The Economic Impact of Imported Blueberries from Canada on the United States Economy

March 2025

Presented to:

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blueberries
Inspiring Possibilities
U.S. Highbush Blueberry Council

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EXECUTIVE SUMMARY

Introduction and Purpose

In February 2025, the U.S. Highbush Blueberry Council (hereafter, USHBC), retained The Tootelian Company to assist it in conducting a study to assess the economic impact of blueberries imported from Canada on the economy of the United States (hereafter, U.S.). This impact includes the increased business activity created by importing and selling blueberries from Canada, jobs created as a result of this activity throughout the various sectors of the U.S. economy, increased labor income generated for those employed, and indirect business taxes that are created.

Issues of the Study

The specific issues addressed in this study of imported blueberries from Canada were:

- How much business activity do importers create and how is the overall impact diffused through the various sectors of the U.S. economy?
- How many jobs does this increase in business activity create?
- How much labor income is generated and how could that income be diffused within the U.S. economy?
- How much does this increase in business activity generate in indirect business taxes?

Economic impact is a function of spending within a defined geographic area. Accordingly, two models were used in this analysis. A specially designed economic input model was created to help define expenditure levels by importers in an average year. Then, IMPLAN was used to compute the total economic impact.

Findings and Conclusions

Economic impact analyses were conducted for the total expenditures by importers of Canadian blueberries in the U.S. ***It is important to note that these projections are based on annual average expenditures, which means that this impact is expected to occur each year that such spending occurs.***

The "free on board" (FOB) value of blueberries imported from Canada is more than $317.1 million annually, or nearly $870,000 per day. Portions of these revenues are then used to perform importer functions that result in expenditures that impact the U.S. economy, averaging nearly $118.7 million per year, which equates to $325,100 per day.

Overall, the total impacts on the U.S. economy are shown below.

Total Economic Impact	Total	Per Day
Output	$348,878,528	$955,832
Employment	1,747	n.a.
Labor Income	$125,353,068	$343,433
Indirect Business Taxes	$12,134,466	$33,245

The findings of this study show that blueberry importers have a significant impact on the U.S. economy. Overall, the importers create:

- Nearly $348.9 million in economic output, the best measure of economic impact, each year. This equates to nearly $955,850 each day of the year.
- Nearly 1,750 jobs on an annual full-time equivalent basis as a result of the business activities of importers and the multiplier effect their purchases generate in a variety of farming and non-farming economic sectors.
- Nearly $125.4 million in labor income as a result of importer activities, or nearly $343,450 per day. These are dollars going to wages and salaries for new employment as well as expanded incomes to those already in the labor force (e.g., overtime pay).

These dollars are diffused throughout the U.S. economy as the funds are spent by households for an array of goods and services.

- More than $12.1 million in indirect business taxes, not including income taxes. This equates to nearly $33,250 per day. Depending on how these funds are used, they can help pay for some or all of the federal government's programs that further benefit residents of the U.S.

Overall, it is clear that blueberry importers play a significant role in strengthening the economic climate of the U.S. Their activities are diffused throughout the economy, touching nearly every aspect of life in the nation.

SUMMARY REPORT OF FINDINGS

Introduction and Purpose

In February 2025, the U.S. Highbush Blueberry Council (hereafter, USHBC), retained The Tootelian Company to assist it in conducting a study to assess the economic impact of blueberries imported from Canada on the economy of the United States (hereafter, U.S.). This impact includes the increased business activity created by importing and selling blueberries from Canada, jobs created as a result of this activity throughout the various sectors of the U.S. economy, increased labor income generated for those employed, and indirect business taxes that are created.

Issues of the Study

The specific issues addressed in this study of imported blueberries from Canada were:

- How much business activity do importers create and how is the overall impact diffused through the various sectors of the U.S. economy?
- How many jobs does this increase in business activity create?
- How much labor income is generated and how could that income be diffused within the U.S. economy?
- How much does this increase in business activity generate in indirect business taxes?

