employment Impacts by Occupation of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

OCCUPATION TITLE	Employment (jobs)
Total, All Occupations	739
Exec., Admin., and Management Occupations	136
Managerial and Administrative Occupations	106
Management Support Occupations	29
Professional Specialty Occupations	64
Engineers	2
Architects and Surveyors	1
Life Scientists	1
Computer, Math, and Operations Res. Analysts	2
Physical Scientists	0
Social Scientists	1
Social, Recreational, and Relig. Workers	5
Lawyers and Judicial Workers	4
Teachers, Librarians, and Counselors	8
Health Diagnosing Occupations	2
Health Assessment & Treating Occupations	7
Writers, Artists, and Entertainers	21
All Other Professional Workers	9
Technicians and Related Support Occupations	17
Health Technicians and Technologists	5
Engineering & Science Technicians & Technologists	4
Technicians, Except Health and Engin. & Science	8
Marketing and Sales Occupations	75
Cashiers	8
Counter and Rental Clerks	1
Insurance Sales Workers	1
Real Estate Agents, Brokers, & Appraisers	1
Salespersons, Retail	7
Securities and Financial Service Sales Workers	0
Stock Clerks, Sales Floor	2
Travel Agents	15
All Other Sales and Related Workers	41
Administrative Support Occupations, incl. Clerical	282
Adjusters, Investigators, & Collectors	2
Communications Equipment Operators	5
Computer & Peripheral Equipment Operators	2
Financial Records Processing Occupations	27
Information Clerks	44
Mail Clerks and Messengers	5
Postal Clerks and Mail Carriers	7

Mat'l Record., Sched., Dispatch, & Distrib. Occs.	11
Records Processing Occupations, except Financial	5
Secretaries, Stenographers, and Typists	79
Other Clerical and Administrative Support Workers	97

Exhibit 7.6 (continued)
In-state Employment Impacts by Occupation of Annual Spending by
New Jersey Historic Sites / Organizations (\$25 Million)

OCCUPATION TITLE	Employment (jobs)
Service Occupations	70
Cleaning & Building Service Occs., except Private	17
Food Preparation and Service Occupations	32
Health Service Occupations	2
Personal Service Occupations	6
Protective Service Occupations	5
All Other Service Workers	9
Agric., Forestry, Fishing, & Related Occupations	32
Animal Caretakers, except Farm	24
Farm Occupations	1
Farm Operators and Managers	0
Fishers, Hunters, and Trappers	0
Forestry and Logging Occupations	0
Gardeners & Groundskeepers, except farm	5
Supervisors, Farming, Forestry, & Agricul. Occs.	0
All Other Agric., Forestry, Fishing, & Rel. Workers	2
Precision Production, Craft, & Repair Occupations	29
Blue-collar Worker Supervisors	5
Construction Trades	5
Extractive and Related Workers, Incl. Blasters	0
Mechanics, Installers, and Repairers	14
Production Occupations, Precision	5
Plant and System Occupations	0
Operators, Fabricators, and Laborers	36
Mach. Setters, Set-up Ops, Operators, & Tenders	11
Hand Workers, incl. Assemblers & Fabricators	2
Transp. & Material Moving Machine & Vehicle Ops.	12
Helpers, Laborers, & Material Movers, Hand	10

Note: Detail may not sum to totals due to rounding.