

FIREARMS AND AMMUNITION INDUSTRY

ECONOMIC IMPACT

REPORT | 2019



THE FIREARMS INDUSTRY TRADE ASSOCIATION | [NSSF.ORG](https://nssf.org) |



Who is the National Shooting Sports Foundation?

The National Shooting Sports Foundation (NSSF) is the trade association for the firearms industry. Its mission is to promote, protect and preserve hunting and the shooting sports. Formed in 1961, NSSF has a membership of about 10,000 manufacturers, distributors, firearms retailers, shooting ranges, sportsmen's organizations and publishers.

For more than 200 years, America's firearms and ammunition industry has made products that have been part of our country's tradition of freedom, self-reliance and enjoyment of the outdoors.

NSSF has led the way in promoting responsible ownership of firearms.

NSSF concentrates its efforts on measurably advancing



participation in and understanding of hunting and the shooting sports; reaffirming and strengthening our members' commitment to the safe and responsible use of their

products, and promoting a political climate supportive of America's traditional firearms rights.

NSSF's expanding government relations program responds to the ever-changing political environment that threatens the lawful commerce in our industry's products, the future of hunting, recreational shooting and our firearms freedoms. NSSF works on both state and federal issues, along with working with many state and federal regulatory agencies, to protect the firearms industry and make sure their business interests are appropriately represented.

The Firearms and Ammunition Industry Economic Impact Report

This report details the significant economic impact the firearms and ammunition industry has on the nation's and each state's economy. The economic growth America's firearms and ammunition industry has experienced in recent years has been nothing short

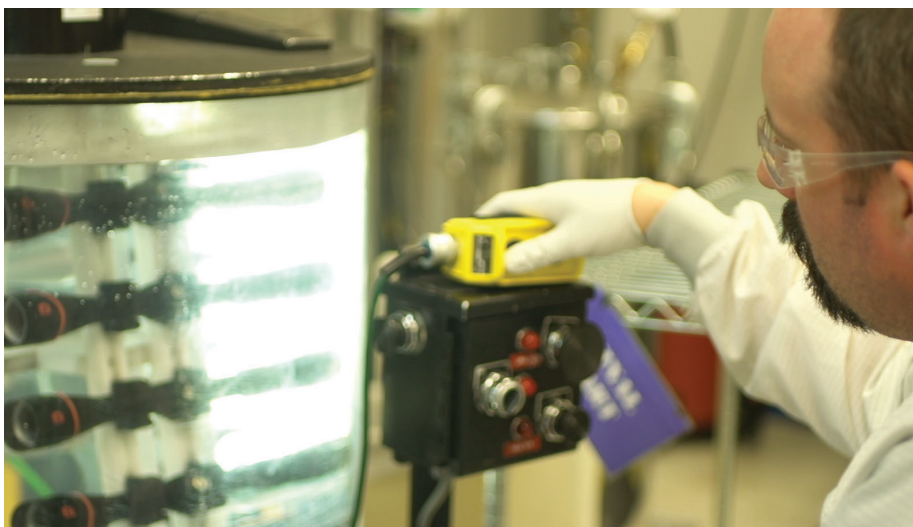
of remarkable. Over the past decade, the industry's growth has been driven by an unprecedented number of Americans choosing to exercise their fundamental right to keep and bear arms and purchase a firearm and ammunition.

NSSF, representing America's firearms and ammunition

manufacturers, takes great pride in supporting wildlife conservation efforts. Noted in the economic impact report is the significant taxes paid by our industry to federal and state governments and the Pittman-Robertson excise tax the industry pays on the products it sells – this tax is the major source of wildlife conservation funding in America.

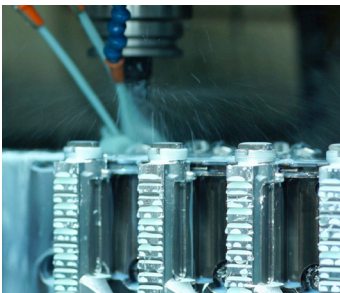
Regardless of economic conditions across the country, our industry has grown and created about 146,000 new, well-paying jobs over the past decade. Our industry is proud to be one of the bright spots in this economy.

Take a look for yourself and see the impact we have nationally and on your home state. (See center spread.)



