

FIREARM AND AMMUNITION INDUSTRY **ECONOMIC IMPACT**

REPORT | 2023



Who is the National Shooting Sports Foundation®?

The NSSF® is the trade association for the firearm, ammunition, hunting and recreational shooting sports industry. Formed in 1961, its mission is to promote, protect and preserve hunting and the shooting sports. NSSF's membership is comprised of over 10,000 manufacturers, distributors, firearm retailers, shooting ranges, sportsmen's organizations and endemic media..

America's firearm and ammunition industry is a critical component of our nation's security, public safety, and economic well-being. For more than 200 years, the industry has made products that have been part of our country's

tradition of freedom, self-reliance and enjoyment of the outdoors. The firearm and ammunition industry is proud to provide the U.S. military and federal, state and local law enforcement agencies with the

NSSF®
The Firearm Industry
Trade Association

tools they need to carry out their vital national security and public safety missions, and is essential for

law-abiding Americans to exercise their Second Amendment right to acquire a firearm and ammunition for lawful purposes like personal protection and home defense. Without our industry, the right to keep and bear arms would be a mere illusion.

The firearm industry is committed to the safe, legal, and responsible ownership and use of firearms, and works to stop their criminal misuse. Through Real Solutions. Safer Communities.® NSSF leads the way in promoting responsible ownership, storage, and helping to keep guns out of the wrong hands.

The Firearm and Ammunition Industry Economic Impact Report

This report details the significant economic impact the firearm and ammunition industry has on our economy, both nationally and at the state level. The economic growth America's firearm and ammunition industry has experienced in recent years has been nothing short of remarkable and has been driven by an unprecedented number of Americans choosing to exercise their fundamental right to keep and bear arms. This includes an estimated 4.2 million new gun owners in 2022.

The report also highlights the significant impact the firearm and ammunition industry has on wildlife conservation funding in America through its growing Pittman-Robertson excise tax contributions to the Wildlife Restoration Trust Fund which exceeded \$1.15 billion in 2022.

Regardless of economic conditions across the country, our industry is consistently growing and represented by over 390,000 well-paying jobs. Our industry is proud to be one of the bright spots in our economy.

Take a look for yourself and see the impact we have nationally and on your home state.

(See center spread.)



The Firearm 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.

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

	Direct	Supplier	Induced	Total
Jobs (FTE)	172,697	97,823	123,176	393,696
Wages	\$9,372,350,400	\$8,188,510,300	\$8,026,286,800	\$25,587,147,500
Economic Impact	\$32,110,233,100	\$24,468,955,600	\$24,151,650,400	\$80,730,839,100

The Firearm & 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 172,697 people in the country and generate an additional 220,999 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 firearm and ammunition industry.¹

These are good jobs paying an average of \$65,000 in wages and benefits. And today, every job is important. At the close of 2022, the unemployment rate in the United States was 3.40 percent. This means that there are already 6,026,000 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 2022 the firearm and ammunition industry was responsible for over \$80.73 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 firearm 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 \$7.48 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	\$5,530,765,000	\$1,150,847,728
State Taxes	\$1,946,804,700	
Total Taxes	\$7,477,569,700	\$1,150,847,728



¹ John Dunham & Associates, Florida, December 2022. 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 Dec.-2022.

³ This is in addition to over \$1.15 billion in federal excise taxes per Alcohol and Tobacco Tax and Trade Bureau.