This study focused on importers of blueberries, which includes a variety of entities that operate as wholesalers once they purchase blueberries from foreign suppliers. Some importers are U.S. blueberry growers who have operational units devoted to growing and/or importing blueberries from other countries. Other importers include wholesalers who import various agricultural commodities to make them available to their supply-chain customers (e.g., supermarkets, restaurants). And, still others are retailers who buy directly from the source supply. In all, it has been reported that there are over 3,000 blueberry importers in the U.S.[1]

Imports and the U.S. Economy

According to the U.S. Department of Agriculture (hereafter, USDA), "U.S. agricultural imports … expanded steadily over the past 25 years, largely driven by growing domestic demand for an array of consumer-oriented products. Between 1998 and 2023, total agricultural imports more than quintupled in value, reaching $195 billion in 2023 … Consumer-oriented products have dominated U.S. agricultural imports and have grown faster than total agricultural product imports, increasing on average by nearly 7 percent annually since 1998. Increasing demand for year-round variety in foods has driven imports of horticultural products during the offseason in U.S. production."[2]

Furthermore, the USDA's Economic Research Service (hereafter, ERS) noted that "The value of U.S. agricultural imports grew by a compounded annual growth rate of 5.8 percent from fiscal years 2013 to 2023. In most years, at least half the value of U.S. agricultural imports was in horticultural products—a broad category including fruits, vegetables, spirits, wine, essential oils, tree nuts, and nursery stock. Growth in demand for horticultural products has been driven by consumer desire for a year-round supply, changing consumer preferences, and foreign production that is increasingly competitive with domestically grown produce."[3]

The value of imported goods in terms of their impact on the U.S. economy, however, has been the subject of some debate especially as it relates to its effect on domestic producers. This study does not address those issues. It only seeks to estimate the economic impact of importer spending to bring blueberries from Canada into the supply chain in terms of total business activity created by that spending, jobs created, labor income generated, and indirect business taxes generated.

Operationally, importers spend money bringing blueberries to market and then perform wholesale functions. While the purchase of the blueberry supply does not benefit the U.S. economy because those expenditures go outside the U.S., importers still have to spend money to prepare, transport, and sell the blueberries through the supply chain. This amount of spending creates economic value and has a ripple effect on the economy.

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[1]https://www.volza.com/p/blueberry/buyers/buyers-in-united-states/

[2]"U.S. Agricultural Trade - U.S. Agricultural Trade at a Glance," United States Department of Agriculture, Economic Research Service, January 7, 2025. https://www.ers.usda.gov/topics/international-markets-us-trade/us-agricultural-trade/us-agricultural-trade-at-a-glance

[3]"Agricultural Trade," United States Department of Agriculture, Economic Research Service, January 8, 2025. https://www.ers.usda.gov/data-products/ag-and-food-statistics-charting-the-essentials/agricultural-trade

The Consultant

The Tootelian Company is a Sacramento, California-based marketing and management consulting firm. It specializes in performing economic impact studies, conducting cost-benefit analyses, conducting market research surveys, and assisting its clients with their business and marketing plans.

The founder of the company and consultant for this study was Dennis H. Tootelian, Ph.D. Dr. Tootelian is an Emeritus Professor of Marketing and former Director of the Center for Small Business in the College of Business at California State University, Sacramento. He received his Ph.D. in Marketing from Arizona State University, with minor fields in Accounting and Management.

Dr. Tootelian has conducted numerous economic impact studies for a wide variety of commodities in the agricultural sector. In addition, other clients for which economic impact studies have been conducted include the Chicago 2016 Olympic Games Committee, McDonald's Corporation, various trade and professional associations, and governmental entities.

Dr. Tootelian also has published approximately 100 articles dealing with all facets of business and has co-authored six college-level textbooks on marketing, small business management, and pharmacy management. His academic research has appeared as peer-reviewed articles (i.e., reviewed by academicians for quality of research methodology) in such journals as the *Journal of Marketing, Journal of Retailing, Journal of Business Research, Journal of Food Products Marketing, Journal of Health Care Marketing*, and *Journal of Professional Services Marketing*. Results of some of his applied research and writing have appeared in *The Congressional Record, The Wall Street Journal, Forbes, The Kiplinger Report, USA Today, ABC National News* website, and even *The National Enquirer*.

METHODOLOGY

Two models were used in this analysis. A specially designed economic input model was created to help define average expenditures by blueberry importers and to assess the results generated by IMPLAN. IMPLAN was used to compute the total economic impact created by blueberry importers.

