

# The Economic Impact of The Texas Turfgrass Industry

By

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**Horticultural (Turfgrass) Economics Research Report**

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## Abstract

The purpose of this study was to estimate the total economic impact of the turfgrass industry on the Texas economy with the use of the Texas Turfgrass Input-Output or IMPLAN<sup>®</sup> Model.

This model included turfgrass related goods and services suppliers put to market and how these goods and services were distributed amongst different demanders.

The inputs delivered to the turfgrass market by suppliers become the outputs taken by the demanders from the market. The suppliers' inputs as well as the demanders' outputs included: grass seeds, nursery products, landscape services, agricultural chemicals, nitrogenous and phosphatic (N&P) fertilizers, refined petroleum products, fabricated rubber, lawn and garden equipment, construction equipment, motor vehicles, water utilities, wholesale services, retail services, and domestic services.

Output demanders in this model included institutions, commercial businesses, government, households, and golf courses. The Texas turfgrass economic impact was evaluated by estimated sales, employment, income, and value-added to the economy.

Results from this study showed the total estimated impact transition between input suppliers and the output to demanders to be:

- \$7,372,158,351 in sales
- 150,823 jobs
- \$2,600,408,779 in personal income
- \$4,381,798,746 in value-added impact

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## **Chapter 1: Introduction to the Texas Turfgrass Economic Impact Study**

The Texas Turfgrass Economic Impact Study first began using data from the 1993 calendar year. The results of this study were published in September of 1996 by Curtis F. Lard, Charles R. Hall, and Rebecca K. Berry in a Horticultural (Turfgrass) Economics Research Report #96-9 entitled *The Economic Impact of the Texas Turfgrass Industry*. This original study reported on the individual effects that the turfgrass, nursery, and landscaping industry had on the Texas economy. However, these three effects could not be added together to represent the entire turfgrass industry on the state of Texas.

This new study uses the original 1993 data to estimate the total economic impact of the turfgrass industry on the 1999 calendar year. An input-output or IMPLAN<sup>®</sup> Model was used to derive the change in related economic impacts with respect to a change in final demand that would represent the 1999 economy. During this study, the Texas economy was considered to be a closed system, in which the effect of any imports and exports of turfgrass related goods and services were considered negligible.

### **Purpose Statement**

The purpose of this report is to show the estimated total economic impact of the turfgrass industry on the 1999 Texas economy using an input-output or IMPLAN<sup>®</sup> Model.

### **Study Objectives**

The specific objectives of this report were to:

- Identify the major turfgrass related impacts and their economic magnitudes by the turfgrass industry.
- Estimate the cost components of turfgrass production, maintenance, and care of turfgrass.
- Derive the final demand associated with the various inputs from the turfgrass industry.
- Estimate the overall economic impact using the input-output model for the turfgrass industry to arrive at multipliers which show potential sales, employment,

income, and value-added as a result of turfgrass production, management, and uses by final demanders and associated activities.

### **Demanders, Inputs, and Impacts**

Within the turfgrass industry five demanders were determined that contributed to the economic impact. These demanders were institutions, commercial businesses, government, households, and golf courses.

Supplier inputs included turfgrass related goods and services used by a given demander, such as, grass seeds, nursery products, landscape services, agricultural chemicals, nitrogenous and phosphatic (N&P) fertilizers, refined petroleum products, fabricated rubber, lawn and garden equipment, construction equipment, motor vehicles, water utilities, wholesale services, retail services, and domestic services. These different demand groups were broken into subsectors and can be found below.

<b>Demanders</b>	<b>Subsector</b>	<b>Included in Subsector</b>
Institutions	Churches Cemeteries Colleges and Universities Schools  Health Care Facilities	(All places of worship) Church, private, state, other All universities and colleges High schools, elementary school (public and private) Nursing homes, hospitals, others
Commercial	Commercial Establishments  Racetracks Airports	Hotels, motels and wholesale, retail, manufacturing, services, Sod Producers (Producers, breeders, researchers), Nurseries (Producers of nursery Stock), Lawn and Grounds Care Firms, Garden Centers (Nurseries, dealers, hardware, retail), Landscapers (Contractors, architects), Irrigation Firms, Other (Resorts, theme parks, etc.) Horse, auto, other Military, state, county, city, other
Government	Municipalities  Counties	Offices, parks, fairgrounds, athletic fields, correctional institutions, roadsides Offices, parks, fairgrounds, athletic fields, correctional institutions, roadsides
Households	Homes Multiple Dwellings	Single family rural and urban Apartments, condos, etc.
Golf Courses	Golf Courses	Private, public, municipal, other

Economic impact was divided into sales output, employment allotted, income generated, and value-added to estimate the impacts of the turfgrass industry on the Texas economy, and are defined below.

A general equation can be used for each term to support the text form definition. Be aware that the change in the impact over the change in the final demand represents the multiplier found by the IMPLAN<sup>®</sup> Model. We gathered our final demand data from the previous publication, *The Economic Impact of the Texas Turfgrass Industry*.

$$\hat{\text{Economic Impact}} = \frac{\Delta \text{ Impact}}{\Delta \text{ Final Demand}} \times \hat{\text{Final Demand}}$$

*Sales Output* - an estimate of the business sales to all demanders of turfgrass goods within the Texas economy that result from a change in sales to the final demand by the turfgrass industry.

*Employment* - an estimate of the number of jobs created throughout the Texas economy that result from a change in \$1 million of sales to the final demand by the turfgrass industry.

*Income* - an estimate of the total household income from all sources (wages/salaries, profits, and rents) resulting from a change in sales to the final demand by the turfgrass industry

*Value-Added* – is an estimate in total economic returns in the economy from the employment of all resources of production from a change in sales to final demand by the turfgrass industry. Value-added is the same as the value of all goods and services produced within Texas. It is analogous to Gross Domestic Product (GDP) as reported at the national level. Value-added within a region may be referred to as Gross Regional Product (GRP).

## Chapter 2: Literature Review

The primary source of data for this report comes from *The Economic Impact of the Texas Turfgrass Industry*, 1996 by Drs. Curtis F. Lard, Charles T. Hall and Rebecca K. Berry. This original study reported on the individual effects that the turfgrass, nursery and landscaping industry had on the Texas economy.

In 1993, Texas turfgrass maintenance out-of-pocket expenditures amounted to \$4.13 billion. Single-family households accounted for \$2.55 billion. In addition, the Texas Department of Transportation and sod producers spent an estimated \$84 million. Furthermore, opportunity costs for unpaid family labor and golf course water amounted to \$1.37 billion. Thus, total turf-related expenditures amounted to \$5.59 billion. However, this does not include economic multipliers for employment and income, which would extend the estimated expenditures to over \$6 billion.

