

**2024**

**The Street, The City and The State**



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## February 2024

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# WELCOME LETTER

The securities industry benefits Americans every day in countless ways.

The interests of the securities industry and the American economy are common and aligned. The U.S. securities industry employs over 1 million people across the country whose work provides the foundation for American growth and prosperity. There are almost 3,500 registered broker-dealers in the U.S. with over 380,000 financial advisors in nearly 130,000 branch offices, serving clients with over \$16.0 trillion in assets. In 2023, those firms raised \$2.0 trillion in debt and equity for corporate and municipal issuers, playing a critical role in the capital formation that fuels economic growth, development and job creation. There are over 41,000 registered investment advisory firms managing over \$126.2 trillion in assets for clients like individuals, mutual funds and pension plans.

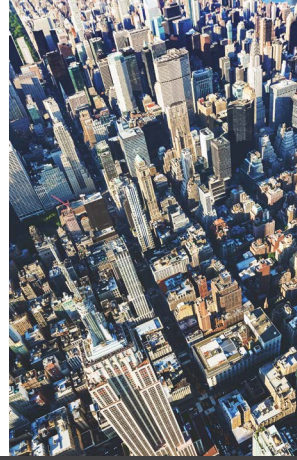
SIFMA's members have a sizable footprint, representing approximately 79% of broker-dealer client assets and 82% of U.S. financial advisors. SIFMA's member-driven committees share their views on legislation, regulation and business policy affecting retail and institutional investors, equity and fixed income markets and related products and services. We engage with policymakers and regulators through comment letters, testimony, research and more.

Nowhere is the industry's impact more evident than in New York State (NYS) and New York City (NYC).

The importance of the securities industry to NYS and NYC is longstanding and well recognized. Despite becoming more dispersed and increasingly globalized, the industry remains heavily concentrated in Manhattan. New York remains the central hub for the securities industry in the U.S., if not the world. In fact, just under 20% of the jobs in the U.S. securities industry are located in NYS, and over 90% of those are in NYC.

The securities industry has a significant impact on, and makes a disproportionate contribution to, personal income tax revenues and the growth of the overall New York economy. The financial prospects of NYS, NYC and the securities industry are intertwined, and ongoing structural changes in the financial markets mean it is important to keep a finger on the pulse of this interdependent relationship.

Each year, we examine this relationship. These assessments, as well as some recent related research, provide important insights into the outlook for the Street, the City and the State.



Welcome Letter

# EXECUTIVE SUMMARY

The importance of the financial services industry in general, and the securities industry in particular, to NYS and NYC is long standing and well recognized. The securities industry has a profound impact on, and makes a significant contribution to, revenues and overall growth of the state and local economies. It is a vital part of NYS's economic base. Although the U.S. securities industry's services extend nationwide and globally, it is centered in NYS: it was born on Wall Street in 1792, and 230 years later, the largest U.S. broker-dealer firms are still headquartered in NYS and 18.8% of its U.S. workforce is located in NYS.

As of December 2023, the U.S. Bureau of Labor Statistics estimated that the securities industry employed 1,123,000 individuals throughout the U.S. In NYS, 210,900 people were employed by the securities industry and about 90% of those, or 190,300, were in NYC.<sup>1</sup>

The securities industry operates in all regions of NYS with almost 8,500 offices and over 114,500 registered representatives in more than 600 cities and towns across the state.<sup>2</sup>

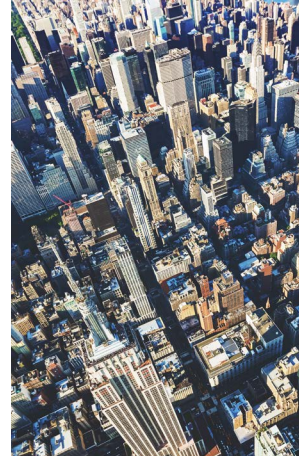
Employment in the securities industry directly affects the overall number of jobs in NYS and NYC. The Office of the New York State Comptroller recently estimated that 1 in 18 NYS jobs (over 5%) and 1 in 11 NYC jobs (almost 9%) are either directly or indirectly associated with the securities industry.<sup>3</sup>

The securities industry accounts for a larger share of total wages paid in NYS than its percentage of total employment would suggest. While accounting for 2.5% of NYS private sector employment, the securities industry generated 15.2% of NYS private sector wages in the first half of 2023.<sup>4</sup>

In fiscal year 2023, the total estimated tax collections derived from the securities industry totaled a record-high \$28.8 billion in NYS, accounting for 27.4% of NYS's total tax revenue, up from 22.0% in 2022. In NYC, estimated tax collections derived from the securities industry totaled \$5.4 billion, or 7.5% of NYC's total tax revenue. This is flat from 2022 and tied for highest dollar amount since the collection of data started in 1996.<sup>5</sup>

NYS continues to rank as the 24th most favorable state in the corporate tax category of the Tax Foundation's Annual 2024 State Business Tax Climate Index (down from 7th in 2018, due to the corporate tax breaks enacted in other states). Unfortunately, NYS continues to rank second-to-last in the overall index, ahead of only New Jersey.<sup>6</sup>

Despite challenges stemming from a changing regulatory environment, accelerated globalization and geographical dispersal resulting from the COVID-19 pandemic, the U.S. securities industry remains centered in NYS and heavily concentrated in NYC. The prospects of NYS, NYC and the securities industry are intertwined, and each year we examine this relationship to provide important insights into the outlook for the Street, the City and the State.

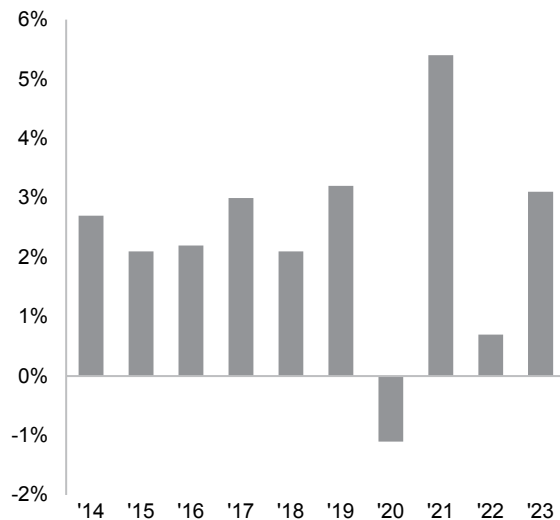


# 2023 IN REVIEW

2023 was a year of anticipation of a recession that never came. The U.S. real Gross Domestic Product (GDP) expanded 3.1% 4Q/4Q in 2023—above the 2.5% forecasted in SIFMA’s 2023 Economic Outlook and up from the 0.7% growth 4Q/4Q in 2022.<sup>7</sup> U.S. GDP is expected to grow by a modest 0.7% 4Q/4Q in 2024, with the highest source of uncertainty being the U.S. monetary policy, followed by U.S. consumer spending and inflation.<sup>8</sup> Although the unemployment rate dropped from a record high of 14.8% in April 2020 down to a pre-pandemic level of 3.7% in December 2023 (seasonally adjusted), the labor participation rate remains low at 62.5%.<sup>9</sup> According to SIFMA’s End-Year 2022 Economic Outlook, the unemployment rate is projected to increase to 4.4% by end-2024.<sup>10</sup>

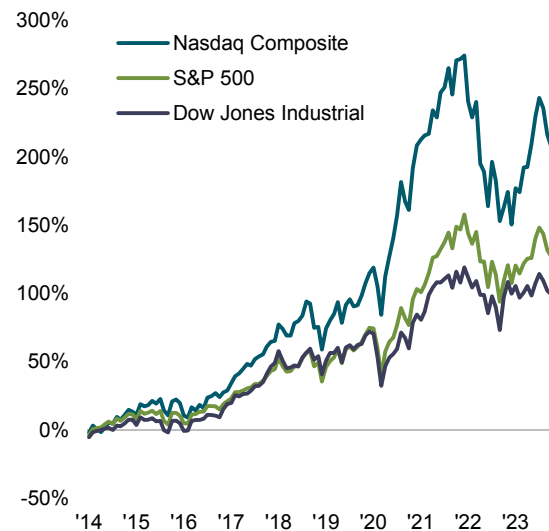
Much of the U.S. economy’s recovery in 2021 and 2022 stemmed from continuous support from the Federal Reserve (Fed): 0.00%-0.25% target federal funds rate, quantitative easing, and \$2.3 trillion in lending to support households, employers, financial markets, and state and local governments. By 2023, the strong support from the Fed ended. The Fed raised the federal funds rate seven times in 2022, an additional four in 2023 (totaling 525 bps), and started gradually decreasing the size of its balance sheet. With higher interest rates and a variety of other factors, including increased geopolitical tensions, ongoing supply chain issues, and energy and food prices shooting up, there was an anticipation of looming recession, however a resilient labor market and strong consumer spending pushed the stock market to record highs. By the end of 2023, the S&P 500 closed at 4,769.83, a 24.2% increase from 2022; the NASDAQ Composite Index ended at 15,011.35, a 30.9% increase from 2022; and the Dow Jones Industrial Average ended at 37,689.54, an 11.9% increase from 2022.