ECONOMIC CONTRIBUTION OF ARMS AND AMMUNITION INDUSTRIES, 2022 STATE BY STATE ECONOMIC IMPACT REPORT

	Direct			Suppliers			Induced			Total			Average Wage	Federal Business Tax
	Jobs	Wages	Output	Jobs	Wages	Output	Jobs	Wages	Output	Jobs	Wages	Output		
Alabama	2,587	\$ 87,953,700	\$ 292,718,700	1,360	\$ 88,657,100	\$ 355,490,600	1,448	\$ 67,900,700	\$ 227,539,700	5,395	\$ 244,511,500	\$ 875,749,000	\$ 45,322	\$ 47,406,900
Alaska	601	\$ 20,891,200	\$ 54,649,600	166	\$ 10,068,000	\$ 29,222,200	281	\$ 12,748,400	\$ 33,736,200	1,048	\$ 43,707,600	\$ 117,608,000	\$ 41,706	\$ 7,341,600
Arizona	4,981	\$ 324,135,900	\$ 1,046,220,800	2,924	\$ 237,421,700	\$ 643,597,400	3,962	\$ 266,857,200	\$ 734,719,000	11,867	\$ 828,414,800	\$ 2,424,537,200	\$ 69,808	\$ 195,698,100
Arkansas	4,000	\$ 195,846,600	\$ 1,075,093,400	2,155	\$ 150,643,300	\$ 564,147,600	2,353	\$ 129,939,000	\$ 486,053,900	8,508	\$ 476,428,900	\$ 1,225,294,900	\$ 55,998	\$ 111,580,000
California	13,042	\$ 747,253,400	\$ 2,008,342,400	7,220	\$ 702,742,700	\$ 1,864,931,100	9,871	\$ 737,503,200	\$ 2,119,465,600	30,133	\$ 2,187,499,300	\$ 5,992,739,100	\$ 72,595	\$ 483,789,400
Colorado	3,156	\$ 148,453,000	\$ 420,742,800	1,576	\$ 127,263,500	\$ 335,929,100	2,219	\$ 135,046,600	\$ 384,511,000	6,951	\$ 410,763,100	\$ 1,141,182,900	\$ 59,094	\$ 94,956,500
Connecticut	2,068	\$ 205,821,800	\$ 662,631,900	1,368	\$ 158,791,600	\$ 396,940,100	1,727	\$ 166,766,900	\$ 426,187,600	5,163	\$ 531,380,300	\$ 1,485,759,600	\$ 102,921	\$ 118,497,800
Delaware	216	\$ 6,215,800	\$ 14,411,200	97	\$ 7,064,600	\$ 27,368,800	147	\$ 9,298,400	\$ 36,929,900	460	\$ 22,578,800	\$ 78,709,900	\$ 49,084	\$ 2,777,500
District of Columbia	47	\$ 2,757,300	\$ 4,525,700	22	\$ 2,265,900	\$ 6,156,800	42	\$ 3,833,700	\$ 13,601,500	111	\$ 8,856,900	\$ 24,284,000	\$ 79,792	\$ 833,900
Florida	10,117	\$ 436,891,400	\$ 1,450,393,200	5,576	\$ 382,302,200	\$ 1,115,530,100	7,352	\$ 397,563,800	\$ 1,228,460,800	23,045	\$ 1,216,757,400	\$ 3,794,384,100	\$ 52,799	\$ 310,199,200
Georgia	4,404	\$ 252,273,400	\$ 936,606,100	2,971	\$ 240,973,200	\$ 781,361,900	3,484	\$ 217,493,100	\$ 703,994,300	10,859	\$ 710,739,700	\$ 2,421,962,300	\$ 65,452	\$ 146,902,400
Hawaii	275	\$ 11,353,200	\$ 27,321,000	95	\$ 6,376,100	\$ 17,636,300	184	\$ 9,697,300	\$ 33,449,000	554	\$ 27,426,600	\$ 78,406,300	\$ 49,506	\$ 5,631,100
Idaho	3,484	\$ 222,473,400	\$ 1,182,472,500	2,348	\$ 178,987,200	\$ 591,174,900	2,542	\$ 158,478,200	\$ 551,120,700	8,374	\$ 559,938,800	\$ 2,324,768,100	\$ 66,866	\$ 131,947,600
Illinois	5,646	\$ 367,259,800	\$ 1,421,373,100	3,866	\$ 371,663,900	\$ 1,156,609,200	4,745	\$ 355,996,700	\$ 1,110,243,100	14,257	\$ 1,094,920,400	\$ 3,628,425,400	\$ 76,799	\$ 241,443,300
Indiana	2,546	\$ 95,543,100	\$ 367,962,000	1,682	\$ 131,394,000	\$ 539,468,800	1,716	\$ 97,945,500	\$ 362,287,600	5,944	\$ 324,882,600	\$ 1,269,718,400	\$ 54,657	\$ 54,971,400
Iowa	1,337	\$ 57,801,100	\$ 191,426,200	706	\$ 52,440,600	\$ 180,387,100	913	\$ 54,643,400	\$ 205,776,000	2,956	\$ 164,885,100	\$ 577,589,300	\$ 55,780	\$ 27,449,300
Kansas	1,016	\$ 88,175,000	\$ 274,762,500	431	\$ 27,131,900	\$ 107,904,800	592	\$ 28,008,800	\$ 120,416,600	2,039	\$ 143,315,700	\$ 503,083,900	\$ 70,287	\$ 12,022,000