In the nursery aspects of the study, nursery-related sales were analyzed at the wholesale level, with wholesale sales consisting of those made by growers that produce greenhouse crops, growers that produce nursery crops, and growers that produce a combination of greenhouse and nursery crops. This study found that in 1993, total wholesale grower sales exceeded \$742 million. Of these total sales, 89% were in-state sales, with a little over \$78 million in out-of-state sales.

In addition, greenhouse growers represented 42% of total wholesales sales, with sales of \$374 million. Nursery growers and growers who grow a combination of greenhouse and nursery products constituted 30% (\$135 million) and 28% (\$233 million) of sales, respectively.

The Texas Turfgrass Economic Impact Study found that in 1993, Texas landscape contractors had sales of products and services that exceeded three-quarters of a billion dollars. When expenditures for both landscape and hardscape items were totaled for all

sectors (users), the cost came to \$1.4 billion for the state in 1993. In addition, lawn service firms had expenditures of over \$1.5 billion.

For the state as a whole, if all sectors in the Economic Impact Study are included, the investment in landscape, hardscape, and lawns exceeded \$14.8 billion. The single-family households investments were \$8.56 billion, and golf courses had an investment of \$2.95 billion in course design, construction and buildings, and facilities.

The study for the year of 1993 reports that the turfgrass industry contributes more than \$6 billion to the economy of Texas annually. The nursery-related sales at the wholesale level totaled three-quarters of a billion dollars for 1993. The landscape contractors had expenditures (both landscape and hardscape) of \$1.4 billion in 1993. All three of these cannot be added together to get the total economic impact of the Green Industry on the economy of Texas.

## Chapter 3: Methodology

### Input-Output or IMPLAN<sup>®</sup> Model Analysis Methods

The IMPLAN<sup>®</sup> Model is a computer algorithm of a system of equations, each representing a sector of the economy and identifying interrelationships among sectors (Jones and Tanyeri-Abur, 2001).

The Input-Output model allows researchers to measure changes in final demand on the economy, inter-industry linkages, and total multiplier effects, including employment, earnings, and output. In this case, we simply want to know what the multipliers are to estimate the impact of a change in output of one sector on the output requirements of other sectors from 1993 to 1999 in the turfgrass industry with relation to the Texas economy. Direct impacts estimated for each activity are then multiplied by these factors to estimate total impacts.

Final demand information was gathered based on the five demanders and entered into the IMPLAN<sup>®</sup> Model. The IMPLAN<sup>®</sup> Model then estimated the multipliers that are multiplied by the final demand inputs from the previous 1993 data that was updated to represent the 1999 year. These estimated the change in sales, income, employment, and value-added with respect to the change in final demand for the fourteen inputs.

$$\hat{\text{Economic Impact}} = \frac{\Delta \text{ Impact}}{\Delta \text{ Final Demand}} \times \hat{\text{Final Demand}}$$

The model for this report, provided by Dr. Lonnie Jones, includes several multipliers for each of the economic variables, which included sales, employment, personal income, and value-added multipliers from the IMPLAN<sup>®</sup> model. The system shows the interdependence of all demanders of the Texas economy by capturing the intermediate sales.

In this study, the multiplier estimates were expressed as the impact of the turfgrass industry of a one-dollar change in final demand. It is assumed that the functional relationship to final demand was linear so the multiplier could be used to estimate the impact of increased or decreased sales to final demand by any given demander in the economy. The notion of multipliers rests on the difference between the initial effect of a change in final demand and total effects of that change. Total effects are defined as the sum of direct, indirect, and induced effects (Jones and Tanyeri-Abur, 2001).

Like any economic model, input-output analysis is limited by its assumptions and by the accuracy of the equations, as well as the data on variables that drives the model. Input-output analysis is limited by the following assumptions: 1) categorization of individual firms by their primary products, 2) the linearity of all equations in the model, 3) the assumption of proportionality of output to inputs, and 4) fixed prices and technology. The input-output model is also limited in terms of the use and interpretation of its results. Input-output models are limited in providing information on secondary impacts of some economic activities (Jones and Tanyeri-Abur, 2001).

## Chapter 4: Findings

### Results

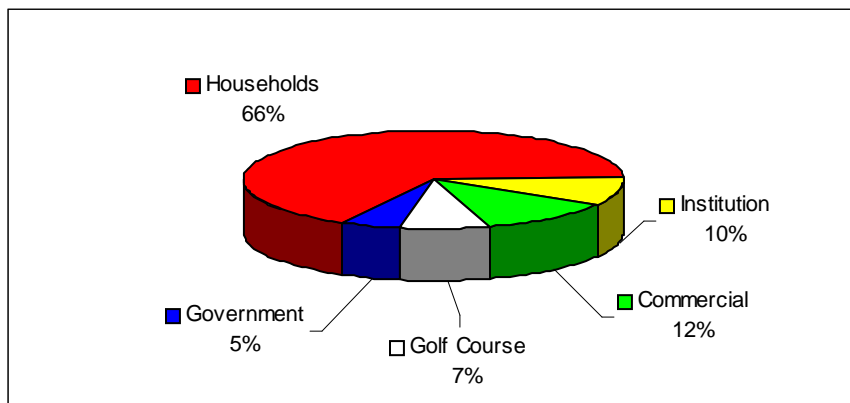
The following reflect the results for each of the four impacts: sales, employment, income, and value-added. The demanders that had the greatest impact are overviewed below.

### Sales

#### *Sales Output*

The output impact is an estimate of the change in sales by all input suppliers within the Texas economy that result from a change in the final demand to turfgrass goods and services (refer to Figure 1).

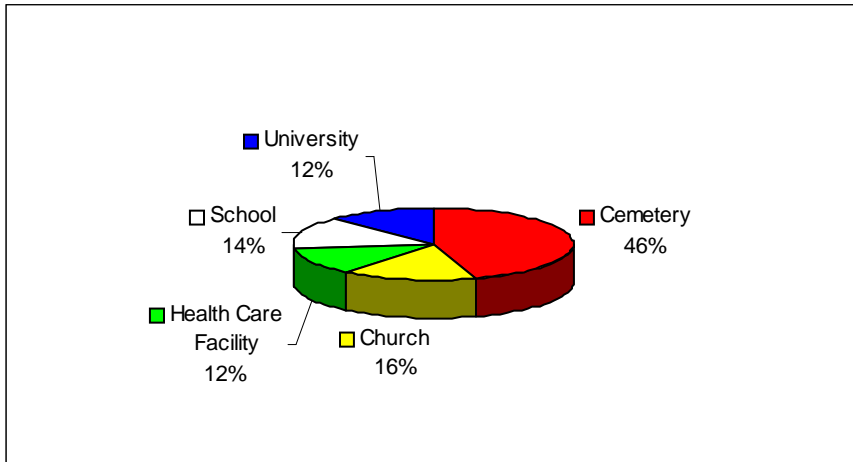
**Figure 1: Estimated Sales of \$7,372,158,351**



#### *Institution*

The segments that constituted the institutional demanders included data regarding cemeteries, churches, health care facilities, schools, and universities. The sales output from cemeteries had the largest effect, generating \$316.6 million in sales— 46% of the total institutional output impact (refer to Figure 2).

