

The Economic and Fiscal Impact of the Retail Sector on the State of Illinois in 2022

**Prepared for The Illinois Retail
Merchants Association**

Final Report

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Executive Summary

The Illinois Retail Merchants Association (IRMA) is the leading advocate for retail businesses in Illinois. It advocates for retail business interests at the state, county, and city levels across Illinois. Additionally, IRMA offers its members a variety of group programs designed to connect them with important services.

In this report, economic impacts are described in terms of direct, indirect, and total impacts. Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees. These direct effects indirectly impact the local economy as direct sales generated by the retail sector circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct sales, direct jobs, and direct earnings in Illinois and the indirect sales, jobs, and earnings created by the money flowing through the Illinois economy constitute the total economic impacts of the retail sector on the Illinois economy.

It is clear from the findings detailed within this report that the Retail Trade sector is a major contributor to the Illinois economy. The economic impact of the retail sector comes from the sales of goods and services to consumers and businesses, as well as through the employees who earn a living working for firms in the retail sector.

Table 1 displays the total economic impact of the operations of the retail sector in Illinois in 2022. The sector itself had \$195.2 billion in direct sales which generated a further \$245.7 billion in indirect sales for a total economic impact on sales of nearly \$441.0 billion. The retail sector employed 1.3 million workers in 2022 which led to nearly 1.1 million indirect jobs for a total of 2.4 million jobs. The jobs were paid \$141.6 billion in total earnings, of which \$60.4 billion was paid to those directly employed by the retail sector, and \$81.1 billion was paid to the indirect jobs supported by the retail sector.

Table 1: Total Economic Impact of Retail Sector in Illinois (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$195,236,280,801	1,335,272	\$60,414,305,912
Indirect	\$245,727,336,091	1,074,641	\$81,144,401,543
Total	\$440,963,616,892	2,409,913	\$141,558,707,455

Source: Economics Center analysis.

In addition to contributing to sales, jobs, and earnings, retail firms also contribute to Illinoisans' well-being by creating tax revenue. Beyond the transactions that are subject to sales tax, the fiscal impact of the Illinois retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees when they spend their earnings.

Table 2 details the total income tax, general sales tax, and grocery sales tax estimates for the retail sector, as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed \$3.6 billion in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$3.7 billion was paid between income and sales tax. The retail industry generated \$7.3 billion in taxes through its employment and the indirect employment it supports.

Table 2: Fiscal Impact of Retail Sector in Illinois (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Direct	\$2,484,294,783	\$1,065,509,549	\$57,101,018	\$3,606,905,350
Indirect	\$2,686,018,977	\$972,069,245	\$53,325,159	\$3,711,413,381
Total	\$5,170,313,760	\$2,037,578,794	\$110,426,177	\$7,318,318,731

Source: Economics Center analysis.

The retail sector employed more people in the State of Illinois than any other industry.

- Retail was third only to Manufacturing and Financial Services in terms of sales generated during 2022.
- Retail comprised approximately 23.5 percent of all private sector jobs in Illinois and 12.3 percent of all sales in the State's economy, in 2022. Retail is the largest employer in Illinois; it employed nearly as many as the next two largest employers, health care and manufacturing (1,393,643).
- Overall, establishments engaged in Illinois's retail sector generated a combined direct and indirect total sales impact of \$441.0 billion, which supported 2.4 million jobs, with earnings totaling \$141.6 billion in Illinois's economy during 2022.
- The wages paid by retail resulted in \$2.5 billion in income tax revenue for Illinois. The wages of jobs indirectly supported by the sector led to an estimated \$2.7 billion in income tax revenue for the state government.
- The purchases that resulted from the direct and indirect wages earned by workers directly and indirectly supported by the retail sector generated more than \$2.0 billion in sales tax revenue for the State of Illinois and county and local governments.
- For comparison, the total state tax collections in Illinois in 2022 were \$64.3 billion¹, so the wages and spending of retail employees and the indirect jobs supported by retail contributed more than 10 percent of the state's tax revenue.
- In terms of state gross domestic product, retail contributed approximately \$111.6 billion, which accounted for 10.9 percent of the total 2022 \$1.0 trillion.^{2,3,4}

¹ (U.S. Census Bureau 2024)

² Gross domestic product differs from sales in that GDP only takes into account the value added of each sale.

³ State GDP data is unavailable for the retail cannabis industry.

⁴ Illinois retail GDP data comes from Lightcast and total Illinois GDP comes from the BEA.

Introduction

The Illinois Retail Merchants Association (IRMA) is the leading advocate for retail businesses in the state of Illinois. IRMA advocates for retail business interest at the state, county, and city levels across Illinois. Additionally, IRMA offers its members a variety of group programs designed to connect them with important services.

In this report, economic impacts are described in terms of direct, indirect, and total impacts. Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees. These direct effects indirectly impact the local economy as the direct sales generated by the retail sector circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct sales, direct jobs, and direct earnings in Illinois and the indirect sales, jobs, and earnings created by the money flowing through the Illinois economy constitute the total economic impacts of the retail sector on the Illinois economy.

It is clear from the findings detailed within this report that the retail sector substantially contributes to the Illinois economy. The economic impact of the retail sector comes from the sales of services to consumers and businesses, as well as through the employees who earn a living working for firms in the retail sector.

Methodology

Definition of Retail Trade

This report defines retail more broadly than the two two-digit North American Industry Classification System (NAICS) codes for retail trade (44 and 45). The two-digit level is the broadest NAICS classification and is referred to by NAICS as sectors. The next level of finer classification is the three-digit level which is referred to as subsectors. The groupings are then called industry groups, NAICS industries, and national industries for four-, five-, and six-digit classifications respectively.

The definition of retail used in this report includes industries from many other sectors. IRMA supplied The Economics Center with a list of the NAICS codes that applied to their members. The Economics Center then pared down the list to exclude industries where sales were not primarily to the public for final consumption. Industries that sold services to consumers and not just goods retailers have been included in the analysis detailed in this report. A full list of all national industries included in this report can be found in Table A 1, in the Appendix. In a report on the economic impact of retail trade published for the National Retail Federation, PwC used a retail definition that included food services and drinking places. In line with the National Retail Federation and PwC, the Economics Center will present results for subsectors of the retail sector (NAICS 44 and 45) along with the food services and drinking places subsector (NAICS 722) in the body of the main report and tables for the auxiliary subsectors will be included in the appendix.

Results will be presented either at the sector level or the subsector level. The subsectors presented in the main body of this report include:

- motor vehicle and parts dealers
- building materials and garden equipment and supplies dealers

- food and beverage stores
- furniture, home furnishings, electronics, and appliance retailers
- general merchandise retailers
- health and personal care retailers
- gasoline stations and fuel vendors
- clothing, clothing accessories, shoes, jewelry, luggage and leather goods retailers
- sporting goods, hobby, musical instrument, book, and miscellaneous retailers
- food services and drinking places

The retail portion of the Cannabis industry was included in the economic impact and the fiscal impact of wages paid, but no other parts of the analysis. Retail sales come from publicly available data from the Illinois Cannabis Regulation Oversight Office⁵. Jobs and wages were estimated using information provided in two reports published by Vangst, a cannabis staffing platform.⁶ Per the US Census Bureau, the NAICS code for Cannabis retailers is 459991, so the multipliers for this industry are used to calculate indirect effects.

Economic Impact

An economic impact analysis measures the effect of sales generated by an industry on the surrounding community. The total economic impact is the sum of the direct and indirect impact. The direct impact is the sales, employment, and earnings that are directly attributable to the retail sector. The indirect impact is the additional economic impact resulting from increased demand, income, and jobs within other industries, or the inter-industry linkages. The direct impact has ripple effects due to increased household income and spending, which are referred to as induced impacts. Induced impacts are included within indirect impacts for purposes of this analysis.

The Economics Center sourced sales, jobs, and wage data from Lightcast, a leading provider of economic and labor market data that is aggregated from multiple sources to provide a complete and current view of the economy and/or labor market.

The sales were used in an input-output model that uses multipliers to represent the inter-industry linkages and household economic relationships. Multipliers are used to determine the total economic impact when applied to the direct impact. These multipliers are location, industry, and time-specific and were obtained from Lightcast.

Fiscal Impact

The fiscal impact of the retail represents the tax revenue generated for the State of Illinois, including the income tax revenue resulting from the wages directly and indirectly generated by the retail as well as the sales tax revenue resulting from the spending of those wages. The fiscal impact comprises state income tax revenue as well as state sales tax revenue. The

⁵ (Illinois Cannabis Regulation Oversight Office n.d.)

⁶ (Barcott and Whitney 2024) and (Vangst 2024)

estimated fiscal impact is based on the average annual earnings per job. All fiscal impacts are calculated using the most recent, applicable tax rates for the State of Illinois.

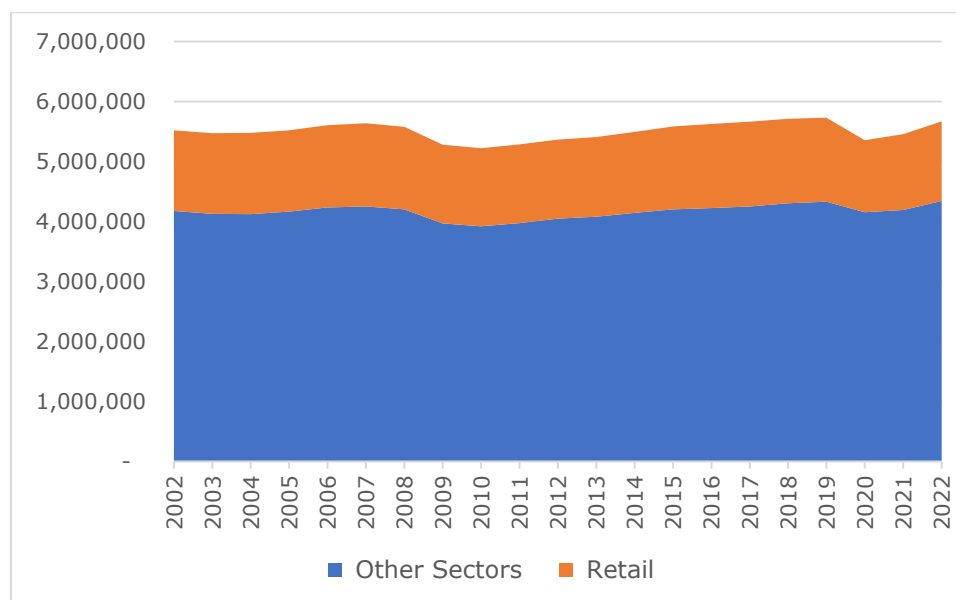
Sales tax revenues from the spending of wages were calculated by using consumer expenditure data from the Midwest. The share of income spent on goods that were subject to sales tax was then used to develop an estimate of sales tax revenues per person.

Retail Labor Market Outlook

Retail Employment Relative to Total Illinois Employment

Figure 1 presents the total retail jobs in Illinois as a share of the total jobs in Illinois from 2002-2022. On average, retail makes up approximately one in four (23.4%) of the total private sector jobs in the state of Illinois, and from year to year, the share does not vary too far from that average as retail jobs tend to follow the business cycle trends in the total jobs closely.

Figure 1: Retail Share of Total Private Sector Illinois Jobs 2002-2022



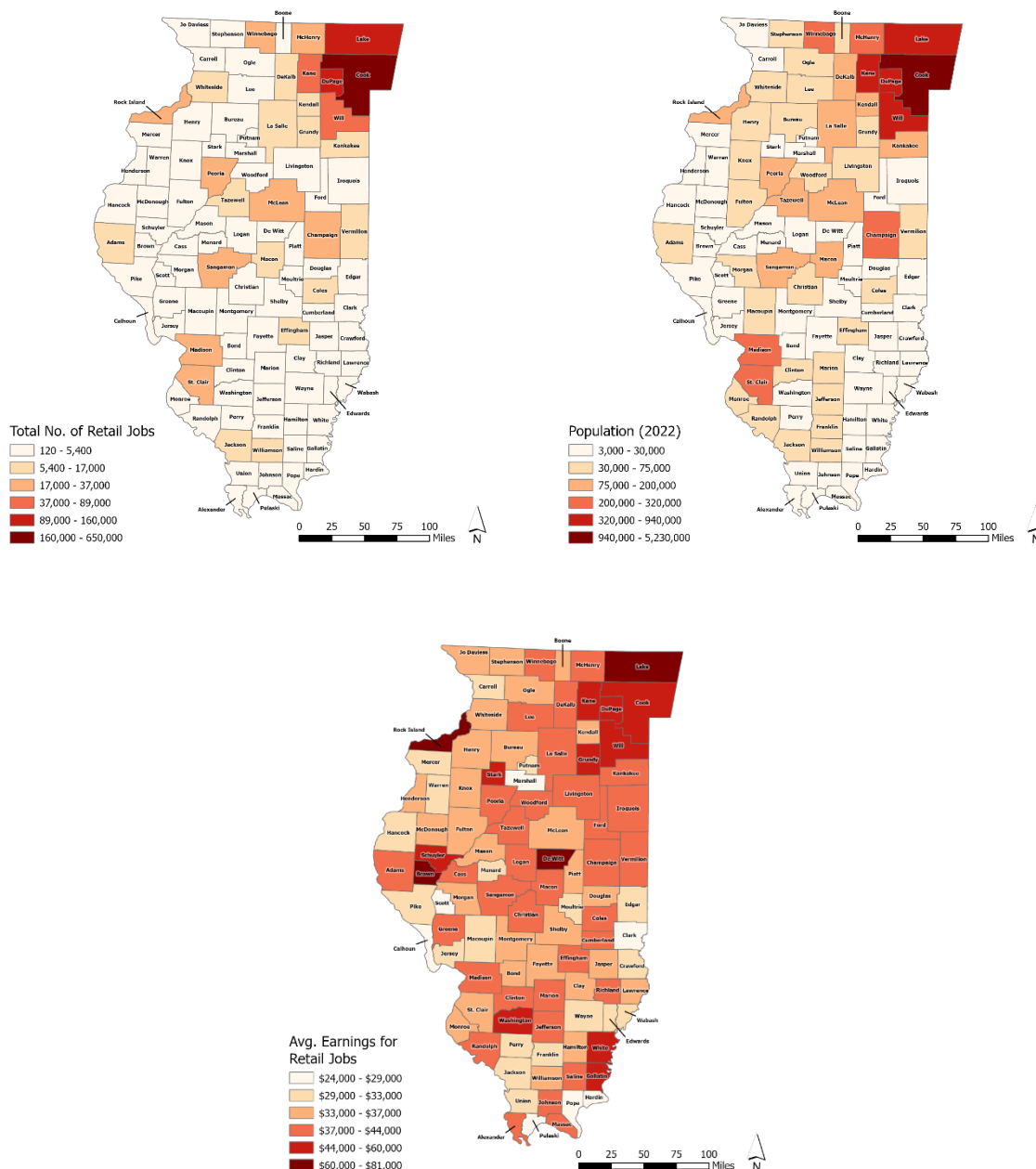
Source: Lightcast

Geographic Distribution of Retail Employment

The distribution of retail jobs in Illinois is heavily concentrated near Chicago in Cook County and surrounding counties. There are pockets of high concentration near Saint Louis in Madison and St. Clair Counties, as well as Peoria, Sangamon (Springfield), Champaign (University of Illinois), McClean (Bloomington), and Rock Island (Davenport, Iowa) Counties. A full map of the geographic distribution of jobs is presented in Figure 2.