**U.S. REAL GDP GROWTH (4Q/4Q)**



Source: US Department of Commerce, Bureau of Economic Analysis (BEA)

**U.S. STOCK MARKET PERFORMANCE**



Source: Bloomberg



**The Securities Industry Overview**



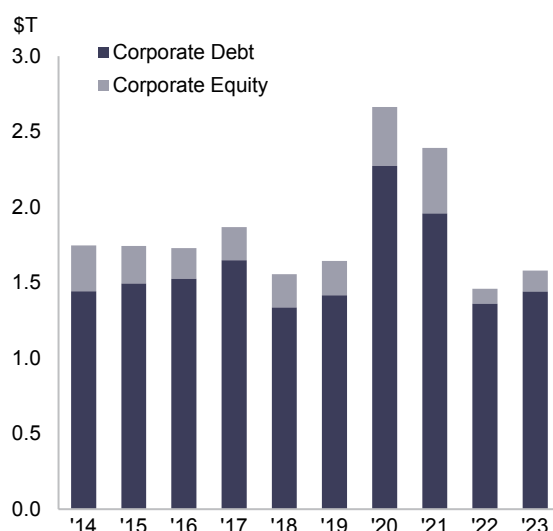
The U.S. securities industry, through the capital markets, is a key contributor to long-term economic expansion and is a beacon of opportunity for investors - particularly individual investors. In 2023, firms raised \$1.97 trillion through debt and equity for corporate and municipal issuers (up 6.2% from \$1.85 trillion in 2022), playing a critical role in the capital formation that fuels economic growth, development and job creation.<sup>11</sup>

U.S. corporate bond issuance totaled \$1.44 trillion in 2023, up 6.0% from \$1.36 trillion in 2022. Of that total, investment-grade bond issuance totaled \$1.26 trillion (or 87.3%) while high-yield bond issuance totaled \$183.6 billion (or 12.7%). Of the 2023 total, NYS-headquartered firms issued \$186.5 billion in corporate debt, down 8.0% from \$202.8 billion in 2022.<sup>12</sup>

U.S. equity issuance, including initial public offerings (IPOs), secondary offerings, and preferred stock increased by 40.0% to \$139.2 billion in 2023, from an almost 30-year low of \$99.4 billion in 2022.<sup>13</sup> This increase was driven primarily by secondary issuance returning to pre-pandemic levels – an increase of 36.5% to \$107.2 billion. IPO market rebounded by 135.5% to \$20.1 billion in 2023, however, it remains well below the historical average of \$50.1 billion. Preferred issuance decreased by 4.7% to \$11.8 billion, the lowest level since 2011. NYS-headquartered firms raised \$11.6 billion in equity issuance in 2023, a 45.6% increase from a \$8.0 billion raised in 2022.

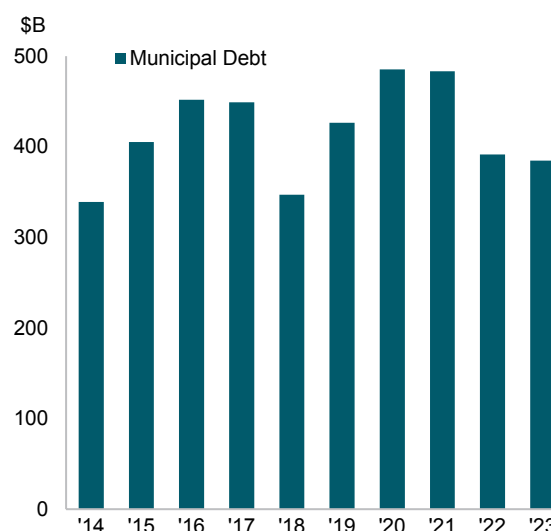
Municipal bond issuance totaled \$384.8 billion in 2023, down 1.7% from \$391.3 billion in 2022. New capital issuance decreased by 3.7% in 2023, while the dollar volume of bonds issued for refunding purposes increased by 5.9%. Mirroring the nationwide decrease, municipal bond issuance from issuers in NYS decreased to \$42.3 billion in 2023, down 15.3% from \$50.0 billion in 2022.<sup>14</sup>

### U.S. CORPORATE SECURITIES ISSUANCE



Source: Refinitiv

### U.S. MUNICIPAL ISSUANCE



Source: Refinitiv



The Securities Industry Overview



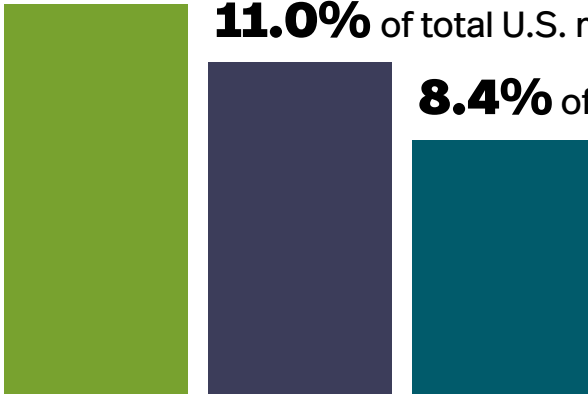


Issuers in NYS accounted for

**12.9%** total U.S. corporate bonds issuance

**11.0%** of total U.S. municipal bonds issuance

**8.4%** of total U.S. equity issuance



The top NYS municipal issuer in 2023 was the NYC Transitional Finance Authority (TFA), which issued 11 municipal bonds that raised a total of \$7.0 billion. TFA is a public benefit corporation whose primary purpose is to finance a portion of NYC’s capital improvement plan.

**Top 10 Municipal Issuers in 2023**

**(\$M)**

<b>NYC Transitional Finance Authority</b>	<b>6,968.0</b>
New York City - New York	5,419.9
Triborough Bridge & Tunnel Authority	4,947.2
The Dormitory Authority of the State of New York (DASNY)	4,721.0
New York Transportation Development Corporation	3,013.3
NYC Municipal Water Finance Authority	2,185.7
Port Authority of New York & New Jersey	2,177.3
Empire State Development Corporation	1,886.0
NYC Housing Development Corporation	1,760.6
Housing Finance Agency/State of NY Mortgage Agency (SONYMA)	1,469.9

The Securities  
Industry Overview

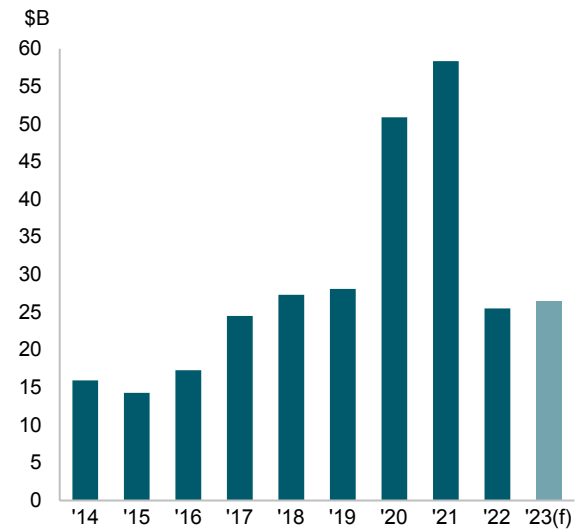


# SECURITIES INDUSTRY PERFORMANCE

Net revenue for all NYSE-registered broker-dealers (total revenue less interest expense) totaled \$190.2 billion in 2022 (the most recent full year data available at the time of publication), down from \$221.3 billion in 2021.<sup>15</sup> The total revenue grew in 2022 by 13.0% to \$260.6 billion largely due to increased fees from activities related to the securities business, such as mergers and acquisitions, leveraged buyouts, and a boost in revenues from margin interest. These increases outpaced a large decrease in underwriting fees (caused by a subdued level of capital issuance in 2022), lower commissions and higher trading losses. At the same time, expenses increased by 34.9% to \$235.0 billion, as hikes in the federal funds rate pushed the cost of debt up 654.1%, leading to pre-tax profits of \$25.5 billion in 2022, down 56.3% from \$58.4 billion in 2021.