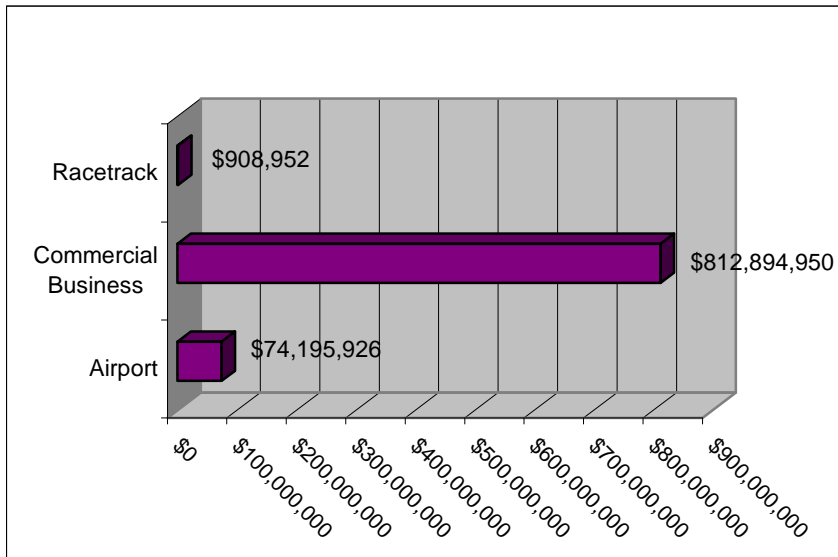
**Figure 2: Estimated Institution Sales of \$703,085,580**



*Commercial*

Airports, commercial businesses, and racetracks were the segments that comprised the commercial demanders of turfgrass. Over 90% of the commercial output was from commercial businesses, for an approximate value of \$812.9 million (refer to Chart 1).

**Chart 1: Estimated Commercial Sales of \$887,999,828**



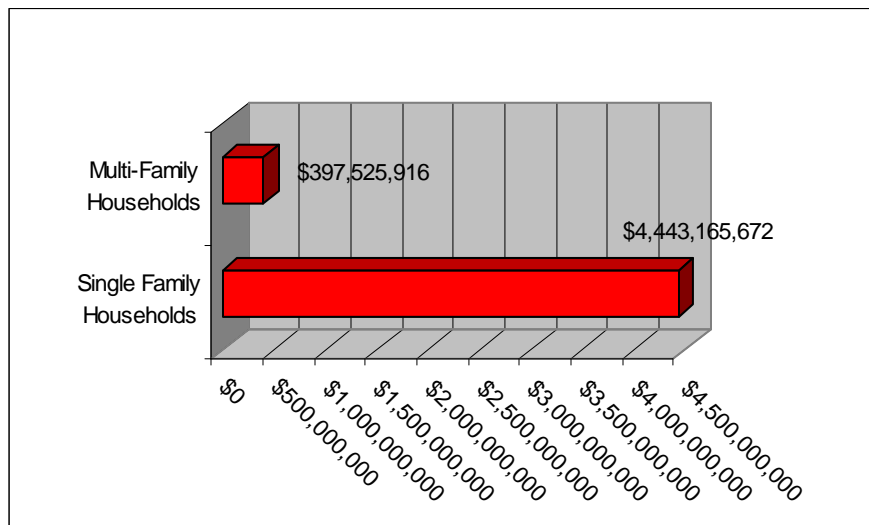
### *Government*

The government sector was classified in two groups: sales derived from municipalities and those from counties. These groups accounted for approximately 5% of total output impact for the economy. This percentage was valued over \$395.5 million in sales output for the year (refer to Figure 1).

### *Households*

Single and multi-family households were the segments considered in the results of the household output impact. The most significant portion of sales generated came from the single-family households with approximately \$4,443.1 million, which accounted for nearly 92% of the total sales impact (refer to Chart 2).

**Chart 2: Estimated Household Sales of \$4,840,691,588**



### *Golf Course*

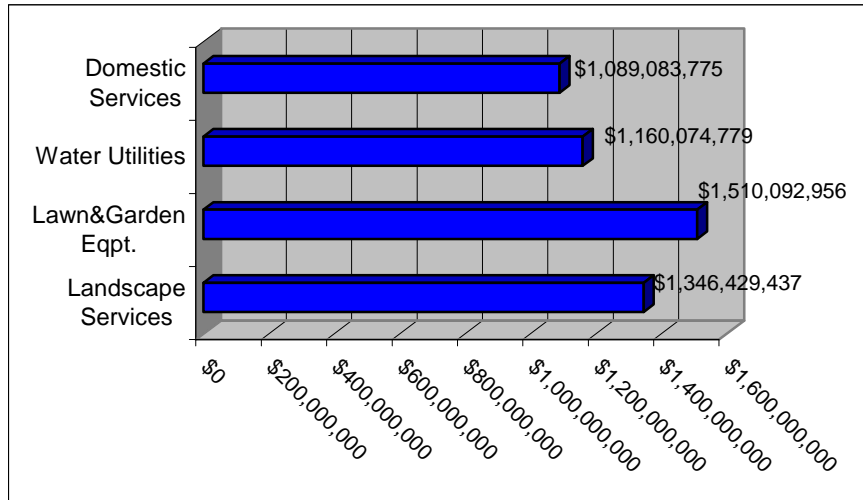
Output sales for the golfing industry included revenue from green fees, golf lessons, snacks, and other golf-related items. Approximately 7% of the turfgrass output demand could be attributed to the golfing industry. This results in over \$544.8 million in output sales annually (refer to Figure 1).

### *Sales Inputs*

The top four sales inputs on the industry included: (1) the use of lawn and garden equipment, which generated \$1,510 million, (2) expenditures for landscape services

which generated \$1,346.4 million, (3) water supply utilities which generated \$1,160 million, and (4) domestic services which generated over \$1,089 million in expenditure. The other ten inputs were estimated at over \$2,266 million (refer to Chart 3 and Table 4).