Specialty Economic Input Model

To measure importer expenditures, a specialty economic model was created to define the variables and the critical issues associated with importing blueberries. This model not only provided the data used in the IMPLAN analysis but showed the economic results in more detailed and understandable ways.

This model measured the expenditures by importers based on the value of their imports, and used industry financial ratios to compute their average annual operating costs. Because importer costs can fluctuate from year-to-year, an "average" year was created based on data available from past years (i.e., 2024, 2023, 2022). This helped ensure that the statistics used in this study provided a reasonable picture of importer operations.

National statistics were available from the USDA's National Agricultural Statistics Service (hereafter, NASS) and its ERS for import volumes and sales. Financial ratios were obtained from financial services organizations (e.g., Ibis World, BizStats, ReadyRatios).

IMPLAN

The model used to compute economic impact was IMPLAN. It provides modeling based on data and tools to assess economic impacts at the national, state, and local levels. IMPLAN is widely used by a variety of clients, including federal and state governments, universities, and private sector consultants.

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

Each industry that produces and/or sells goods and services has an influence on, and in turn is influenced by, the production

and/or sales of goods and services of other industries. These interrelationships are captured through a multiplier effect as the demand and supply trickle over from industry to industry and thus impact total output, employment, employee compensation, and indirect business taxes.

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

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

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

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

The ***multiplier effect*** for sales and employment reflects the increased economic activity that comes from sales being generated, and expenses being incurred, by blueberry importers. For example, when an importer purchases blueberries from another country, it must spend money to prepare the blueberries and move them through the supply chain to consumer and commercial markets. Spending by the importer represents sales to other firms who must then also purchase goods and services and hire people to meet their new demand. The additional hiring to meet demand means more people will have income which they will use to purchase goods and services for their households. All of this brings added sales to firms across nearly all economic sectors in the U.S. The net effect is that sales dollars are recycled in the U.S. through this process of sales requiring additional purchases and employment, which results in sales for other firms who must use that money to make their own purchases and hire people.

Data Sources

Government and industry statistics were used to determine import volumes and sales, and financial ratios were used to estimate the costs of importer operations. Information from economic impact studies conducted by the analyst previously for the blueberry industry and for other commodity organizations also were used as deemed appropriate.

Information about the industry and data used to assess the economic impact came from such sources as:

- http://www.bizstats.com/corporation-industry-financials/wholesale-trade-42/farm-product-raw-material-merchant-wholesalers-424500/show
- https://my-ibisworld-com.proxy.lib.csus.edu/us/en/industry/42448/financial-benchmarks
- https://www.readyratios.com/sec/industry/F/
- United States Bureau of the Census
- United States Bureau of Labor Statistics
- United States Department of Agriculture, Economic Research Service

- United States Department of Agriculture, National Agricultural Statistics Service
- United States Department of Agriculture, Census of Agriculture
- United States Government official website

Caveats

The results of any study should be used with caution and at the reader's own discretion. Every study, no matter how well constructed, contains the possibility of some degree of error. Accordingly, the reader assumes sole responsibility for the use of this information.

FINDINGS OF THE ANALYSES

The findings of this study are presented in four sections: Computation of Expenditures Used in the Analyses, Economic Impact of Importers, Possible Diffusion of Labor Income Spending, and Possible Uses for Indirect Business Taxes Generated. Tabled data is presented at the end of this Summary Report.

Computation of Expenditures Used in the Analyses

Importer "cost of operations" was defined to be "sales" minus "costs of goods" minus "depreciation/amortization." The "costs of goods" are the importer's purchase of blueberries from other countries and are not relevant to this study because those expenditures do not remain within the U.S.

Additionally, it was not considered appropriate to include the importer's depreciation and amortization since this is not a cash expense. However, by eliminating depreciation and amortization costs, this study excludes future investments that importers will be making to replace depreciable assets such as equipment and facilities. Eventually, importers have to make capital purchases, but the timing of those expenditures is unknown. The net effect of eliminating these costs is to make the analysis considerably more conservative than it might otherwise be in terms of estimating the economic impact on the U.S. economy.

The cost of operations was reduced further by an outmigration factor to account for any purchases importers may have made for materials and supplies from firms outside of the U.S. The result of all of this is a net cost of operations that includes everything other than the costs to acquire the blueberries, depreciation/amortization, and any outmigration of dollars other than for purchasing the blueberries.

