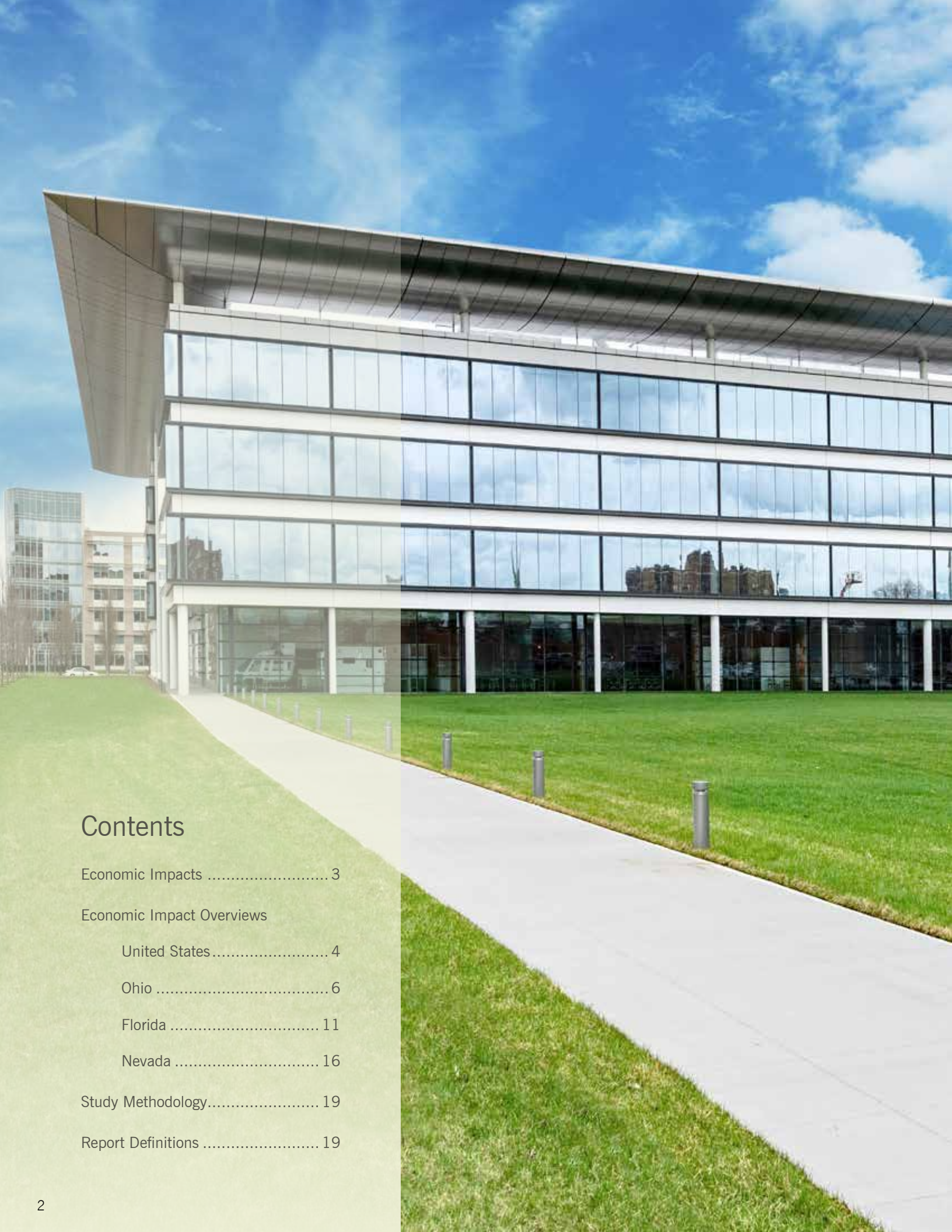


A Vital Force in Our Nation's Economy





Contents

Economic Impacts 3

Economic Impact Overviews

 United States 4

 Ohio 6

 Florida 11

 Nevada 16

Study Methodology..... 19

Report Definitions 19

Economic Impacts

Welcome to the Cleveland Clinic Economic Impact Report. It contains detailed information about the impact that Cleveland Clinic has made on local and national economies across the United States.

This year, Cleveland Clinic celebrates its 100th anniversary of providing quality healthcare services. Our mission is patient care, research and education. In addition, we are committed to continually improving the overall well-being of the communities we serve.

Everywhere we operate, we are a leading employer and an economic generator. We strive to invest in local businesses through the purchase of goods and services, and we help cities and neighborhoods thrive through tax revenues that support critical services and infrastructure.

Our recent economic study measured the impact of Cleveland Clinic at the state and national level. In 2019, Cleveland Clinic supported:

- 192,656 jobs nationally.
- \$3.5 billion in federal taxes.
- 86,682 households in Ohio.
- \$181.1 million in state and local taxes in Florida.
- \$22 million in total labor income in Nevada.

During the COVID-19 pandemic, Cleveland Clinic has been a stabilizing economic influence. I am proud of the many ways we have been able to support our caregivers, their families, and the communities in which they live during this challenging time.

Thank you for your interest in Cleveland Clinic. More information on our organization, finances and community impact is available at clevelandclinic.org.