**Chart 3: Top 4 Estimated Statewide Sales Inputs**

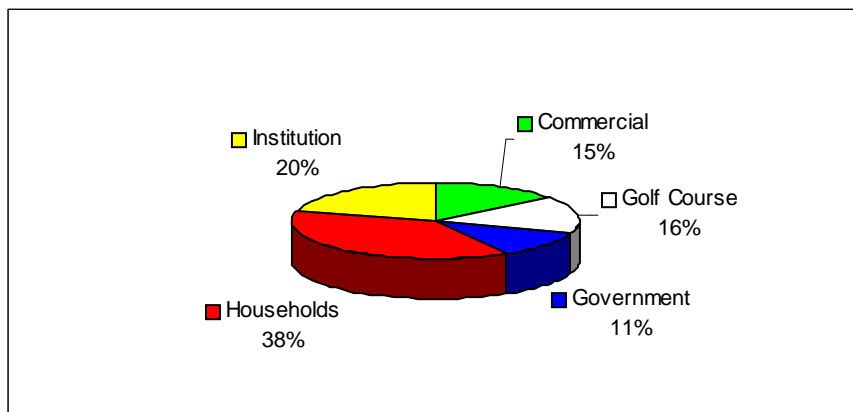


## Employment

### *Employment Output*

The employment impact is an estimate of the change in the number of jobs created that result from \$1 million of sales. This is equivalent to 20.5 new jobs per \$1 million in sales (refer to Figure 3).

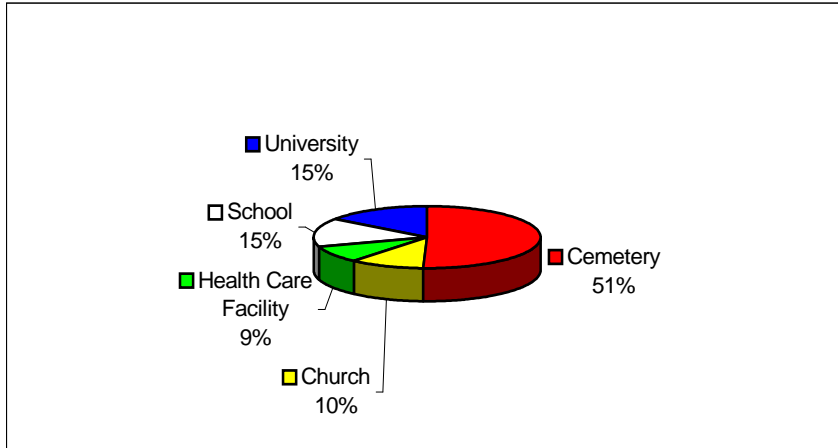
**Figure 3: Estimated Employment of 150,823 Jobs**



### *Institution*

Within the institutions, cemeteries had the most significant impact on the total employment output by generating 15,615 positions. Churches, health care facilities, schools, and universities produced the remaining jobs of 3,209; 2,778; 4,646 and 4,591 jobs respectively (refer to Figure 4).

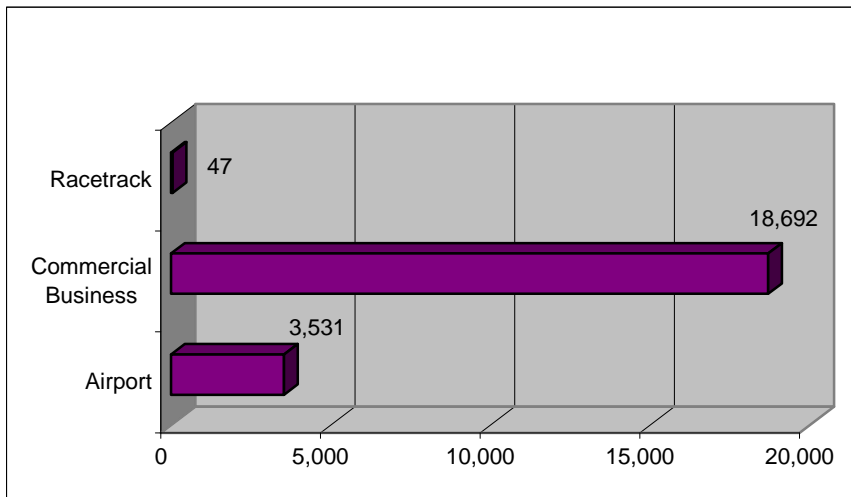
**Figure 4: Estimated Institution Employment of 30,839 Jobs**



### *Commercial*

Within the commercial demanders, commercial businesses supplied 18,692 of the 22,270 total employment positions generated in this sector. In comparison, airports and racetracks produced only 16% of jobs (refer to Chart 4).

**Chart 4: Estimated Commercial Employment of 22,270 Jobs**



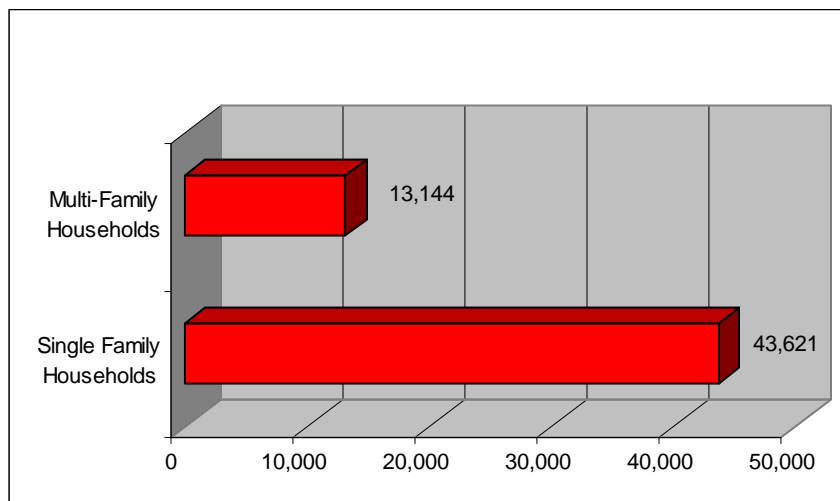
### *Government*

The government added over 17,223 jobs in both municipality and county segments. This number represented approximately 11% of the total jobs created by the turfgrass industry within the state of Texas (refer to Figure 4 and Table 3).

### *Households*

The single and multi-family households provided a total of 56,765 jobs. Services required for single-family households resulted in 43,642 jobs, which accounted for 77% of the employment impact in the household demand (refer to Chart 5).