Kentucky	2,577	\$ 111,664,200	\$ 372,209,800	1,273	\$ 91,007,000	\$ 330,743,200	1,534	\$ 84,371,900	\$ 269,131,400	5,384	\$ 287,043,100	\$ 972,084,400	\$ 53,314	\$ 54,705,100
Louisiana	1,750	\$ 66,907,000	\$ 213,231,100	929	\$ 64,524,100	\$ 273,077,200	1,079	\$ 55,242,300	\$ 206,889,000	3,758	\$ 186,673,400	\$ 693,197,300	\$ 49,674	\$ 34,501,500
Maine	2,075	\$ 79,156,500	\$ 276,415,800	869	\$ 55,649,500	\$ 156,949,500	1,230	\$ 63,069,100	\$ 177,912,500	4,174	\$ 197,875,100	\$ 611,277,800	\$ 47,407	\$ 46,034,100
Maryland	1,913	\$ 136,731,200	\$ 458,358,500	935	\$ 91,533,300	\$ 228,542,200	1,379	\$ 105,822,700	\$ 310,615,200	4,227	\$ 334,087,200	\$ 997,515,900	\$ 79,036	\$ 68,688,400
Massachusetts	2,421	\$ 156,166,200	\$ 502,665,800	1,388	\$ 151,144,700	\$ 387,830,300	1,895	\$ 158,613,000	\$ 431,669,000	5,704	\$ 465,923,900	\$ 1,322,165,100	\$ 81,684	\$ 96,390,800
Michigan	5,273	\$ 240,990,100	\$ 734,933,200	3,251	\$ 250,543,400	\$ 754,908,600	3,730	\$ 216,044,700	\$ 644,643,500	12,254	\$ 707,578,200	\$ 2,134,485,300	\$ 57,743	\$ 150,202,700
Minnesota	5,035	\$ 428,004,100	\$ 1,611,278,300	3,497	\$ 353,500,500	\$ 990,450,100	4,729	\$ 370,978,200	\$ 1,053,574,600	13,261	\$ 1,152,482,800	\$ 3,665,303,000	\$ 86,908	\$ 262,195,800
Mississippi	2,169	\$ 119,701,900	\$ 564,661,400	1,336	\$ 88,292,700	\$ 353,600,300	1,360	\$ 76,053,200	\$ 276,253,100	4,865	\$ 284,047,800	\$ 1,194,514,800	\$ 58,386	\$ 59,220,200
Missouri	4,055	\$ 185,109,600	\$ 589,194,500	2,108	\$ 156,825,900	\$ 481,899,500	2,710	\$ 153,997,000	\$ 465,371,500	8,873	\$ 495,932,500	\$ 1,536,465,500	\$ 55,892	\$ 102,193,800
Montana	1,244	\$ 49,612,700	\$ 178,188,900	557	\$ 34,053,900	\$ 101,492,000	754	\$ 37,351,000	\$ 109,573,200	2,555	\$ 121,017,600	\$ 389,254,100	\$ 47,365	\$ 25,910,700
Nebraska	1,414	\$ 83,937,300	\$ 377,046,800	795	\$ 65,546,700	\$ 226,330,300	1,043	\$ 67,320,700	\$ 245,691,000	3,252	\$ 216,804,700	\$ 849,068,100	\$ 66,668	\$ 47,746,400
Nevada	1,817	\$ 96,212,000	\$ 371,379,400	944	\$ 72,595,000	\$ 210,146,800	1,148	\$ 69,205,400	\$ 220,783,800	3,909	\$ 238,012,400	\$ 802,310,000	\$ 60,888	\$ 59,320,900
New Hampshire	4,427	\$ 463,191,400	\$ 1,570,396,600	2,614	\$ 295,638,400	\$ 649,851,600	3,692	\$ 331,224,700	\$ 822,265,100	10,733	\$ 1,090,054,500	\$ 3,042,513,300	\$ 101,561	\$ 246,647,500
New Jersey	1,762	\$ 138,120,400	\$ 293,889,100	1,037	\$ 108,589,400	\$ 288,172,400	1,583	\$ 137,634,100	\$ 376,834,100	4,382	\$ 384,343,900	\$ 958,895,600	\$ 87,710	\$ 73,605,300
New Mexico	784	\$ 23,192,700	\$ 73,539,300	269	\$ 14,908,300	\$ 56,595,400	410	\$ 17,533,400	\$ 61,656,200	1,463	\$ 55,634,400	\$ 191,790,900	\$ 38,028	\$ 11,481,300
New York	4,806	\$ 374,532,900	\$ 1,174,537,200	2,921	\$ 349,157,100	\$ 908,829,800	4,085	\$ 396,339,700	\$ 1,104,625,000	11,812	\$ 1,120,029,700	\$ 3,187,992,000	\$ 94,821	\$ 215,129,100
North Carolina	5,180	\$ 262,136,900	\$ 1,061,695,200	3,545	\$ 262,070,500	\$ 832,670,700	3,727	\$ 225,739,000	\$ 763,999,000	12,452	\$ 749,946,400	\$ 2,658,364,900	\$ 60,227	\$ 166,070,400