Sincerely,

Tomislav Mihaljevic, MD
CEO and President, Cleveland Clinic



Tomislav Mihaljevic, MD
CEO and President

Estimated Impacts:
United States

 **\$34.55 billion**
in economic output

 **192,656**
jobs

 **\$13.32 billion**
of labor income

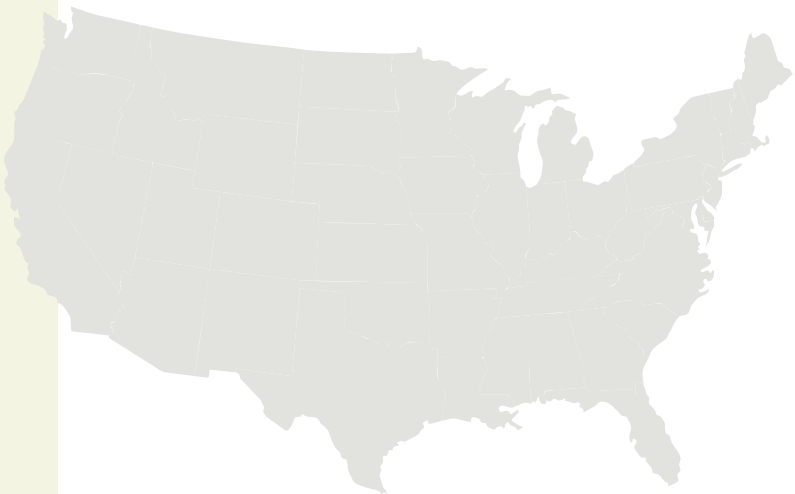
 **124,831**
households supported

 **\$11.16 billion**
in household spending

 **\$1.89 billion**
in state and local taxes

 **\$3.5 billion**
in federal taxes

 **\$309 million**
in visitor spending



Economic Impact Overview

UNITED STATES

In 2019, Cleveland Clinic directly and indirectly supported \$34.55 billion of economic activity in the U.S. through its ongoing operations and construction activities.

Cleveland Clinic directly supported an estimated 72,045¹ jobs in Ohio, Florida and Nevada in 2019. These direct jobs sustained an additional 120,611 indirect jobs, resulting in a total of 192,656 U.S. jobs supported by Cleveland Clinic. For every direct Cleveland Clinic job, approximately 1.7 additional jobs were supported in the country. An estimated \$13.32 billion of annual labor income, including benefits, was associated with the total jobs. These jobs and associated earnings sustained 124,831 U.S. households, which spent approximately \$11.16 billion on goods and services.

Cleveland Clinic’s operating and construction activities generated \$1.89 billion in state and local taxes and \$3.5 billion in federal taxes in the U.S. in 2019.

Additionally, inpatients and outpatients visiting Cleveland Clinic spent an estimated \$309 million in Ohio, Florida and Nevada.

¹ This number includes affiliated and joint venture hospital jobs and supported entities. Cleveland Clinic directly employed 60,233 people in Ohio, Florida and Nevada.

Estimated Impacts in the U.S.			
Total Impacts: Permanent & Construction	Direct	Indirect	Total
Economic Output	\$ 11,925,269,000	\$ 22,619,806,000	\$ 34,545,075,000
Jobs	72,045	120,611	192,656
Labor Income	\$ 5,988,200,000	\$ 7,329,307,000	\$ 13,317,507,000
Households Supported	46,679	78,152	124,831
Household Level Spending	\$ 4,420,429,000	\$ 6,740,127,000	\$ 11,160,556,000
State and Local Taxes	\$ 679,135,000	\$ 1,212,653,000	\$ 1,891,788,000
Federal Taxes	\$ 1,463,121,000	\$ 2,037,841,000	\$ 3,500,962,000
Permanent Impacts	Direct	Indirect	Total
Economic Output	\$ 11,506,282,000	\$ 21,914,021,000	\$ 33,420,303,000
Jobs	68,590	117,142	185,732
Labor Income	\$ 5,768,299,000	\$ 7,114,410,000	\$ 12,882,709,000
Households Supported	44,450	75,914	120,364
Household Level Spending	\$ 4,228,690,000	\$ 6,547,583,000	\$ 10,776,273,000
State and Local Taxes	\$ 655,559,000	\$ 1,175,559,000	\$ 1,831,118,000
Federal Taxes	\$ 1,410,383,000	\$ 1,989,741,000	\$ 3,400,124,000
Construction Impacts – Average Annual	Direct	Indirect	Total
Economic Output	\$ 418,987,000	\$ 705,785,000	\$ 1,124,772,000
Jobs	3,455	3,469	6,924
Labor Income	\$ 219,901,000	\$ 214,897,000	\$ 434,798,000
Households Supported	2,229	2,238	4,467
Household Level Spending	\$ 191,739,000	\$ 192,544,000	\$ 384,283,000
State and Local Taxes	\$ 23,576,000	\$ 37,094,000	\$ 60,670,000
Federal Taxes	\$ 52,738,000	\$ 48,100,000	\$ 100,838,000



Ohio

Economic Impact Overview

NORTHEAST OHIO REGION

In 2019, Cleveland Clinic directly and indirectly generated \$20.19 billion of economic activity in Northeast Ohio through its ongoing operations and construction activities. The nine-county region encompasses Cuyahoga, Lorain, Lake, Ashtabula, Geauga, Portage, Summit, Medina and Tuscarawas counties.