The geography of average earnings for these jobs do not perfectly match the counties that had the highest concentration of jobs. Cook County had more jobs than Lake County; however, Lake has higher average earnings than Cook County. The full geographic distribution of average earnings is presented in Figure 2.

Figure 2: Illinois Retail Jobs, Population, and Average Earnings by County, 2022



Source: Lightcast

Worker Earnings

Table 3 breaks down the average annual earnings by subsector, including average annual wages, employer Federal Insurance Contributions Act (FICA) contributions, employer unemployment insurance (UI) contributions, and employer voluntary benefits by retail subsector. The average annual wages vary greatly by retail subsector. In general, industries where the average job requires more specialized knowledge and skill tend to earn higher

average wages. In some instances, particularly high earners are overrepresented in subsectors such as health and personal care retailers, where pharmacists make up 12.1 percent of the jobs in the subsector with median hourly earnings of \$63.31.⁷

Supplements largely follow the same pattern as wages, partly because FICA contributions are considered part of the supplements. When FICA and UI contributions are removed, the remaining benefits, which are voluntary, do show that some subsectors offer competitive benefits. Building and garden supply retailers' average wages are approximately 60.2 percent of the auto and parts dealers average wages. However, the voluntary benefits are 88.7 percent. Similarly, firms in the food and beverage stores category have average wages that are 49.2 percent of the average wages for auto and parts dealers yet pay 83.3 percent of the voluntary benefits on average. Similar results can be seen for general merchandise retailers and health and personal care retailers.

The average earnings in Illinois are \$86,535. While none of these subsectors have average earnings as high as the state average, auto dealers and furniture and electronics retailers are close at \$77,990 and \$80,582, respectively.

Table 3: Breakdown of Retail Workers' Total Earnings (2022)

Subsector	Average Annual Wages	Average Annual Supplements	Average Annual FICA	Average Annual UI Contributions	Average Annual Voluntary Benefits
Motor vehicle and parts dealers Industries	\$67,154	\$10,836	\$5,137	\$319	\$5,380
Building Material and Garden Equipment and Supplies Dealers	\$40,450	\$8,186	\$3,094	\$319	\$4,773
Food and Beverage Stores Industries	\$33,009	\$7,324	\$2,525	\$319	\$4,480
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$69,429	\$11,153	\$5,311	\$319	\$5,523
General Merchandise Retailers	\$32,533	\$7,421	\$2,489	\$319	\$4,614
Health and Personal Care Retailers	\$50,244	\$10,044	\$3,844	\$319	\$5,881
Gasoline Stations and Fuel vendors	\$29,435	\$5,502	\$2,252	\$319	\$2,931
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers.	\$30,796	\$5,940	\$2,356	\$319	\$3,265
Sporting Goods, Hobby, Musical Instrument, Book, And Miscellaneous Retailers	\$67,154	\$6,940	\$2,832	\$319	\$3,789
Food Services and Drinking Places ⁸	\$26,640	\$3,376	\$2,038	\$319	\$1,019

Source: Lightcast and Economics Center Calculations

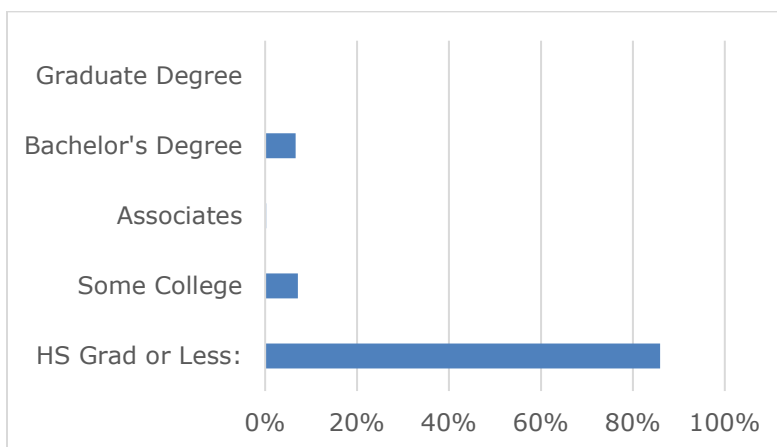
⁷ (Lightcast™ 2022)

⁸ For tipped workers, employers are asked to estimate an hourly wage based on base pay plus an estimate of hourly tips.

Educational Requirements of Retail Employment

Figure 3 presents the minimum educational attainment for entry-level positions in occupations in the retail sector as a percentage of jobs in each occupation employed by retail. Across the entire retail sector, most entry-level jobs require only a high school diploma or less (86.0%). The remaining 14.0 percent are split across some college (7.1%), bachelor's degrees (6.7%), associate degrees (0.2%), and a small amount of required graduate degrees. Retail is an industry in which anyone, regardless of credentials, can find employment. In Illinois, 35.2 percent of those 25 or older have a high school diploma or less.⁹

Figure 3: Retail Entry Level Education Requirements



Source: Lightcast

Wage Distribution

Table 4 provides the distribution of wages for the ten occupations with the highest concentration of retail employment in Illinois. The annual wages for the bottom 10th and 25th percentiles should be viewed as entry-level wages for the occupations, the 50th percentile should be viewed as a typical annual wage, and the 75th and 90th percentiles give annual wages for experienced and exceptional workers. The three supervisory occupations also offer long-term earnings potential in retail as these management positions are often filled by experienced workers from other occupations. The highest wages are found in occupations that require a high school diploma or more.

For comparison to these values, the BLS Occupational Employment and Wage Statistics (OEWS) gives an annual average wage of \$63,930 for the entire State of Illinois across all occupations.¹⁰ Most entry-level positions fall short of the state-wide average wage, even at the upper ends of the wage distribution. However, not all retail employees remain in entry-

⁹ (Lightcast™ 2022)

¹⁰ See https://www.bls.gov/oes/2022/may/oes_il.htm

level positions for their entire careers. Management and Automotive Service Technician positions offer earnings that exceed the state average wage.

Table 4: Wage Distribution of Top Retail Occupations in Illinois 2022¹¹

Occupation	Minimum Education Required	Percentile				
		10%	25%	50%	75%	90%
Retail Salespersons	None	\$25,360	\$28,010	\$30,540	\$36,140	\$47,900
Cashiers	None	\$24,960	\$27,260	\$28,890	\$31,960	\$35,720
Fast Food and Counter Workers	None	\$25,540	\$27,140	\$28,450	\$29,960	\$34,840
Waiters and Waitresses ¹²	None	\$24,960	\$24,960	\$27,210	\$33,700	\$46,310
Stockers and Order Fillers	High School Diploma	\$27,460	\$30,010	\$34,960	\$39,370	\$47,910
Cooks, Restaurant	None	\$27,120	\$28,570	\$34,800	\$38,030	\$45,590
General and Operations Managers	Bachelor's Degree	\$42,200	\$61,910	\$97,300	\$159,610	\$228,630
First-Line Supervisors of Retail	High School Diploma	\$31,290	\$35,950	\$46,310	\$59,350	\$75,430
First-Line Supervisors of Food Preparation	High School Diploma	\$29,900	\$34,210	\$37,120	\$45,500	\$57,450
Automotive Service Technicians	Postsecondary Nondegree	\$30,180	\$36,200	\$46,970	\$61,530	\$78,930

Source: O*Net

¹¹ Annual wages are based on measured average hourly wages multiplied by 2,080 hours.

¹² For tipped workers, employers are asked to estimate an hourly wage based on base pay plus an estimate of hourly tips.

Economic Impact

The sales of the final goods and services of retail businesses generate economic activity throughout the State of Illinois. These sales, in turn, stimulate additional economic activity for the businesses and industries that provide goods and services to retail businesses.

Table 5 summarizes the retail sector's economic impact on the State of Illinois through sales, jobs, and earnings. In 2022, businesses engaged in the retail sector made approximately \$195.2 billion in direct sales. This led to further indirect economic output of nearly \$245.7 billion for a total economic impact of nearly \$441.0 billion in 2022. Retail directly supported 1.3 million jobs with combined earnings of \$60.4 billion. Illinois's retail sector further supported nearly 1.1 million indirect jobs with earnings of \$81.1 billion throughout Illinois's economy in 2022. In 2022, Illinois's retail sector generated approximately \$441.0 billion in economic activity and supported 2.4 million jobs with total earnings of approximately \$141.6 billion. The jobs directly supported by Illinois's retail sector had average annual earnings of \$45,245, while those indirectly supported by the retail sector had average annual earnings of \$75,508.¹³

Table 5: Economic Impact of the Retail Sector in Illinois (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$195,236,280,801	1,335,272	\$60,414,305,912
Indirect	\$245,727,336,091	1,074,641	\$81,144,401,543
Total	\$440,963,616,892	2,409,913	\$141,558,707,455

Source: Economics Center calculations using data from Lightcast.

Table 6 presents the direct output, jobs, and wages for retail broken out by subsector for all parts of NAICS codes 44-45 plus food services and drinking places. The direct output, jobs, and wages for the auxiliary subsectors included in this analysis are featured in Table A 2, in the Appendix. Food Services and Drinking Places are the largest component of retail in terms of sales (\$43.4 billion), jobs (421,050), and earnings (\$12.6 billion). Of the traditional retail subsectors, General Merchandise Retailers had the highest sales (\$15.3 billion) and jobs (132,830), while Motor Vehicle and Parts Dealers had the highest earnings (\$5.5 billion).

¹³ Earnings are the sum of wages and all benefits.

Table 6: Direct Economic Impact by Subsector (2022)

Industry	Sales	Jobs	Earnings
Food Services and Drinking Places ¹⁴	\$43,440,030,129	421,050	\$12,638,268,179
General Merchandise Retailers	\$15,311,177,316	132,830	\$5,307,152,625
Motor vehicle and parts dealers Industries	\$14,112,775,130	70,139	\$5,470,091,832
Food and Beverage Stores Industries	\$12,287,925,924	115,891	\$4,674,158,710
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers ¹⁵	\$12,046,635,795	68,466	\$2,985,802,438
Health and Personal Care Retailers	\$9,245,479,243	50,382	\$3,037,462,155
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$9,064,320,043	38,999	\$3,142,608,007
Building Material and Garden Equipment and Supplies Dealers	\$8,092,602,857	48,666	\$2,366,893,165
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers	\$7,073,002,200	41,638	\$1,529,599,748
Gasoline Stations and Fuel Vendors	\$6,086,621,734	33,074	\$1,155,499,994
Total	\$136,760,570,371	1,021,135	\$42,307,536,853

Source: Economics Center calculations using data from Lightcast.

The indirect effects of these industries are presented in Table 7. These represent the output and jobs created due to spending in the financial industry and the induced spending, jobs, and wages due to employees of the retail sector spending wages. As with a previous table, the remaining subsectors are presented in Table A 3, in the Appendix.

The indirect impact was largest in the Food Services and Drinking Places subsector, with \$54.0 billion in sales, 262,887 jobs, and \$18.7 billion in earnings as a result of the economic activities of the subsector. Of the traditional retail subsectors the largest indirect effects were

¹⁴ For tipped workers, employers are asked to estimate an hourly wage based on base pay plus an estimate of hourly tips.

¹⁵ This subsector includes the direct effect sales, jobs, and earnings associated with Cannabis dispensaries.

associated with the General Merchandise Retailers subsector, generating \$18.8 billion in indirect sales, 93,742 indirect jobs, and \$6.9 billion in indirect earnings. While Motor Vehicles and Parts Dealers directly paid out more in earnings, the earnings multiplier effect was larger for General Merchandise retailers.

Table 7: Indirect Economic Impact by Subsector (2022)

Industry	Sales	Jobs	Earnings
Food Services and Drinking Places ¹⁶	\$53,983,282,880	262,887	\$18,738,468,267
General Merchandise Retailers	\$18,768,663,013	93,742	\$6,867,313,162
Motor vehicle and parts dealers Industries	\$16,801,160,957	82,209	\$5,698,584,803
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers ¹⁷	\$15,977,418,562	43,559	\$4,175,752,247
Food and Beverage Stores Industries	\$15,388,829,122	77,406	\$5,399,627,680
Health and Personal Care Retailers	\$12,260,955,330	49,568	\$4,120,018,106
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$12,235,797,990	55,351	\$4,460,763,521
Building Material and Garden Equipment and Supplies Dealers	\$9,950,250,218	47,211	\$3,462,471,051
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers	\$9,931,609,465	41,029	\$3,430,248,708
Gasoline Stations and Fuel Vendors	\$7,264,749,680	37,870	\$2,605,898,116
Total	\$172,562,717,217	790,832	\$58,959,145,661

Source: Economics Center calculations using data from Lightcast.

¹⁶ For tipped workers, employers are asked to estimate an hourly wage based on base pay plus an estimate of hourly tips.

¹⁷ This subsector includes the indirect effect on sales, jobs, and earnings associated with Cannabis dispensaries.

Unsurprisingly, Food Services and Drinking Places had the largest total economic impact on the Illinois economy, with a total impact on sales of \$97.4 billion, which supported nearly 684,000 jobs and total earnings of \$31.4 billion. These results can be found in Table 8 and detailed further in Table A 4, in the Appendix.

Table 8: Total Economic Impact by Subsector (2022)

Industry	Sales	Jobs	Earnings
Food Services and Drinking Places ¹⁸	\$97,423,313,009	683,938	\$31,376,736,446
General Merchandise Retailers	\$34,079,840,329	226,572	\$12,174,465,787
Motor vehicle and parts dealers Industries	\$30,913,936,087	152,348	\$11,168,676,634
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers ¹⁹	\$28,024,054,358	112,025	\$7,161,554,685
Food and Beverage Stores Industries	\$27,676,755,046	193,297	\$10,073,786,390
Health and Personal Care Retailers	\$21,506,434,573	99,950	\$7,157,480,260
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$21,300,118,033	94,350	\$7,603,371,527
Building Material and Garden Equipment and Supplies Dealers	\$18,042,853,075	95,878	\$5,829,364,216
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers	\$17,004,611,665	82,666	\$4,959,848,456
Gasoline Stations and Fuel Vendors	\$13,351,371,414	70,943	\$3,761,398,110
Total	\$309,323,287,589	1,811,967	\$101,266,682,511

Source: Economics Center calculations using data from Lightcast.

Table 9 displays the relative size of all private sector industries in Illinois in terms of employment during 2022. Retail comprises approximately 23.5 percent of all private sector jobs in Illinois. In 2022, Retail Trade was the highest employment sector in Illinois with more than 1.3 million jobs, which was nearly twice as many jobs as the second highest sector, Health Care and Social Assistance (818,477 jobs). Retail Trade employed nearly as many people as Health Care, Social Assistance, and Manufacturing combined (1,393,643) in 2022.