**Chart 5: Estimated Household Employment of 56,765 Jobs**



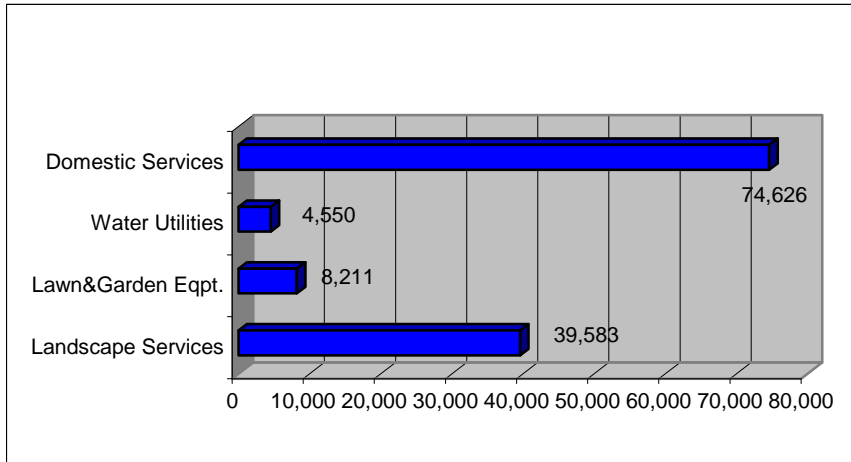
### *Golf Course*

The golf course industry created approximately 23,726 jobs within the state of Texas. These jobs accounted for 16% of the total employment added by the turfgrass industry (refer to Figure 4 and Table 3).

### *Employment Inputs*

The two largest employment inputs in the turfgrass industry came from jobs created in (1) domestic and (2) landscape services with 74,626 and 39,583 jobs respectively. Services for (3) lawn and garden equipment accounted for another 8,211 jobs created in the turfgrass industry statewide, while (4) water utilities accounted for only 4,550 jobs. The other ten inputs were estimated at 23,853 jobs (refer to Chart 6 and Table 4).

**Chart 6: Top 4 Estimated Statewide Employment Inputs**

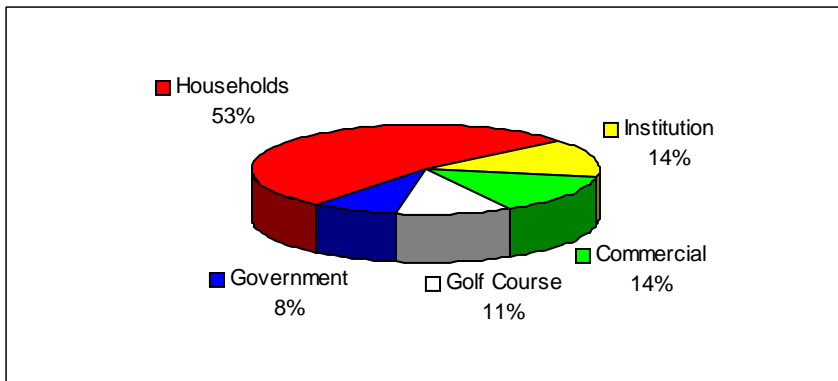


### **Income**

#### *Income Output*

The total income impact is an estimate of the change in total household income to input suppliers resulting from a change in sales to the final demand by the turfgrass industry (refer to Figure 5).

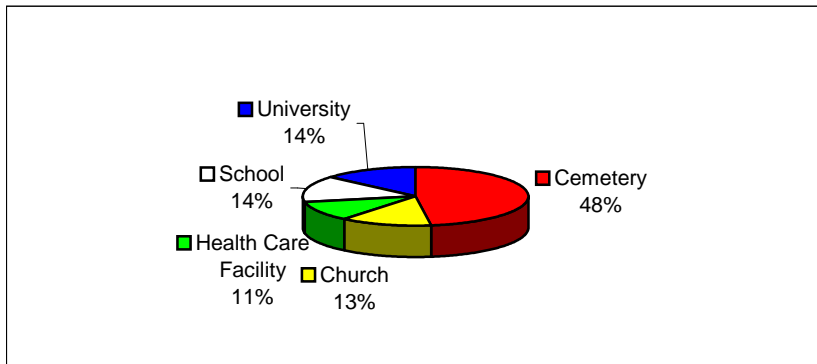
**Figure 5: Estimated Income of \$2,600,408,779**



#### *Institution*

Cemeteries generated the most income with \$173.8 million. Schools and universities brought in \$52.7 and \$49.7 million, respectively, compared to \$47.6 million from churches and \$39.9 million generated from health care facilities (refer to Figure 6).

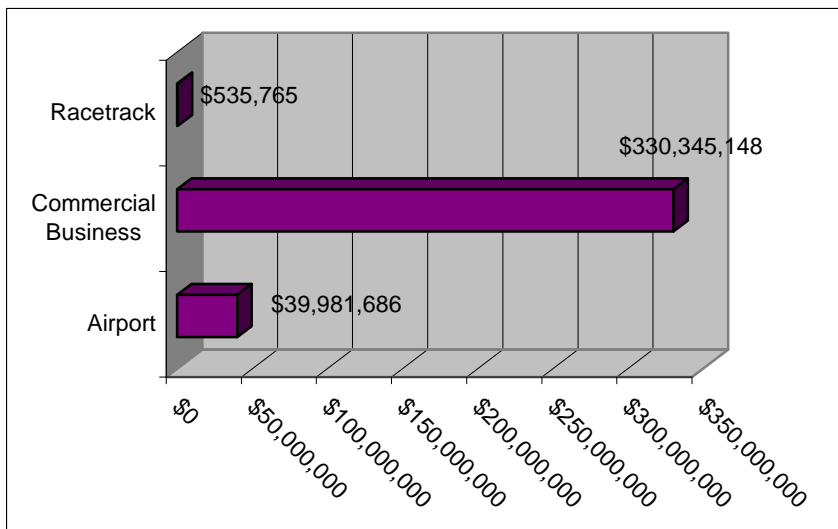
**Figure 6: Estimated Institutional Income of \$363,621,167**



*Commercial*

Commercial businesses generated \$330.3 million in total income, which accounts for 89% of the income from commercial demanders. The remaining 11% was due to airports and racetracks, which accounted for \$39.98 and \$.54 million, respectively (refer to Chart 7).