Cleveland Clinic directly supported an estimated 60,561² people in Northeast Ohio in 2019. These direct jobs sustained an additional 63,476 indirect jobs, resulting in a total of 124,037 Northeast Ohio jobs supported by Cleveland Clinic. An estimated \$8.4 billion of annual labor income, including benefits, was associated with the total jobs. These jobs and associated earnings sustained 80,827 households in the region, which spent approximately \$7.33 billion on goods and services.

Cleveland Clinic's operating and construction activities generated \$1.17 billion in state and local taxes and \$2.17 billion in federal taxes in 2019.

The organization supported the regional economy by purchasing \$887.2 million in goods and services from Northeast Ohio companies. Additionally, inpatients and outpatients visiting Cleveland Clinic spent an estimated \$281.7 million in the nine-county region.

Between 2017 and 2019, Cleveland Clinic invested an average of \$304.1 million per year in Northeast Ohio to construct and improve facilities. This investment supported nearly 3,859 construction and other jobs and an estimated \$239.7 million in total labor income annually. The construction activity generated over \$33.4 million in state and local taxes and more than \$49.9 million in federal taxes per year.

² This number includes affiliated and joint venture hospital jobs and supported entities. Cleveland Clinic directly employed 50,113 people in Northeast Ohio.

STATE OF OHIO

In 2019, Cleveland Clinic directly and indirectly supported \$21.63 billion of economic activity in the state of Ohio through its ongoing operations and construction activities.

Cleveland Clinic, Ohio's largest employer, directly supported an estimated 61,221³ jobs in Ohio in 2019. These direct jobs sustained an additional 71,801 indirect jobs, resulting in a total of 133,022 Ohio jobs supported by Cleveland Clinic. For every direct Cleveland Clinic job, approximately 1.2 additional jobs were supported in Ohio. An estimated \$8.78 billion of annual labor income, including benefits, was associated with the total jobs. These jobs and associated earnings sustained 86,682 Ohio households, which spent approximately \$7.84 billion on goods and services.

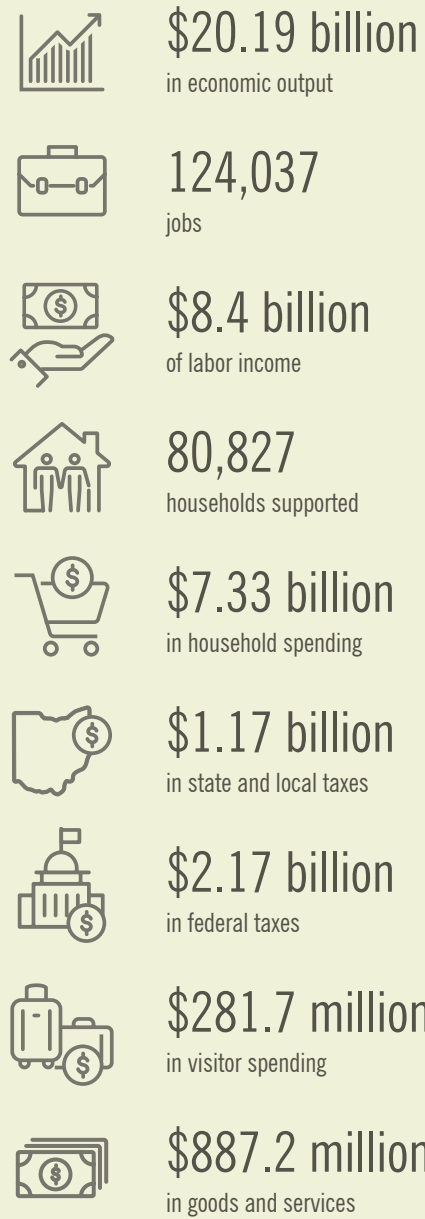
Cleveland Clinic's operating and construction activities generated \$1.27 billion in state and local taxes and \$2.29 billion in federal taxes in 2019. Based on the Ohio Department of Education's average expenditure per pupil for the 2018-2019 school year of \$9,883, the permanent residential property taxes supported by the presence of Cleveland Clinic were enough to fund the educational costs of more than 51,500 K-12 public school students in Ohio.

The organization supported the state economy through the purchase of \$2.34 billion in goods and services from Ohio companies. Additionally, inpatients and outpatients visiting Cleveland Clinic spent an estimated \$281.7 million in the state of Ohio.

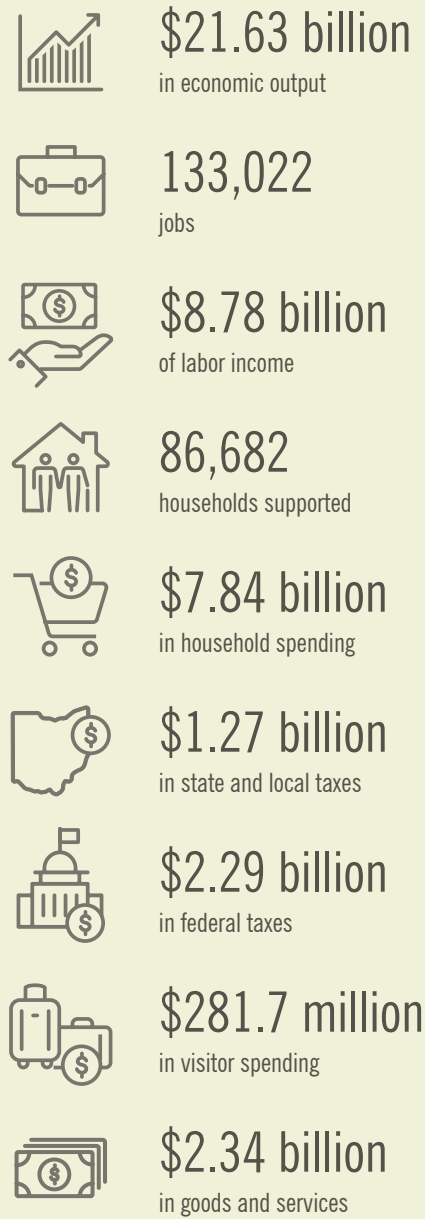
Between 2017 and 2019, Cleveland Clinic invested an average of \$306 million per year in Ohio to construct and improve facilities. This investment supported nearly 4,192 construction and other jobs and generated an estimated \$253.6 million in total labor income annually. The construction activity generated nearly \$36.4 million in state and local taxes and almost \$58.7 million in federal taxes per year.