¹⁸ For tipped workers, employers are asked to estimate an hourly wage based on base pay plus an estimate of hourly tips.

¹⁹ This subsector includes the total effect on sales, jobs, and earnings associated with Cannabis dispensaries.

Table 9: Employment by Sector, Illinois (2022)

NAICS	Industry	Employment	Total Sales
	Retail Trade	1,335,272	\$195,236,280,801
62	Health Care and Social Assistance	818,477	\$116,584,252,239
31-33	Manufacturing	575,166	\$333,872,783,761
54	Professional, Scientific, and Technical Services	490,447	\$132,444,204,769
56	Administrative and Support Services, and Waste Management and Remediation Services	474,390	\$70,288,366,565
48-49	Transportation and Warehousing	354,455	\$84,417,145,424
52	Financial Services	324,778	\$198,069,967,880
42	Wholesale Trade	299,754	\$138,306,069,995
23	Construction	282,010	\$69,586,676,551
81	Other Services (Except Government and Government Enterprises)	186,537	\$17,293,509,015
61	Educational Services	167,918	\$18,653,865,617
55	Management of Companies and Enterprises	82,299	\$25,917,504,913
53	Real Estate, and Rental and Leasing	81,191	\$67,128,043,269
51	Information (includes Telecommunications)	80,145	\$50,308,933,157
11	Agriculture, Forestry, Fishing, and Related Activities	41,334	\$20,498,423,543
72	Accommodation	27,978	\$3,050,870,674
71	Arts, Entertainment, and Recreation	25,071	\$4,266,181,401
22	Utilities	23,952	\$30,598,786,506
21	Mining, Quarrying, and Oil and Gas Extraction	7,078	\$6,988,876,438

Source: *Lightcast and Economics Center Calculations*

Table 10 displays total sales by industry across the state of Illinois in 2022. Retail Trade had more than \$195.2 billion in total sales, ranking the industry third highest just behind Financial Services with \$198.1 billion in total sales. Further, Retail Trade represented nearly 12.3 percent of all sales in the State's economy, in 2022. Considering Retail Trade having the highest employment and third highest total sales, the sector is a major driver of the State's overall economy.

Table 10: Sales by Sector, Illinois (2022)

NAICS	Industry	Total Sales	Employment
31-33	Manufacturing	\$333,872,783,761	575,166
52	Financial Services	\$198,069,967,880	324,778
	Retail Trade	\$195,236,280,801	1,335,272
42	Wholesale Trade	\$138,306,069,995	299,754
54	Professional, Scientific, and Technical Services	\$132,444,204,769	490,447
62	Health Care and Social Assistance	\$116,584,252,239	818,477
48-49	Transportation and Warehousing	\$84,417,145,424	354,455
56	Administrative and Support Services, and Waste Management and Remediation Services	\$70,288,366,565	474,390
23	Construction	\$69,586,676,551	282,010
53	Real Estate, and Rental and Leasing	\$67,128,043,269	81,191
51	Information (includes Telecommunications)	\$50,308,933,157	80,145
22	Utilities	\$30,598,786,506	23,952
55	Management of Companies and Enterprises	\$25,917,504,913	82,299
11	Agriculture, Forestry, Fishing, and Related Activities	\$20,498,423,543	41,334
61	Educational Services	\$18,653,865,617	167,918
81	Other Services (Except Government and Government Enterprises)	\$17,293,509,015	186,537
21	Mining, Quarrying, and Oil and Gas Extraction	\$6,988,876,438	7,078
71	Arts, Entertainment, and Recreation	\$4,266,181,401	25,071
72	Accommodation	\$3,050,870,674	27,978

Retail Multipliers

In economics, multipliers refer to the total impact of an initial change in a variable. Table 11 presents the different retail subsectors' jobs, earnings, and sales multipliers. The highest jobs multiplier is associated with furniture, home furnishings, electronics, and appliance retailers, with 1.51 additional jobs created for every one job created in the subsector. The highest earnings multiplier, on the other hand, is associated with gas stations and fuel vendors at \$2.29 in additional earnings for every \$1 paid in earnings in the subsector. Finally, the highest sales multiplier is associated with clothing, clothing accessories, shoes, jewelry, luggage, and leather goods retailers, with \$1.40 additional sales for every \$1 in sales in the subsector. The auxiliary subsectors are presented in Table A 5. The jobs multipliers in other subsectors can be large, and none of the subsectors in this analysis were among the largest. For earnings multipliers, gas stations and fuel vendors were the tenth-largest in Illinois across

all subsectors. For sales multipliers, clothing, clothing accessories, shoes, jewelry, luggage, and leather goods retailers had the seventh-largest.

Table 11: Illinois Retail Multipliers 2022

Subsector	Jobs Multiplier	Earnings Multiplier	Sales Multiplier
Motor Vehicle and Parts Dealers Industries	2.21	2.04	2.19
Building Material and Garden Equipment and Supplies Dealers	1.98	2.46	2.23
Food and Beverage Stores Industries	1.67	2.15	2.25
Furniture, Home Furnishings, Electronics, and Appliance Retailers	2.51	2.42	2.35
General Merchandise Retailers	1.71	2.30	2.23
Health and Personal Care Retailers	1.97	2.36	2.33
Gasoline Stations and Fuel Vendors	2.14	3.29	2.20
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers.	2.05	3.24	2.40
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers	1.61	2.40	2.33
Food Services and Drinking Places	1.57	2.39	2.25

Source: Lightcast

Connections to Other Sectors

Table 12 presents the largest net purchasers from the selected retail industries. The largest subsector level net purchases for retail were from NAICS 622, hospitals (\$1.4 billion); NAICS 238, specialty trade contractors (\$1.0 billion); NAICS 621, ambulatory health care services (\$856.2 million); NAICS 481, air transportation (\$729.8 million); and NAICS 623, nursing and residential care facilities (\$396.5 million).

The healthcare and air transportation subsectors buy significantly from NAICS 722, food services, and drinking places. On the other hand, the specialty trade subsector is one of the largest buyers of the traditional retail industries included in the NAICS retail sector.

Table 12: Largest Net Buyers from Retail Sector (2022)

Three Digit NAICS Code	Sub Sector	Total Purchases	Total Sales
622	Hospitals	\$38,455,119	\$1,474,476,473
238	Specialty Trade Contractors	\$365,854,461	\$1,393,162,246
621	Ambulatory Health Care Services	\$28,495,380	\$884,676,969
481	Air Transportation	\$191,364,830	\$921,141,105
623	Nursing and Residential Care Facilities	\$1,561,165	\$398,070,999

Source: Lightcast

Table 13 presents the largest net sellers to the selected retail industries. The largest net sellers to the retail sector are NAICS 531, real estate (\$11.5 billion); NAICS 551, management of companies and enterprises (\$6.9 billion); NAICS 541, professional, scientific, and technical

services (\$5.2 billion); NAICS 561, administrative and support services (\$3.5 billion); and NAICS 493 warehousing and storage (\$2.8 billion).

The largest net inflow to the retail industry was from Health Care and Social Assistance (\$4.3 billion). The three biggest spending industries of Health Care and Social Assistance were General Medical and Surgical Hospitals, Offices of Physicians (except Mental Health Specialists), and Child and Youth Services.

Table 13: Largest Net Sellers to Retail Sector (2022)

Three Digit NAICS Code	Sub Sector	Total Purchases	Total Sales
531	Real Estate	\$13,416,507,587	\$1,942,729,752
551	Management of Companies and Enterprises	\$7,378,625,164	\$461,210,487
541	Professional, Scientific, and Technical Services	\$8,267,486,415	\$3,032,051,197
561	Administrative and Support Services	\$5,708,703,260	\$2,221,649,909
493	Warehousing and Storage	\$2,933,207,522	\$136,982,513

Source: Lightcast

Fiscal Impact

In addition to these economic impacts, the employment of the retail sector also affects state and local budgets through income and sales taxes. The fiscal impacts include the income tax revenue from the wages directly and indirectly generated by retail. Income tax estimates are calculated using average annual wages for each six-digit industry code and the Illinois income tax rate. Additionally, weighted county sales and municipal earnings taxes are used to estimate total tax revenues for municipal and county governments. Illinois also has a separate grocery tax that The Economics Center estimates revenues contributed by workers. Table 14 reports the combined tax revenues of state, county, and municipal governments. As detailed in Table 14, retail wages generated an estimated direct effect on state and local income tax of \$2.5 billion during 2022, while the indirect jobs that were created by retail spending on inputs and the sector's employees' spending of wages generated \$2.7 billion in state and local income tax. Income tax revenue for the State of Illinois and local municipalities due to the retail sector totaled nearly \$5.2 billion. The sales tax generated by the spending of wages from direct jobs was \$1.1 billion, and the sales tax generated from the spending of wages from indirect jobs was \$972.1 million, for a total impact on sales tax revenues of \$2.0 billion. Finally, the spending of wages by those directly employed in retail generated \$57.1 million in grocery sales tax, and indirect employment led to \$53.3 million in grocery sales tax revenue. The total fiscal impact of wages in the retail sector was \$7.3 billion. Nearly \$6.9 billion of that total is state tax revenue, and \$428.2 million is municipal tax revenue. For comparison, the total state tax collections in Illinois in 2022 were \$64.3 billion²⁰, so the wages and

²⁰ (U.S. Census Bureau 2024)

spending of retail employees and the indirect jobs supported by retail contributed more than 10 percent of the state's tax revenue.

Table 14: Fiscal Impacts of Retail Wages in Illinois (2022)

Industries	Income Tax	Sales Tax	Grocery Sales Tax	Total
Direct	\$2,484,294,783	\$1,065,509,549	\$57,101,018	\$3,606,905,350
Indirect	\$2,686,018,977	\$972,069,245	\$53,325,159	\$3,711,413,381
Total	\$5,170,313,760	\$2,037,578,794	\$110,426,177	\$7,318,318,731

Source: Economics Center calculations using data from Lightcast.

Table 15 presents estimates of state and municipal income tax and state and county sales tax revenue generated by the wages of each of the industries that make up retail. The estimates for the auxiliary subsectors are included in the appendix in Table A 6, in the Appendix. Food services and drinking places had the largest total fiscal impact at \$769.8 million.

Table 15: Direct Illinois State Government Fiscal Impacts of Subsector Wages (2022)

Industries	State Income Tax	Sales Tax	Grocery Sales Tax	Total
Food Services and Drinking Places	\$537,337,775	\$222,797,906	\$9,641,904	\$769,777,585
General Merchandise Retailers	\$207,011,105	\$86,098,545	\$3,730,028	\$296,839,678
Motor vehicle and parts dealers Industries	\$225,631,737	\$60,296,884	\$2,500,722	\$288,429,343
Food and Beverage Stores Industries	\$183,251,770	\$71,207,494	\$3,023,080	\$257,482,344
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers ²¹	\$120,824,223	\$44,219,528	\$1,913,961	\$166,957,712
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$129,708,175	\$34,105,118	\$1,418,979	\$165,232,272
Health and Personal Care Retailers	\$121,265,803	\$35,257,908	\$1,535,894	\$158,059,605
Building Material and Garden Equipment and Supplies Dealers	\$94,300,373	\$34,012,099	\$1,452,661	\$129,765,133
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers	\$61,425,963	\$25,506,867	\$1,125,277	\$88,058,107
Gasoline Stations and Fuel Vendors	\$46,636,205	\$19,870,806	\$873,335	\$67,380,346
Total	\$1,727,393,129	\$633,373,155	\$27,215,841	\$2,387,982,125

Source: Economics Center calculations using data from Lightcast.

Table 16 details the tax revenues generated by the indirect wages supported by each industry that makes up the retail sector. The indirect effects of the auxiliary subsectors can be found

²¹ This subsector includes the direct tax effects associated with employee wages in Cannabis dispensaries.

in Table A 7, in the Appendix. The food services and drinking places subsector again contributes the most to state government coffers at \$813.1 million.

Table 16: Indirect Illinois State Government Fiscal Impacts of Subsector Wages (2022)

Industries	Income Tax	Sales Tax	Grocery Sales Tax	Total
Food Services and Drinking Places	\$620,275,464	\$184,695,295	\$8,096,520	\$813,067,279
General Merchandise Retailers	\$227,319,854	\$66,494,962	\$2,913,655	\$296,728,471
Motor vehicle and parts dealers Industries	\$188,632,939	\$57,859,607	\$2,538,241	\$249,030,787
Food and Beverage Stores Industries	\$178,736,945	\$55,984,748	\$2,457,217	\$237,178,910
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$147,658,929	\$41,106,181	\$1,798,868	\$190,563,978
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers ²²	\$138,224,567	\$36,327,344	\$1,539,165	\$176,091,076
Health and Personal Care Retailers	\$136,379,671	\$37,855,465	\$1,654,011	\$175,889,147
Building Material and Garden Equipment and Supplies Dealers	\$114,613,735	\$34,560,689	\$1,515,514	\$150,689,938
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers	\$113,547,120	\$31,609,931	\$1,383,298	\$146,540,349
Gasoline Stations and Fuel Vendors	\$86,259,701	\$27,374,147	\$1,201,842	\$114,835,690
Total	\$1,951,648,925	\$573,868,369	\$25,098,331	\$2,550,615,625

Source: Economics Center calculations using data from Lightcast.

There is no municipal income tax in Illinois. Therefore, the fiscal impacts generated for counties and local governments are through general sales tax and grocery sales tax. The direct local sales tax revenues for the traditional retail subsectors are presented in Table 17. The auxiliary subsectors are presented in Table A 8, in the Appendix. As before, the largest fiscal impact comes from the food services and drinking places subsector.

²² This subsector includes the indirect tax effects associated with employee wages in the Cannabis dispensaries.

Table 17: Direct Illinois Municipal Government Fiscal Impacts of Subsector Wages (2022)

Industries	General Sales Tax	Grocery Sales Tax	Total
Food Services and Drinking Places	\$52,560,439	\$5,318,658	\$57,879,097
General Merchandise Retailers	\$20,311,579	\$2,057,554	\$22,369,133
Food and Beverage Stores Industries	\$16,798,619	\$1,667,588	\$18,466,207
Motor vehicle and parts dealers Industries	\$14,224,688	\$1,379,446	\$15,604,134
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers ²³	\$10,431,866	\$1,055,777	\$11,487,643
Health and Personal Care Retailers	\$8,317,722	\$847,228	\$9,164,950
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$8,045,767	\$782,736	\$8,828,503
Building Material and Garden Equipment and Supplies Dealers	\$8,023,823	\$801,315	\$8,825,138
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers	\$6,017,346	\$620,724	\$6,638,070
Gasoline Stations and Fuel Vendors	\$4,687,738	\$481,748	\$5,169,486
Total	\$149,419,587	\$15,012,774	\$164,432,361

Source: Economics Center calculations using data from Lightcast.