The financial ratios used in this study were obtained from several sources for various types of importers. This was considered appropriate since importers essentially become wholesalers within the U.S. once they purchase the blueberries from other countries.

Imported Blueberries from Canada

The volume of blueberries imported from Canada was obtained from NASS. This source also provided dollar value of imports on an FOB basis. Data was obtained from 2022 through 2024.

After consultations with the USHBC, a three-year average dollar value of imports and number of pounds was used for this study. From 2022 through 2024, it was determined that an average of nearly 209.1 million pounds of blueberries were imported from Canada per year. These included both fresh, frozen, and dried blueberries.

The FOB prices of blueberries were then multiplied by the pounds imported to obtain a three-year average dollar value of imports. From 2022 through 2024, the average dollar value of imported blueberries from Canada was more than $317.1 million per year.

Cost of Operations

The cost of operations for the dollar value of imported blueberries was estimated based on financial ratios for wholesalers and retailers. As previously described, once importers purchase blueberries from Canada, they essentially provide wholesaling services to bring their products to commercial and consumer markets. A fundamental tenet of modern marketing is that a supply chain can eliminate a middleman but not the functions that middleman performs. This means that any supply chain must absorb the wholesaling function and its costs.

Average costs for this study were computed by determining the dollar sales of importers and multiplying that by an industry average for the cost of operations. The industry average cost of operations by using data from Ibis World and Biz Stats, both of which are independent service organizations that prepare financial ratios for a wide variety of industries.

The net gross margin for importers of importers of blueberries from Canada was computed to average nearly $118.7 million per year. This was the amount used to estimate the economic impact of importers.

It is recognized that importer costs can vary based on geographic area, the services they perform, etc. However, estimates used in this study for the costs of operations provide what was deemed a reasonable representation of importer expenditures in the U.S.

Economic Impact of Importers

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

Total Economic Impact

The Output, Employment, Labor Income, and Indirect Business Taxes for U.S. blueberry importers are presented in Table One in total and Table Two on a per-day basis and summarized below.

Total Economic Impact	Total	Per Day
Output	$348,878,528	$955,832
Employment	1,747	n.a.
Labor Income	$125,353,068	$343,433
Indirect Business Taxes	$12,134,466	$33,245

Output. The Output, or the amount of overall business activity created, is projected to total nearly $348.9 million, equating to nearly $955,850 each day of the year. This includes the direct spending by importers ("Direct"), the amount of additional business activity created by that spending ("Indirect"), and the amount of additional business activity created by people's spending caused by the incremental labor income ("Induced"). About 34.0% of this impact is caused by importer spending, and the remainder (66.0%) is the result of increased business activity.

As shown below, the industries generating the largest increases in overall business activity were wholesaling ($131.2 million), real estate/construction/finance/insurance ($57.6 million), professional services ($37.3 million), manufacturing ($28.6 million), and administrative services ($24.3 million).

Industry	Output
Wholesaling	$131,192,306
Real Estate/Const./Fin./Ins.	$57,614,802
Professional Services	$37,321,927
Manufacturing	$28,626,265
Administrative	$24,293,471

Job Creation. Nearly 1,750 additional jobs are expected to be created as a result of the increased business activity. This is computed on an annual full-time equivalent basis. About 32.9% of this is the result of importer operations and the rest (67.1%) is due to the increased business activity caused by the ripple effect of importer spending and the spending of others.

As shown below, the industries generating the largest increases in full-time-equivalent job creation were wholesaling (612 jobs), real estate/construction/finance/insurance (218 jobs), professional services (203 jobs), retailing (177 jobs), and administrative services (150 jobs).

Industry	Employment
Wholesaling	612
Real Estate/Const./Fin./Ins.	218
Professional Services	203
Retailing	177
Administrative	150

Labor Income. Labor Income resulting from the additional people employed and current employees earning more is projected to be nearly $125.4 million, equating to nearly $343,450 each day of the year. About 38.4% of this income is the direct result of spending by importers, while 61.6% is due to increased business activity. How these funds are likely to be spent across various sectors of the U.S. economy is based on consumer purchasing patterns described later in this Summary Report.