THE FIREARMS INDUSTRY CREATES JOBS IN AMERICA

United States companies that manufacture, distribute, and sell sporting firearms, ammunition, and supplies are an important part of the country’s economy. Manufacturers of firearms, ammunition, and supplies, along with the companies that sell and distribute these products, provide well paying jobs in America and pay significant amounts in tax to the state and Federal governments.



Economic Impact of the Sporting Arms and Ammunition Industry in the United States

	Direct	Supplier	Induced	Total
Jobs (FTE)	149,146	62,827	100,018	311,991
Wages	\$6,227,108,200	\$4,342,966,200	\$5,161,711,300	\$15,731,785,700
Economic Impact	\$21,361,163,600	\$14,320,977,800	\$16,405,365,000	\$52,087,506,400

The Firearms & Ammunition Industry is an Important Part of America’s Economy
Companies in the United States that manufacture, distribute, and sell firearms, ammunition, and hunting equipment employ as many as 149,146 people in the country and generate an additional 162,845 jobs in supplier and ancillary industries. These include jobs in supplying goods and services to manufacturers, distributors, and retailers, and those that depend on sales to workers in the firearms and ammunition industry.¹

These are good jobs paying an average of \$50,400 in wages and benefits. And today, every job is important. The United States currently has an unemployment rate of 3.77 percent. This means that there are already 6,132,000 people trying to find jobs in the nation and collecting unemployment benefits.²

The Economic Benefit of the Industry Spreads Throughout the Country
Not only does the manufacture and sale of firearms and hunting supplies create good jobs in the United States, but the industry also contributes to the economy as a whole. In fact, in 2018 the firearms and ammunition industry was responsible for as much as \$52.09 billion in total economic activity in the country.

The broader economic impact flows throughout the economy, generating business for firms seemingly unrelated to firearms. Real people, with real jobs, working in industries as varied as banking, retail, accounting, metal working, even in printing, all depend on the firearms and ammunition industry for their livelihood.

The Country Also Benefits From the Taxes Paid By The Industry
Not only does the industry create jobs, it also generates sizeable tax revenues. In the United States, the industry and its employees pay over \$6.82 billion in taxes including property, income, and sales based levies.³

Taxes Generated in the United States

Tax Impact	Business Taxes	Excise Taxes
Federal Taxes	\$3,965,700,800	\$653,764,800
State Taxes	\$2,855,813,500	
Total Taxes	\$6,821,514,300	\$653,764,800

1 John Dunham & Associates, New York, December 2018. Direct impacts include those jobs in firearms and ammunition manufacturers, as well as companies that manufacture products such as ammunition holders and magazines, cases, decoys, game calls, holsters, hunting equipment, scopes, clay pigeons and targets. Direct impacts also include those resulting from the wholesale distribution and retailing of these products.
2 The Bureau of Labor Statistics. Available online at: www.bls.gov/lau/home.htm. Data for November-18 .
3 This is in addition to over \$653.76 million in federal excise taxes.