The indirect municipal fiscal effects are presented in Table 18. The indirect fiscal impact effects follow a similar distribution across sectors as other fiscal impacts presented thus far.

²³ This subsector includes the direct tax effects associated with employee wages in the Cannabis dispensaries.

Table 18: Indirect Illinois Municipal Government Fiscal Impacts of Retail Industry Group Wages

Industries	Sales Tax	Grocery Sales Tax	Total
Food Services and Drinking Places	\$43,571,621	\$4,466,194	\$48,037,815
General Merchandise Retailers	\$15,686,882	\$1,607,227	\$17,294,109
Motor vehicle and parts dealers Industries	\$13,649,708	\$1,400,142	\$15,049,850
Food and Beverage Stores Industries	\$13,207,408	\$1,355,448	\$14,562,856
Furniture, Home Furnishings, Electronics, and Appliance Retailers	\$9,697,393	\$992,290	\$10,689,683
Health and Personal Care Retailers	\$8,930,514	\$912,384	\$9,842,898
Sporting Goods, Hobby, Musical Instrument, Book, and Miscellaneous Retailers ²⁴	\$8,570,014	\$849,033	\$9,419,047
Building Material and Garden Equipment and Supplies Dealers	\$8,153,241	\$835,986	\$8,989,227
Clothing, Clothing Accessories, Shoes, Jewelry, Luggage and Leather Goods Retailers	\$7,457,125	\$763,054	\$8,220,179
Gasoline Stations and Fuel Vendors	\$6,457,858	\$662,959	\$7,120,817
Total	\$135,381,764	\$13,844,717	\$149,226,481

Source: Economics Center calculations using data from Lightcast.

In addition to the fiscal impacts generated by the wages of workers engaged in Illinois's retail sector, sales tax revenue is also created for the State of Illinois through transactions occurring in retail establishments across the State.²⁵ Table 19 presents state sales tax revenue at the sectoral level. In 2022, the State of Illinois received approximately \$6.9 billion in sales and use tax revenue from retail sector sales transactions, out of a total of \$9.9 billion. When including food services and drinking places, as well as the auxiliary subsectors, retail accounts for \$8.6 billion in state sales tax revenue.

²⁴ This subsector includes the direct tax effects associated with employee wages in Cannabis dispensaries.

²⁵ The fiscal impacts in the form of sales tax revenue resulting from the spending of wages earned by employees engaged in the retail sector are not able to be added to the sales and use tax revenue reported by the Illinois Department of Taxation as that would result in double counting.

Table 19: State Sales Tax Revenue by Industry in Illinois (2022)

Industry	Total
Retail Trade ²⁶²⁷	\$7,104,441,405
Accommodation and Food Services	\$1,378,304,912
Wholesale Trade	\$527,730,285
Manufacturing	\$346,500,610
Other Services (except Public Administration)	\$152,868,012
Information	\$96,706,501
Transportation and Warehousing	\$76,882,763
Health Care and Social Assistance	\$75,185,291
Professional, Scientific, and Technical Services	\$74,005,838
Construction	\$58,186,237
Arts, Entertainment, and Recreation	\$40,295,428
Administrative and Support and Waste Management and Remediation Services	\$35,004,098
Real Estate and Rental and Leasing	\$33,266,222
Agriculture, Forestry, Fishing and Hunting	\$22,436,364
Finance and Insurance	\$18,177,163
Mining, Quarrying, and Oil and Gas Extraction	\$14,942,865
Management of Companies and Enterprises	\$9,803,175
Utilities	\$7,179,838
Educational Services	\$1,229,214

Source: Illinois Department of Taxation

²⁶ Subsectors of Accommodations and Food Services and Art, Entertainment, and Recreation are included in IRMA's definition of Retail Trade.

²⁷ This includes adult use and medical sales tax on Cannabis, totaling \$198.5 million in 2022.

Conclusion

The Retail sector employed more people in the State of Illinois than any other industry. It was third only to Manufacturing and Financial Services regarding sales generated during 2022. Retail comprised 23.5 percent of all private sector jobs in Illinois and nearly 12.3 percent of all sales in the State's economy in 2022. Overall, establishments engaged in Illinois's retail sector generated a combined direct and indirect total sales impact of \$441.0 billion, which supported 2.4 million jobs, with earnings totaling \$141.6 billion in Illinois's economy during 2022. The wages paid by retail resulted in \$2.5 billion in income tax revenue for Illinois. The wages of jobs indirectly supported by the sector led to an estimated \$2.7 billion in income tax revenue for the state government. This means that the wages supported by the retail sector generated a fiscal impact of nearly \$5.2 billion in state income tax revenue in 2022. The purchases that resulted from the direct and indirect wages earned by workers directly and indirectly supported by the retail sector generated more than \$2.0 billion in sales tax revenue for the State of Illinois and county governments. The industries that the Illinois Retail Merchants Association represents account for a substantial portion of the state's employment, sales, and tax revenues.

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Appendix 1: Tables

Table A 1: Industry NAICS Codes

NAICS Code	Industry Name
311811	Retail Bakeries
312130	Wineries
312140	Distilleries
441110	New Car Dealers
441120	Used Car Dealers
441210	Recreational Vehicle Dealers
441222	Boat Dealers
441227	Motorcycle, ATV, and All Other Motor Vehicle Dealers
441330	Automotive Parts and Accessories Retailers
441340	Tire Dealers
444110	Home Centers
444120	Paint and Wallpaper Stores
444140	Hardware Retailers
444180	Other Building Material Dealers
444230	Outdoor Power Equipment Retailers
444240	Nursery, Garden Center, and Farm Supply Retailers
445110	Supermarkets and Other Grocery (except Convenience) Stores
445131	Convenience Retailers
445132	Vending Machine Operators
445230	Fruit and Vegetable Markets
445240	Meat Retailers
445250	Fish and Seafood Retailers
445291	Baked Goods Stores
445292	Confectionery and Nut Stores
445298	All Other Specialty Food Retailers
445320	Beer, Wine, and Liquor Retailers
449110	Furniture Retailers
449121	Floor Covering Retailers
449122	Window Treatment Retailers
449129	All Other Home Furnishings Retailers
449210	Electronics and Appliance Retailers
455110	Department Stores
455211	Warehouse Clubs and Supercenters
455219	All Other General Merchandise Retailers
456110	Pharmacies and Drug Retailers
456120	Cosmetics, Beauty Supplies, and Perfume Retailers
456130	Optical Goods Retailers
456191	Food (Health) Supplement Retailers

456199	All Other Health and Personal Care Retailers
457110	Gasoline Stations with Convenience Stores
457120	Other Gasoline Stations
457210	Fuel Dealers
458110	Clothing and Clothing Accessories Retailers
458210	Shoe Retailers
458310	Jewelry Retailers
458320	Luggage and Leather Goods Retailers
459110	Sporting Goods Retailers
459120	Hobby, Toy, and Game Retailers
459130	Sewing, Needlework, and Piece Goods Retailers
459140	Musical Instrument and Supplies Retailers
459210	Book Retailers and News Dealers
459310	Florists
459410	Office Supplies and Stationery Retailers
459420	Gift, Novelty, and Souvenir Retailers
459510	Used Merchandise Retailers
459910	Pet and Pet Supplies Retailers
459920	Art Dealers
459930	Manufactured (Mobile) Home Dealers
459991	Tobacco, Electronic Cigarette, and Other Smoking Supplies Retailers (includes cannabis)
459999	All Other Miscellaneous Retailers
512131	Motion Picture Theaters (except Drive-Ins)
512132	Drive-In Motion Picture Theaters
517111	Wired Telecommunications Carriers
517121	Telecommunications Resellers
531130	Lessors of Miniwarehouses and Self-Storage Units
532111	Passenger Car Rental
532112	Passenger Car Leasing
532120	Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing
532210	Consumer Electronics and Appliances Rental
532281	Formal Wear and Costume Rental
532282	Video Tape and Disc Rental
532283	Home Health Equipment Rental
532284	Recreational Goods Rental
532289	All Other Consumer Goods Rental
611511	Cosmetology and Barber Schools
611620	Sports and Recreation Instruction
711211	Sports Teams and Clubs
712110	Museums
712120	Historical Sites

712130	Zoos and Botanical Gardens
713110	Amusement and Theme Parks
713120	Amusement Arcades
713210	Casinos (except Casino Hotels)
713290	Other Gambling Industries
713910	Golf Courses and Country Clubs
713920	Skiing Facilities
713940	Fitness and Recreational Sports Centers
713950	Bowling Centers
713990	All Other Amusement and Recreation Industries
721110	Hotels (except Casino Hotels) and Motels
721120	Casino Hotels
721191	Bed-and-Breakfast Inns
721199	All Other Traveler Accommodation
721211	RV (Recreational Vehicle) Parks and Campgrounds
721214	Recreational and Vacation Camps (except Campgrounds)
722320	Caterers
722330	Mobile Food Services
722410	Drinking Places (Alcoholic Beverages)
722511	Full-Service Restaurants
722513	Limited-Service Restaurants
722514	Cafeterias, Grill Buffets, and Buffets
722515	Snack and Nonalcoholic Beverage Bars
811111	General Automotive Repair
811114	Specialized Automotive Repair
811121	Automotive Body, Paint, and Interior Repair and Maintenance
811122	Automotive Glass Replacement Shops
811191	Automotive Oil Change and Lubrication Shops
811192	Car Washes
811198	All Other Automotive Repair and Maintenance
811210	Electronic and Precision Equipment Repair and Maintenance
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
811411	Home and Garden Equipment Repair and Maintenance
811412	Appliance Repair and Maintenance
811420	Reupholstery and Furniture Repair
811430	Footwear and Leather Goods Repair
811490	Other Personal and Household Goods Repair and Maintenance
812111	Barber Shops
812112	Beauty Salons

812113	Nail Salons
812191	Diet and Weight Reducing Centers
812199	Other Personal Care Services
812320	Drycleaning and Laundry Services (except Coin-Operated)
812910	Pet Care (except Veterinary) Services
812922	One-Hour Photofinishing
812930	Parking Lots and Garages
812990	All Other Personal Services

Source: The Illinois Retail Merchants Association.

Table A 2: Direct Economic Impact by Subsector (2022)

Industry	Sales	Jobs	Earnings
Telecommunications	\$12,151,635,729	18,136	\$2,300,060,861
Repair and Maintenance	\$9,937,452,880	67,677	\$4,379,095,273
Accommodation	\$7,488,885,334	42,044	\$2,193,268,384
Personal and Laundry Services	\$7,053,879,675	75,057	\$3,323,328,675
Amusement, Gambling, and Recreation Industries	\$6,917,086,186	64,511	\$2,343,767,876
Rental and Leasing Services	\$5,763,702,781	13,962	\$1,075,202,367
Real Estate	\$3,733,824,838	2,974	\$180,682,079
Performing Arts, Spectator Sports, and Related Industries	\$2,658,561,104	4,304	\$1,288,977,104
Museums, Historical Sites, and Similar Institutions	\$1,140,374,266	7,017	\$409,971,571
Food Manufacturing	\$543,110,556	4,816	\$178,455,015
Educational Services	\$529,925,100	8,873	\$287,593,269
Motion Picture and Sound Recording Industries	\$327,044,081	4,190	\$95,310,821
Beverage and Tobacco Product Manufacturing	\$230,227,900	574	\$51,055,764
Total	\$58,475,710,430	314,135	\$18,106,769,059

Source: Economics Center calculations using data from Lightcast.

Table A 3: Indirect Economic Impact by Subsector (2022)

Industry	Sales	Jobs	Earnings
Telecommunications	\$14,544,146,073	59,126	\$4,958,380,403
Repair and Maintenance	\$11,729,200,059	48,106	\$3,581,863,815
Accommodation	\$9,199,589,215	43,705	\$3,113,437,479
Personal and Laundry Services	\$9,064,162,323	23,783	\$2,344,406,923
Amusement, Gambling, and Recreation Industries	\$8,841,788,477	43,496	\$3,051,721,259
Rental and Leasing Services	\$7,172,883,067	31,897	\$2,341,592,296
Real Estate	\$5,607,917,813	3,404	\$290,223,189
Performing Arts, Spectator Sports, and Related Industries	\$3,520,436,473	14,026	\$1,228,329,920
Museums, Historical Sites, and Similar Institutions	\$1,469,681,365	7,635	\$506,280,637
Educational Services	\$719,966,320	2,183	\$242,041,105
Food Manufacturing	\$654,621,072	2,917	\$217,456,238
Motion Picture and Sound Recording Industries	\$408,339,731	2,432	\$148,263,881
Beverage and Tobacco Product Manufacturing	\$231,886,886	1,099	\$161,258,736
Total	\$73,164,618,874	283,809	\$22,185,255,881

Source: Economics Center calculations using data from Lightcast.

Table A 4: Total Economic Impact By Subsector (2022)

Industry	Sales	Jobs	Earnings
Telecommunications	\$26,695,781,802	77,262	\$7,258,441,264
Repair and Maintenance	\$21,666,652,940	115,784	\$7,960,959,087
Accommodation	\$16,688,474,550	85,748	\$5,306,705,863
Personal and Laundry Services	\$16,118,041,998	98,841	\$5,667,735,599
Amusement, Gambling, and Recreation Industries	\$15,758,874,663	108,007	\$5,395,489,135
Rental and Leasing Services	\$12,936,585,848	45,859	\$3,416,794,664
Real Estate	\$9,341,742,651	6,378	\$470,905,269
Performing Arts, Spectator Sports, and Related Industries	\$6,178,997,577	18,330	\$2,517,307,024
Museums, Historical Sites, and Similar Institutions	\$2,610,055,631	14,652	\$916,252,208
Educational Services	\$1,249,891,420	11,056	\$529,634,374
Food Manufacturing	\$1,197,731,628	7,733	\$395,911,253
Motion Picture and Sound Recording Industries	\$735,383,812	6,622	\$243,574,702
Beverage and Tobacco Product Manufacturing	\$462,114,785	1,674	\$212,314,501
Total	\$131,640,329,305	597,946	\$40,292,024,943

Source: Economics Center calculations using data from Lightcast.

Table A 5: Illinois Retail Multipliers 2022

Subsector	Blended Jobs Multiplier	Blended Earnings Multiplier	Blended Sales Multiplier
Food Manufacturing	1.61	2.22	2.21
Beverage and Tobacco Product Manufacturing	4.57	4.66	2.05
Motion Picture and Sound Recording Industries	1.58	2.55	2.25
Telecommunications	4.21	3.11	2.21
Real Estate	2.14	2.61	2.50
Rental and Leasing Services	3.86	3.28	2.25
Educational Services	1.28	1.84	2.36
Performing Arts, Spectator Sports, and Related Industries	4.26	1.95	2.32
Museums, Historical Sites, and Similar Institutions	2.09	2.24	2.29
Amusement, Gambling, and Recreation Industries	2.06	2.74	2.27
Accommodation	2.04	2.39	2.20
Repair and Maintenance	1.74	1.81	2.19
Personal and Laundry Services	1.39	1.73	2.31

Source: Lightcast and the Economics Center.