In the first three quarters of 2023 (the most recent quarterly data available at the time of publication), a further increase in activities related to the securities business and trading gains stemming from the record-high stock market outpaced decreases in underwriting fees and commissions, pushing the revenue up 75.6% to \$310.1 billion. During that same period, interest expense continued to increase but expenses other than interest payments were up by only 5.8%. This resulted in pre-tax profits of \$20.0 billion, up by 3.7% from the first three quarters of 2022.<sup>16</sup>

## U.S. SECURITIES INDUSTRY PRE-TAX PROFITS/LOSSES



Source: Intercontinental Exchange (ICE)  
Note: 2023 total is forecasted based on data from 1-3Q'23



The Securities  
Industry Overview

## Spotlight:

The stock transfer tax is a type of financial transaction tax levied on the sale or transfer of any stock that occurs in NYS. The tax was effectively repealed in 1977 by the creation of a 100% rebate, with then-NYC Mayor Beame calling the tax the “largest single obstacle to the competitive position of the New York financial community.” The tax was then later identified as a “nuisance tax” and was recommended for full repeal by the Tax Reform and Fairness Commission in 2013. The full repeal was included in a subsequent executive budget proposal, where the Governor cited the unnecessary administrative work created by the law.



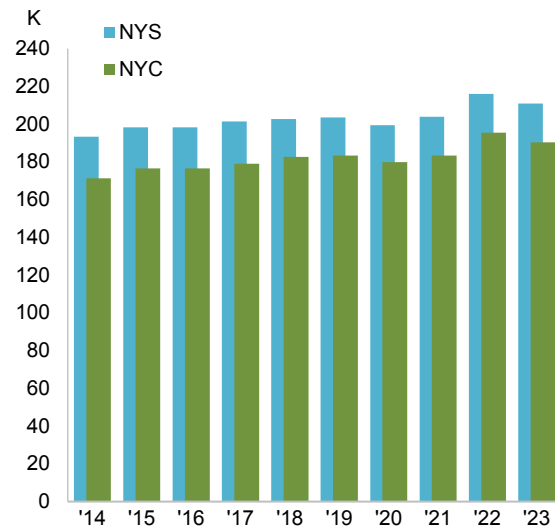
# TRENDS IN SECURITIES INDUSTRY EMPLOYMENT

The U.S. securities industry has exhibited extraordinary resilience during the COVID-19 pandemic. The nature of the industry played a significant role in that success; when compared to other industries, it has the highest share of workers able to work from home (98.5%)<sup>17</sup> and tends to experience increased demand for its services during times of volatility. The COVID-19 pandemic has highlighted the importance of technology at the forefront of the securities industry and brought about changes many would have once considered unthinkable – transforming how firms, advisors, clients, managers and employees work.

As of December 2023, the securities industry employed 210,900 individuals in NYS, a decrease of 5,100 positions or 2.4%, year-over-year. Of these jobs, 190,300 positions, or 90.2% were in NYC, where securities industry employment contracted by 5,200 jobs, or 2.7%, in 2023. Despite the year-over-year losses, the securities industry has more than recovered the large job losses fueled by the COVID-19 pandemic and increased its footprint in NYS and NYC. Since the pandemic low in May 2021, NYS has added 15,100 securities industry jobs (an increase of 7.7%) and NYC has added 14,600 positions (an increase of 8.3%).

Changes in securities industry employment in NYC and NYS impact not only those directly employed by the sector but also the NYS and NYC economies in general. The industry’s employment multiplier is 2.22, meaning that for every securities industry job, an additional 1.22 jobs are supported elsewhere in NYS economy. Further, 1 in 11 jobs in the NYC area and 1 in 18 in NYS are either directly or indirectly associated with the securities industry.<sup>18</sup>

## NYS AND NYC SECURITIES INDUSTRY EMPLOYMENT



**1 in 11 jobs in NYC** and



**1 in 18 jobs in NYS** are



associated with the securities industry.

The Securities Industry Employment

Source: US Department of Labor, Bureau of Labor Statistics (BLS)

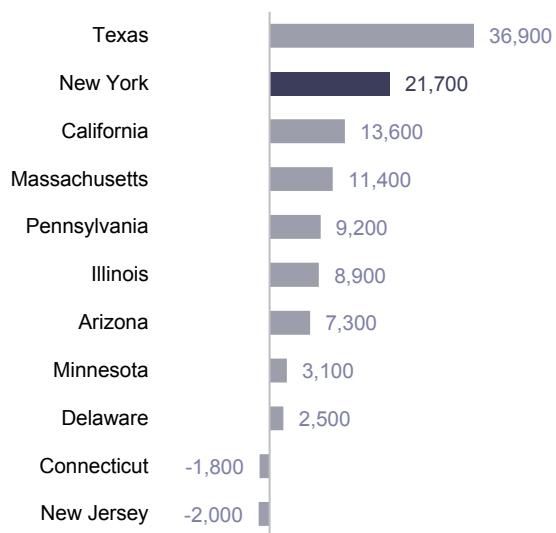


The NYS and NYC economies face challenges from many directions. Intense competition from other states offering generous incentives to lure companies away from New York encourages firms to relocate to and maintain or expand operations in lower-cost and lower-tax areas. NYS and NYC long benefited from many natural advantages, such as its well-trained workforce. Today, this and other advantages may not be enough to overcome factors such as high tax rates, rent, labor and other costs of doing business in NYC, as well as increased competition from other states and global financial centers. Further, the pandemic-caused acceleration toward a more flexible work environment and the adoption of technology enabling employees to efficiently work remotely is permanently changing the dynamics of office jobs, especially in sectors like the securities industry.

Changes in the location of securities industry employment indicate that NYS has been challenged by the recent trend toward geographical dispersion; in 2023, securities industry employment decreased by 2.4% in NYS, while it grew by 3.4% nationwide.<sup>19</sup> The national landscape of the securities industry has changed significantly over the past ten years. The securities industry experienced nationwide growth of 250,400 jobs (28.7%) between 2013 and 2023, with most of the growth happening outside of NYS. Despite the large nationwide growth, securities industry employment in NYS increased only by 21,700 jobs, or 11.5%, in the past 10 years.

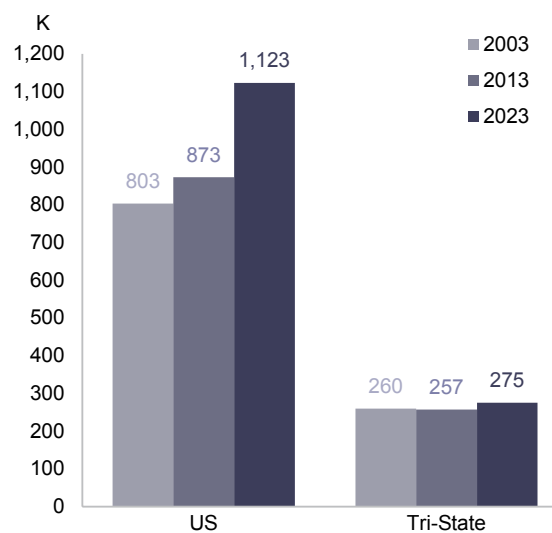
The trend of other states experiencing more employment growth than NYS is evident, not only in the securities industry. In 2023, NYS was outpaced by all but six states in terms of nonfarm employment growth.<sup>20</sup> Further, the number of taxpayers who file in NYS has been trending downward, with evidence that recent outmigration consists of more high-income individuals. In 2021 (the most recent data available), NYS lost \$24.5 billion in adjusted gross income to other states.