ECONOMIC CONTRIBUTION OF ARMS AND AMMUNITION INDUSTRIES, 2018

	Direct			Suppliers		
	Jobs	Wages	Output	Jobs	Wages	Output
Alabama	3,105	\$109,636,200	\$384,359,200	1,137	\$64,133,300	\$240,912,100
Alaska	717	\$20,023,200	\$45,430,900	197	\$10,700,600	\$36,316,100
Arizona	3,476	\$180,699,200	\$643,856,700	1,635	\$108,168,000	\$353,318,100
Arkansas	3,101	\$127,077,000	\$640,237,000	1,408	\$78,964,100	\$313,450,300
California	9,196	\$419,042,200	\$1,185,500,300	4,056	\$331,934,200	\$1,032,530,300
Colorado	2,471	\$90,281,000	\$273,144,800	1,109	\$78,764,200	\$244,616,200
Connecticut	2,289	\$172,328,300	\$597,457,600	972	\$96,066,700	\$256,595,200
District of Columbia	4	\$117,800	\$276,600	6	\$819,000	\$2,431,400
Delaware	163	\$3,935,300	\$8,630,300	58	\$4,107,400	\$14,465,800
Florida	7,107	\$265,748,000	\$1,036,599,600	3,528	\$213,474,900	\$777,254,000
Georgia	4,519	\$163,820,400	\$684,618,900	1,940	\$128,475,100	\$439,534,400
Hawaii	178	\$5,966,100	\$14,753,900	60	\$2,970,400	\$12,006,600
Idaho	3,610	\$147,785,900	\$581,482,600	1,611	\$83,098,900	\$323,545,100
Illinois	5,286	\$305,673,000	\$1,104,282,600	2,751	\$212,471,000	\$664,539,600
Indiana	3,037	\$78,166,900	\$212,649,900	962	\$65,969,300	\$224,519,100
Iowa	1,171	\$31,958,200	\$84,556,900	385	\$24,223,700	\$87,116,300
Kansas	2,713	\$74,149,500	\$282,072,200	1,053	\$63,262,300	\$221,155,800
Kentucky	2,069	\$64,633,400	\$185,720,900	689	\$42,996,300	\$156,296,600
Louisiana	2,437	\$72,335,000	\$226,730,800	799	\$46,086,100	\$157,098,700
Maine	1,376	\$42,552,600	\$142,666,600	463	\$24,803,400	\$91,955,600
Maryland	1,599	\$92,440,100	\$328,527,500	640	\$47,845,400	\$144,733,300
Massachusetts	3,676	\$269,994,500	\$1,292,773,700	1,794	\$162,960,600	\$459,436,200
Michigan	4,230	\$142,655,900	\$404,035,000	1,609	\$106,386,800	\$357,404,600
Minnesota	4,757	\$311,105,300	\$1,117,393,900	2,741	\$212,950,500	\$655,626,400
Mississippi	2,324	\$96,581,800	\$405,025,100	1,080	\$52,945,500	\$223,689,700
Missouri	5,513	\$162,723,800	\$511,027,300	2,035	\$131,476,400	\$459,369,700
Montana	1,427	\$43,826,200	\$171,271,500	534	\$25,770,400	\$96,703,600
Nebraska	1,831	\$69,451,200	\$274,769,500	762	\$56,506,800	\$177,307,300
Nevada	1,405	\$39,219,500	\$130,238,800	501	\$29,467,900	\$104,443,500
New Hampshire	2,551	\$197,303,700	\$743,438,700	1,214	\$89,369,900	\$261,343,500
New Jersey	1,145	\$71,305,400	\$222,521,200	529	\$45,982,600	\$130,782,000
New Mexico	733	\$15,013,500	\$49,287,000	232	\$10,740,600	\$47,875,400
New York	3,745	\$252,328,200	\$855,783,100	1,837	\$176,202,700	\$485,636,100
North Carolina	5,146	\$188,586,000	\$639,672,600	2,173	\$131,956,300	\$462,943,800
North Dakota	529	\$14,984,700	\$33,473,200	160	\$8,805,500	\$29,419,300
Ohio	6,407	\$194,015,800	\$508,055,300	2,215	\$146,179,500	\$520,897,300
Oklahoma	2,216	\$56,343,000	\$162,730,000	804	\$52,066,700	\$173,332,000
Oregon	2,885	\$195,063,800	\$642,840,300	1,646	\$105,358,500	\$335,808,500
Pennsylvania	6,107	\$236,627,500	\$719,860,200	2,424	\$193,684,000	\$588,827,900
Rhode Island	197	\$17,275,200	\$43,815,700	102	\$6,479,400	\$19,036,200
South Carolina	2,957	\$124,263,400	\$444,007,100	1,259	\$71,002,100	\$254,082,100
South Dakota	1,028	\$33,370,000	\$129,924,300	367	\$22,815,300	\$74,805,900
Tennessee	3,175	\$110,217,100	\$293,773,200	1,139	\$73,610,800	\$255,571,300
Texas	11,467	\$413,027,400	\$1,234,838,800	4,825	\$355,015,000	\$1,145,366,400
Utah	3,108	\$138,663,900	\$411,757,500	1,385	\$78,322,600	\$285,830,400
Vermont	357	\$16,838,100	\$61,658,100	125	\$6,994,600	\$24,123,000
Virginia	2,806	\$98,632,800	\$395,998,700	1,076	\$77,403,500	\$256,776,700
Washington	3,688	\$121,338,200	\$381,589,600	1,299	\$92,783,100	\$314,654,400
West Virginia	817	\$17,942,900	\$61,034,000	267	\$14,587,100	\$59,892,400
Wisconsin	2,619	\$89,429,400	\$279,630,800	1,010	\$63,371,200	\$219,889,400
Wyoming	676	\$20,610,700	\$75,383,600	224	\$12,436,000	\$45,712,200
United States	149,146	\$6,227,108,200	\$21,361,163,600	62,827	\$4,342,966,200	\$14,320,977,800