Table A 6: Direct Illinois State Government Fiscal Impacts of Subsector Wages (2022)

Industries	State Income Tax	Sales Tax	Grocery Sales Tax	Total
Repair and Maintenance	\$183,405,349	\$52,251,994	\$2,238,423	\$237,895,766
Personal and Laundry Services	\$143,922,356	\$51,308,144	\$2,192,488	\$197,422,988
Amusement, Gambling, and Recreation Industries	\$97,167,667	\$37,631,432	\$1,633,336	\$136,432,435
Accommodation	\$93,316,272	\$29,663,328	\$1,301,258	\$124,280,858
Telecommunications	\$90,479,993	\$19,622,825	\$734,273	\$110,837,092
Performing Arts, Spectator Sports, and Related Industries	\$54,336,332	\$8,927,032	\$218,163	\$63,481,528
Rental and Leasing Services	\$45,319,883	\$12,093,686	\$513,865	\$57,927,435
Museums, Historical Sites, and Similar Institutions	\$16,623,609	\$5,090,974	\$223,219	\$21,937,802
Educational Services	\$11,869,447	\$4,964,662	\$219,049	\$17,053,158
Real Estate	\$8,261,112	\$2,299,778	\$100,642	\$10,661,532
Food Manufacturing	\$7,168,317	\$2,808,809	\$119,096	\$10,096,222
Motion Picture and Sound Recording Industries	\$3,732,107	\$1,643,481	\$72,569	\$5,448,157
Beverage and Tobacco Product Manufacturing	\$1,299,208	\$445,639	\$18,705	\$1,763,552
Total	\$756,901,652	\$228,751,784	\$9,585,086	\$995,238,525

Source: Economics Center calculations using data from Lightcast.

Table A 7: Indirect Illinois State Government Fiscal Impacts of Subsector Wages (2022)

Industries	Income Tax	Sales Tax	Grocery Sales Tax	Total
Telecommunications	\$164,130,902	\$45,691,748	\$1,999,540	\$211,822,190
Repair and Maintenance	\$118,565,841	\$33,534,003	\$1,468,111	\$153,567,955
Accommodation	\$103,060,125	\$32,607,232	\$1,430,913	\$137,098,270
Amusement, Gambling, and Recreation Industries	\$101,017,212	\$31,113,082	\$1,365,033	\$133,495,327
Rental and Leasing Services	\$77,510,724	\$23,298,956	\$1,021,599	\$101,831,279
Personal and Laundry Services	\$77,603,893	\$20,346,246	\$854,581	\$98,804,721
Performing Arts, Spectator Sports, and Related Industries	\$40,659,829	\$11,319,128	\$495,342	\$52,474,299
Museums, Historical Sites, and Similar Institutions	\$16,758,758	\$5,318,320	\$233,497	\$22,310,575
Real Estate	\$9,606,886	\$2,674,423	\$117,037	\$12,398,345
Educational Services	\$8,011,976	\$1,966,895	\$79,882	\$10,058,753
Food Manufacturing	\$7,198,175	\$2,003,871	\$87,692	\$9,289,738
Beverage and Tobacco Product Manufacturing	\$5,337,941	\$1,220,792	\$47,493	\$6,606,227
Motion Picture and Sound Recording Industries	\$4,907,789	\$1,557,466	\$68,379	\$6,533,634
Total	\$734,370,051	\$212,652,162	\$9,269,099	\$956,291,313

Source: Economics Center calculations using data from Lightcast.

Table A 8: Direct Illinois Municipal Government Fiscal Impacts of Subsector Wages (2022)

Industries	Sales Tax	Grocery Sales Tax	Total
Repair and Maintenance	\$12,326,811	\$1,234,757	\$13,561,568
Personal and Laundry Services	\$12,104,147	\$1,209,418	\$13,313,565
Amusement, Gambling, and Recreation Industries	\$8,877,662	\$900,979	\$9,778,642
Accommodation	\$6,997,900	\$717,799	\$7,715,699
Telecommunications	\$4,629,237	\$405,039	\$5,034,276
Rental and Leasing Services	\$2,853,032	\$283,458	\$3,136,490
Performing Arts, Spectator Sports, and Related Industries	\$2,105,984	\$120,343	\$2,226,326
Museums, Historical Sites, and Similar Institutions	\$1,201,016	\$123,132	\$1,324,148
Educational Services	\$1,171,218	\$120,832	\$1,292,049
Food Manufacturing	\$662,629	\$65,695	\$728,324
Real Estate	\$542,543	\$55,516	\$598,058
Motion Picture and Sound Recording Industries	\$387,715	\$40,031	\$427,745
Beverage and Tobacco Product Manufacturing	\$105,131	\$10,318	\$115,449
Total	\$53,965,025	\$5,287,317	\$59,252,339

Source: Economics Center calculations using data from Lightcast.

Table A 9: Indirect Illinois Municipal Government Fiscal Impacts of Subsector Wages (2022)

Industries	Sales Tax	Grocery Sales Tax	Total
Telecommunications	\$10,779,178	\$1,102,984	\$11,882,162
Repair and Maintenance	\$7,911,035	\$809,838	\$8,720,873
Accommodation	\$7,692,399	\$789,319	\$8,481,718
Amusement, Gambling, and Recreation Industries	\$7,339,913	\$752,978	\$8,092,891
Rental and Leasing Services	\$5,496,476	\$563,533	\$6,060,009
Personal and Laundry Services	\$4,799,900	\$471,403	\$5,271,303
Performing Arts, Spectator Sports, and Related Industries	\$2,670,305	\$273,240	\$2,943,545
Museums, Historical Sites, and Similar Institutions	\$1,254,649	\$128,801	\$1,383,451
Real Estate	\$630,925	\$64,560	\$695,485
Food Manufacturing	\$472,735	\$48,373	\$521,108
Educational Services	\$464,012	\$44,065	\$508,076
Motion Picture and Sound Recording Industries	\$367,423	\$37,719	\$405,142
Beverage and Tobacco Product Manufacturing	\$287,998	\$26,198	\$314,196
Total	\$50,166,948	\$5,113,011	\$55,279,959

Source: Economics Center calculations using data from Lightcast.

Appendix 2: MSA Level Analysis

Bloomington MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts at the Bloomington Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in the Bloomington MSA and the indirect jobs, earnings, and expenditures created by the money flowing through the Bloomington MSA economy constitute their total economic impacts on the Bloomington MSA economy.

Table A 10 displays the total economic impact of the sales generated in the retail sector in Bloomington MSA in 2022. The sector had \$2.4 billion in sales, which generated a further \$932.8 million in indirect sales for a total impact on sales of nearly \$3.4 billion. The industry employed 19,714 full-time equivalent workers in 2022 which led to 5,549 indirect jobs and a total of 25,263 jobs. The jobs were paid \$1.0 billion in earnings, of which \$698.1 million was paid to those directly employed by the retail sector, and nearly \$310.7 million was paid to the indirect jobs created by the retail sector.

Table A 10: Total Economic Impact of Retail Sector in Bloomington MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$2,445,865,038	19,714	\$698,112,595
Indirect	\$932,759,563	5,549	\$310,696,944
Total	\$3,378,624,601	25,263	\$1,008,809,539

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms also contribute to Bloomington's residents' well-being through taxes. Beyond the transactions subject to sales tax, the fiscal impact of the retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 2 gives the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed \$41.4 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$18.6 million was paid between income and sales tax. In total, the retail industry generated \$60.0 million in taxes through its direct employment and the indirect employment it supports.

Table A 11: Fiscal Impact of Retail Sector in Bloomington MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$28,771,806	\$12,070,405	\$517,963	\$41,360,174
All Other Industries	\$10,284,602	\$8,184,405	\$171,250	\$18,640,257
Total	\$39,056,408	\$20,254,810	\$689,213	\$60,000,431

Source: Economics Center analysis.

Figure A 1 displays the average earnings for retail jobs in Central Illinois, including Bloomington County. The average earnings for a retail employee in the Bloomington MSA was \$35,412 in 2022.

Figure A 1: Central Illinois Average Earnings for Retail Jobs 2022

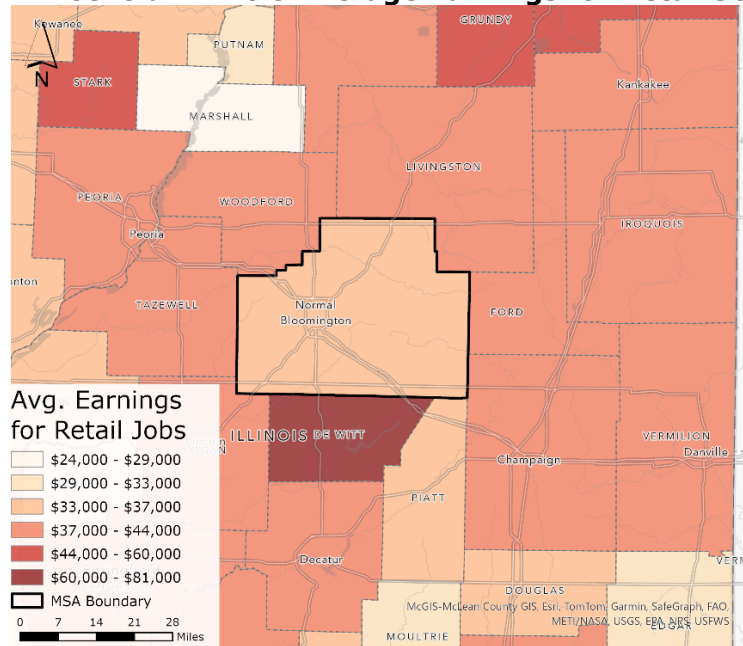
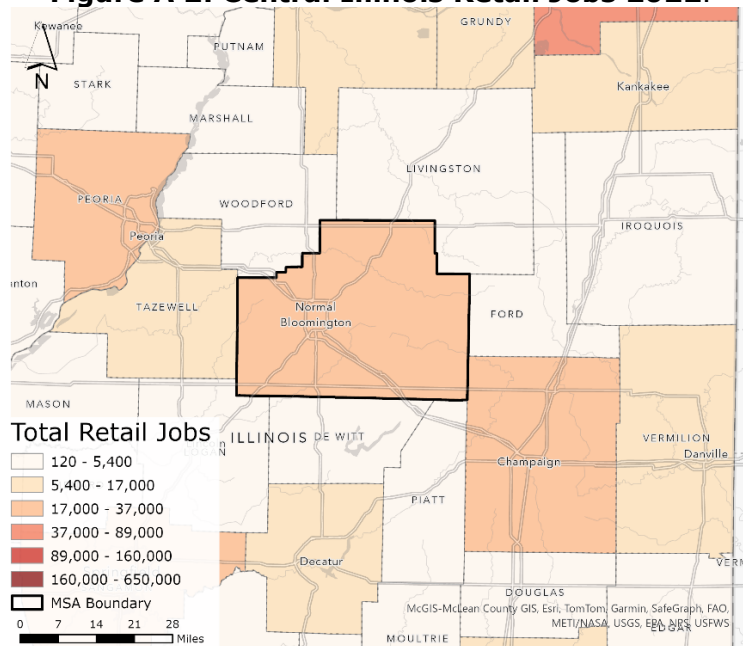


Figure A 2 gives the total retail jobs for each county in Central Illinois. The Bloomington MSA has a large concentration of employment in the retail sector.

Figure A 2: Central Illinois Retail Jobs 2022.



Carbondale MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts at the Carbondale Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in the Carbondale MSA and the indirect jobs, earnings, and expenditures created by the money flowing through the Carbondale MSA economy constitute their total economic impacts on the Carbondale MSA economy.

Table A 12 displays the total economic impact of the sales generated by the retail sector in Carbondale MSA in 2022. The sector itself had \$1.6 billion in sales which generated a further \$718.7 million in indirect sales for a total impact on sales of \$2.2 billion. The industry employed 13,672 full-time equivalent workers in 2022, which led to 4,428 indirect jobs and a total of 18,101 jobs. The jobs were paid more than \$679.7 million in earnings, of which \$458.8 million was paid to those directly employed by the retail sector, and nearly \$220.8 million was paid to the indirect jobs created by the retail sector.

Table A 12: Total Economic Impact of Retail Sector in Carbondale MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$1,596,758,733	13,672	\$458,835,113
Indirect	\$718,669,642	4,428	\$220,819,078
Total	\$2,315,428,375	18,101	\$679,654,191

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms also contribute to Carbondale's residents' well-being through taxes. Beyond the transactions subject to sales tax, the fiscal impact of the Carbondale MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 2 13 details the total income tax, general sales tax, and grocery sales tax estimates for the retail sector, as well as those that result from the indirect economic activity generated by the retail sector. In total, retail employees contributed \$27.4 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$10.6 million was paid between income and sales tax. In total, the retail industry generated \$38.0 million in taxes through its employment and the indirect employment it supports.

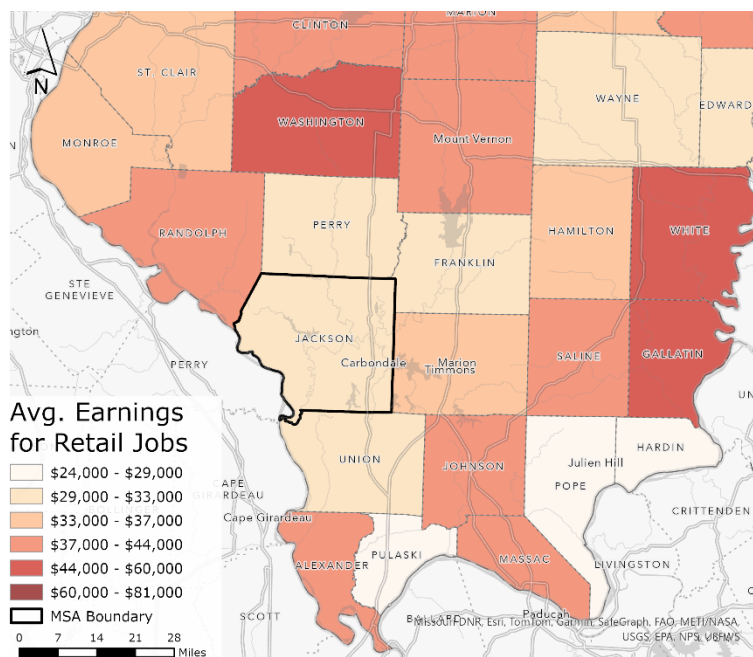
Table A 13: Fiscal Impact of Retail Sector in Carbondale MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$18,880,350	\$8,230,144	\$323,398	\$27,433,892
All Other Industries	\$7,309,491	\$3,128,751	\$119,474	\$10,557,716
Total	\$26,189,841	\$11,358,896	\$442,872	\$37,991,609

Source: Economics Center analysis.

Figure A 3 displays the average earnings for retail jobs in Southern Illinois. The average earnings for a retail employee in the Carbondale MSA was \$33,628 in 2022.