### CHANGES IN SECURITIES INDUSTRY EMPLOYMENT IN SELECT STATES (2023 VS 2013)



Source: US Department of Labor, Bureau of Labor Statistics (BLS)

### CHANGES IN SECURITIES INDUSTRY EMPLOYMENT



Source: US Department of Labor, Bureau of Labor Statistics (BLS)  
 Note: Tri-State area includes New York, New Jersey and Connecticut



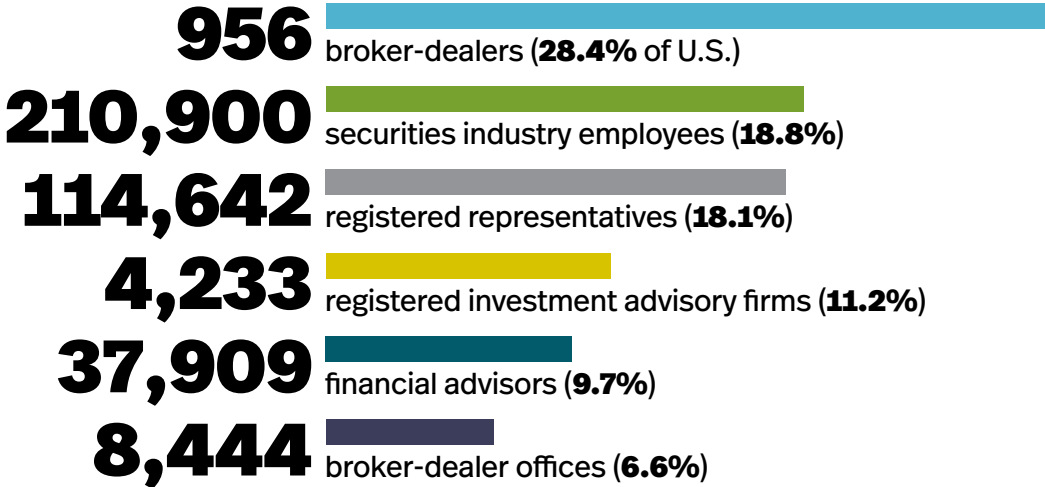


One of NYS’s disadvantages is its business tax climate, which ranks second-to-last in the U.S., ahead of only New Jersey. Following several years of corporate tax reforms, NYS ranked as high as 7th on the corporate tax index in 2018. NYS enacted significant and necessary corporate tax reforms that enhanced business planning and retention, thereby helping all industries remain competitive, create jobs and amplify economic development. While the positive impact of these reforms had been a significant advantage for businesses operating in NYS, over time other states have begun using corporate tax incentives and, coupled with lower costs of living and doing business, have become attractive alternatives to NYS. Following NYS’s decision to be one of the few states to raise taxes in 2021, the Tax Foundation’s 2024 State Business Tax Climate Index ranked NYS 24th best in the corporate tax component of their index.<sup>21</sup>

NYS remains the central hub for the securities sector, accounting for 18.8% of all U.S. securities jobs, far surpassing the next largest, California and Texas, which account for 9.0% and 8.7%, respectively.

The concentration of the securities industry in NYC highlights the importance of NYC to the industry. Of the 210,900 securities industry jobs in NYS, 90.2% are located in NYC. The relative proportion of NYS’s securities industry jobs in NYC is also demonstrated by the location of firms—of the 956 broker-dealer firms with main offices in NYS, 810 (84.7%) of them are in NYC.<sup>22</sup>

NYS is home to:



The Securities Industry Employment





The securities industry plays a very important role in NYS employment. As of December 2023, it accounts for 2.1% of total NYS employment, unchanged from 2013.

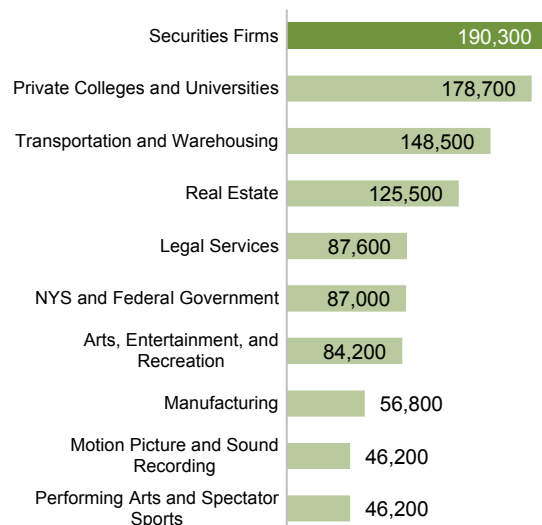
### NEW YORK STATE EMPLOYMENT BY INDUSTRY



Source: NYS Department of Labor

In NYC, the share of securities industry employment as a percent of total employment has declined slightly over the last ten years; however, the industry remains an important employment sector. As of December 2023, the securities industry accounted for 4.0% of total employment in NYC, slightly down from 4.1% in 2013.

### NEW YORK CITY EMPLOYMENT BY INDUSTRY



Source: NYS Department of Labor

In NYS, the securities industry accounts for:

- over two times the number of jobs in commercial banking
- double the jobs in construction of buildings
- almost two times the federal government jobs
- 64% more jobs than in legal services
- 41% more jobs than in insurance
- 38% more jobs than in arts and entertainment
- 21% more positions than in real estate<sup>23</sup>

In NYC, the securities industry accounts for:

- over four times the jobs in performing arts and spectator sports sectors
- over four times as many positions than in motion picture and sound recording
- over two times the jobs in arts and entertainment
- over two times the jobs than in legal services
- over two times more positions than state and federal government combined
- 52% more jobs than in real estate
- 28% more positions than transportation and warehousing<sup>24</sup>

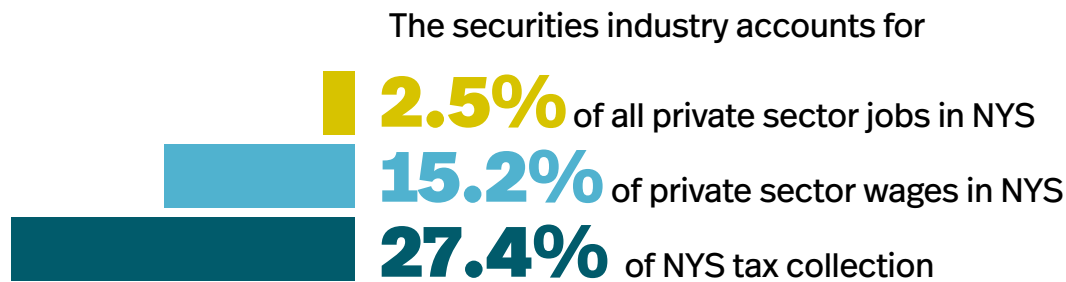
**The Securities Industry Employment**

# ECONOMIC CONTRIBUTION TO NYS AND NYC

The securities industry sector is one of the highest-paying industries in NYS and NYC. As of June 2023 (the most recent data available), the securities industry accounted for 15.2% and 22.7% of all private-sector wages and 2.5% and 4.6% of all private-sector employment in NYS and NYC, respectively. On average, the 2022 annual earnings of employees in the securities industry sector were \$473,718 in NYS and \$497,256 in NYC—far exceeding the private-sector average earnings of \$90,631 and \$116,753 in these respective locations.

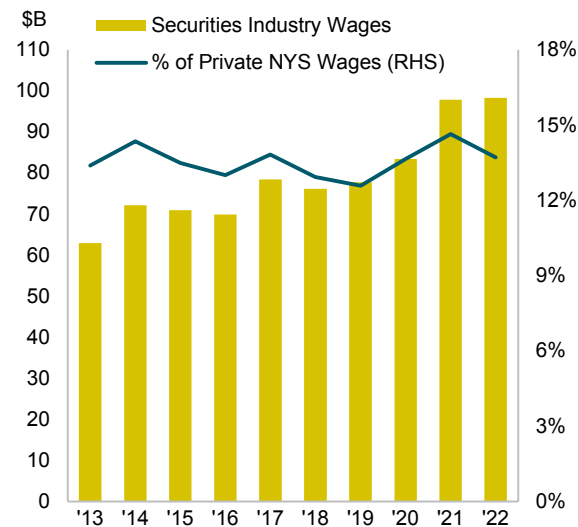
In 2022 (the most recent full year data available at the time of publication), securities industry wages totaled \$97.8 billion in NYS, up 0.5% from \$97.8 billion in 2021.<sup>25</sup> Securities industry wages accounted for 13.7% of wages across private industries in NYS in 2022, down from 14.6% in the prior year and below the record 17.9% in 2007. However, considering that the securities industry employed only 2.6% of NYS’s private work force in 2022, the industry’s contribution to the state economy is significant.

Partial-year data suggests that securities industry wages have decreased slightly from the record setting 2022. In the first half of 2023, securities wages totaled \$58.3 billion in NYS, 15.2% of the NYS private sector wages, a 4.6% decrease from \$61.1 billion in the same period in 2022.



The securities industry’s importance is even more evident in NYC. In 2022, the industry accounted for 20.7% of all private-sector wages while employing 4.7% of NYC’s private-sector workforce. In the first half of 2023, NYC’s securities industry wages totaled \$55.0 billion, accounting for 22.7% of NYC private-sector wages, a 5.2% decrease from \$58.0 billion in wages reported in the first half of 2022.