**Chart 7: Estimated Commercial Income of \$370,862,599**



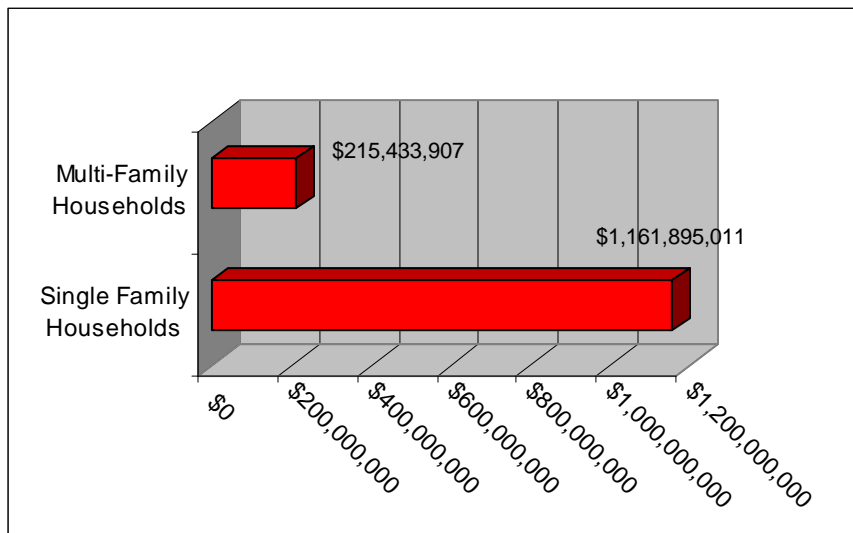
### *Government*

Government generated approximately 8% of the total income impact to the turfgrass industry inputs within the state of Texas, contributing \$206 million (refer to Figure 5 and Table 3).

### *Households*

Households were the largest group affecting turfgrass income by an amount of \$1,377 million. The single-family household group resulted in the majority of the income from household demanders with a total of \$1,161 million. Multi-family units provided \$215.4 million of personal income (refer to Chart 8).

**Chart 8: Estimated Household Income of \$1,377,328,918**



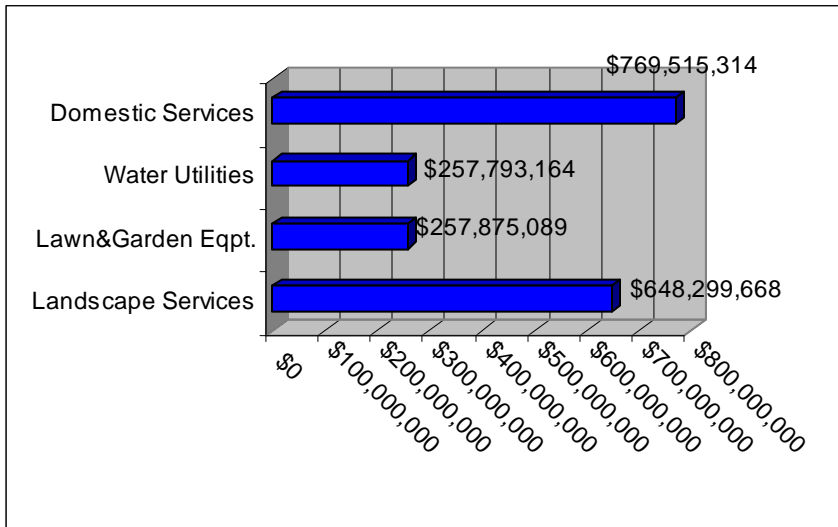
### *Golf Course*

Approximately 11% of the total personal income was contributed by the golfing industry. This was the equivalent of over \$282 million generated annually in the state of Texas (refer to Figure 5 and Table 3).

### *Income Inputs*

Income generated in the turfgrass industry included: (1) domestic services, which generated \$769.5 million in personal income, (2) landscape services, which generated \$648.3 million, and (3) lawn and garden equipment and (4) water supply utilities, which together contributed \$258 million to the total income. The other ten inputs were estimated at over \$666.9 million (refer to Chart 9 and Table 4).

**Chart 9: Top 4 Statewide Estimated Income Inputs**

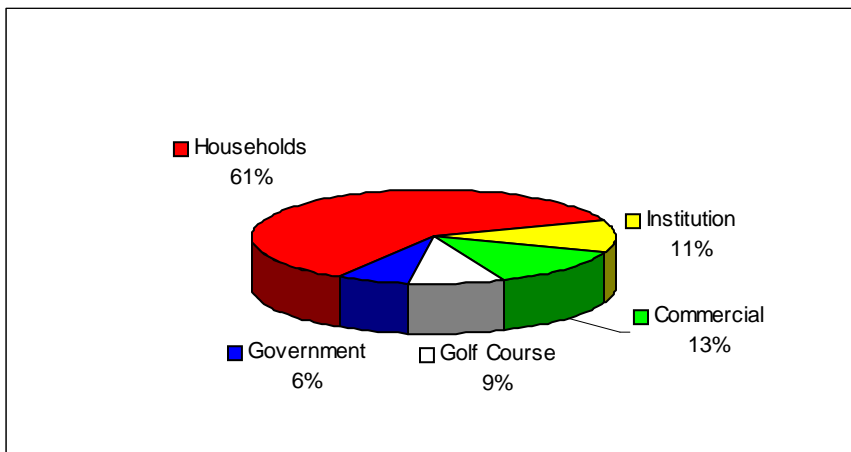


**Value-Added**

*Value-Added Output*

The value-added impact is an estimate of the change in total economic returns from the employment of all resources of production in the economy. Value-added is analogous to Gross Domestic Product (GDP) as reported at the national level, but is often referred to as the Gross Regional Product (GRP) less the cost associated with the goods and services on a more local level (refer to Figure 7).

**Figure 7: Estimated Value-Added of \$4,381,798,746**

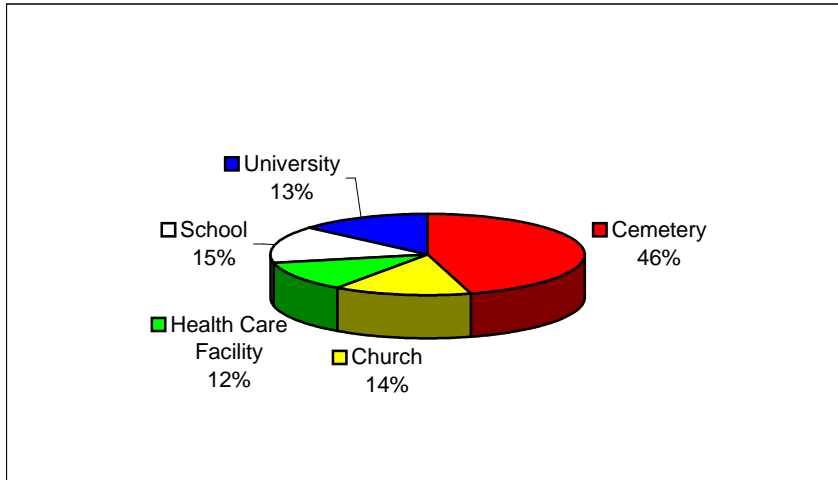


*Institution*

Within institutions, cemeteries generated the most value-added impact, with a contribution of \$225 million. Schools and universities resulted in over \$73 and \$66

million in value-added impacts, while churches and health care facilities provided \$59.3 and \$57.2 million, respectively, to the value-added impact (refer to Figure 8).

