

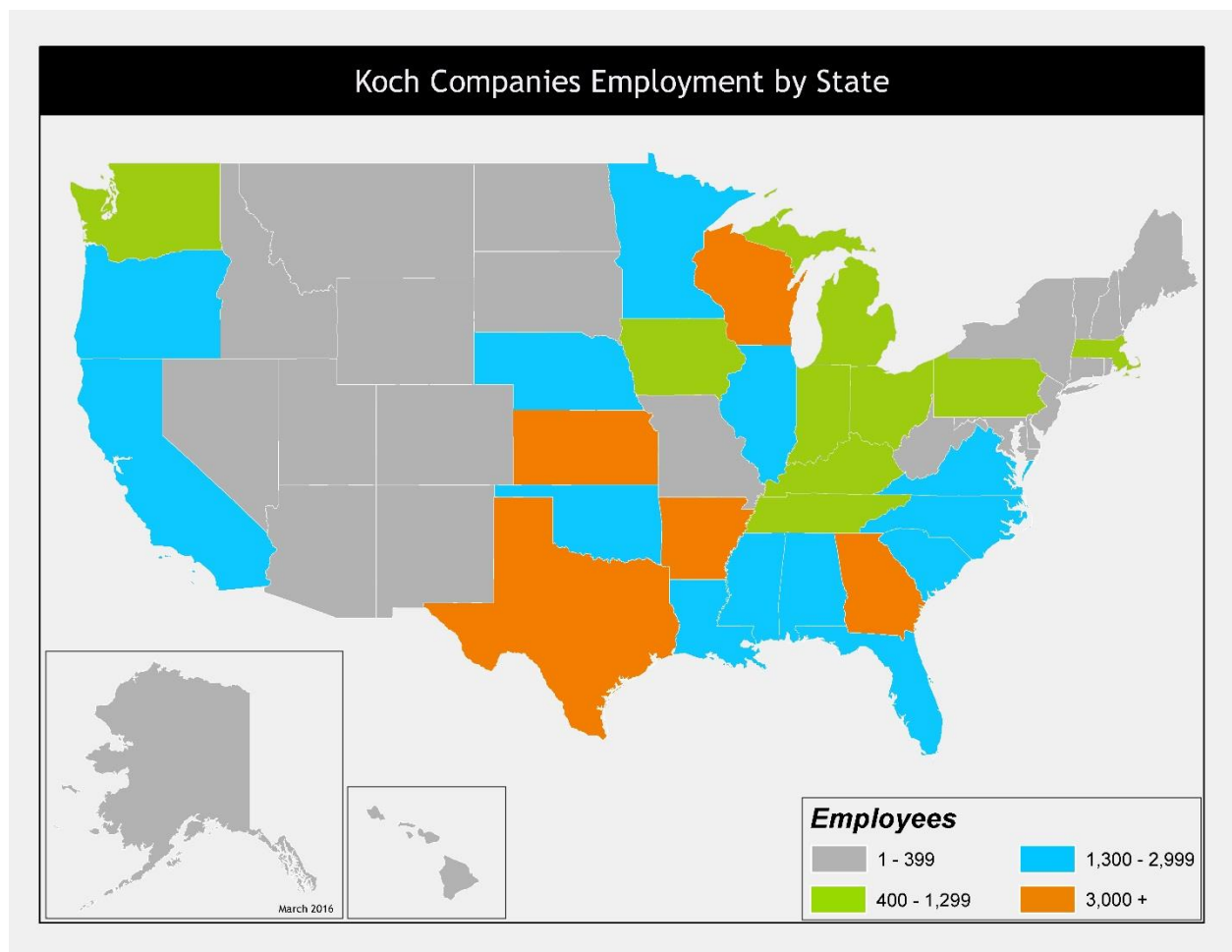
Koch Companies U.S. Jobs and Economic Impact Study

Overview

This analysis details the U.S. employment and economic impact of Koch companies on the national and individual state economies. It was completed in April 2016 by Harrah Analytics and is based on data for the year ending December 31, 2015.

Where are the Koch companies?

Through the years, Koch companies have experienced significant growth and today employ nearly 60,000 people in all 50 states and the District of Columbia. The map below shows Koch's U.S. presence.



