

IMPACT MODELS

Our economic and fiscal impact models are designed specifically for economic development professionals. Here are some of the reasons why we believe our economic and fiscal impact models are the best available:

► User-friendly Software

Our software utilizes the familiar Microsoft Excel environment, is easy to navigate and inputs are clearly marked. All local tax rates and assumptions are built into the model and project-specific data can be entered quickly and easily.

► Useful for Economic Developers & Local Governments

The model is designed to put it all together – estimate economic impacts and then translate these impacts into fiscal impacts for taxing districts. Your customized model will include analysis for the specific incentive programs you typically use – property tax abatement, sales tax rebates, cash incentives or even a tax increment financing district.

► Comprehensive Analysis of Impact

The model will determine the economic impacts and clearly estimate the relevant additional revenues and additional costs for taxing districts. See the back of this brochure for a list of typical types of economic impacts, fiscal benefits and costs calculated.

► Completely Customized For Your Community Or Region

Recognizing that every community, region and state is different, we build each model custom for you and include only relevant revenues and costs. Since organizations vary in the way they analyze projects, we customize the analysis and the reports the model generates to fit your approach.



► Unlimited Analysis Support

The model is a powerful tool but sometimes you need support to be sure you are analyzing a project correctly. The model's annual licensing agreement includes unlimited analysis support from experienced economists. This means you can call with project-specific questions like:

- Does this prospect data seem reasonable?
- Why are the net benefits so high/low?
- What are reasonable assumptions for this project since the prospect didn't provide much information?

► Analyze Incentives Your Way

The model will allow you to analyze the types of incentives you typically provide, in a way that makes sense to you. Some common incentive analyses we include are property tax abatement, sales tax rebates, cash incentives and tax increment financing districts.

IMPACT REPORTS



Let our experienced, professional economists prepare economic and fiscal impact reports to evaluate your economic development projects. Our reports are affordable and comprehensive. Our detailed datasheets will help you collect relevant information on the proposed project and once we have the data, the report will be prepared within a week or less if necessary. Our reports estimate economic impacts and translate these impacts into additional costs and benefits for taxing districts. In addition, our reports help you identify reasonable incentives to offer or seek. Impact DataSource's reports quantify projects clearly and concisely for cities, counties, states, firms, developers, utilities and other organizations.

About ImpactDataSource

Since 1993, Impact DataSource has provided high-quality economic research – specializing in economic and fiscal impact analysis. Our firm is highly focused on supporting economic development professionals and organizations. We have conducted more than 2,500 analyses of firms, projects, new subdivisions and other development activities across the country. In addition, Impact DataSource develops economic and fiscal impact analysis computer models for cities, counties and states.

MODELS AND REPORTS THAT PUT IT ALL TOGETHER

ECONOMIC IMPACTS

FISCAL IMPACTS

INCENTIVE ANALYSIS

No matter which service you choose, an **individual report** or a **customized computer model**, the economic and fiscal impact analysis is detailed and comprehensive. Our models and reports typically evaluate a project over a 10-year period but can be customized to cover any period of time. The lists below show some of the impacts typically calculated and details on our incentive analysis.

ECONOMIC IMPACTS

- Increase in direct and indirect economic output
- Number of new direct and indirect jobs created
- Earnings for new direct and indirect workers
- Number of new workers and total residents moving to the area
- New taxable sales in the area
- Number of additional out-of-town visitors to the area
- New taxable lodging sales in the area
- New residential and commercial property to be added to local tax rolls

FISCAL IMPACTS

Additional Revenues*

- Sales tax
- Local income tax
- Property tax
- City utility revenue
- Utility franchise fees
- Hotel occupancy tax
- Other taxes and user fees
- Additional state and federal school funding for local school districts

Additional Costs*

- Costs of providing services to new workers moving to the area
- Costs of providing services, including infrastructure, to the new industries
- Costs of educating the children of new workers moving to the area

* Calculated for each local taxing district as appropriate.

INCENTIVE ANALYSIS

Our reports and computer models can be customized to help you evaluate incentives objectively and consistently. We can include analyses for **property tax abatement, sales tax rebates, tax increment financing districts, cash incentives or any other incentive you'd like to consider**. Visit our website to download a trial version of our impact model and learn how our software can help you identify the appropriate level of cash incentives to provide a prospect. Considering incentives as an investment in the project and the net benefits for the taxing district as the return, the analysis determines the rate of return on investment and number of years until the investment is paid back.

CONTACT US TO SCHEDULE A WEB CONFERENCE DEMONSTRATION OF OUR COMPUTER MODELS OR TO LEARN MORE ABOUT OUR OTHER SERVICES.

Other Studies & Research

A few examples of other studies and economic research include:

- Reports to evaluate the impact of a firm over time to determine if it has met impact targets specified in a performance agreement.
- Reports to quantify the economic impact of an important industry in your community.
- Impact reports required for special state or federal economic development grants.
- Databases that summarize and present economic and demographic data for a community.

Quantify and Communicate Your Accomplishments

Impact DataSource can help you quantify and communicate your accomplishments to your elected leadership, community and other stakeholders. We can **summarize your organization's impact on employment, workers' earnings and economic output** over a period of time. Translating these economic impacts into additional tax revenue for local taxing districts, we can determine that **for every \$1 spent on economic development, the area received \$X in additional taxes**.

Jerry Walker • Principal, Economist
512.892.0205
jwalker@ImpactDataSource.com

Paul Scheuren • Economist
512.524.0892
pscheuren@ImpactDataSource.com

ImpactDataSource

Economic Consulting, Research & Analysis