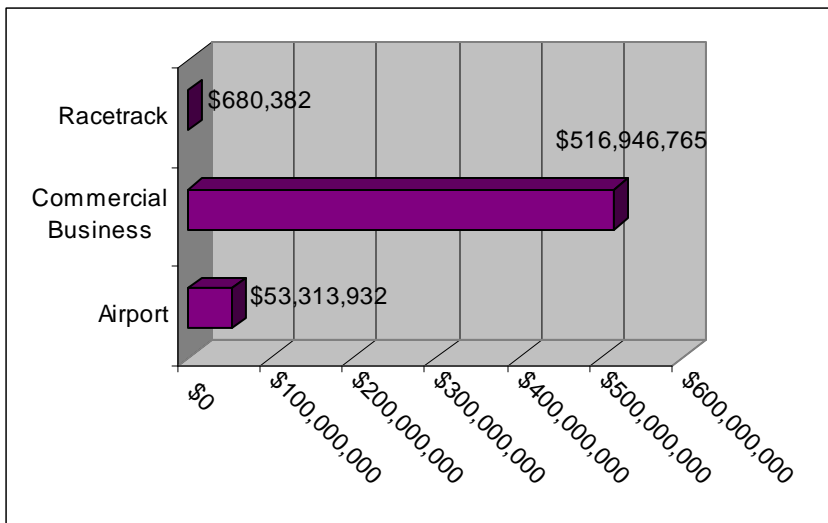
**Figure 8: Estimated Institutional Value-Added of \$494,780,129**



*Commercial*

Commercial businesses contributed 90% of the value-added with \$516 million. The other 10% contributed to by airports and racetracks, which added \$53 million and \$.68 million respectively (refer to Chart 10).

**Chart 10: Estimated Commercial Value-Added of \$570,941,079**



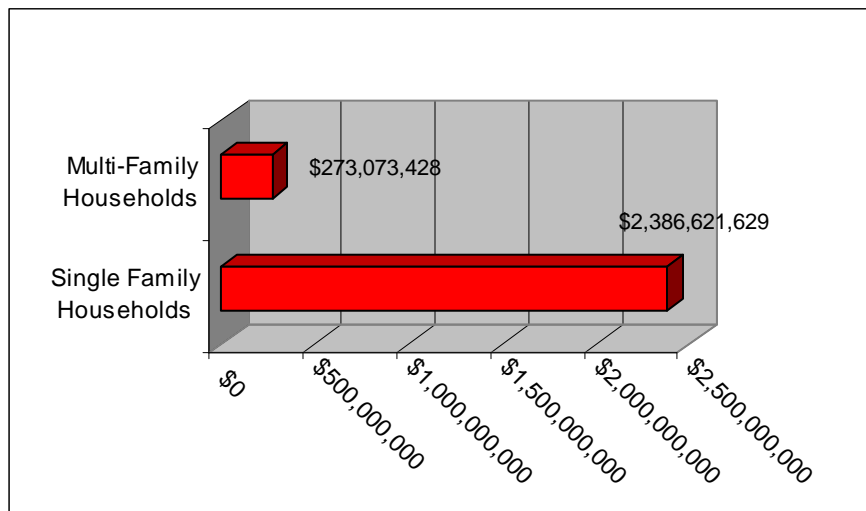
### *Government*

The government sector contributed approximately 6% of the value-added in the state of Texas. This contribution was valued at over \$272.9 million annually (refer to Figure 7 and Table 3).

### *Households*

The household sector was the largest sector affecting the turfgrass value-added impact by generating \$2,659 million. The majority of the value-added impact came from single-family households, which contributed 90% of the total that amounted to approximately \$2,386 million. The multi-family households contributed the other 10% for an amount of \$273 million (refer to Chart 11).

**Chart 11: Estimated Household Value-Added of \$2,659,695,057**



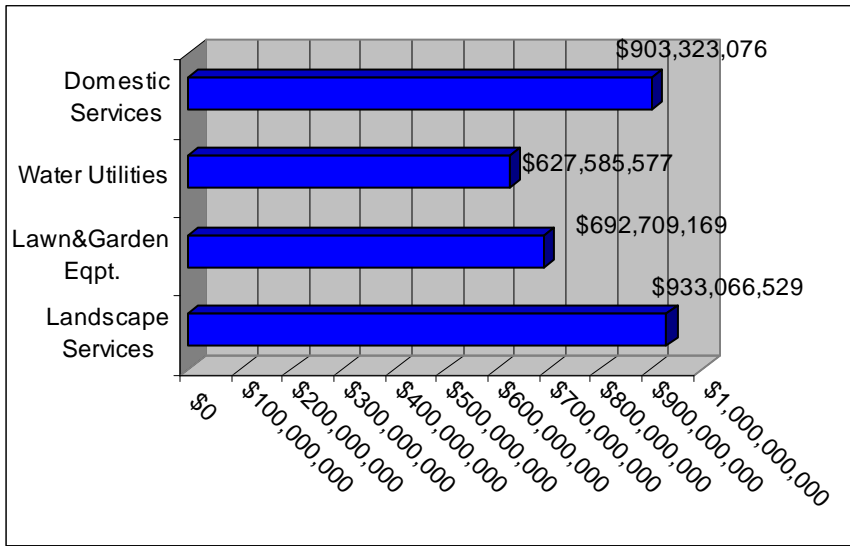
### *Golf Course*

Value-added by golf courses was equivalent to over \$376.4 million annually to the state of Texas. This value represents approximately 9% of the total value-added by the turfgrass industry to the state's economy (refer to Figure 7 and Table 3).

### *Value-Added Inputs*

The value-added to the turfgrass industry included: (1) landscape services that contributed \$933.1 million, (2) domestic services, which contributed a value-added impact of \$903.3 million, (3) lawn and garden equipment that added value in the amount of \$692.7 million, and (4) water supply utilities, which provided over \$627 million. The other ten inputs were estimated at over \$1,223 million (refer to Chart 12 and Table 4).