About Koch companies



Based in Wichita, Kansas, Koch Industries, Inc. is one of the largest private companies in America with estimated annual revenues as high as \$115 billion, according to *Forbes*. It owns a diverse group of companies involved in refining, chemicals, biofuels and ingredients; forest and consumer products; fertilizers; polymers and fibers; process and pollution control equipment and technologies; electronic components; commodity trading; minerals; energy; ranching; glass; and investments. Since 2003, Koch companies have invested more than \$76 billion in acquisitions and other capital expenditures. With a presence in more than 60 countries, Koch companies employ more than 100,000 people worldwide, with about 60,000 of those in the United States. From January 2009 to present, Koch companies have earned more than 1,000 awards for safety, environmental excellence, community stewardship, innovation, and customer service.



Flint Hills Resources is an industry leader in refining, chemicals, and biofuels and ingredients, with operations primarily in Texas and the Midwest. Its manufacturing capability is built upon six decades of refining experience, and the company has expanded its operations through capital projects and acquisitions worth more than \$13 billion since 2002. Flint Hills Resources' subsidiaries produce and market gasoline, diesel, jet fuel, asphalt, ethanol, biodiesel, liquid natural gas, olefins, polymers, intermediate chemicals, as well as base oils, distillers corn oil and distillers grains.



With leading brands including LYCRA®, COOLMAX®, CORDURA®, STAINMASTER® and ANTRON®, INVISTA is one of the world's largest integrated producers of chemical intermediates, polymers and fibers. The company's advantaged technologies for nylon, spandex and polyester are used to produce clothing, carpet, car parts and countless other everyday products. Headquartered in the United States, INVISTA operates in more than 20 countries and has about 10,000 employees.



Based in Atlanta, Georgia-Pacific and its subsidiaries are among the world's leading manufacturers and marketers of bath tissue, paper towels and napkins, tableware, paper-based packaging, office papers, cellulose, specialty fibers, nonwoven fabrics, building products and related chemicals. Our familiar consumer brands include Quilted Northern®, Angel Soft®, Brawny®, enMotion®, Sparkle®, Mardi Gras® and Vanity Fair® as well as Dixie®. Georgia-Pacific has long been a leading supplier of building products to lumber and building materials dealers and large do-it-yourself warehouse retailers. Its GP Harmon Recycling subsidiary is among the world largest recyclers of paper, metal and plastics. The company employs approximately 35,000 people directly, and creates nearly 92,000 jobs indirectly.



Molex brings together innovation and technology to deliver electronic solutions to customers worldwide. With a presence in more than 40 countries, Molex offers a full suite of solutions and services for many markets, including data communications, consumer electronics, industrial, automotive, commercial vehicle and medical.

Koch companies' impact on the number of jobs

The impact of Koch companies is greater than the nearly 60,000 people they directly employ in the U.S. Multiplier effects arise from Koch companies' spending (indirect impacts) and from employees' payroll expenditures (induced impacts). Summing the direct, indirect and induced impacts, Koch companies support more than 203,300 jobs nationwide.