North Dakota	335	\$ 12,376,400	\$ 31,060,900	130	\$ 8,699,500	\$ 29,264,700	209	\$ 11,013,700	\$ 37,662,800	674	\$ 32,089,600	\$ 97,988,400	\$ 47,611	\$ 5,468,600
Ohio	7,108	\$ 271,364,000	\$ 791,224,500	3,793	\$ 278,767,200	\$ 964,368,800	4,605	\$ 246,949,600	\$ 776,073,200	15,506	\$ 797,080,800	\$ 2,531,666,500	\$ 51,405	\$ 160,168,800
Oklahoma	1,293	\$ 46,172,400	\$ 163,798,500	672	\$ 42,539,600	\$ 155,121,100	814	\$ 38,892,000	\$ 142,574,900	2,779	\$ 127,604,000	\$ 461,494,500	\$ 45,917	\$ 22,909,500
Oregon	3,554	\$ 217,984,200	\$ 667,917,500	2,277	\$ 198,385,400	\$ 516,672,200	2,709	\$ 175,212,900	\$ 476,242,900	8,540	\$ 591,582,500	\$ 1,660,832,600	\$ 69,272	\$ 137,152,800
Pennsylvania	9,336	\$ 398,343,000	\$ 1,076,835,500	4,367	\$ 364,520,300	\$ 1,062,774,800	5,957	\$ 353,865,400	\$ 959,353,100	19,660	\$ 1,116,728,700	\$ 3,098,963,400	\$ 56,802	\$ 234,147,800
Rhode Island	563	\$ 45,877,500	\$ 160,401,600	368	\$ 29,978,000	\$ 88,120,900	394	\$ 24,948,400	\$ 71,711,800	1,325	\$ 100,803,900	\$ 320,234,300	\$ 76,078	\$ 19,337,100
South Carolina	2,990	\$ 133,976,900	\$ 473,679,100	1,657	\$ 115,464,000	\$ 398,410,500	1,824	\$ 96,888,800	\$ 310,803,400	6,471	\$ 346,329,700	\$ 1,182,893,000	\$ 53,520	\$ 72,755,100
South Dakota	827	\$ 47,318,800	\$ 183,432,300	412	\$ 32,888,400	\$ 100,116,400	571	\$ 36,903,200	\$ 116,880,000	1,810	\$ 117,110,400	\$ 400,428,700	\$ 64,702	\$ 24,434,000
Tennessee	5,434	\$ 414,344,300	\$ 1,503,441,000	3,514	\$ 317,523,600	\$ 873,134,200	4,283	\$ 320,006,100	\$ 896,100,100	13,231	\$ 1,051,874,000	\$ 3,272,675,300	\$ 79,501	\$ 223,883,800
Texas	14,292	\$ 628,843,400	\$ 2,060,177,300	7,757	\$ 639,112,300	\$ 1,996,471,100	10,081	\$ 599,175,600	\$ 1,826,080,500	32,130	\$ 1,867,131,300	\$ 5,882,728,900	\$ 58,112	\$ 380,075,400
Utah	4,145	\$ 165,640,600	\$ 573,510,700	2,200	\$ 147,358,300	\$ 446,261,300	2,654	\$ 137,231,300	\$ 418,711,600	8,999	\$ 450,230,200	\$ 1,438,483,600	\$ 50,031	\$ 104,050,300
Vermont	360	\$ 18,301,000	\$ 59,844,000	182	\$ 13,114,500	\$ 38,784,000	244	\$ 14,414,900	\$ 43,447,300	786	\$ 45,830,400	\$ 142,075,300	\$ 58,308	\$ 9,319,700
Virginia	3,548	\$ 163,692,600	\$ 594,824,000	1,988	\$ 156,838,500	\$ 478,790,400	2,272	\$ 132,053,100	\$ 441,817,400	7,808	\$ 452,584,200	\$ 1,515,431,800	\$ 57,964	\$ 105,208,300
Washington	4,536	\$ 240,564,400	\$ 828,802,900	2,183	\$ 200,854,800	\$ 549,521,700	2,917	\$ 198,276,000	\$ 577,506,200	9,636	\$ 639,695,200	\$ 1,955,830,800	\$ 66,386	\$ 161,466,300
West Virginia	881	\$ 26,500,900	\$ 91,834,400	366	\$ 23,613,300	\$ 95,233,300	448	\$ 19,785,000	\$ 67,703,600	1,695	\$ 69,899,200	\$ 254,771,300	\$ 41,238	\$ 12,869,700
Wisconsin	3,250	\$ 176,715,900	\$ 652,968,200	2,428	\$ 194,075,100	\$ 592,486,100	2,614	\$ 161,804,600	\$ 530,717,400	8,292	\$ 532,595,600	\$ 1,776,171,700	\$ 64,230	\$ 108,252,700
Wyoming	2,020	\$ 77,867,900	\$ 341,206,700	698	\$ 43,009,600	\$ 137,477,400	914	\$ 42,605,200	\$ 138,284,500	3,632	\$ 163,482,700	\$ 616,968,600	\$ 45,012	\$ 35,773,800
Total	172,697	\$ 9,372,350,400	\$ 32,110,233,100	97,823	\$ 8,188,510,300	\$ 24,468,955,600	123,176	\$ 8,026,286,800	\$ 24,151,650,400	393,696	\$ 25,587,147,500	\$ 80,730,839,100	\$ 3,181,867	\$ 5,530,765,000