**Chart 12: Top 4 Estimated Statewide Value-Added Inputs**



## Chapter 5: Conclusion

### Overall Results

Overall we can conclude that the turfgrass industry as a whole has a significantly positive impact on the Texas economy. This study, estimated the effects of sales, employment, income, and value-added on the Texas economy, using multipliers provided by the Texas Turfgrass Input-Output or IMPLAN<sup>®</sup> Model.

Results from the use of multipliers in this study showed the total estimated impact transition between input suppliers and the output to demanders to be:

- \$7,372,158,351 in sales
- 150,823 jobs created
- \$2,600,408,779 in personal income gained
- \$4,381,798,746 in value-added impact

These figures also include the cost components of turfgrass production, maintenance, and care of turfgrass. The multipliers and final demanders associated with each of the various supplier inputs are expressed in Table 1 and Table 2.

The results of this study can be used to assist in the estimation of the turfgrass industries effect in other locations and is of benefit to those who sponsored this study: the Texas Turfgrass Association (TTA), which was joined in sponsorship by the Texas Nursery and Landscape Association (TNLA).

## Appendix

**Table 1: Multipliers**

Sector Name	Sale Multipliers	Employment Multipliers	Income Multipliers	Value Added Multipliers
Grass Seeds	1.7127	116.1033	0.4415	0.9348
Nursery Products	1.729	28.8130	0.5526	1.0517
Landscape Services	1.7959	52.7957	0.8647	1.2445
Ag. Chemicals	1.7507	8.8903	0.4510	0.9300
N&P Fertilizers	1.7983	8.9264	0.4654	0.8170
Petroleum Refining	1.78	5.0228	0.2398	0.6344
Fabricated Rubber	1.9155	16.2253	0.5990	0.8737
Lawn&Garden Eqpt.	1.5143	8.2335	0.2586	0.6946
Construction Eqpt.	1.6271	11.1393	0.4041	0.6191
Motor Vehicles	1.59	7.9482	0.3134	0.4986
Water Utilities	1.6013	6.2788	0.3558	0.8663
Wholesale Services	1.7197	17.6809	0.6780	1.1454
Retail Services	1.6678	43.5629	0.7621	1.2321
Domestic Services	1.8372	125.8873	1.2981	1.5238

**Table 2: Final Demand for Demanders**

Sector Inputs	Commercial	Golf Courses	Government	Households	Institutions
Grass Seeds	\$867,503	\$7,591,445	\$832,089	\$31,559,873	\$10,064,855
Nursery Products	\$503,504	\$1,832,475	\$177,653	\$6,278,179	\$373,205
Landscape Services	\$281,991,074	\$274,788	\$21,160,756	\$411,690,782	\$34,625,973
Ag. Chemicals	\$6,617,683	\$8,744,397	\$5,185,433	\$172,279,907	\$5,583,523
N&P Fertilizers	\$11,669,223	\$12,411,830	\$2,759,686	\$195,290,468	\$6,921,750
Petroleum Refining	\$23,358,930	\$5,799,526	\$5,441,875	\$201,675,559	\$9,241,918
Fabricated Rubber	\$16,315	\$11,071,822	\$0	\$0	\$362,961
Lawn&Garden Eqpt.	\$59,564,422	\$24,498,383	\$41,705,404	\$815,635,192	\$55,837,561
Construction Eqpt.	\$0	\$11,896,188	\$0	\$0	\$5,458,151
Motor Vehicles	\$0	\$7,642,761	\$0	\$0	\$0
Water Utilities	\$48,720,473	\$18,570,046	\$11,421,173	\$611,506,024	\$34,228,911
Wholesale Services	\$31,808,128	\$28,446,721	\$15,463,201	\$316,005,045	\$28,257,971
Retail Services	\$0	\$0	\$1,881,352	\$106,536,445	\$1,041,476
Domestic Services	\$44,705,437	\$169,696,846	\$120,235,392	\$48,562,986	\$209,598,165
<b>Totals</b>	<b>\$509,822,690</b>	<b>\$308,477,228</b>	<b>\$226,264,015</b>	<b>\$2,917,020,461</b>	<b>\$401,596,420</b>

**Table 3: Statewide Sales, Employment, Income, and Value-Added Impacts by Output Demanders**

Demanders	Sales	Employment	Income	Value-Added
Commercial	\$887,999,828	22,270	\$370,862,599	\$570,941,079
Golf Course	\$544,852,065	23,726	\$282,060,437	\$376,442,597
Government	\$395,529,290	17,223	\$206,535,658	\$279,939,884
Household	\$4,840,691,588	56,765	\$1,377,328,918	\$2,659,695,057
Institution	\$703,085,580	30,839	\$363,621,167	\$494,780,129
Total	\$7,372,158,351	150,823	\$2,600,408,779	\$4,381,798,746

**Table 4: Statewide Impacts by Input Supply**

<b>Supplier Inputs</b>	<b>Sales</b>	<b>Employment</b>	<b>Income</b>	<b>Value Added</b>
Grass Seeds	\$87,204,603	5,912	\$22,476,792	\$47,597,467
Nursery Products	\$15,846,280	265	\$5,064,436	\$9,639,288
Landscape Services	\$1,346,429,437	39,583	\$648,299,668	\$933,066,529
Ag. Chemicals	\$347,358,581	1,765	\$89,474,523	\$184,514,544
N&P Fertilizers	\$411,900,417	2,045	\$106,593,457	\$187,145,605
Petroleum Refining	\$437,029,381	1,232	\$58,887,303	\$155,756,176
Fabricated Rubber	\$21,934,984	186	\$6,859,593	\$10,005,239
Lawn & Garden Equipment	\$1,510,092,956	8,211	\$257,875,089	\$692,709,169
Construction Equipment	\$28,236,893	194	\$7,012,542	\$10,743,396
Motor Vehicles	\$12,151,752	61	\$2,394,968	\$3,810,881
Water Utilities	\$1,160,074,779	4,550	\$257,793,164	\$627,585,577
Wholesale Services	\$722,254,722	7,425	\$284,744,836	\$481,036,619
Retail Services	\$182,559,791	4,768	\$83,417,094	\$134,865,180
Domestic Services	\$1,089,083,775	74,626	\$769,515,314	\$903,323,076
<b>Totals</b>	<b>\$7,372,158,351</b>	<b>150,823</b>	<b>\$2,600,408,778</b>	<b>\$4,381,798,746</b>