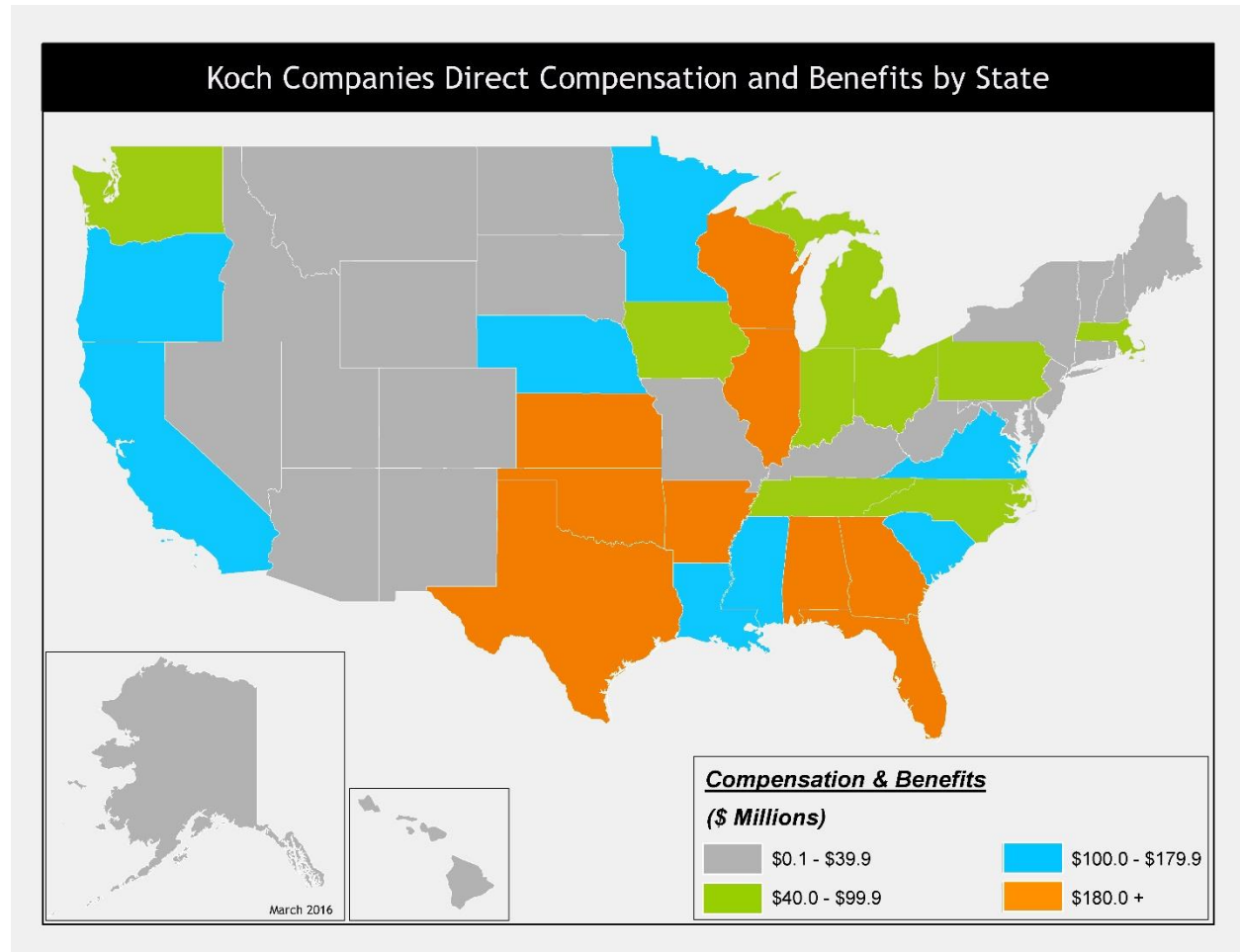
Koch Companies' State-by-State Jobs Impact

	Direct Jobs	Total Jobs		Direct Jobs	Total Jobs
TX	8,454	33,346	KY	426	1,291
GA	7,006	27,370	NY	347	840
AL	2,698	12,340	DE	221	666
WI	3,064	10,293	MO	241	656
AR	3,348	9,841	AZ	240	567
SC	2,533	9,704	NV	202	527
KS	3,713	8,601	NJ	127	383
FL	2,032	8,005	CO	109	374
MS	1,940	7,580	WY	123	267
OR	1,747	7,494	NH	112	261
LA	1,895	7,345	CT	92	256
IL	2,099	7,052	MD	58	148
OK	2,124	6,898	NM	64	133
NC	1,316	5,019	UT	39	115
CA	2,018	5,006	AK	46	97
VA	1,315	4,486	MT	28	64
MN	1,393	3,887	ME	22	52
WA	1,011	3,773	ND	22	47
NE	1,831	3,650	ID	14	27
TN	855	3,520	SD	7	23
PA	831	2,374	WV	9	21
IA	679	2,015	DC	12	19
OH	544	1,852	RI	4	12
MI	666	1,816	VT	2	5
IN	543	1,613	HI	1	2
MA	642	1,591	Grand Total	58,865	203,323

Data source: Koch Industries, data as of December 31, 2015. Direct jobs include those at Koch companies in 50 states and the District of Columbia. Total jobs were calculated using RIMS II multipliers produced by the U.S. Department of Commerce, Bureau of Economic Analysis. Shareholders and executives of Koch companies are not included in jobs totals.