STATE RANKINGS - 2022

Economic Output: Top Ten States

Total Economic Output, dollars
California
Texas
Florida
Illinois
Minnesota
Tennessee
New York
Pennsylvania
New Hampshire
North Carolina

Total Economic Output, per capita
New Hampshire
Idaho
Wyoming
Arkansas
Minnesota
Tennessee
Maine
South Dakota
Nebraska
Utah

Growth in Economic Output
Tennessee
Rhode Island
Nevada
Maine
Wisconsin
Washington
Idaho
Georgia
Indiana
Minnesota

Jobs: Top Ten States

Total Jobs, number
Texas
California
Florida
Pennsylvania
Ohio
Illinois
Minnesota
Tennessee
North Carolina
Michigan

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

Growth in Jobs
Tennessee
Rhode Island
Wisconsin
Nevada
Georgia
Idaho
Maine
Indiana
Washington
New York

Excise Tax: Top Ten States

Federal Excise Taxes, number
California
Texas
Florida
Minnesota
New Hampshire
Illinois
Pennsylvania
Tennessee
New York
Arizona

Federal Excise Taxes, per capita
New Hampshire
Idaho
Wyoming
Minnesota
Arkansas
Maine
Connecticut
Oregon
Tennessee
Utah

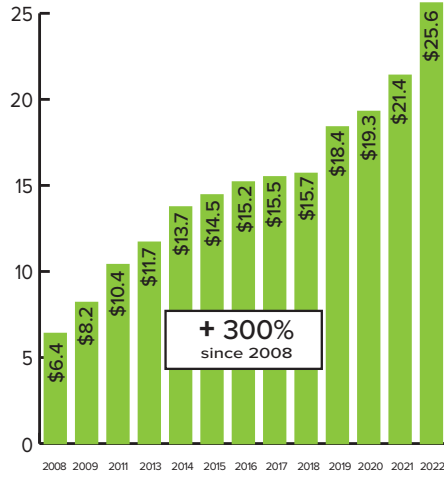
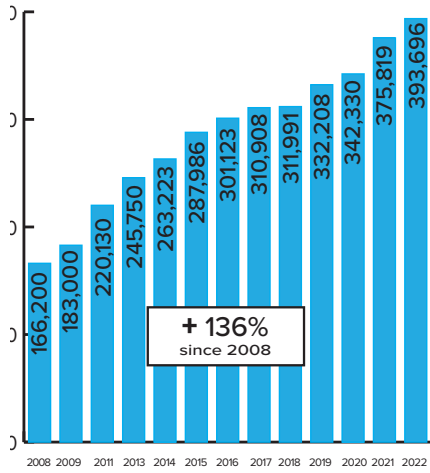
Growth in Excise Taxes
Tennessee
Rhode Island
Wisconsin
Nevada
Maine
Georgia
Indiana
Washington
New York
New Mexico

WHAT A GROWING INDUSTRY LOOKS LIKE...