³ This number includes affiliated and joint venture hospital jobs and supported entities. Cleveland Clinic directly employed 50,572 people in Ohio.

Estimated Impacts:
Northeast Ohio Region



Estimated Impacts:
State of Ohio



Estimated Impacts in Ohio						
Total Impacts: Permanent & Construction	Northeast Ohio Region			State of Ohio		
	Direct	Indirect	Total	Direct	Indirect	Total
Economic Output	\$ 10,067,994,000	\$ 10,118,774,000	\$ 20,186,768,000	\$ 10,131,732,000	\$ 11,496,398,000	\$ 21,628,130,000
Jobs	60,561	63,476	124,037	61,221	71,801	133,022
Labor Income	\$ 5,003,962,000	\$ 3,397,989,000	\$ 8,401,951,000	\$ 5,053,008,000	\$ 3,728,756,000	\$ 8,781,764,000
Households Supported	39,464	41,363	80,827	39,894	46,788	86,682
Household Level Spending	\$ 3,747,645,000	\$ 3,582,160,000	\$ 7,329,805,000	\$ 3,788,038,000	\$ 4,051,981,000	\$ 7,840,019,000
Total State and Local Taxes	\$ 603,471,000	\$ 571,097,000	\$ 1,174,568,000	\$ 613,022,000	\$ 652,850,000	\$ 1,265,872,000
State Personal Income Taxes	\$ 133,034,000	\$ 79,862,000	\$ 212,896,000	\$ 134,416,000	\$ 86,551,000	\$ 220,967,000
Local Personal Income Taxes	\$ 92,234,000	\$ 65,411,000	\$ 157,645,000	\$ 92,859,000	\$ 71,219,000	\$ 164,078,000
Residential Property Taxes	\$ 286,347,000	\$ 225,800,000	\$ 512,147,000	\$ 289,381,000	\$ 236,043,000	\$ 525,424,000
Other State and Local Taxes	\$ 91,856,000	\$ 200,024,000	\$ 291,880,000	\$ 96,366,000	\$ 259,037,000	\$ 355,403,000
Federal Taxes	\$ 1,220,305,000	\$ 950,724,000	\$ 2,171,029,000	\$ 1,236,331,000	\$ 1,049,868,000	\$ 2,286,199,000
Permanent Impacts	Direct	Indirect	Total	Direct	Indirect	Total
Economic Output	\$ 9,763,889,000	\$ 9,874,976,000	\$ 19,638,865,000	\$ 9,825,683,000	\$ 11,209,228,000	\$ 21,034,911,000
Jobs	58,129	62,049	120,178	58,685	70,145	128,830
Labor Income	\$ 4,844,348,000	\$ 3,317,943,000	\$ 8,162,291,000	\$ 4,888,940,000	\$ 3,639,211,000	\$ 8,528,151,000
Households Supported	37,879	40,433	78,312	38,241	45,709	83,950
Household Level Spending	\$ 3,610,379,000	\$ 3,501,619,000	\$ 7,111,998,000	\$ 3,644,883,000	\$ 3,958,537,000	\$ 7,603,420,000
Total State and Local Taxes	\$ 585,139,000	\$ 556,018,000	\$ 1,141,157,000	\$ 594,040,000	\$ 635,439,000	\$ 1,229,479,000
State Personal Income Taxes	\$ 129,016,000	\$ 77,913,000	\$ 206,929,000	\$ 130,304,000	\$ 84,439,000	\$ 214,743,000
Local Personal Income Taxes	\$ 89,161,000	\$ 63,870,000	\$ 153,031,000	\$ 89,725,000	\$ 69,509,000	\$ 159,234,000
Residential Property Taxes	\$ 276,460,000	\$ 220,724,000	\$ 497,184,000	\$ 279,071,000	\$ 230,599,000	\$ 509,670,000
Other State and Local Taxes	\$ 90,502,000	\$ 193,511,000	\$ 284,013,000	\$ 94,940,000	\$ 250,892,000	\$ 345,832,000
Federal Taxes	\$ 1,187,046,000	\$ 934,044,000	\$ 2,121,090,000	\$ 1,198,386,000	\$ 1,029,158,000	\$ 2,227,544,000
Construction Impacts – Average Annual	Direct	Indirect	Total	Direct	Indirect	Total
Economic Output	\$ 304,105,000	\$ 243,798,000	\$ 547,903,000	\$ 306,049,000	\$ 287,170,000	\$ 593,219,000
Jobs	2,432	1,427	3,859	2,536	1,656	4,192
Labor Income	\$ 159,614,000	\$ 80,046,000	\$ 239,660,000	\$ 164,068,000	\$ 89,545,000	\$ 253,613,000
Households Supported	1,585	930	2,515	1,653	1,079	2,732
Household Level Spending	\$ 137,266,000	\$ 80,541,000	\$ 217,807,000	\$ 143,155,000	\$ 93,444,000	\$ 236,599,000
Total State and Local Taxes	\$ 18,332,000	\$ 15,079,000	\$ 33,411,000	\$ 18,982,000	\$ 17,411,000	\$ 36,393,000
State Personal Income Taxes	\$ 4,018,000	\$ 1,949,000	\$ 5,967,000	\$ 4,112,000	\$ 2,112,000	\$ 6,224,000
Local Personal Income Taxes	\$ 3,073,000	\$ 1,541,000	\$ 4,614,000	\$ 3,134,000	\$ 1,710,000	\$ 4,844,000
Residential Property Taxes	\$ 9,887,000	\$ 5,076,000	\$ 14,963,000	\$ 10,310,000	\$ 5,444,000	\$ 15,754,000
Other State and Local Taxes	\$ 1,354,000	\$ 6,513,000	\$ 7,867,000	\$ 1,426,000	\$ 8,145,000	\$ 9,571,000
Federal Taxes	\$ 33,259,000	\$ 16,680,000	\$ 49,939,000	\$ 37,945,000	\$ 20,710,000	\$ 58,655,000