Koch companies' impact on earnings

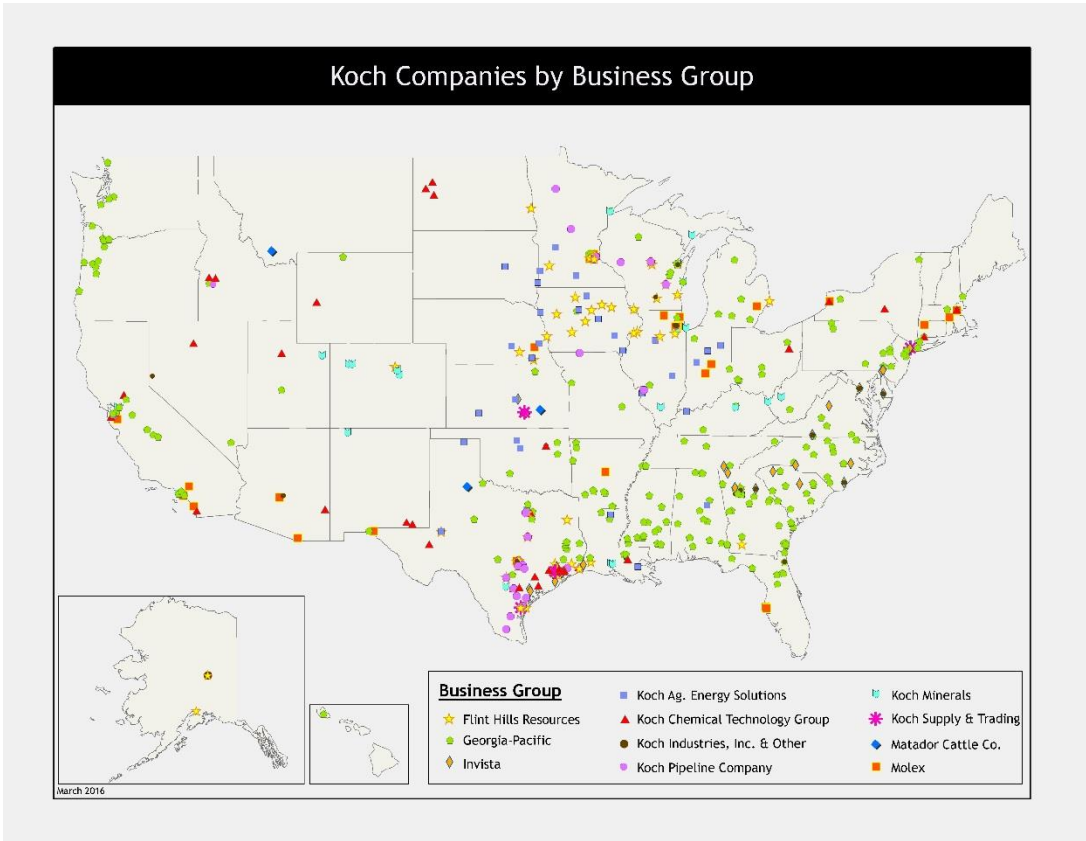
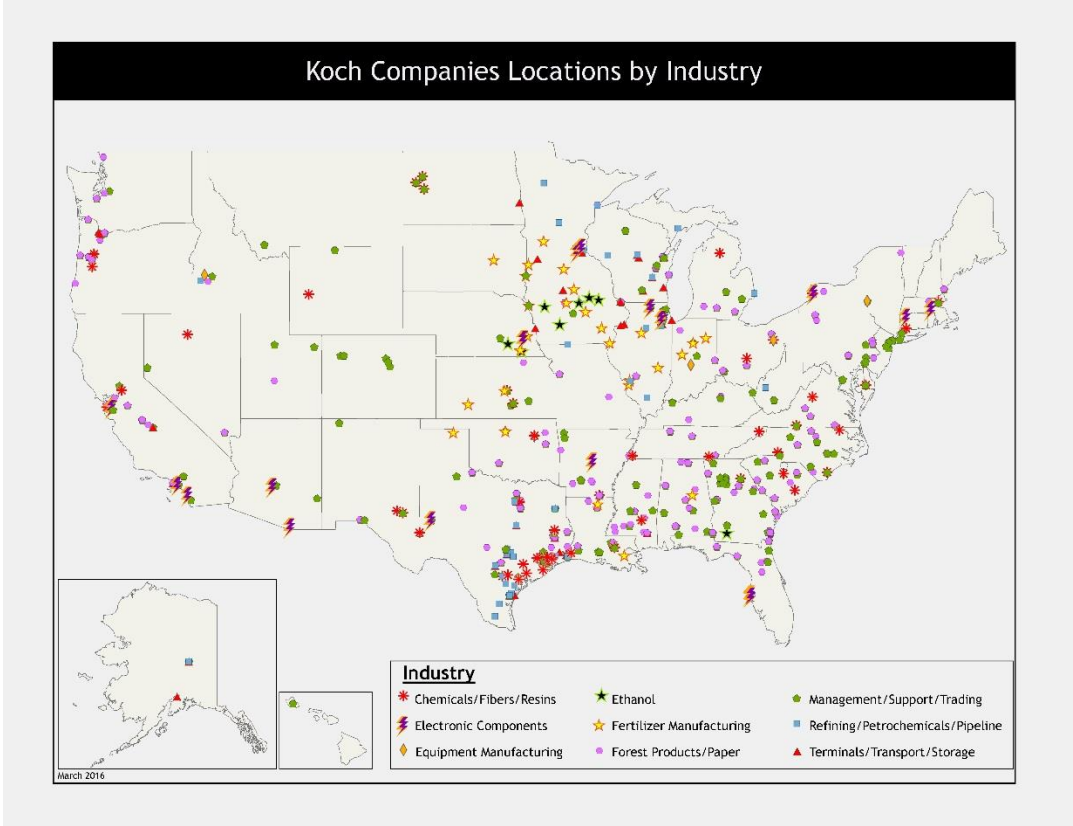
Direct compensation and benefits for Koch companies in 2015 was \$5.5 billion. Summing the direct, indirect and induced impacts, Koch companies supported a total of nearly \$13.5 billion in annual compensation and benefits in 2015.