As shown below, the industries generating the largest increases in labor income were wholesaling ($52.1 million), professional services ($14.5 million), administrative services ($13.3 million), real estate/construction/finance/insurance ($12.6 million), and health ($7.4 million).

Industry	Labor Income
Wholesaling	$52,099,074
Professional Services	$14,520,595
Administrative	$13,260,755
Real Estate/Const./Fin./Ins.	$12,552,916
Health	$7,362,615

Indirect Business Taxes. Finally, more than $12.1 million in additional indirect business taxes are created from the increased business activity, equating to nearly $33,250 each day of the year. These tax dollars are generated from businesses benefiting from the heightened economic activity and the increased employment. About 24.7% of these indirect business taxes is the direct result of spending by importers, while 65.3% is due to the increased business activity. As is described later in this Summary Report, these tax dollars can be used for programs that further serve residents of communities within the U.S.

As shown below, the industries generating the largest increases in indirect business taxes were wholesaling ($4.6 million), real estate/construction/finance/insurance ($2.2 million), retailing ($1.7 million), professional services ($1.2 million), and accommodations/food services ($537,600).

Industry	Business Taxes
Wholesaling	$4,585,145
Real Estate/Const./Fin./Ins.	$2,201,564
Retailing	$1,706,362
Professional Services	$1,150,590
Accommodations, food	$537,606

Possible Diffusion of Labor Income Spending

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

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

Possible Household Spending	Annual	Per Day
Food	**$16,116,871**	**$44,156**
Food at home	$9,801,859	$26,854
Food away from home	$6,313,344	$17,297
Housing	**$41,468,633**	**$113,613**
Shelter & utilities	$32,668,972	$89,504
Household operations & supplies	$4,535,736	$12,427
Household furnishings & equipment	$4,263,925	$11,682
Apparel and services	**$3,323,427**	**$9,105**
Transportation	**$21,237,917**	**$58,186**
Vehicle purchases (net outlay)	$8,367,766	$22,925
Public and other transportation	$1,617,523	$4,432
Other	$11,252,628	$30,829
Healthcare	**$10,075,337**	**$27,604**
Entertainment	**$5,914,800**	**$16,205**
Personal care products & services	**$1,514,135**	**$4,148**
Education	**$2,494,655**	**$6,835**

As shown above, the greatest amount of spending was for housing ($41.5 million), transportation ($21.2 million), and food ($16.1 million). These three account for 62.9% of the total additional labor income spending.

Possible Uses for Indirect Business Taxes Generated

To illustrate how the indirect business tax dollars could be used to help fund some U.S. departments/agencies, the 2024 fiscal year budgets of a variety of agencies were obtained from the U.S. government's official website. Some caution should be exercised in using these numbers since budgets are adjusted over the course of the fiscal year. Accordingly, these only are presented as illustrations of general amounts spent by federal agencies.

Presented below is the percent of various 2024 fiscal year federal agency budgets that could be covered by the indirect business tax dollars generated by the increased business activity within

the U.S. It is important to recognize that the total indirect business tax dollars generated was applied to **each** federal agency. A sample of agencies' budgets is listed below and a larger list is presented in Table Four.

U.S. Government	2024 Budget Estimate	% of Budget Could Fund
Agriculture		
Agricultural research & services	$7,039,000,000	0.2%
Community & Regional Development		
Community development	$8,433,000,000	0.1%
Area & regional development	$6,059,000,000	0.2%
Energy		
Emergency energy preparedness	$214,000,000	5.7%
Energy conservation	$3,416,000,000	0.4%
General Science, Space, & Technology		
General science & basic research	$17,726,000,000	0.1%
Health		
Consumer & occupational health & safety	$5,985,000,000	0.2%
National Defense		
Family housing	$2,325,000,000	0.5%
Natural Resources & Environment		
Conservation & land management	$19,928,000,000	0.1%
Recreational resources	$5,725,000,000	0.2%
Water resources	$13,855,000,000	0.1%
Veterans Benefits & Services		
Veterans education, training, & rehabilitation	$8,966,000,000	0.1%
Veterans housing	$2,341,000,000	0.5%

SUMMARY AND CONCLUSIONS

Economic impact analyses were conducted for the total expenditures by importers of Canadian blueberries in the U.S. ***It is important to note that these projections are based on annual average expenditures, which means that this impact is expected to occur each year that such spending occurs.***

The FOB value of blueberries imported from Canada is more than $317.1 million annually, or nearly $870,000 per day. Portions of these revenues are then used to perform importer functions that result in expenditures that impact the U.S. economy, averaging nearly $118.7 million per year which equates to $325,100 per day.