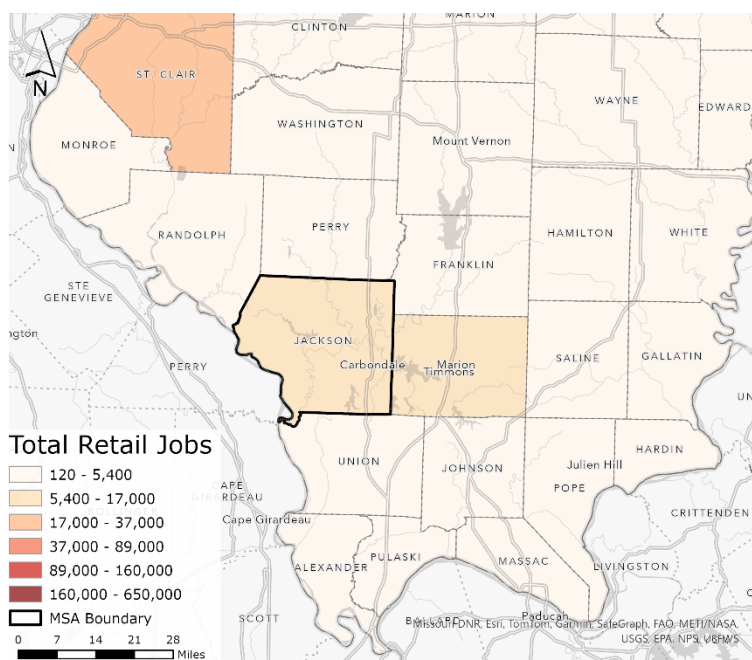
Figure A 3: Southern Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 4 gives the total retail jobs for each county in Southern Illinois. The Carbondale MSA has a larger concentration of employment in the retail sector than its border counties.

Figure A 4: Southern Illinois Retail Jobs 2022



Source: Lightcast

Champaign-Urbana MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts in the Champaign-Urbana Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in the Champaign-Urbana MSA and the indirect jobs, earnings, and expenditures created by the money flowing through the Champaign-Urbana MSA economy constitute their total economic impacts on the Champaign-Urbana MSA economy.

Table A 14 displays the total economic impact of the sales generated by the retail sector in Champaign-Urbana MSA in 2022. The sector had \$2.7 billion in sales, which generated a further \$1.5 billion in indirect sales for a total impact on sales of \$4.2 billion. The industry employed 22,742 full-time equivalent workers in 2022, which led to 9,009 indirect jobs and a total of 31,751 jobs. The jobs were paid more than \$1.2 billion in earnings, of which \$766.5 million was paid to those directly employed by the retail sector, and nearly \$479.6 million was paid to the indirect jobs supported by the retail sector.

Table A 14: Total Economic Impact of Retail Sector in Champaign-Urbana MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$2,655,018,073	22,742	\$766,545,818
Indirect	\$1,539,912,836	9,009	\$479,576,657
Total	\$4,194,930,909	31,751	\$1,246,122,475

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms contribute to Champaign Urbana's residents' well-being through taxes. Beyond the transactions subject to sales tax, the fiscal impact of the Champaign Urbana MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 2 provides the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity generated by the retail sector. In total, retail employees contributed \$46.9 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$22.9 million was paid between income and sales tax. In total, the retail industry generated \$69.7 million in taxes through its employment as well as the indirect employment it supports.

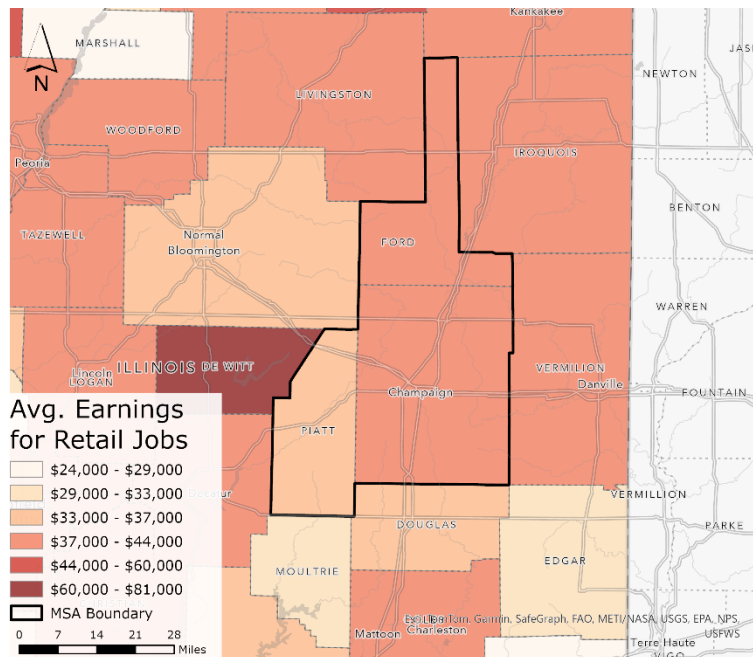
Table A 15: Fiscal Impact of Retail Sector in Champaign-Urbana MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$31,522,998	\$14,750,921	\$576,540	\$46,850,459
All Other Industries	\$15,874,811	\$6,727,231	\$254,173	\$22,856,215
Total	\$47,397,809	\$21,478,152	\$830,713	\$69,706,674

Source: Economics Center analysis.

Figure A 5 displays the average earnings for retail jobs Central Illinois, including Champaign County. The average earnings for retail employees in the Champaign-Urbana MSA was \$33,706 in 2022.

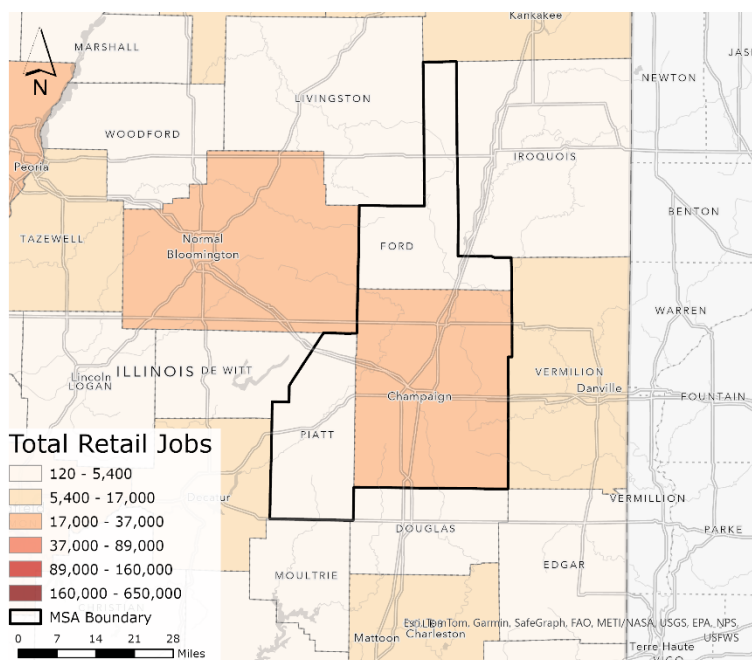
Figure A 5: Central Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 6 gives the total retail jobs for each county in Central Illinois. The Champaign-Urbana MSA has a large concentration of employment in the retail sector.

Figure A 6: Central Illinois Retail Jobs 2022



Source: Lightcast

Chicago MSA²⁸

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts in the Chicago Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in Chicago MSA and the indirect jobs, earnings, and expenditures created by the money flowing through the Chicago MSA economy constitute their total economic impacts on the Chicago MSA economy.

Table A 15 displays the total economic impact of the sales generated by the retail sector in Chicago MSA in 2022. The sector had \$148.1 billion in sales, which generated a further \$207.7 billion in 941,956 full-time equivalent workers in 2022, which led to 849,364 indirect jobs for nearly 1.8 million jobs. In total, the jobs were paid more than \$120.9 billion in earnings, of which \$46.5 billion was paid to those directly employed by the retail sector, and approximately \$74.3 billion was paid to the indirect jobs supported by the retail sector.

Table A 16: Total Economic Impact of Retail Sector in Chicago MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$148,079,647,040	941,956	\$46,544,080,743
Indirect	\$207,754,488,970	849,364	\$74,319,160,250
Total	\$355,834,136,011	1,791,320	\$120,863,240,993

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms also contribute to Chicago's residents' well-being through taxes. Beyond the transactions subject to sales tax, the fiscal impact of the Chicago MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 2 17 provides the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed \$2.7 billion in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$3.4 billion was paid between income and sales tax. In total, the retail industry generated nearly \$6.1 billion in taxes through its employment and the indirect employment it supports.

Table A 17: Fiscal Impact of Retail Sector in Chicago MSA (2022)

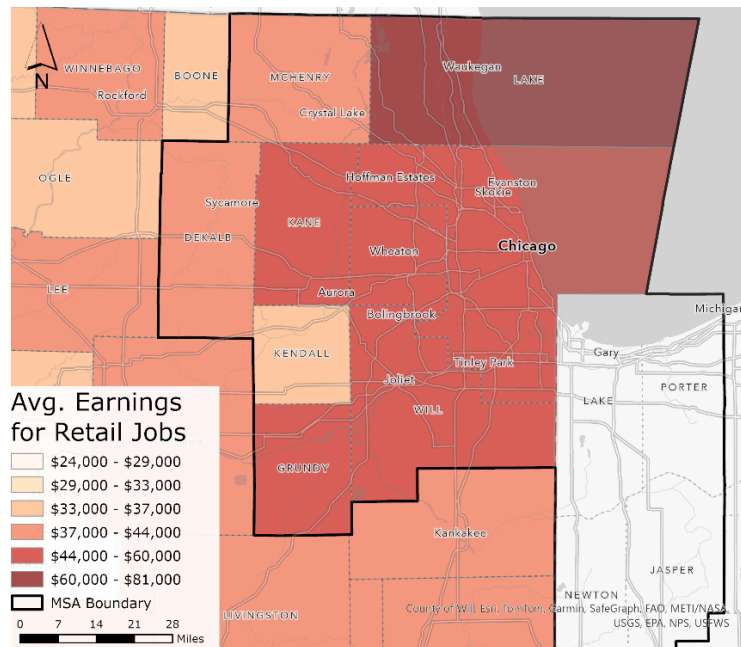
Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$1,857,822,141	\$828,252,446	\$49,788,026	\$2,735,862,613
All Other Industries	\$2,460,091,774	\$865,983,896	\$52,072,543	\$3,378,148,214
Total	\$4,317,913,915	\$1,694,236,342	\$101,860,569	\$6,114,010,826

Source: Economics Center analysis.

²⁸ Excludes the Indiana counties that are part of the Chicago MSA.

Figure A 7 displays the average earnings for retail jobs in Northeastern Illinois. The average earnings for retail employees in the Chicago MSA was \$49,412 in 2022.

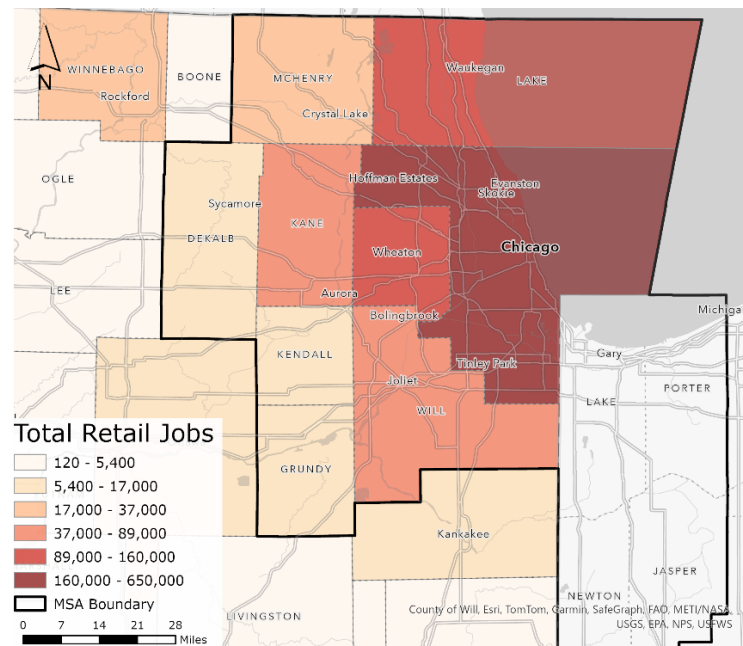
Figure A 7: Northeastern Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 8 gives the total retail jobs for each county in Northeastern Illinois. The Chicago MSA has a much higher concentration of retail jobs than other parts of Northeastern Illinois and the rest of the state.

Figure A 8: Northeastern Illinois Retail Jobs 2022



Source: Lightcast

Danville MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts in the Danville Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in Danville MSA and the indirect jobs, earnings, and expenditures created by the money flowing through the Danville MSA economy constitute their total economic impacts on the Danville MSA economy.

Table A 18 displays the total economic impact of the sales generated by the retail sector in the Danville MSA in 2022. The sector itself had \$650.9 million in sales which generated a further \$193.8 million in indirect sales for a total impact on sales of \$844.7 million. The industry employed 5,683 full-time equivalent workers in 2022, which led to 1,224 indirect jobs and a total of 6,907 jobs. The jobs were paid more than \$245.3 million in earnings, of which \$185.3 million was paid to those directly employed by the retail sector, and nearly \$60.1 million was paid to the indirect jobs created by the retail sector.

Table A 18: Total Economic Impact of Retail Sector in Danville MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$650,852,325	5,683	\$185,280,623
Indirect	\$193,852,392	1,224	\$60,063,792
Total	\$844,704,717	6,907	\$245,344,415

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms also contribute to Danville's resident's well-being through taxes. Beyond the transactions that are subject to sales tax, the fiscal impact of the Danville MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 2 19 gives the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed \$10.9 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$2.8 million was paid between income and sales tax. In total, the retail industry generated \$13.7 million in taxes through its employment as well as the indirect employment it supports.

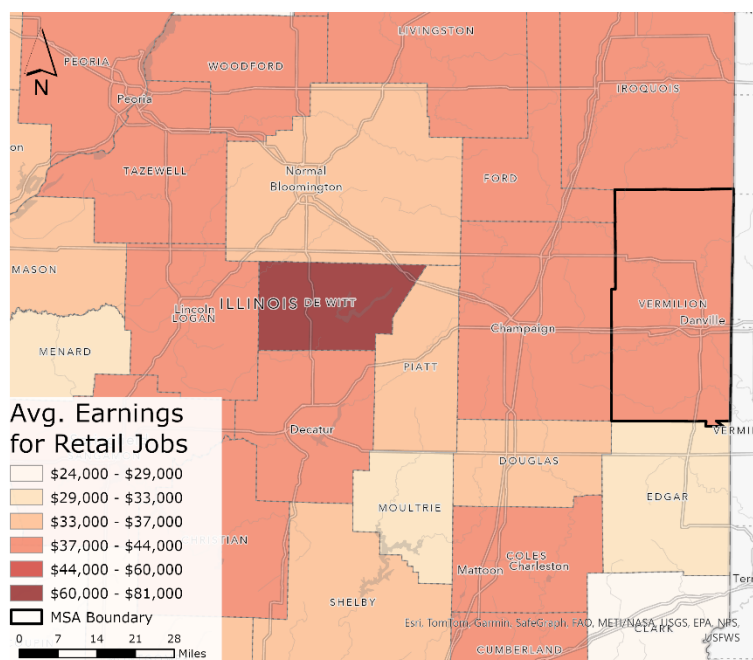
Table A 19: Fiscal Impact of Retail Sector in Danville MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$7,607,778	\$3,141,836	\$135,088	\$10,884,702
All Other Industries	\$1,988,215	\$786,515	\$32,896	\$2,807,626
Total	\$9,595,993	\$3,928,351	\$167,984	\$13,692,329

Source: Economics Center analysis.