STATE BY STATE ECONOMIC IMPACT REPORT

Induced			Total			Average	Federal
Jobs	Wages	Output	Jobs	Wages	Output	Wages	Excise Tax
1,628	\$69,077,900	\$249,073,000	5,870	\$242,847,400	\$874,344,300	\$41,400	\$14,609,200
241	\$12,724,400	\$40,154,600	1,155	\$43,448,200	\$121,901,600	\$37,600	\$4,074,500
2,932	\$138,687,100	\$428,734,800	8,043	\$427,554,300	\$1,425,909,600	\$53,200	\$11,520,700
1,946	\$78,840,800	\$278,411,700	6,455	\$284,881,900	\$1,232,099,000	\$44,100	\$9,976,200
6,910	\$430,413,100	\$1,316,689,500	20,162	\$1,181,389,500	\$3,534,720,100	\$58,600	\$53,334,600
1,604	\$83,610,200	\$250,997,500	5,184	\$252,655,400	\$768,758,500	\$48,700	\$12,639,200
2,216	\$145,529,800	\$369,334,100	5,477	\$413,924,800	\$1,223,386,900	\$75,600	\$5,895,900
6	\$435,800	\$1,171,400	16	\$1,372,600	\$3,879,400	\$85,800	\$32,400
72	\$4,066,300	\$16,674,300	293	\$12,109,000	\$39,770,400	\$41,300	\$949,000
5,056	\$234,973,600	\$746,876,400	15,691	\$714,196,500	\$2,560,730,000	\$45,500	\$30,110,700
2,915	\$140,206,600	\$475,158,300	9,374	\$432,502,100	\$1,599,311,600	\$46,100	\$18,417,500
90	\$4,193,200	\$15,097,800	328	\$13,129,700	\$41,858,300	\$40,000	\$1,334,000
2,215	\$88,876,800	\$290,508,200	7,436	\$319,761,600	\$1,195,535,900	\$43,000	\$11,829,000
5,149	\$285,586,900	\$883,866,200	13,186	\$803,730,900	\$2,652,688,400	\$61,000	\$15,509,500
1,431	\$71,725,300	\$279,660,500	5,430	\$215,861,500	\$716,829,500	\$39,800	\$16,349,900
587	\$28,246,900	\$120,050,100	2,143	\$84,428,800	\$291,723,300	\$39,400	\$6,327,300
1,249	\$56,935,600	\$203,996,400	5,015	\$194,347,400	\$707,224,400	\$38,800	\$13,383,900
1,021	\$45,733,900	\$178,962,200	3,779	\$153,363,600	\$520,979,700	\$40,600	\$10,871,900
1,020	\$47,129,800	\$182,279,500	4,256	\$165,550,900	\$566,109,000	\$38,900	\$12,932,900
654	\$27,910,200	\$92,472,200	2,493	\$95,266,200	\$327,094,400	\$38,200	\$7,055,700
1,245	\$68,516,100	\$202,240,400	3,484	\$208,801,600	\$675,501,200	\$59,900	\$5,406,800
3,818	\$245,622,900	\$642,540,400	9,288	\$678,578,000	\$2,394,750,300	\$73,100	\$4,629,200
2,434	\$120,051,200	\$417,705,500	8,273	\$369,093,900	\$1,179,145,100	\$44,600	\$23,039,200
5,262	\$272,807,500	\$793,328,600	12,760	\$796,863,300	\$2,566,348,900	\$62,500	\$13,030,100
1,430	\$53,115,500	\$201,611,800	4,834	\$202,642,800	\$830,326,600	\$41,900	\$6,708,100