**SECURITIES INDUSTRY SHARE OF NYS PRIVATE SECTOR WAGES**

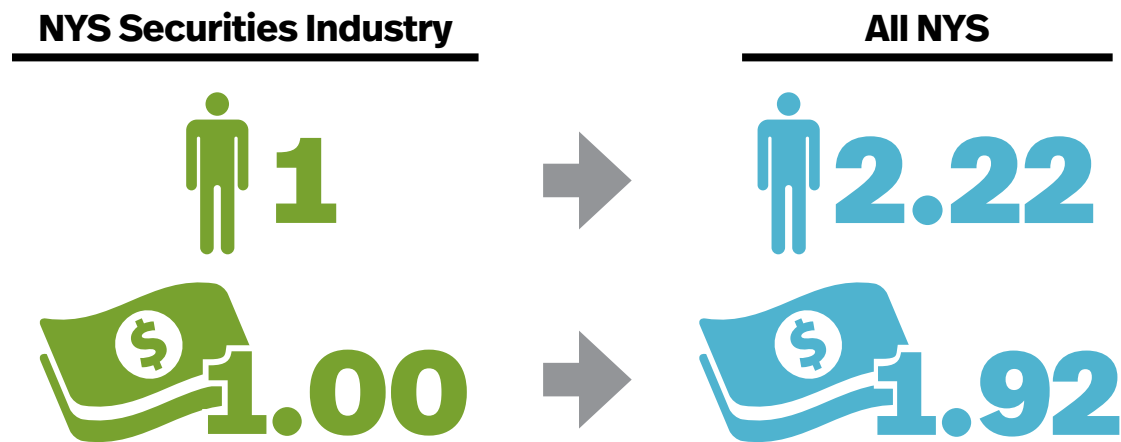


Source: NYS Department of Labor

**Impact of the Securities Industry on Job Creation and Economic Growth**



An additional contribution to New York's economic well-being is securities firms' spending, as well as the spending by their well-compensated employees. The U.S. Commerce Department noted that publishing, accounting, marketing, legal, computer and business services companies all supply key inputs to securities industry firms, and that a substantial portion of industry expenses (excluding interest payments and direct compensation) goes to local suppliers and vendors. Additionally, securities industry employees' spending influences the success of NYS's and NYC's retail, restaurant and entertainment industries. Based on the Bureau of Economic Analysis multipliers, each additional dollar paid to securities industry employees in NYS results in an additional \$1.92 of earnings by households statewide.<sup>26</sup>



**Every additional securities industry job and dollar earned results in an additional 2.22 jobs and \$1.92 of earnings by all households in NYS.**

The securities industry makes up a large share of NYS and NYC economies.

The Office of the New York State Comptroller estimated the securities industry comprised 6.1% of the NYS economy in 2022 (the most recent data available), well above the states with the next-largest shares, Connecticut (3.7%) and Massachusetts (2.8%). All other states' financial sectors accounted for less than 2% of their economies (with the majority at less than 1%). Nationally, the sector accounts for 1.4% of the total U.S. economy.<sup>27</sup>

In 2021 (the most recent data available), the securities industry was responsible for 16.4% of all economic activity in NYC, up from 16.2% in 2020 and 14.0% in 2019. In fact, while NYC's overall economic output increased by 6.0% in 2021, the securities industry's output grew by 7.5%.<sup>28</sup>

**Impact of the  
Securities Industry  
on Job Creation and  
Economic Growth**



# SECURITIES INDUSTRY'S IMPORTANCE TO NYS AND NYC BUDGETS

Based on data from the New York State Division of the Budget, NYS's revenue base is primarily comprised of receipts from personal income taxes, which accounted for 54.1% of the amount raised within the general budget in fiscal year 2023.<sup>29</sup> Securities industry workers typically occupy higher tax brackets, which amplifies their importance to the fiscal health of the state and local governments. Additionally, the securities industry firms pay business taxes, which are also a major source of NYS and NYC tax revenue.

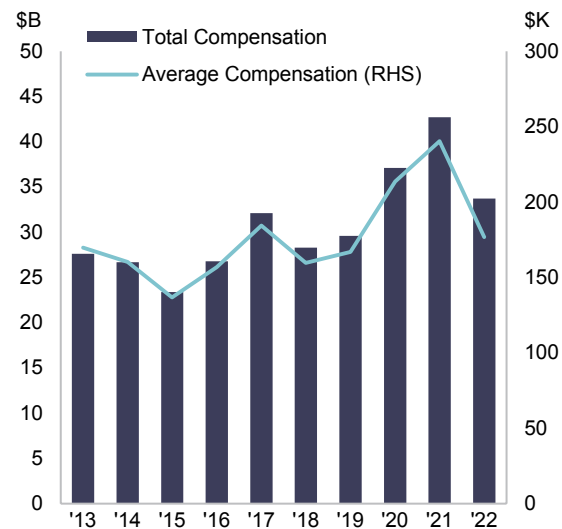
Tax payments to NYS from securities industry-related activities increased to another record-high of \$28.8 billion in fiscal year 2023 (86% coming from the personal income tax collections), accounting for 27.4% of NYS's tax revenue in 2023, up from 22.0% in 2022.<sup>30</sup> The securities industry's contribution to NYC tax revenue remained at a record \$5.4 billion in fiscal year 2023, flat from 2022. The securities industry accounted for 7.5% of total NYC tax revenues (down from 8.0% in 2022).<sup>31</sup>

The securities industry accounted for **7.5%** of NYC and **27.4%** of NYS tax collections in the most recent fiscal year.

A notable share of securities industry-related personal income tax receipts comes from variable compensation, which is pro-cyclical and volatile. The New York State Comptroller noted that in 2022 (the most recent data available at the time of publication), bonuses (both for current year and deferred from prior years that have been cashed in) totaled an estimated \$33.7 billion, a 21.1% decrease from a record \$42.7 billion in 2021. Meanwhile, the average bonus paid to a securities industry employee decreased by 26.5% to \$176,700.<sup>32</sup> Given the compensation expenses for broker-dealers increasing by a modest 1.5% in the first three quarters of the year (well below the annual inflation rate), bonuses are expected to fall in 2023.

Over the last few years, firms lowered the share of variable compensation they pay out in the current year and increased the portion paid out over an extended multi-year period, consistent with policies designed to discourage excessive risk taking. Increased full-year results, combined with lower variable compensation paid over a longer period, point toward less volatile securities industry-related personal income tax revenue for NYS going forward.

## SECURITIES INDUSTRY VARIABLE COMPENSATION



Source: Office of the New York State Comptroller

Impact of the Securities Industry on Job Creation and Economic Growth



# IN SUMMARY

The health and vitality of the New York economy is closely tied to the success of the securities industry, and vice versa. New York continues to be the primary location for securities industry activities in the U.S., as well as a vital global hub. Even during economically challenging times, both recent and historical, the securities industry has remained important to the health of the NYS and NYC economies and the well-being of New Yorkers.

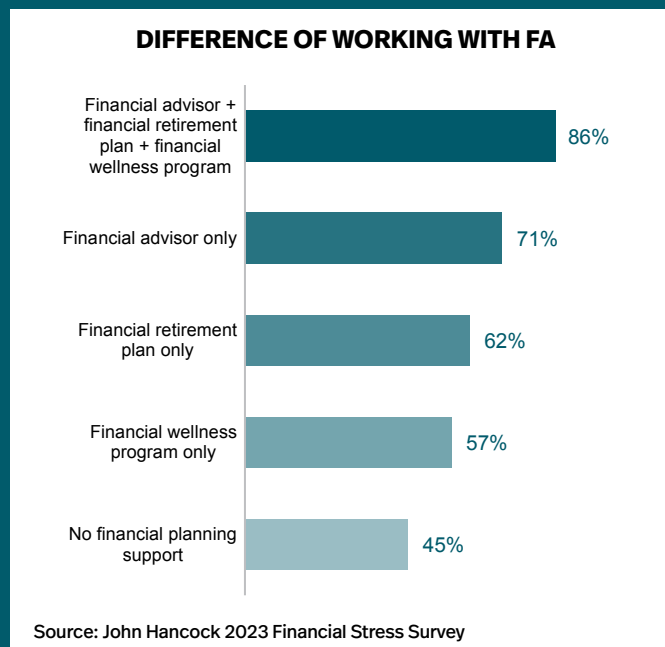
Moreover, top management throughout the private sector, including in the securities industry, must constantly weigh the costs of doing business (including taxes and regulation) against the backdrop of continuing changes in communications, information technology and the ongoing need for business continuity planning. When making determinations concerning expansion and relocation, firms consider a variety of factors, including regulatory structure, tax policy, infrastructure, workforce quality, and local advantages. The significant presence of the securities industry in New York grants NYS and NYC a distinct competitive advantage over other locations and is just one of many reasons why the relationship between New York and the industry is so important to both.