Florida

Estimated Impacts:
Southeast Florida Region

 **\$3.95 billion**
in economic output


 **24,503**
jobs

 **\$1.62 billion**
of labor income

 **15,361**
households supported

 **\$1.35 billion**
in household spending

 **\$172.8 million**
in state and local taxes

 **\$414.4 million**
in federal taxes

 **\$26.3 million**
in visitor spending

 **\$133.3 million**
in goods and services

Economic Impact Overview
SOUTHEAST FLORIDA REGION

In 2019, Cleveland Clinic directly and indirectly generated \$3.95 billion of economic activity in the Southeast Florida region through its ongoing operations and construction activities. The seven-county region encompasses Brevard, Indian River, St. Lucie, Martin, Palm Beach, Broward and Miami-Dade counties. All Cleveland Clinic Florida facilities are located in these counties.

Cleveland Clinic directly supported an estimated 10,668⁴ jobs in the Southeast Florida region in 2019. These direct jobs sustained an additional 13,835 indirect jobs, resulting in a total of 24,503 regional jobs supported by Cleveland Clinic. An estimated \$1.62 billion of annual labor income, including benefits, was associated with the total jobs. These jobs and associated earnings sustained 15,361 regional households, which spent approximately \$1.35 billion on goods and services.

Cleveland Clinic’s operating and construction activities generated \$172.8 million in state and local taxes and \$414.4 million in federal taxes in 2019.

The organization supported the regional economy through purchasing \$133.3 million in goods and services from southeastern Florida companies. Additionally, inpatients and outpatients visiting Cleveland Clinic spent an estimated \$26.3 million in the region.

Between 2017 and 2019, Cleveland Clinic invested an average of \$112.9 million per year in the Southeast Florida region to construct and improve facilities. This investment supported nearly 1,461 construction and other jobs and an estimated \$83.8 million in total labor income annually. The construction activity generated nearly \$9.3 million in state and local taxes and almost \$22.2 million in federal taxes per year.

⁴ This number includes affiliated entities. Cleveland Clinic directly employed 9,513 people in the Florida Region.

STATE OF FLORIDA

In 2019, Cleveland Clinic directly and indirectly generated \$4.12 billion of economic activity in Florida through its ongoing operations and construction activities. Cleveland Clinic Florida includes Cleveland Clinic Indian River Hospital, Cleveland Clinic Martin Health, Cleveland Clinic Weston Hospital and numerous other facilities.

Cleveland Clinic directly supported an estimated 10,668⁵ jobs in Florida in 2019. These direct jobs sustained an additional 14,679 indirect jobs, resulting in a total of 25,347 Florida jobs supported by Cleveland Clinic. For every direct Cleveland Clinic job, approximately 1.4 additional jobs were supported in Florida.

An estimated \$1.66 billion of annual labor income, including benefits, was associated with the total jobs. These jobs and associated earnings sustained 15,891 Florida households, which spent approximately \$1.4 billion on goods and services.

Cleveland Clinic’s operating and construction activities generated \$181.1 million in state and local taxes and \$428.6 million in federal taxes in 2019.

The organization supported the state economy through purchasing \$190.3 million in goods and services from Florida companies. Additionally, inpatients and outpatients visiting Cleveland Clinic spent an estimated \$26.3 million in the state of Florida.


Between 2017 and 2019, Cleveland Clinic invested an average of \$112.9 million per year in Florida to construct and improve facilities. This investment supported nearly 1,499 construction and other jobs and generated an estimated \$85.8 million in total labor income annually. The construction activity generated nearly \$9.7 million in state and local taxes and over \$22.7 million in federal taxes per year.

⁵ This number includes affiliated entities. Cleveland Clinic directly employed 9,513 people in the state of Florida.