Overall, the total impacts on the U.S. economy are shown below.

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- Nearly $348.9 million in economic output, the best measure of economic impact, each year. This equates to nearly $955,850 each day of the year.
- Nearly 1,750 jobs on an annual full-time equivalent basis as a result of the business activities of importers and the multiplier effect their purchases generate in a variety of farming and non-farming economic sectors.
- Nearly $125.4 million in labor income as a result of importer activities, or nearly $343,450 per day. These are dollars going to wages and salaries for new employment as well as expanded incomes to those already in the labor force (e.g., overtime pay). These dollars are diffused throughout the U.S. economy as the funds are spent by households for an array of goods and services.
- More than $12.1 million in indirect business taxes, not including income taxes. This equates to nearly $33,250 per day.

Depending on how these funds are used, they can help pay for some or all of the federal government's programs that further benefit residents of the U.S.

- More than $44.4 million in indirect business taxes, not including income taxes. This equates to nearly $121,750 per day. Depending on how these funds are used, they can help pay for some or all of the federal government's programs that further benefit residents of the U.S.

Overall, it is clear that blueberry importers play a significant role in strengthening the economic climate of the U.S. Their activities are diffused throughout the economy, touching nearly every aspect of life in the nation.

TABLE ONE: AVERAGE ANNUAL ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA

Total Impact

	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing	n.a.	$12,672,100	$15,954,165	$28,626,265
Wholesaling	$118,661,325	$6,253,269	$6,277,712	$131,192,306
Retailing	n.a.	$3,645,367	$12,645,476	$16,290,843
Real Estate/ Const./Fin./Ins.	n.a.	$22,192,870	$35,421,932	$57,614,802
Professional Services	n.a.	$22,477,537	$14,844,390	$37,321,927
Administrative	n.a.	$18,039,825	$6,253,646	$24,293,471
Education	n.a.	$57,549	$1,520,957	$1,578,506
Health	n.a.	$1,931	$13,382,257	$13,384,188
Arts, entertainment, recreation	n.a.	$5,168,358	$4,308,240	$9,476,598
Accommodations, food services	n.a.	$1,253,474	$5,909,594	$7,163,068
Other	n.a.	$6,952,501	$8,358,512	$15,311,012
Farming	n.a.	$145,242	$1,716,236	$1,861,478
Federal	n.a.	$1,754,176	$383,607	$2,137,783
State and local	n.a.	$1,079,061	$1,547,219	$2,626,280
Total	$118,661,325	$101,693,259	$128,523,943	$348,878,528

AVERAGE ANNUAL ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA (continued)

Employment

	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Manufacturing	n.a.	26	28	54
Wholesaling	575	19	18	612
Retailing	n.a.	34	142	177
Real Estate/ Const./Fin./Ins.	n.a.	120	97	218
Professional Services	n.a.	121	82	203
Administrative	n.a.	108	42	150
Education	n.a.	1	19	19
Health	n.a.	0	93	93
Arts, entertainment, recreation	n.a.	25	29	54
Accommodations, food services	n.a.	14	68	82
Other	n.a.	11	34	45
Farming	n.a.	1	12	13
Federal	n.a.	15	3	18
State and local	n.a.	3	5	8
Total	575	500	672	1,747

AVERAGE ANNUAL ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA (continued)

Indirect Labor Income

	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing	n.a.	$2,110,004	$2,291,776	$4,401,780
Wholesaling	$48,135,483	$2,138,630	$1,824,961	$52,099,074
Retailing	n.a.	$1,615,143	$5,502,554	$7,117,697
Real Estate/ Const./Fin./Ins.	n.a.	$6,201,656	$6,351,261	$12,552,916
Professional Services	n.a.	$8,811,519	$5,709,077	$14,520,595
Administrative	n.a.	$10,029,791	$3,230,965	$13,260,755
Education	n.a.	$30,011	$930,122	$960,133
Health	n.a.	$1,022	$7,361,593	$7,362,615
Arts, entertainment, recreation	n.a.	$2,062,933	$1,593,644	$3,656,578
Accommodations, food services	n.a.	$456,360	$2,060,347	$2,516,707
Other	n.a.	$1,446,738	$2,457,501	$3,904,239
Farming	n.a.	$54,005	$398,855	$452,860
Federal	n.a.	$1,482,949	$243,798	$1,726,747
State and local	n.a.	$322,358	$498,013	$820,372
Total	$48,135,483	$36,763,118	$40,454,467	$125,353,068