## Spotlight:

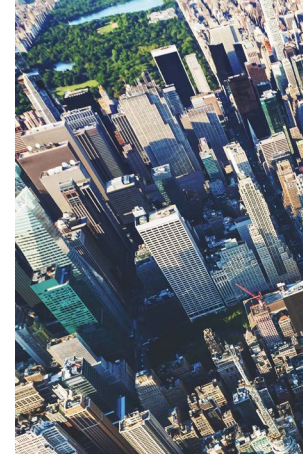
Many investors feel their financial situation has worsened since the COVID-19 pandemic and that their pandemic savings progress is slipping away. Three major areas causing financial concern are saving for retirement, credit card debt, and emergency savings. Many fear these current financial challenges and economic conditions will persist. However, a recent John Hancock Financial Stress Survey showed that those who utilize financial advisors experience better overall financial health and are better suited to achieve their financial goals.<sup>33</sup>

Financial advisors aid clients in developing a more holistic, personal financial plan, offer important one-on-one counseling tailored to individual needs, and strengthen financial well-being. Additionally, regular check-ins with financial advisors allow clients to make smarter, more informed financial decisions. These benefits lead to 71% of workers who have a financial advisor rating their financial situation as “good to excellent,” compared to 45% of workers who do not have an advisor. Combining the help of a financial advisor with a financial retirement plan and a financial wellness program increases financial confidence even further: 86% of workers who utilize all three services rate their financial situation as “good to excellent.” Additionally, individuals who work with a financial professional are three times more likely to say their retirement savings plan is ahead of schedule.<sup>34</sup>



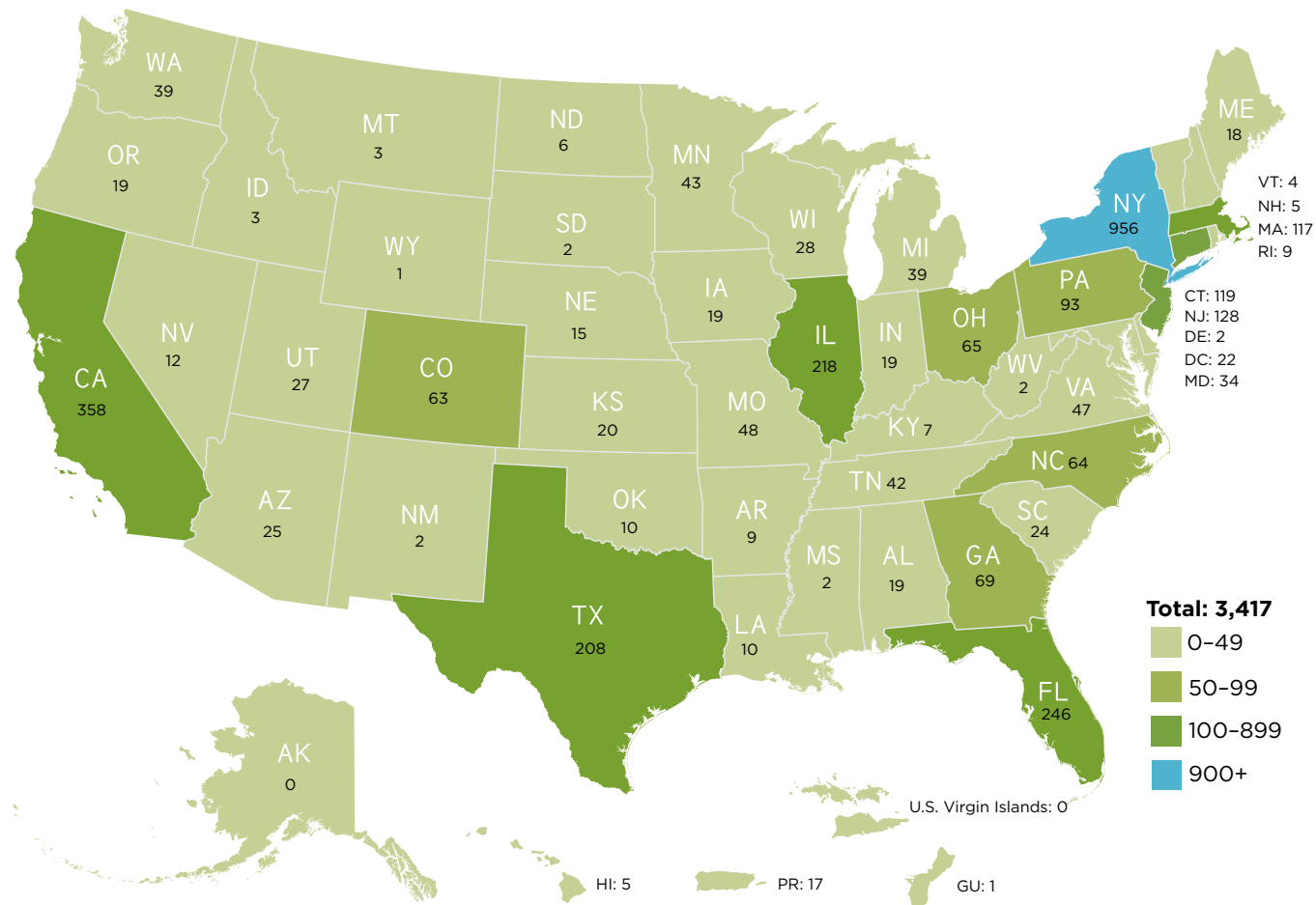
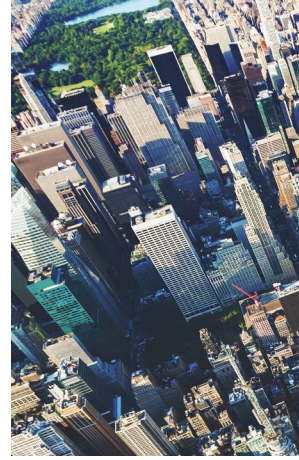
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# ENDNOTES