2,833	\$131,357,800	\$437,597,500	10,381	\$425,558,000	\$1,407,994,500	\$41,000	\$26,064,100
661	\$26,650,200	\$87,143,300	2,622	\$96,246,800	\$355,118,400	\$36,700	\$5,110,300
1,175	\$55,849,400	\$191,279,500	3,768	\$181,807,400	\$643,356,300	\$48,300	\$7,186,200
586	\$28,474,300	\$92,812,200	2,492	\$97,161,700	\$327,494,500	\$39,000	\$8,317,700
2,705	\$143,111,400	\$399,700,400	6,470	\$429,785,000	\$1,404,482,600	\$66,400	\$2,988,900
1,069	\$68,374,000	\$206,338,200	2,743	\$185,662,000	\$559,641,400	\$67,700	\$5,276,800
245	\$10,115,900	\$38,595,900	1,210	\$35,870,000	\$135,758,300	\$29,600	\$3,805,200
3,404	\$226,637,500	\$653,852,900	8,986	\$655,168,400	\$1,995,272,100	\$72,900	\$10,323,000
3,190	\$148,995,600	\$519,704,600	10,509	\$469,537,900	\$1,622,321,000	\$44,700	\$19,605,500
212	\$9,717,600	\$35,020,800	901	\$33,507,800	\$97,913,300	\$37,200	\$3,373,700
3,359	\$159,697,500	\$570,729,900	11,981	\$499,892,800	\$1,599,682,500	\$41,700	\$37,312,200
986	\$45,910,700	\$149,775,700	4,006	\$154,320,400	\$485,837,700	\$38,500	\$11,482,200
2,811	\$135,690,200	\$409,864,100	7,342	\$436,112,500	\$1,388,512,900	\$59,400	\$8,544,200
4,044	\$224,996,600	\$683,404,100	12,575	\$655,308,100	\$1,992,092,200	\$52,100	\$28,667,900
215	\$11,024,600	\$34,510,500	514	\$34,779,200	\$97,362,400	\$67,700	\$553,700
1,848	\$79,437,100	\$274,454,100	6,064	\$274,702,600	\$972,543,300	\$45,300	\$10,924,800
510	\$23,240,000	\$77,816,300	1,905	\$79,425,300	\$282,546,500	\$41,700	\$4,358,000
1,811	\$94,302,100	\$303,520,200	6,125	\$278,130,000	\$852,864,700	\$45,400	\$17,560,800
7,313	\$399,395,200	\$1,271,005,500	23,605	\$1,167,437,600	\$3,651,210,700	\$49,500	\$60,854,300
2,176	\$94,173,800	\$319,655,600	6,669	\$311,160,300	\$1,017,243,500	\$46,700	\$16,631,100
235	\$10,436,800	\$34,935,600	717	\$34,269,500	\$120,716,700	\$47,800	\$1,420,100
1,549	\$78,454,700	\$260,605,300	5,431	\$254,491,000	\$913,380,700	\$46,900	\$11,589,200
1,846	\$103,266,800	\$318,483,900	6,833	\$317,388,100	\$1,014,727,900	\$46,400	\$23,125,900
294	\$12,422,600	\$49,396,800	1,378	\$44,952,600	\$170,323,200	\$32,600	\$4,084,800
1,558	\$74,139,700	\$267,685,100	5,187	\$226,940,300	\$767,205,300	\$43,800	\$11,580,500
252	\$10,821,800	\$39,881,600	1,152	\$43,868,500	\$160,977,400	\$38,100	\$3,056,400
100,018	\$5,161,711,300	\$16,405,365,000	311,991	\$15,731,785,700	\$52,087,506,400	\$50,400	\$653,764,900