AVERAGE ANNUAL ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA (continued)

Indirect Business Taxes

	Business Taxes Direct	Business Taxes Indirect	Business Taxes Induced	Business Taxes Total
Manufacturing	n.a.	$112,979	$257,694	$370,672
Wholesaling	$3,000,408	$704,614	$880,122	$4,585,145
Retailing	n.a.	$360,118	$1,346,244	$1,706,362
Real Estate/ Const./Fin./Ins.	n.a.	$414,801	$1,786,763	$2,201,564
Professional Services	n.a.	$664,594	$485,997	$1,150,590
Administrative	n.a.	$222,945	$79,427	$302,372
Education	n.a.	$1,530	$39,739	$41,269
Health	n.a.	$15	$176,754	$176,769
Arts, entertainment, recreation	n.a.	$105,496	$180,819	$286,315
Accommodations, food services	n.a.	$96,319	$441,287	$537,606
Other	n.a.	$515,669	$474,094	$989,763
Farming	n.a.	-$5,885	-$30,370	-$36,255
Federal	n.a.	-$7,816	-$25,491	-$33,307
State and local	n.a.	-$51,630	-$92,769	-$144,400
Total	$3,000,408	$3,133,746	$6,000,312	$12,134,466

TABLE TWO: AVERAGE DAILY ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA

Total Impact — Per Day

	Output Direct	Output Indirect	Output Induced	Output Total
Manufacturing	n.a.	$34,718	$43,710	$78,428
Wholesaling	$325,100	$17,132	$17,199	$359,431
Retailing	n.a.	$9,987	$34,645	$44,632
Real Estate/ Const./Fin./Ins.	n.a.	$60,802	$97,046	$157,849
Professional Services	n.a.	$61,582	$40,670	$102,252
Administrative	n.a.	$49,424	$17,133	$66,557
Education	n.a.	$158	$4,167	$4,325
Health	n.a.	$5	$36,664	$36,669
Arts, entertainment, recreation	n.a.	$14,160	$11,803	$25,963
Accommodations, food services	n.a.	$3,434	$16,191	$19,625
Other	n.a.	$19,048	$22,900	$41,948
Farming	n.a.	$398	$4,702	$5,100
Federal	n.a.	$4,806	$1,051	$5,857
State and local	n.a.	$2,956	$4,239	$7,195
Total	$325,100	$278,612	$352,120	$955,832

AVERAGE DAILY ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA (continued)

Employment — Per Day (not applicable)

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

AVERAGE DAILY ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA (continued)

Indirect Labor Income — Per Day

	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Manufacturing	n.a.	$5,781	$6,279	$12,060
Wholesaling	$131,878	$5,859	$5,000	$142,737
Retailing	n.a.	$4,425	$15,075	$19,501
Real Estate/ Const./Fin./Ins.	n.a.	$16,991	$17,401	$34,392
Professional Services	n.a.	$24,141	$15,641	$39,782
Administrative	n.a.	$27,479	$8,852	$36,331
Education	n.a.	$82	$2,548	$2,631
Health	n.a.	$3	$20,169	$20,172
Arts, entertainment, recreation	n.a.	$5,652	$4,366	$10,018
Accommodations, food services	n.a.	$1,250	$5,645	$6,895
Other	n.a.	$3,964	$6,733	$10,697
Farming	n.a.	$148	$1,093	$1,241
Federal	n.a.	$4,063	$668	$4,731
State and local	n.a.	$883	$1,364	$2,248
Total	$131,878	$100,721	$110,834	$343,433

AVERAGE DAILY ECONOMIC IMPACT OF IMPORTERS OF BLUEBERRIES FROM CANADA (continued)