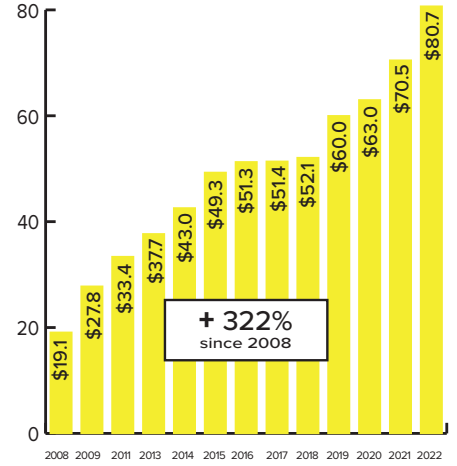
JOBS

WAGES

ECONOMIC IMPACT



Total



IN BILLIONS

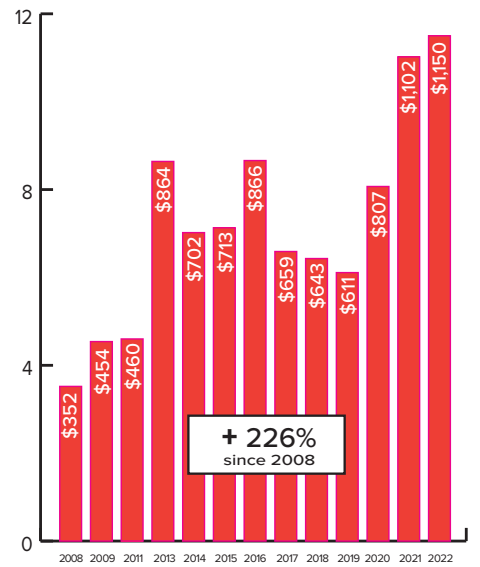
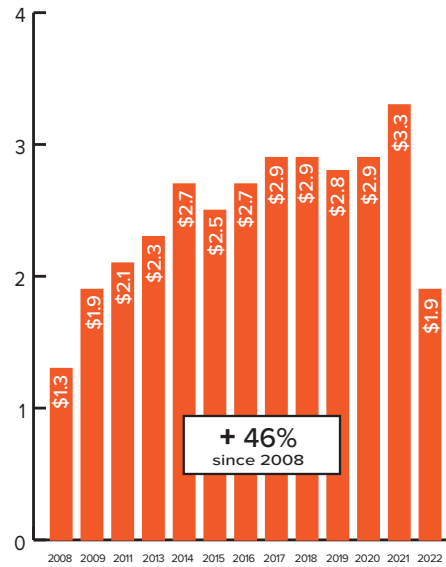
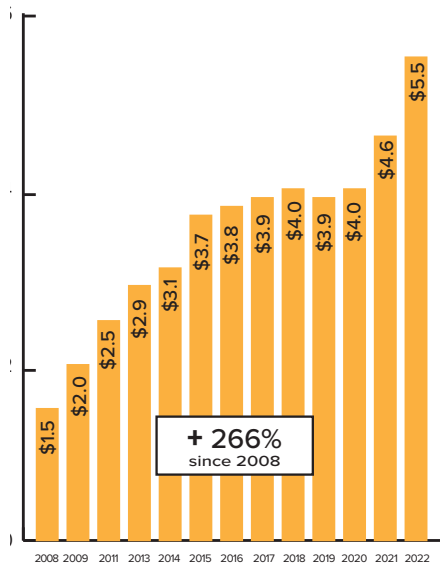
IN BILLIONS

TAXES GENERATED

Business Taxes Federal

Business Taxes State

Excise Taxes



For any inquiries please contact us at:
203-286-4719 x209 | membership@nssf.org



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Trade Association*

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