Figure A 9 displays the average earnings for Central Illinois, including Danville County. The average earnings for retail employees in the Danville MSA was \$32,603 in 2022.

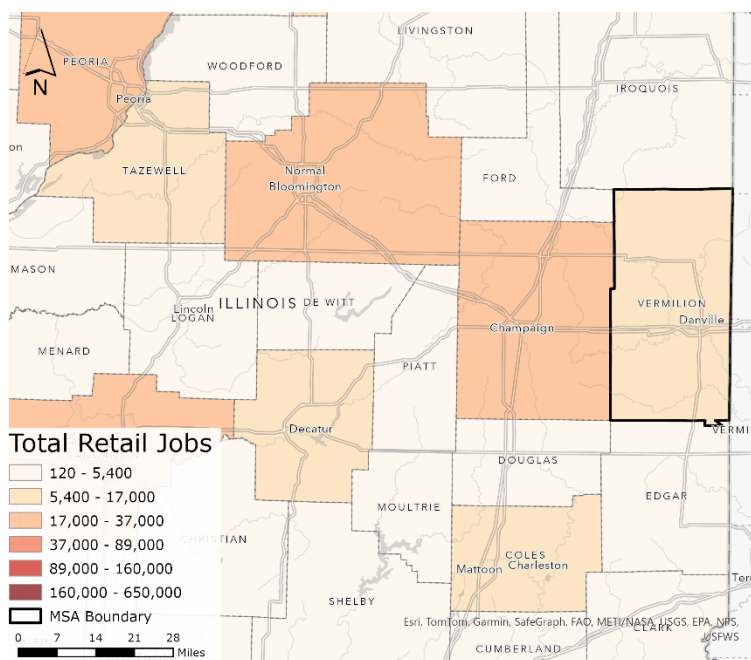
Figure A 9: Central Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 10 demonstrates the total retail jobs for each county in Central Illinois.

Figure A 10: Central Illinois Retail Jobs 2022



Source: Lightcast

Decatur MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts at the Decatur Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in Decatur MSA and the indirect jobs, earnings, and expenditures created by the money flowing through Decatur MSA economy constitute their total economic impacts on the Decatur MSA economy.

Table A 20 displays the total economic impact of the sales generated by the retail sector in Decatur MSA in 2022. The sector had \$1.2 billion in sales, which generated a further \$397.2 million in indirect sales for a total impact on sales of \$1.6 billion. The industry employed 9,953 full-time equivalent workers in 2022, which led to 2,268 indirect jobs for a total of 12,221 jobs. In total, jobs were paid nearly \$476.0 million in earnings, of which \$348.6 million were paid to those directly employed by the retail sector and approximately \$127.4 million were paid to the indirect jobs created by the retail sector.

Table A 20: Total Economic Impact of Retail Sector in Decatur MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$1,164,021,364	9,953	\$348,577,301
Indirect	\$397,204,547	2,268	\$127,417,711
Total	\$1,561,225,911	12,221	\$475,995,012

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms contribute to Decatur's residents' well-being through taxes. Beyond the transactions subject to sales tax, the fiscal impact of the Decatur MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 21 details the total income tax, general sales tax, and grocery sales tax revenue generated by the retail sector, as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed nearly \$21.0 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$6.1 million was paid between income and sales tax. In total, the retail industry generated \$27.1 million in taxes through its employment as well as the indirect employment it supports.

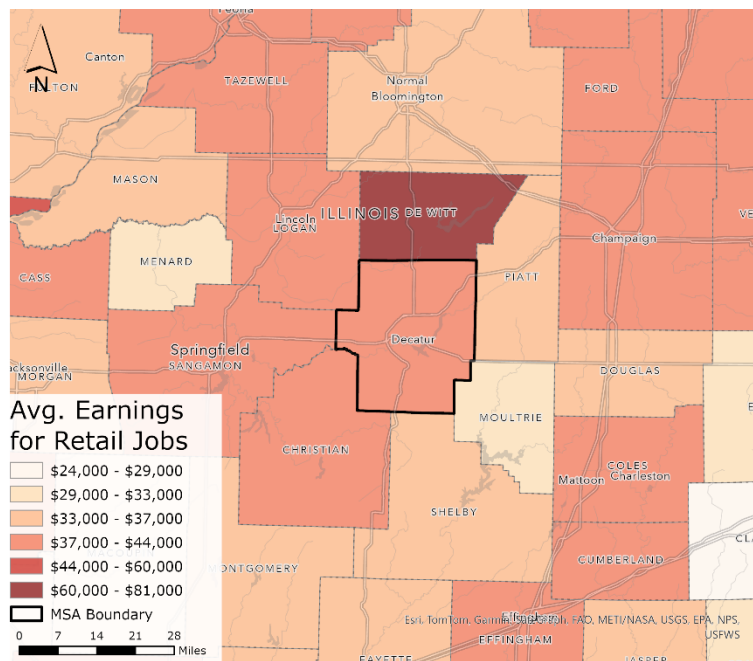
Table A 21: Fiscal Impact of Retail Sector in Decatur MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$14,330,275	\$6,387,090	\$238,445	\$20,955,810
All Other Industries	\$4,217,745	\$1,812,353	\$66,417	\$6,096,515
Total	\$18,548,020	\$8,199,443	\$304,862	\$27,052,325

Source: Economics Center analysis.

Figure A 11 displays the average earnings for retail jobs in Central Illinois, including Decatur County. The average earnings for retail employees in the Decatur MSA was \$35,022 in 2022.

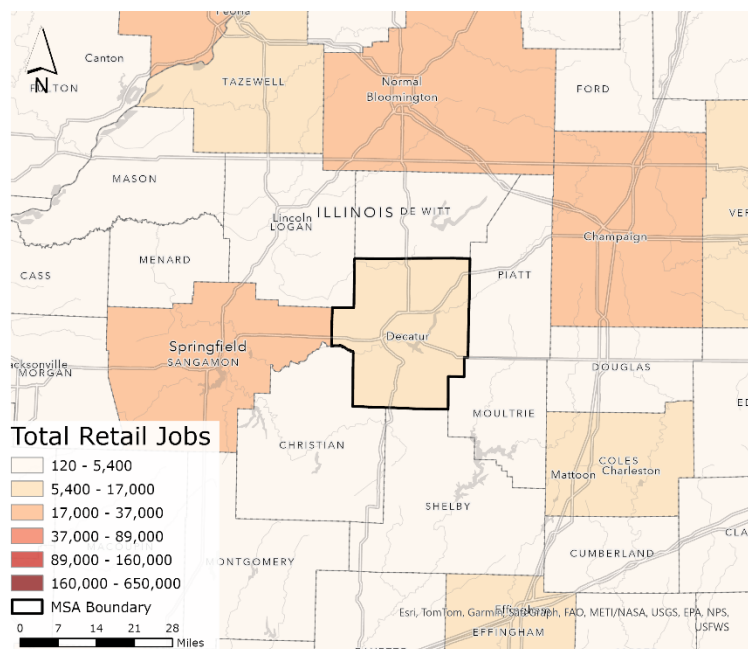
Figure A 11: Central Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 12 gives the total retail jobs for each county in Central Illinois.

Figure A 12: Central Illinois Retail Jobs 2022



Source: Lightcast

Kankakee MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts in the Kankakee Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in Kankakee MSA and the indirect jobs, earnings, and expenditures created by the money flowing through the Kankakee MSA economy constitute their total economic impacts on the Kankakee MSA economy.

Table A 22 displays the total economic impact of the sales generated by the retail sector in Kankakee MSA in 2022. The sector had \$1.2 billion in sales, which generated a further \$406.8 million in indirect sales for a total impact on sales of nearly \$1.6 billion. The industry directly employed 10,105 workers in 2022, which led to 2,701 indirect jobs and a total of 12,806 jobs. The jobs were paid approximately \$493.8 million in total earnings, of which \$356.5 million were paid to those directly employed by the retail sector and \$137.3 million to the indirect jobs created by the retail sector.

Table A 22: Total Economic Impact of Retail Sector in Kankakee MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$1,184,399,466	10,105	\$356,525,426
Indirect	\$406,834,882	2,701	\$137,315,334
Total	\$1,591,234,348	12,806	\$493,840,760

Source: Economics Center analysis.

In addition to contributing to sales, jobs, and earnings, retail firms also contribute to Kankakee's residents' well-being through taxes. Beyond the transactions subject to sales tax, the fiscal impact of the Kankakee MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 23 gives the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity supported by the retail sector. In total, retail employees contributed \$20.5 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$6.3 million was paid between income and sales tax. In total, the retail industry generated \$26.8 million in taxes through its employment as well as the indirect employment it supports.

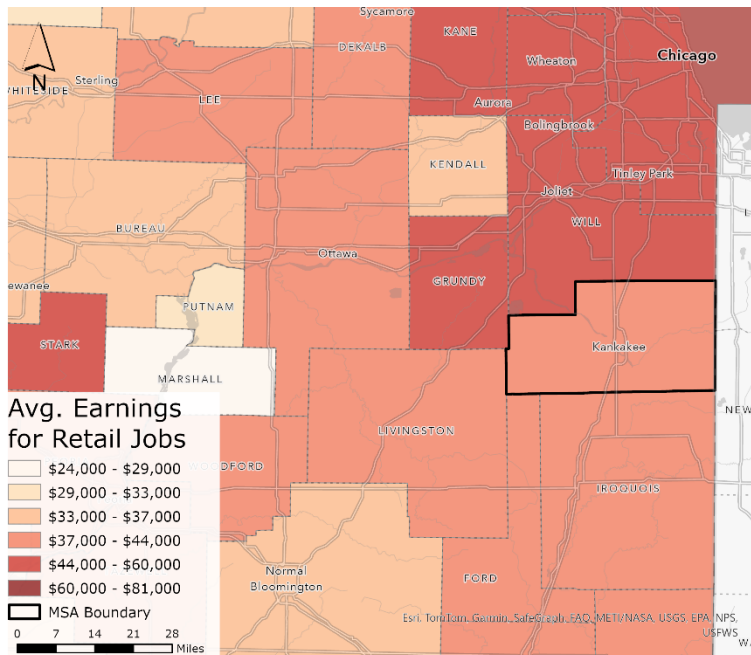
Table A 23: Fiscal Impact of Retail Sector in Kankakee MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$14,636,575	\$5,633,845	\$246,631	\$20,517,051
All Other Industries	\$4,545,373	\$1,702,577	\$72,739	\$6,320,689
Total	\$19,181,948	\$7,336,422	\$319,370	\$26,837,740

Source: Economics Center analysis.

Figure A 13 displays the average earnings for retail jobs in Northeastern Illinois, including Kankakee County. The average retail earnings in the Kankakee MSA was \$35,282 in 2022.

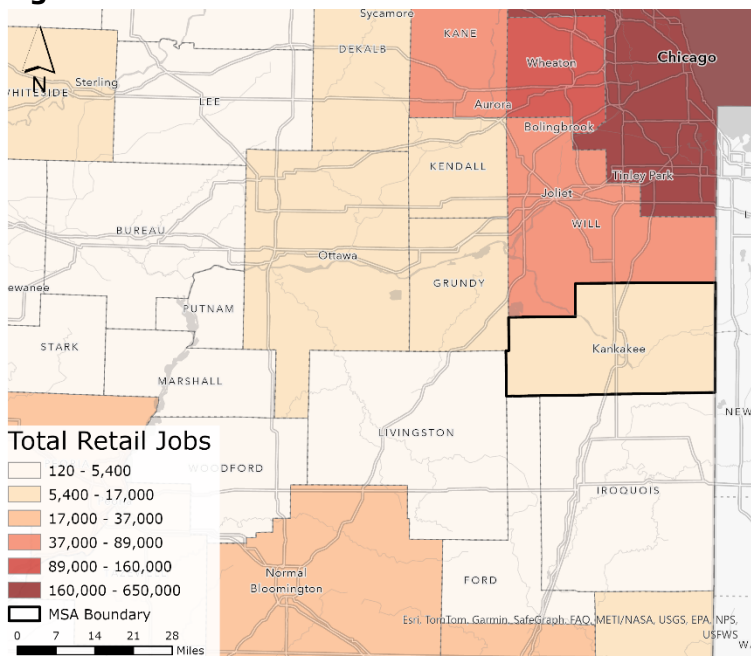
Figure A 13: Northeastern Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 14 gives the total retail jobs for each county in Northeastern Illinois. While the Kankakee MSA does not have as many jobs as the Chicago MSA, the job concentration is still nontrivial.

Figure A 14: Northeastern Illinois Retail Jobs 2022



Source: Lightcast

Peoria MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts in the Peoria Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in Peoria MSA and the indirect jobs, earnings, and expenditures created by the money flowing through the Peoria MSA economy constitute their total economic impacts on the Peoria MSA economy.

Table A 24 displays the total economic impact of the sales generated by the retail sector in Peoria MSA in 2022. The sector had \$5.2 billion in sales, which generated a further \$2.8 billion in indirect sales for a total impact on sales of nearly \$8.0 billion. The industry employed 41,072 workers in 2022, which led to 14,939 indirect jobs and a total of 56,011 jobs. The jobs were paid a total of \$2.5 billion in earnings, of which \$1.6 billion was paid to those directly employed by the retail sector, and approximately \$902.1 million was paid to the indirect jobs supported by the retail sector.

Table A 24: Total Economic Impact of Retail Sector in Peoria MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$5,208,128,494	41,072	\$1,600,550,934
Indirect	\$2,754,311,998	14,939	\$902,068,681
Total	\$7,962,440,492	56,011	\$2,502,619,615

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms also contribute to Peoria's residents' well-being through taxes. Beyond the transactions subject to sales tax, the fiscal impact of the Peoria MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 25 details the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed \$93.7 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$41.6 million was paid between income and sales tax. In total, the retail industry generated \$135.3 in taxes through its employment as well as the indirect employment it supports.