Indirect Business Taxes — Per Day

	Business Taxes Direct	Business Taxes Indirect	Business Taxes Induced	Business Taxes Total
Manufacturing	n.a.	$310	$706	$1,016
Wholesaling	$8,220	$1,930	$2,411	$12,562
Retailing	n.a.	$987	$3,688	$4,675
Real Estate/ Const./Fin./Ins.	n.a.	$1,136	$4,895	$6,032
Professional Services	n.a.	$1,821	$1,331	$3,152
Administrative	n.a.	$611	$218	$828
Education	n.a.	$4	$109	$113
Health	n.a.	$0	$484	$484
Arts, entertainment, recreation	n.a.	$289	$495	$784
Accommodations, food services	n.a.	$264	$1,209	$1,473
Other	n.a.	$1,413	$1,299	$2,712
Farming	n.a.	-$16	-$83	-$99
Federal	n.a.	-$21	-$70	-$91
State and local	n.a.	-$141	-$254	-$396
Total	$8,220	$8,586	$16,439	$33,245

TABLE THREE: POSSIBLE DIFFUSION OF ANNUAL INCREMENTAL LABOR INCOME

Total Labor Income	$125,353,068	$343,433
Possible Household Spending	**Annual**	**Per Day**
Food	**$16,116,871**	**$44,156**
Food at home	$9,801,859	$26,854
Food away from home	$6,313,344	$17,297
Housing	**$41,468,633**	**$113,613**
Shelter	$25,019,920	$68,548
Utilities, fuels, and public services	$7,649,052	$20,956
Household operations	$3,196,693	$8,758
Housekeeping supplies	$1,339,043	$3,669
Household furnishings and equipment	$4,263,925	$11,682
Apparel and services	**$3,323,427**	**$9,105**
Transportation	**$21,237,917**	**$58,186**
Vehicle purchases (net outlay)	$8,367,766	$22,925
Gasoline and other fuels	$4,832,560	$13,240
Other vehicle expenses	$6,405,060	$17,548
Public and other transportation	$1,617,523	$4,432
Healthcare	**$10,075,337**	**$27,604**
Entertainment	**$5,914,800**	**$16,205**
Personal care products and services	**$1,514,135**	**$4,148**
Reading	**$195,103**	**$535**
Education	**$2,494,655**	**$6,835**
Miscellaneous	**$3,475,174**	**$9,521**
Cash contributions	**$4,278,933**	**$11,723**
Personal insurance and pensions	**$15,258,082**	**$41,803**
Life and other personal insurance	$887,137	$2,431
Pensions and Social Security	$14,369,278	$39,368

TABLE FOUR: POSSIBLE COVERAGE OF FEDERAL BUDGETS WITH INCREMENTAL INDIRECT BUSINESS TAXES

U.S. Government	2024 Budget Estimate	% of Budget Could Fund*
National Defense		
Family housing	$2,325,000,000	0.52%
Research, development, test, & evaluation	$140,435,000,000	0.01%
General Science, Space, & Technology		
General science & basic research	$17,726,000,000	0.07%
Energy		
Emergency energy preparedness	$214,000,000	5.67%
Energy conservation	$3,416,000,000	0.36%
Energy supply	$24,957,000,000	0.05%
Natural Resources & Environment		
Conservation & land management	$19,928,000,000	0.06%
Pollution control & abatement	$23,082,000,000	0.05%
Recreational resources	$5,725,000,000	0.21%
Water resources	$13,855,000,000	0.09%
Agricultural		
Agricultural research & services	$7,039,000,000	0.17%
Farm income stabilization	$22,756,000,000	0.05%
Transportation		
Air transportation	$29,952,000,000	0.04%
Ground transportation	$119,991,000,000	0.01%
Community & Regional Development		
Area & regional development	$6,059,000,000	0.20%
Community development	$8,433,000,000	0.14%
Health		
Consumer & occupational health & safety	$5,985,000,000	0.20%
Income Security		
Food & nutrition assistance	$163,928,000,000	0.01%
Housing assistance	$66,053,000,000	0.02%
Veterans Benefits & Services		
Veterans education, training, & rehabilitation	$8,966,000,000	0.14%
Veterans housing	$2,341,000,000	0.52%
Administration of Justice		
Federal law enforcement activities	$43,885,000,000	0.03%

**Percent is total of Indirect Business Taxes applied to EACH budget line.*