Estimated Impacts:
State of Florida

 **\$4.12 billion**
in economic output


 **25,347**
jobs

 **\$1.66 billion**
of labor income


 **15,891**
households supported

 **\$1.4 billion**
in household spending

 **\$181.1 million**
in state and local taxes

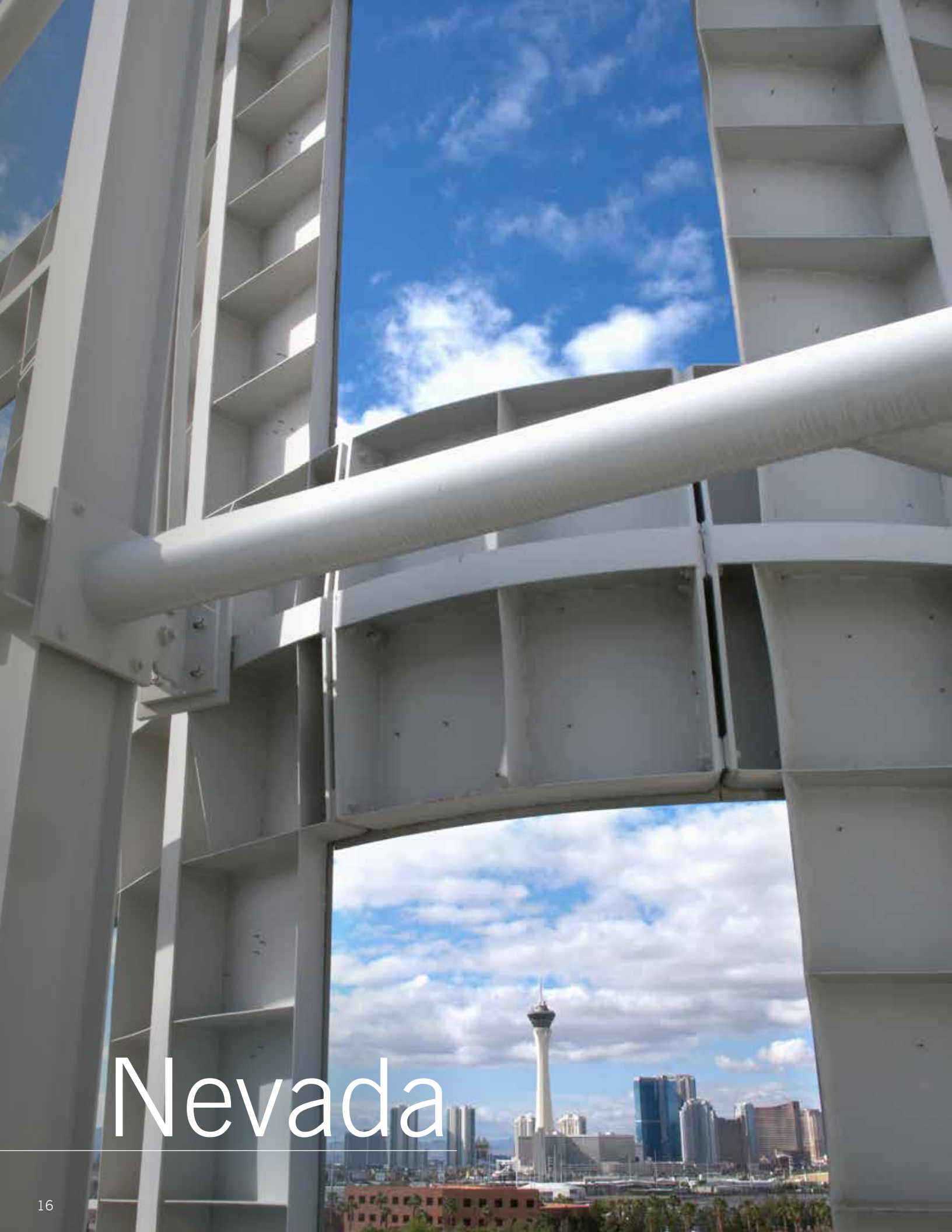
 **\$428.6 million**
in federal taxes

 **\$26.3 million**
in visitor spending

 **\$190.3 million**
in goods and services



Estimated Impacts in Florida						
Total Impacts: Permanent & Construction	Southeast Florida Region			State of Florida		
	Direct	Indirect	Total	Direct	Indirect	Total
Economic Output	\$ 1,775,803,000	\$ 2,175,524,000	\$ 3,951,327,000	\$ 1,775,803,000	\$ 2,342,066,000	\$ 4,117,869,000
Jobs	10,668	13,835	24,503	10,668	14,679	25,347
Labor Income	\$ 922,178,000	\$ 697,737,000	\$ 1,619,915,000	\$ 922,178,000	\$ 742,811,000	\$ 1,664,989,000
Households Supported	6,688	8,673	15,361	6,688	9,203	15,891
Household Level Spending	\$ 622,559,000	\$ 731,551,000	\$ 1,354,110,000	\$ 622,559,000	\$ 776,256,000	\$ 1,398,815,000
Total State and Local Taxes	\$ 64,846,000	\$ 107,950,000	\$ 172,796,000	\$ 65,541,000	\$ 115,600,000	\$ 181,141,000
Residential Property Taxes	\$ 55,232,000	\$ 51,861,000	\$ 107,093,000	\$ 55,927,000	\$ 55,024,000	\$ 110,951,000
Other State and Local Taxes	\$ 9,614,000	\$ 56,089,000	\$ 65,703,000	\$ 9,614,000	\$ 60,576,000	\$ 70,190,000
Federal Taxes	\$ 223,718,000	\$ 190,674,000	\$ 414,392,000	\$ 223,726,000	\$ 204,922,000	\$ 428,648,000
Permanent Impacts	Direct	Indirect	Total	Direct	Indirect	Total
Economic Output	\$ 1,662,865,000	\$ 2,083,754,000	\$ 3,746,619,000	\$ 1,662,865,000	\$ 2,242,864,000	\$ 3,905,729,000
Jobs	9,749	13,293	23,042	9,749	14,099	23,848
Labor Income	\$ 866,345,000	\$ 669,782,000	\$ 1,536,127,000	\$ 866,345,000	\$ 712,813,000	\$ 1,579,158,000
Households Supported	6,112	8,333	14,445	6,112	8,839	14,951
Household Level Spending	\$ 573,975,000	\$ 702,873,000	\$ 1,276,848,000	\$ 573,975,000	\$ 745,553,000	\$ 1,319,528,000
Total State and Local Taxes	\$ 60,252,000	\$ 103,212,000	\$ 163,464,000	\$ 60,947,000	\$ 110,520,000	\$ 171,467,000
Residential Property Taxes	\$ 51,295,000	\$ 49,829,000	\$ 101,124,000	\$ 51,990,000	\$ 52,850,000	\$ 104,840,000
Other State and Local Taxes	\$ 8,957,000	\$ 53,383,000	\$ 62,340,000	\$ 8,957,000	\$ 57,670,000	\$ 66,627,000
Federal Taxes	\$ 208,933,000	\$ 183,271,000	\$ 392,204,000	\$ 208,933,000	\$ 196,974,000	\$ 405,907,000
Construction Impacts – Average Annual	Direct	Indirect	Total	Direct	Indirect	Total
Economic Output	\$ 112,938,000	\$ 91,770,000	\$ 204,708,000	\$ 112,938,000	\$ 99,202,000	\$ 212,140,000