STATE RANKINGS - 2018



Economic Output: Top Ten States

Total Economic Output, dollars
Texas
California
Illinois
Minnesota
Florida
Massachusetts
New York
Pennsylvania
North Carolina
Ohio

Total Economic Output, per capita
New Hampshire
Idaho
Minnesota
Arkansas
Massachusetts
Connecticut
Montana
Nebraska
Oregon
Utah

Growth in Economic Output
Minnesota
Oregon
Illinois
North Carolina
Nebraska
Pennsylvania
Georgia
Idaho
Massachusetts
New Hampshire



Jobs: Top Ten States

Total Jobs, number
Texas
California
Florida
Illinois
Minnesota
Pennsylvania
Ohio
North Carolina
Missouri
Georgia

Total Jobs, per capita
New Hampshire
Idaho
Montana
Minnesota
South Dakota
Arkansas
Utah
Wyoming
Nebraska
Maine

Growth in Jobs
Minnesota
Illinois
Idaho
North Carolina
Oregon
Nebraska
New Hampshire
Georgia
Utah
Washington



Excise Tax: Top Ten States

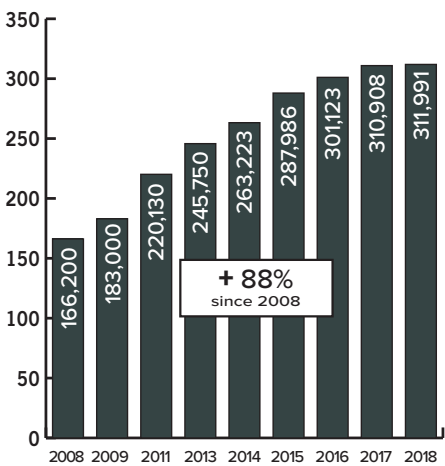
Federal Excise Taxes, number
Texas
California
Ohio
Florida
Pennsylvania
Missouri
Washington
Michigan
North Carolina
Georgia

Federal Excise Taxes, per capita
Idaho
Alaska
Wyoming
Maine
Utah
South Dakota
Montana
Kansas
North Dakota
Missouri

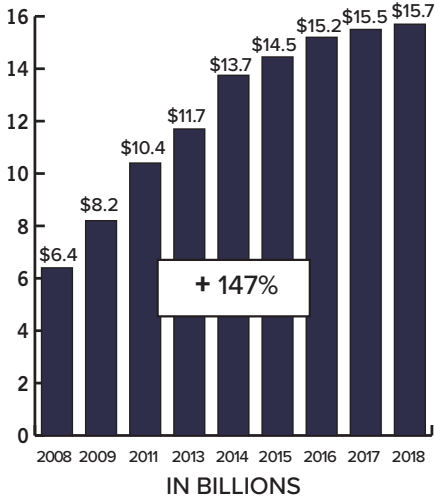
Growth in Excise Taxes
Idaho
Utah
Washington
New Mexico
Kentucky
Connecticut
Delaware
Colorado
New Hampshire
Montana

WHAT A GROWING INDUSTRY LOOKS LIKE...

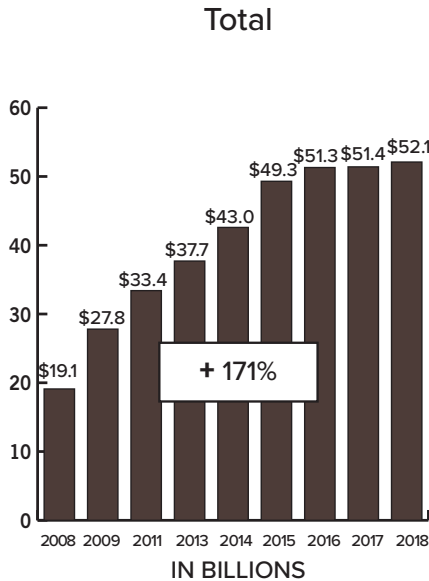
JOB



WAGES

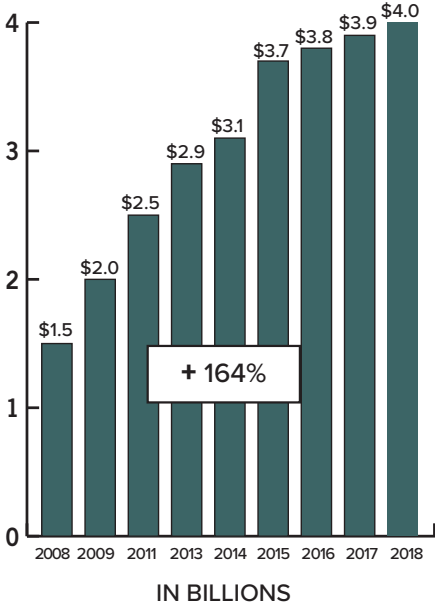


ECONOMIC IMPACT

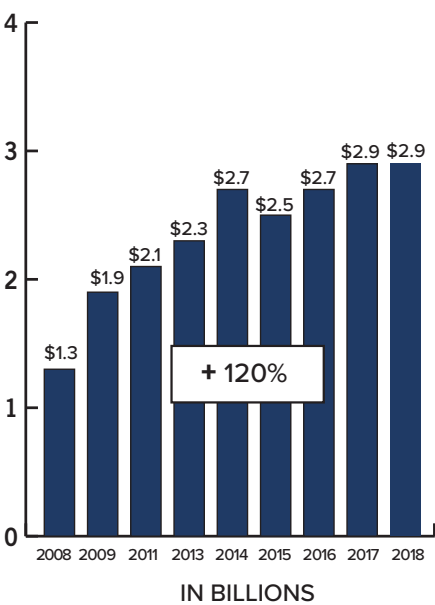


TAXES GENERATED

Business Taxes
Federal



Business Taxes
State



Excise Taxes