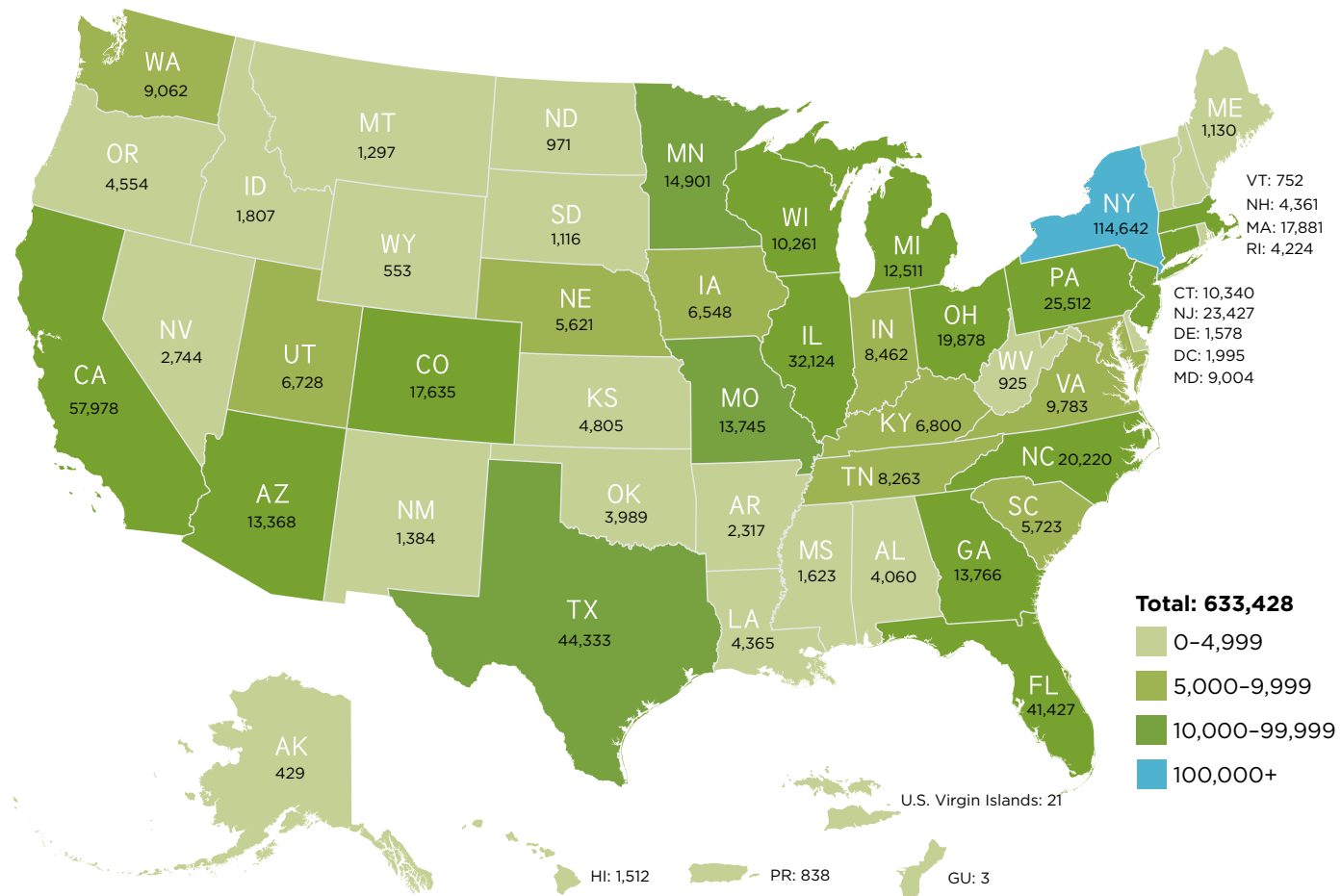
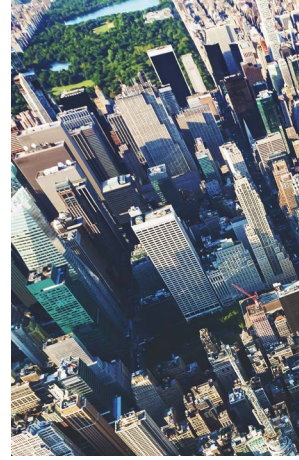
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2. Discovery Data.
3. Office of the New York State Comptroller, DiNapoli, Thomas P., The Securities Industry in New York City, October 12, 2023, p. 11.
4. New York State Department of Labor.
5. Office of the New York State Comptroller, Op. Cit. 2, p. 12.
6. Tax Foundation, 2024 State Business Tax Climate Index, October 24, 2023.
7. SIFMA, U.S. Economic Survey, End-Year 2023, December 7, 2023, p.28.
8. Ibid.
9. U.S. Department of Labor, Op. Cit. 1.
10. SIFMA, Op. Cit. 6, p.32.
11. Dealogic, Refinitiv.
12. Refinitiv.
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20. Ibid.
21. Tax Foundation, Op. Cit. 6.
22. Discovery Data, Op. Cit. 2.
23. New York State Department of Labor.
24. Ibid.
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26. Bureau of Economic Analysis, Regional Product Division, Regional Input-Output Modeling System.
27. Office of the New York State Comptroller, Op. Cit. 2, p. 11.
28. Ibid.
29. New York State Division of the Budget.
30. Office of the New York State Comptroller, Op. Cit. 2, p. 12.
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32. Office of the New York State Comptroller, Wall Street 2022 Fell 26% From Previous Year, Return to Pre-Pandemic Levels, March 33, 2023.
33. John Hancock, Stress, finances, and well-being, 2023 Financial Stress Survey.

# NUMBER OF BROKER-DEALERS BY STATE – 2023



Note: Broker-dealers by main office location  
Source: Discovery Data

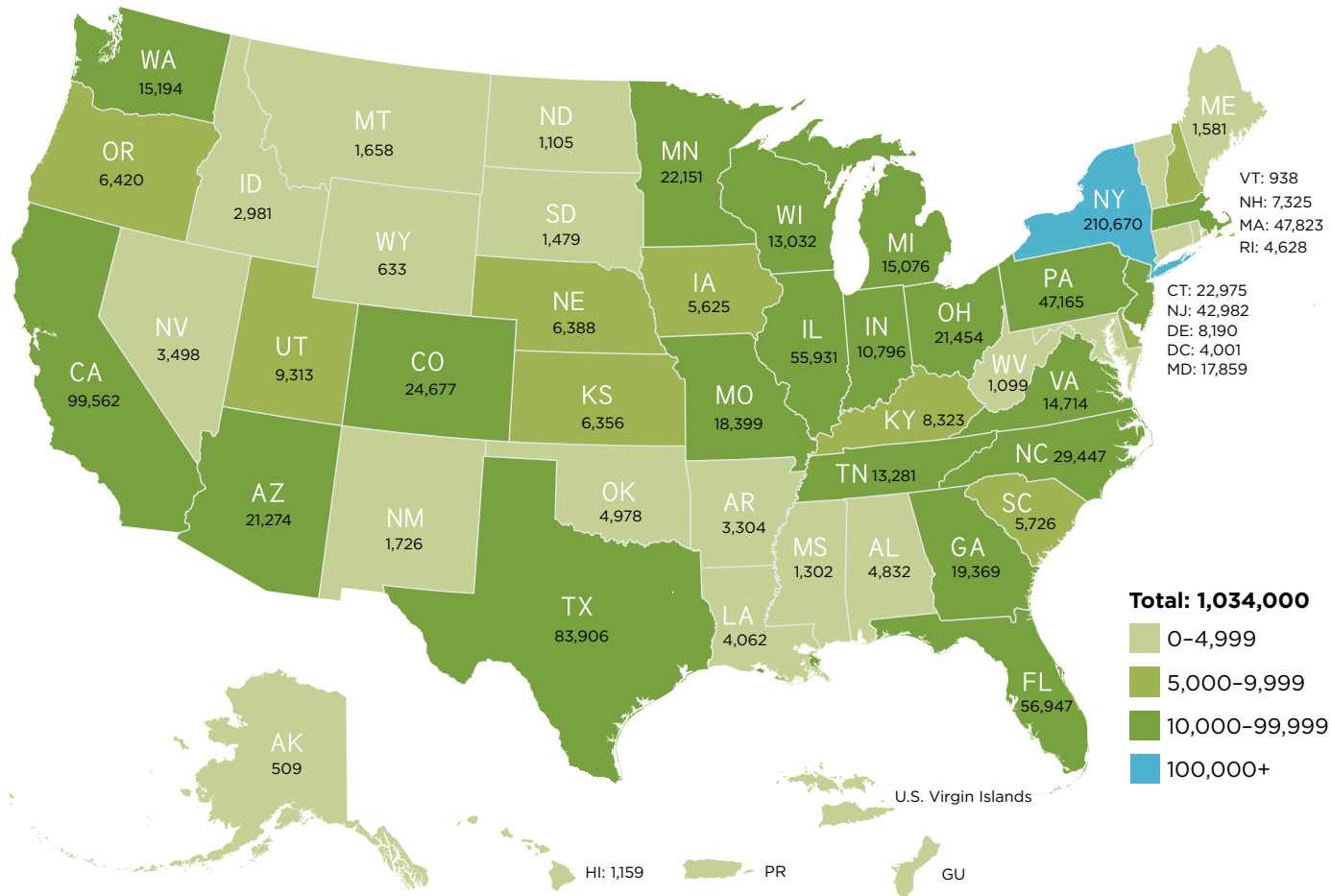
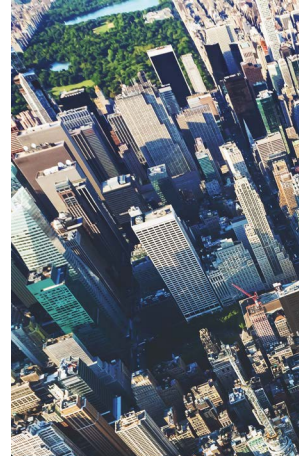
# NUMBER OF REGISTERED REPRESENTATIVES BY STATE – 2023



Note: Registered representatives by branch office location  
Source: Discovery Data