Jobs	919	542	1,461	919	580	1,499
Labor Income	\$ 55,833,000	\$ 27,955,000	\$ 83,788,000	\$ 55,833,000	\$ 29,998,000	\$ 85,831,000
Households Supported	576	340	916	576	364	940
Household Level Spending	\$ 48,584,000	\$ 28,678,000	\$ 77,262,000	\$ 48,584,000	\$ 30,703,000	\$ 79,287,000
Total State and Local Taxes	\$ 4,594,000	\$ 4,738,000	\$ 9,332,000	\$ 4,594,000	\$ 5,080,000	\$ 9,674,000
Residential Property Taxes	\$ 3,937,000	\$ 2,032,000	\$ 5,969,000	\$ 3,937,000	\$ 2,174,000	\$ 6,111,000
Other State and Local Taxes	\$ 657,000	\$ 2,706,000	\$ 3,363,000	\$ 657,000	\$ 2,906,000	\$ 3,563,000
Federal Taxes	\$ 14,785,000	\$ 7,403,000	\$ 22,188,000	\$ 14,793,000	\$ 7,948,000	\$ 22,741,000



Nevada

Economic Impact Overview

STATE OF NEVADA

In 2019, Cleveland Clinic directly and indirectly generated \$48.9 million of economic activity in Nevada through its ongoing operations activities. The Lou Ruvo Center for Brain Health, which celebrated its 10th anniversary in 2019, is located in the Las Vegas area in Clark County.










Cleveland Clinic directly supported an estimated 156⁵ jobs in Nevada in 2019. These direct jobs sustained an additional 185 indirect jobs, resulting in a total of 341 Nevada jobs supported by Cleveland Clinic. For every direct Cleveland Clinic job, approximately 1.2 additional jobs were supported in Nevada. An estimated \$22 million of annual labor income, including benefits, was associated with the total jobs. These jobs and associated earnings sustained 213 Nevada households, which spent approximately \$20.5 million on goods and services.

Cleveland Clinic's operating activities generated \$2.5 million in state and local taxes and \$5.7 million in federal taxes in 2019.

The organization supported the state economy through purchasing \$6.3 million in goods and services from Nevada companies. Additionally, inpatients and outpatients visiting Cleveland Clinic spent an estimated \$1 million in Nevada.

Cleveland Clinic's construction spending in Nevada was modest between 2017 and 2019. Therefore, construction impacts are not presented here.

Estimated Impacts: State of Nevada

-  **\$48.9 million**
in economic output
-  **341**
jobs
-  **\$22 million**
of labor income
-  **213**
households supported
-  **\$20.5 million**
in household spending
-  **\$2.5 million**
in state and local taxes
-  **\$5.7 million**
in federal taxes
-  **\$1 million**
in visitor spending
-  **\$6.3 million**
in goods and services

⁵ This number includes affiliated entities. Cleveland Clinic directly employed 148 people in Nevada.