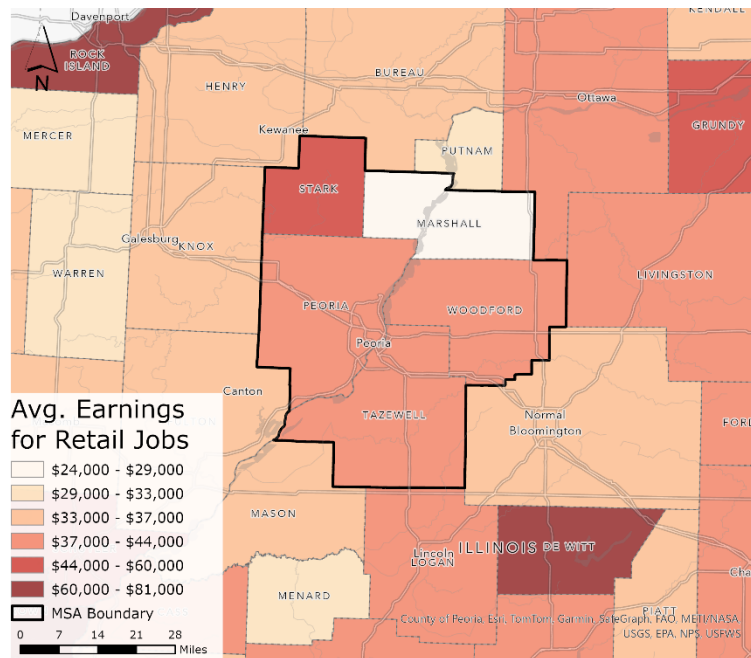
Table A 25: Fiscal Impact of Retail Sector in Peoria MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$65,778,599	\$26,879,972	\$1,043,415	\$93,701,986
All Other Industries	\$29,860,022	\$11,290,909	\$436,426	\$41,587,357
Total	\$95,638,621	\$38,170,881	\$1,479,841	\$135,289,343

Source: Economics Center analysis.

Figure A 15 displays the average earnings for retail jobs for counties in Central Illinois, including Peoria. The average earnings for retail employees in the Peoria MSA was \$38,969 in 2022.

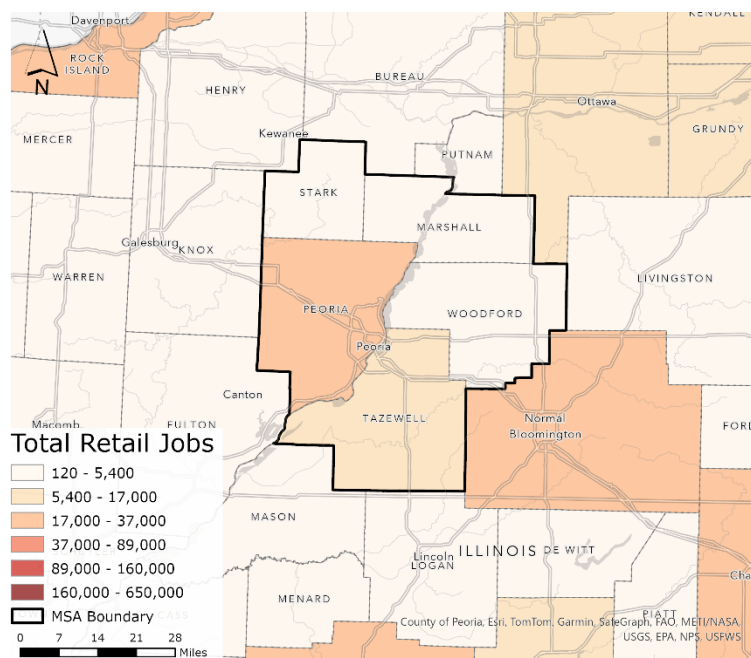
Figure A 15: Central Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 16 gives the total retail jobs for each county in Central Illinois. The Peoria MSA has a large concentration of employment in the retail sector.

Figure A 16: Central Illinois Retail Jobs 2022



Source: Lightcast

Rockford MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts in the Rockford Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in Rockford MSA and the indirect jobs, earnings, and expenditures created by the money flowing through Rockford MSA economy constitute their total economic impacts on the Rockford MSA economy.

Table A 26 displays the total economic impact of the sales generated by the retail sector in Rockford MSA in 2022. The sector had \$4.2 billion in sales, which generated a further \$2.3 billion in indirect sales for a total impact on sales of \$6.5 billion. The industry employed 33,739 full-time equivalent workers in 2022, which led to 12,685 indirect jobs and a total of 46,424 jobs. The jobs were paid more than \$1.9 billion in total earnings, of which \$1.2 billion was paid to those directly employed by the retail sector, and nearly \$712.6 million was paid to the indirect jobs created by the retail sector.

Table A 26: Total Economic Impact of Retail Sector in Rockford MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$4,240,137,592	33,739	\$1,221,689,283
Indirect	\$2,263,502,815	12,685	\$712,611,290
Total	\$6,503,640,407	46,424	\$1,934,300,573

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms also contribute to Rockford's residents' well-being through taxes. Beyond the transactions that are subject to sales tax, the fiscal impact of the Rockford MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 27 gives the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed \$73.6 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$34.3 million was paid between income and sales tax. In total the retail industry generated \$108.0 billion in taxes through its employment as well as the indirect employment it supports.

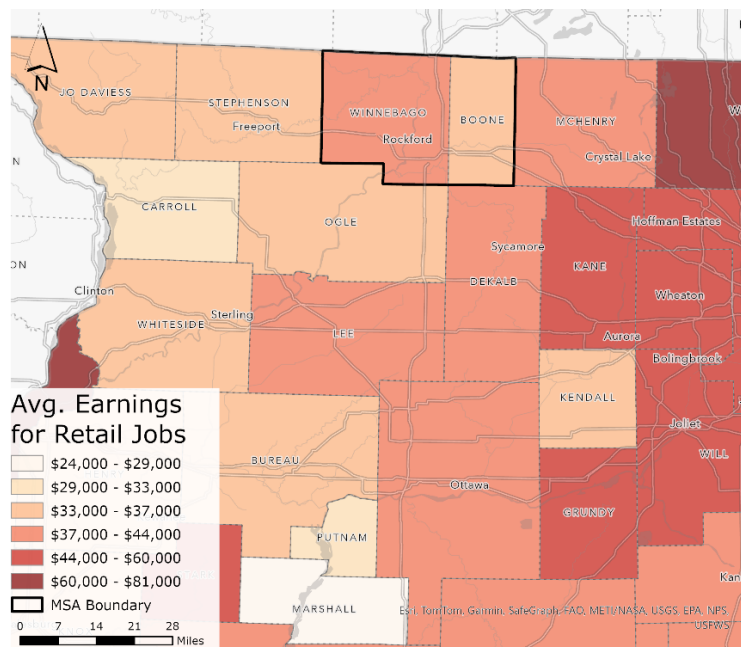
Table A 27: Fiscal Impact of Retail Sector in Rockford MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$50,168,220	\$22,641,858	\$825,869	\$73,635,947
All Other Industries	\$23,588,657	\$10,370,173	\$372,999	\$34,331,829
Total	\$73,756,877	\$33,012,031	\$1,198,868	\$107,967,776

Source: Economics Center analysis.

Figure A 17 displays the average earnings for retail jobs in Northeastern Illinois. The average earnings for retail employees in the Rockford MSA was \$36,210 in 2022.

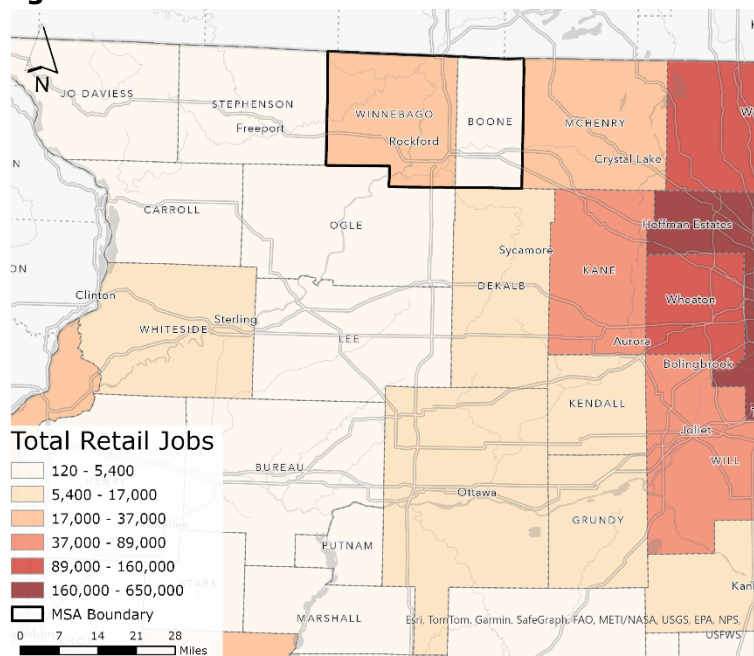
Figure A 17: Northeastern Illinois Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 18 gives the total retail jobs for each county in Northeastern Illinois. While the Rockford MSA does not have as many jobs as the Chicago MSA, the job concentration is still nontrivial.

Figure A 18: Northeastern Illinois Retail Jobs 2022



Source: Lightcast

Springfield MSA

In this regional analysis, the economic impacts are described in terms of direct, indirect, and total impacts in the Springfield Metropolitan Statistical Area (MSA). Direct effects include the sales made by businesses, in addition to employees hired by businesses and earnings received by employees within the MSA. These direct effects indirectly impact the local economy as these expenditures circulate through the local economy until all the original money has filtered from the economy into outside economies and savings. The sum of businesses' direct jobs, earnings, and expenditures in Springfield MSA and the indirect jobs, earnings, and expenditures created by the money flowing through Springfield MSA economy constitute their total economic impacts on the Springfield MSA economy.

Table A 28 displays the total economic impact of the sales generated by the retail sector in Springfield MSA in 2022. The sector had \$3.1 billion in sales, which generated a further \$1.2 billion in indirect sales for a total impact on sales of \$4.3 billion. The industry employed 25,041 full-time equivalent workers in 2022, which led to 5,823 indirect jobs and a total of 30,864 jobs. The jobs were paid approximately \$1.3 billion in total earnings, of which \$917.2 million was paid to those directly employed by the retail sector, and nearly \$354.5 was paid to the indirect jobs created by the retail sector.

Table A 28: Total Economic Impact of Retail Sector in Springfield MSA (2022)

Impact Type	Sales	Jobs	Earnings
Direct	\$3,091,652,990	25,041	\$917,212,071
Indirect	\$1,221,087,199	5,823	\$354,481,890
Total	\$4,312,740,189	30,864	\$1,271,693,961

Source: Economics Center analysis.

In addition to their contributions to sales, jobs, and earnings, retail firms also contribute to Springfield's residents' well-being through taxes. Beyond the transactions that are subject to sales tax, the fiscal impact of the Springfield MSA retail sector comes through the income, general sales tax, and grocery sales tax paid by retail employees.

Table 29 details the total income tax, general sales tax, and grocery sales tax estimates for the retail sector as well as those that result from the indirect economic activity associated with the retail sector. In total, retail employees contributed \$54.4 million in both income and sales tax in 2022. For the indirect jobs associated with the retail industry, \$16.2 million was paid between income and sales tax. In total, the retail industry generated \$70.7 million in taxes through its employment as well as the indirect employment it supports.

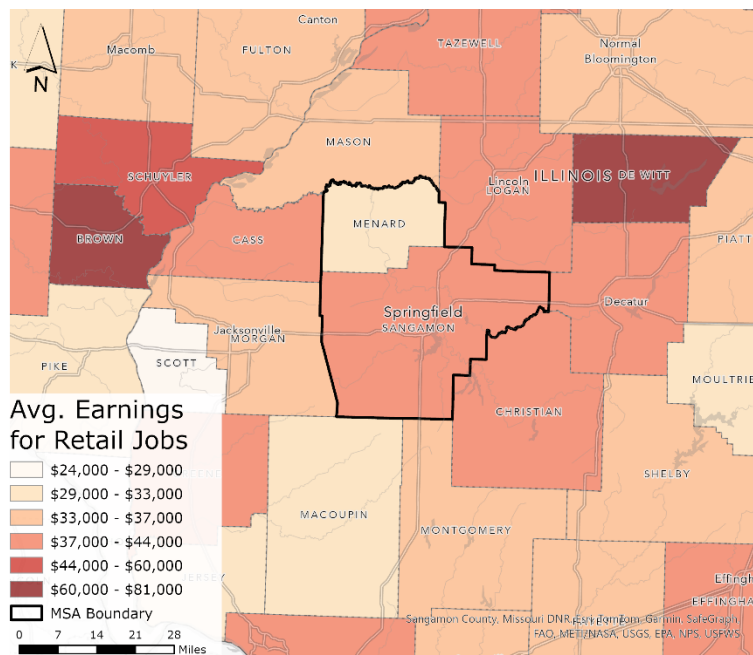
Table A 29: Fiscal Impact of Retail Sector in Springfield MSA (2022)

Sector	Income Tax	General Sales Tax	Grocery Sales Tax	Total
Retail	\$37,695,830	\$16,116,009	\$622,831	\$54,434,670
All Other Industries	\$11,733,959	\$4,336,995	\$167,143	\$16,238,097
Total	\$49,429,789	\$20,453,004	\$789,974	\$70,672,767

Source: Economics Center analysis.

Figure A 19 displays the average earnings for retail jobs in Northeastern Illinois. The average earnings for a retail employee in the Springfield MSA was \$36,210 in 2022.

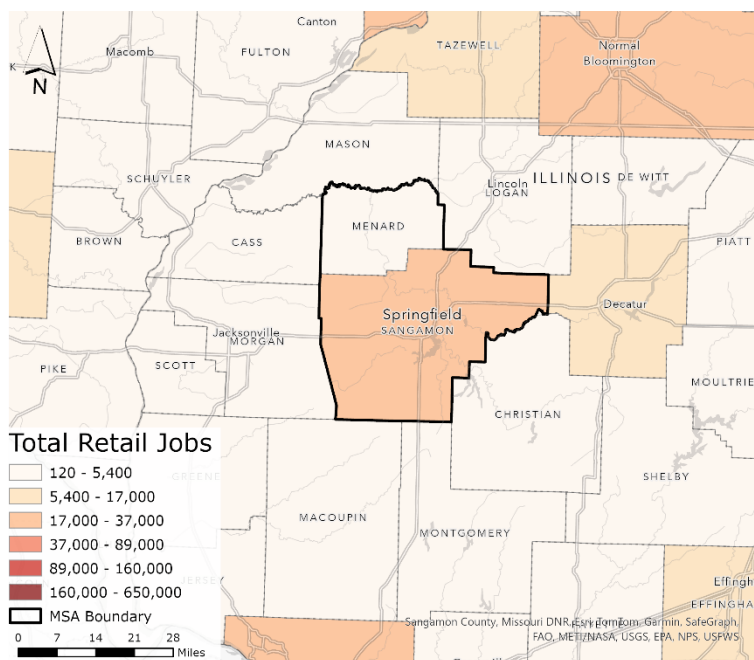
Figure A 19: Springfield MSA Average Earnings for Retail Jobs 2022



Source: Lightcast

Figure A 20 gives the total retail jobs for the Springfield MSA. As shown in the map, most of the retail jobs in the Springfield MSA are located in Sangamon County.

Figure A 20: Springfield MSA Retail Jobs 2022



Source: Lightcast