Koch Companies' State-by-State Compensation Impact Top 30 States

State	Direct Compensation	Total Compensation
TX	\$826,798,757	\$2,351,991,183
GA	\$819,729,511	\$2,025,358,235
KS	\$470,703,499	\$793,994,268
AL	\$257,266,002	\$760,400,435
AR	\$255,675,562	\$600,532,018
WI	\$246,344,146	\$579,416,610
IL	\$268,346,426	\$560,623,687
SC	\$169,351,076	\$517,428,728
OR	\$165,627,323	\$476,872,212
FL	\$186,051,530	\$463,697,204
LA	\$169,651,047	\$459,034,804
OK	\$190,724,884	\$455,270,768
MS	\$147,062,432	\$413,385,164
CA	\$149,098,090	\$313,319,892
MN	\$178,300,940	\$301,449,495
NC	\$97,020,155	\$295,045,809
VA	\$111,144,750	\$281,545,807
WA	\$94,356,816	\$241,085,410
TN	\$76,890,990	\$217,687,064
NE	\$101,289,875	\$184,228,649
PA	\$65,866,815	\$163,994,808
MI	\$63,865,387	\$138,405,914
IA	\$59,699,778	\$127,861,814
OH	\$42,367,322	\$113,191,713
MA	\$46,867,568	\$96,433,084
IN	\$40,183,406	\$95,820,814
KY	\$28,367,020	\$70,139,319
NY	\$30,260,832	\$60,285,920
DE	\$24,663,547	\$50,110,873
MO	\$17,478,814	\$39,528,323
All Others	\$119,587,588	\$233,824,058
Grand Total	\$5,520,641,886	\$13,481,964,082

Data source: Koch Industries, annual data for the year ended December 31, 2015. Direct earnings include compensation and benefits at Koch companies. Total earnings were calculated using RIMS II multipliers produced by the U.S. Department of Commerce, Bureau of Economic Analysis. Shareholders and executives of Koch companies are not included in compensation and benefits totals.



Analysis Methodology

The objective of this analysis is to quantify Koch companies' employment and economic activity for each state. The direct employment numbers were supplied by Koch Industries, Inc. and based on data as of December 31, 2015. Earnings numbers were supplied by Koch Industries, Inc. and based on data for the year ending December 31, 2015. The employment and earnings at each facility were assigned a Bureau of Economic Analysis (BEA) industry code. These were multiplied by the industry direct effects multipliers. Multipliers were obtained from the U.S. Department of Commerce, Bureau of Economic Analysis, RIMS II (Regional Industrial Multiplier System).

Questions or comments concerning the statistics or data contained in this analysis may be addressed to Janet Harrah, Harrah Analytics, (859) 760-5018, harrahj1@hotmail.com. For questions related to Koch companies, please contact Rob Carlton, Manager, Business Communications, Koch Communications & Marketing, (316) 828-4070, Rob.Carlton@kochps.com.

Harrah Analytics

Janet Harrah is the president of Harrah Analytics and senior director of the Center for Economic Analysis and Development at Northern Kentucky University, a position she has held since 2008. Harrah has more than 20 years of applied research experience. Prior to her appointment at Northern Kentucky University, Harrah was director of the Center for Economic Development and Business Research at Wichita State University.

Harrah's research focuses on the wide-ranging factors affecting regional economic growth and change. The breadth of these efforts run the gamut from estimating the fiscal impacts of changes in the tax code to facilitating community-wide discussions regarding the direction of the region's future economic development agenda.

Harrah holds a bachelor's degree in economics from the University of Nebraska-Lincoln and a master's degree in economics from Wichita State University.

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Contacts:

Janet Harrah
President
Harrah Analytics
15 Madonna Place
Fort Thomas, KY 41075
(859) 760-5018
harrahj1@hotmail.com

Rob Carlton
Manager, Business Communications
Koch Communications & Marketing
P.O. Box 2256
Wichita, KS 67201
(316) 828-4070
Rob.Carlton@kochps.com