Estimated Impacts in Nevada			
Total Impacts: Permanent	Direct	Indirect	Total
Economic Output	\$ 17,734,000	\$ 31,208,000	\$ 48,942,000
Jobs	156	185	341
Labor Income	\$ 13,014,000	\$ 8,970,000	\$ 21,984,000
Households Supported	97	116	213
Household Level Spending	\$ 9,832,000	\$ 10,680,000	\$ 20,512,000
Total State and Local Taxes	\$ 572,000	\$ 1,902,000	\$ 2,474,000
Residential Property Taxes	\$ 545,000	\$ 446,000	\$ 991,000
Other State and Local Taxes	\$ 27,000	\$ 1,456,000	\$ 1,483,000
Federal Taxes	\$ 3,064,000	\$ 2,591,000	\$ 5,655,000



Study Methodology

About IMPLAN

Portions of this analysis were completed using the IMPLAN (Impact Analysis for Planning) economic impact modeling system. IMPLAN is an input-output model that was originally developed by the U.S. Forest Service in the 1970s and is one of the most respected and widely used approaches to regional economic impact analysis. IMPLAN is used by more than 1,000 universities, government agencies and consultants to estimate the economic and fiscal impacts of investments and/or changes in one or more industries. Data underlying the IMPLAN model are partially derived from industry surveys conducted periodically by the U.S. Bureau of Economic Analysis, as well as other sources.

Terminology

A **direct effect** describes an initial or first-round change in the economy and is the starting point for economic impact analysis. Changes in an economy create “ripples” of economic activity throughout the region being analyzed. These ripples are described as indirect and induced effects. A positive direct effect causes increased purchases within the economy being modeled, as well as “leakage” of economic activity out of the economy being studied in the form of imports into the economy from other areas outside the economy. Generally speaking, “direct” describes activity attributable to the economic activity being modeled.

In this report, direct jobs comprise those held by Cleveland Clinic employees, as well as the employees of its joint venture partners and supported entities. Direct jobs data were provided by Cleveland Clinic and its joint venture partners.

Indirect effects represent changes in the industries that provide goods and services to the economic activity being modeled (suppliers, service providers, etc.). Indirect effects occur in a repeating cycle but diminish in each round as economic activity “leaks” from the region being modeled. Indirect effects cease when the last dollar of economic activity leaks from the economy being studied. Indirect effects are estimated using IMPLAN.

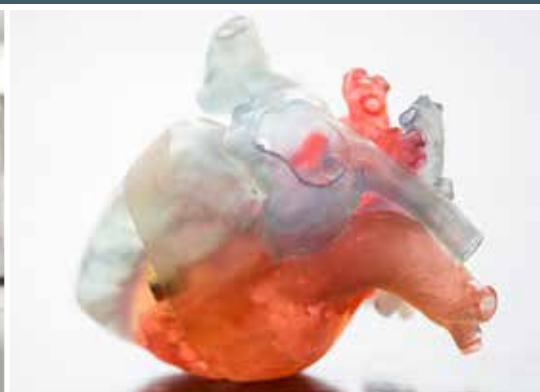
Induced effects represent the impact of changes in household spending resulting from the direct and indirect effects. Like indirect effects, induced effects occur in repeating cycles, but diminish in each round as economic activity “leaks” from the region being modeled. Induced effects cease when the last dollar of economic activity leaks from the economy being studied. Induced effects are estimated using IMPLAN. For ease of presentation in this report, induced effects are combined with indirect effects and referred to simply as “indirect.”

Total impact refers to the final cumulative result of all rounds of direct, indirect and induced economic activity.

Report Definitions

The table below provides definitions for the items included in the summary tables and infographics of this report.

	Direct	Indirect and Induced
Economic Output	The total value of goods and services produced by the activity being modeled. Output is roughly equivalent to sales or revenue associated with the direct activity.	IMPLAN estimate of the total value of goods and services produced by indirect and induced economic activity. Output is roughly equivalent to sales or revenue associated with this activity.
Jobs	Jobs directly engaged in the activity being analyzed.	IMPLAN estimate of the number of jobs supported by the purchase of goods and services by the activity being modeled (indirect) as well as by changes in household spending (induced).
Labor Income	Wages and benefits associated with direct jobs.	IMPLAN estimate of the wages, benefits and proprietor income associated with the indirect and induced economic activity.
Households Supported	IMPLAN estimate of the number of households supported by the economic activity being analyzed.	IMPLAN estimate of the number of households supported by indirect and induced economic activity.
Household Level Spending	IMPLAN estimate of consumer spending by affected households on goods and services.	IMPLAN estimate of consumer spending by affected households on goods and services.
State and Local Taxes	IMPLAN estimate of all taxes paid to state and local units of government as a direct result of the economic activity being analyzed.	IMPLAN estimate of all taxes paid to state and local units of government due to indirect and induced economic activity.
Federal Taxes	IMPLAN estimate of all taxes paid to the federal government as a direct result of the economic activity being analyzed.	IMPLAN estimate of all taxes paid to the federal government due to indirect and induced economic activity.



Prepared by:



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9500 Euclid Ave., Cleveland, OH 44195

Cleveland Clinic is a nonprofit, multispecialty academic medical center integrating outpatient and hospital care with research and education for better patient outcomes and experience. More than 4,500 staff physicians and researchers provide services through 20 patient-centered institutes. Cleveland Clinic is a 6,026-bed healthcare system with a main campus in Cleveland, 18 hospitals and over 220 outpatient locations. The health system includes five hospitals in Southeast Florida with more than 1,000 beds, a medical center for brain health in Las Vegas, a sports and executive health center in Toronto and a 364-bed hospital in Abu Dhabi. Cleveland Clinic London, a 184-bed hospital, will open in 2022. Cleveland Clinic is currently ranked as one of the nation's top hospitals by *U.S. News & World Report*. clevelandclinic.org

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