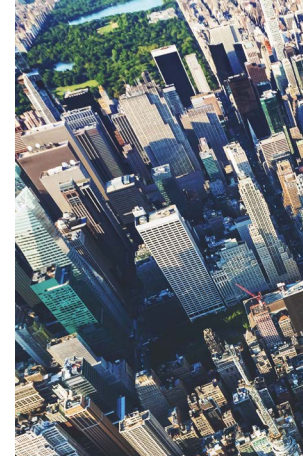


# SECURITIES INDUSTRY EMPLOYMENT BY STATE – 2022



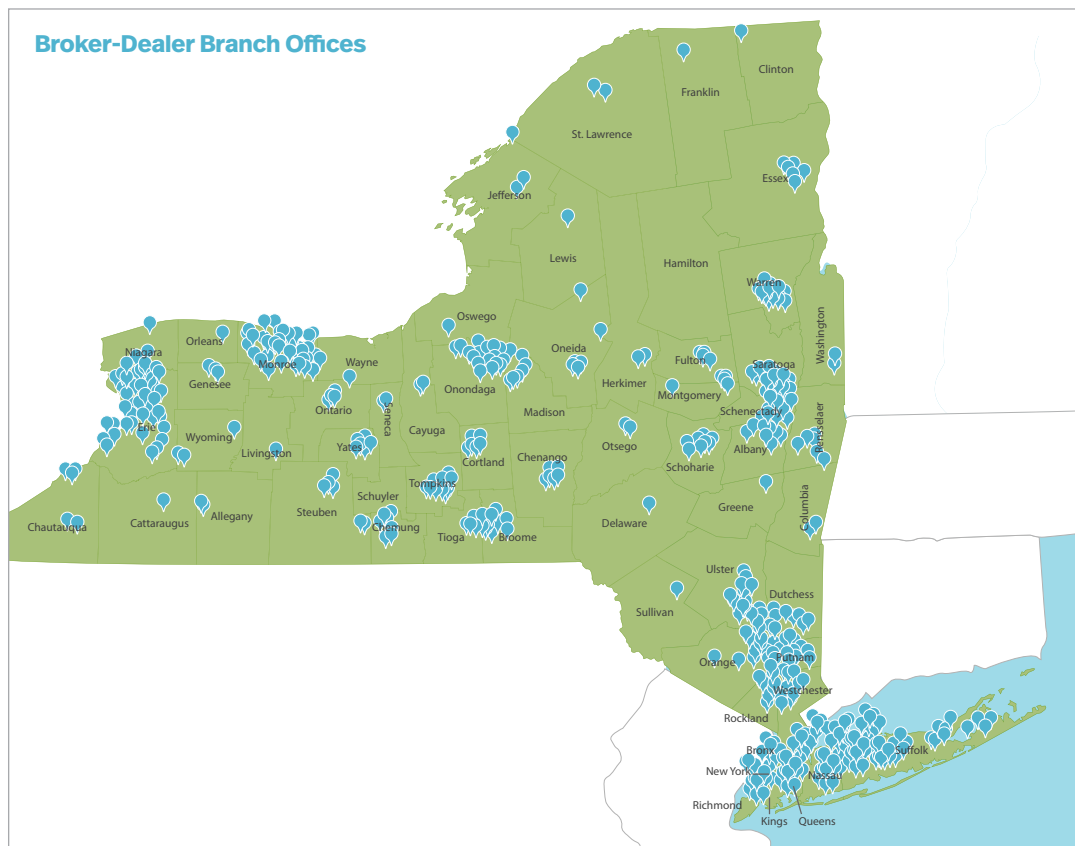
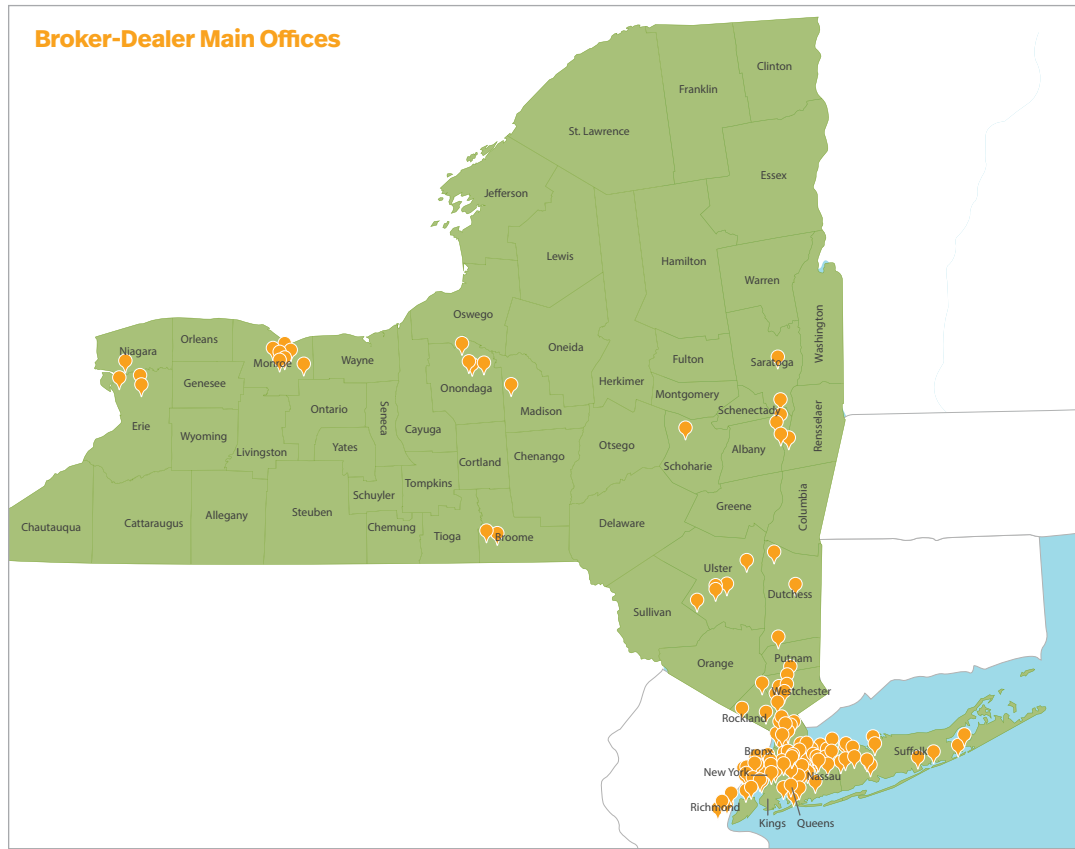
Note: 2022 is the most recent data available for all states  
 Source: US Department of Commerce, Bureau of Economic Analysis (BEA)

County	Broker Dealer Main Offices	Broker Dealer Branch Offices	Registered Representatives	Financial Advisors
Albany	7	196	1,562	1,117
Allegany		7	12	10
Bronx		76	157	143
Broome	2	74	222	191
Cattaraugus		16	29	25
Cayuga		17	25	22
Chautauqua		42	85	76
Chemung		20	39	34
Chenango		7	21	21
Clinton		28	47	44
Columbia		13	21	21
Cortland		14	17	15
Delaware		2	2	2
Dutchess	2	138	375	324
Erie	3	442	1,808	1,529
Essex		5	6	6
Franklin		8	14	13
Fulton		10	21	20
Genesee		20	45	44
Greene		5	9	9
Hamilton				
Herkimer		7	13	12
Jefferson		27	70	60
Kings	10	348	1,064	890
Lewis		7	9	9
Livingston		15	21	19
Madison	1	22	46	39
Monroe	8	399	1,929	1,542
Montgomery		12	15	15
Nassau	46	890	4,022	3,028
New York	789	2,376	89,840	18,759
Niagara	1	71	131	117
Oneida		80	219	193
Onondaga	4	262	1,194	952
Ontario		48	106	96
Orange		136	349	302
Orleans		4	5	5
Oswego		25	52	48
Otsego		13	27	24
Putnam	1	38	79	54
Queens	7	356	1,144	1,013
Rensselaer	1	33	85	37
Richmond	4	139	400	353
Rockland	1	137	321	282
Saint Lawrence		18	31	25
Saratoga	2	144	499	413
Schenectady		37	63	46
Schoharie	1	11	29	18
Schuyler				
Seneca		2	3	3
Steuben		20	45	42
Suffolk	29	843	3,911	3,194
Sullivan		10	12	11
Tioga		13	14	14
Tompkins		30	62	54
Ulster	4	58	119	98
Warren		41	71	58
Washington		8	10	10
Wayne		19	20	20
Westchester	33	589	4,074	2,369
Wyoming		10	12	11
Yates		6	9	8
<b>NYS Total</b>	<b>956</b>	<b>8,444</b>	<b>114,642</b>	<b>37,909</b>

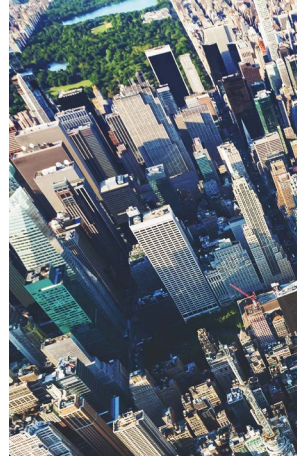


Source: Financial Industry Regulatory Authority, Discovery Data

## NYS BROKER-DEALERS BY COUNTY - 2023



Source: Financial Industry Regulatory Authority, Discovery Data



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