The Longevity Economy is the sum of all economic activity in Massachusetts that is supported by the consumer spending of households headed by someone age 50 or older—both in Massachusetts, as well as spending on exports from Massachusetts to other states. This includes the direct, indirect (supply chain), and induced economic effects of this spending. (The induced impact involves the ripple effects from the spending of those employed either directly or indirectly.)

People over 50 contribute to the economy in a positive, outsize proportion to their share of the population. Despite being 35% of Massachusetts’s population in 2013 (expected to grow to 37% by 2040), the total economic contribution of the Longevity Economy accounted for 49% of Massachusetts’s GDP ($219 billion). This supported 55% of Massachusetts’s jobs (2.4 million), 49% of employee compensation ($125 billion), and 49% of state taxes ($20 billion). The greatest number of jobs supported by the Longevity Economy were in health care (571,000), retail trade (342,000), and accommodation & food services (205,000).

This $219 billion impact of the Longevity Economy was driven by $137 billion in consumer spending by over-50 households in Massachusetts, or 55% of total comparable consumer spending. The categories where Longevity Economy spending accounted for the largest share of total consumer spending were health care (67%), other nondurables (60%), and financial services (58%).

People over 50 also make a significant contribution to Massachusetts’s workforce, with 70% of people 50–64 employed, compared to 79% of people 25-49. Overall, people over 50 represent 34% of Massachusetts's workforce. Among employed people, 13% of those 50-64 are self-employed entrepreneurs, compared with 7% of those 25-49. Additionally, 50% of those 50-64 work in professional occupations, compared to 52% 25-49.
Massachusetts

Economic contribution of the Longevity Economy

<table>
<thead>
<tr>
<th>Category</th>
<th>Impact</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP</td>
<td>$219 billion</td>
<td>49%</td>
</tr>
<tr>
<td>Jobs</td>
<td>2,380,000</td>
<td>55%</td>
</tr>
<tr>
<td>Employee compensation</td>
<td>$125.4 billion</td>
<td>49%</td>
</tr>
<tr>
<td>State &amp; local tax</td>
<td>$20.4 billion</td>
<td>49%</td>
</tr>
</tbody>
</table>

Jobs impact by sector

- Health care: 571,000 jobs (29%)
- Retail trade: 342,000 jobs (18%)
- Accommodation & food services: 189,000 jobs (10%)
- Finance & insurance: 157,000 jobs (8%)
- Other services: 142,000 jobs (7%)
- Professional services: 205,000 jobs (11%)
- Other: 774,000 jobs (41%)

Consumer spending

- Longevity Economy:
  - Billions:
    - $150
    - $120
    - $90
    - $60
    - $30
    - $0
- Under 50:
  - Billions:
    - $150
    - $120
    - $90
    - $60
    - $30
    - $0

1. Other services include transportation, education, recreation, communication, professional, personal care, social/religious, and household maintenance services.
2. Other nondurables include pharmaceuticals, games, pet supplies, household supplies, personal care products, tobacco, and magazines.
3. Other durables include recreational vehicles, audio/video equipment, computers, jewelry, eyeglasses, and books.

Labor force status by age

<table>
<thead>
<tr>
<th>Age</th>
<th>Not in labor force</th>
<th>Unemployed</th>
<th>Private employee</th>
<th>Government employee</th>
<th>Self-employed</th>
</tr>
</thead>
<tbody>
<tr>
<td>0–24</td>
<td>10%</td>
<td>20%</td>
<td>40%</td>
<td>10%</td>
<td>20%</td>
</tr>
<tr>
<td>25–49</td>
<td>5%</td>
<td>15%</td>
<td>45%</td>
<td>10%</td>
<td>25%</td>
</tr>
<tr>
<td>50–64</td>
<td>15%</td>
<td>25%</td>
<td>20%</td>
<td>15%</td>
<td>35%</td>
</tr>
<tr>
<td>65+</td>
<td>30%</td>
<td>20%</td>
<td>10%</td>
<td>5%</td>
<td>45%</td>
</tr>
</tbody>
</table>

Occupation by age

- Production, transportation: 142,000 (15%)
- Construction, agriculture: 35,000 (4%)
- Administrative support: 70,000 (8%)
- Sales: 100,000 (11%)
- Food, cleaning, personal services: 90,000 (10%)
- Health: 60,000 (7%)
- Education, arts: 80,000 (9%)
- Legal, protective, military: 50,000 (6%)
- Science, engineering: 120,000 (13%)
- Management, business: 100,000 (11%)