

Economic and Fiscal Impact Analysis: 46 South Street

May 2018

Prepared for:
Village of Trumansburg
56 East Main Street
Trumansburg, NY 14886



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About Camoin Associates

Camoin Associates has provided economic development consulting services to municipalities, economic development agencies, and private enterprises since 1999. Through the services offered, Camoin Associates has had the opportunity to serve EDOs and local and state governments from Maine to California; corporations and organizations that include Lowes Home Improvement, FedEx, Volvo (Nova Bus) and the New York Islanders; as well as private developers proposing projects in excess of \$600 million. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 30 states and garnered attention from national media outlets including *Marketplace* (NPR), *Forbes* magazine, and *The Wall Street Journal*. Additionally, our marketing strategies have helped our clients gain both national and local media coverage for their projects in order to build public support and leverage additional funding. We are based in Saratoga Springs, NY, with regional offices in Portland, ME; Boston, MA; Richmond, VA and Brattleboro, VT. To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on Twitter [@camoinassociate](https://twitter.com/camoinassociate) and on [Facebook](https://www.facebook.com/camoinassociate).

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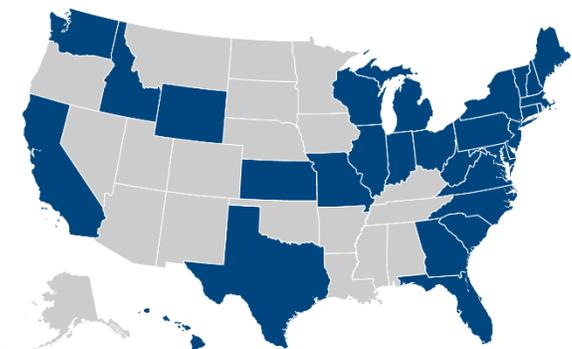


Table of Contents

Executive Summary.....	1
Project Details.....	3
Methodology.....	4
Fiscal Impact to the Village of Trumansburg.....	5
Fiscal Impact to the School District.....	16
Economic Impacts.....	19
Attachment A: What is Fiscal Impact Analysis?.....	25
Attachment B: What is Economic Impact Analysis?.....	26
Attachment C: Data Sources.....	27
Attachment D: Village Budget.....	28
Attachment E: School District Budget.....	34
Attachment F: Economic Impacts by Phase.....	36

Table of Tables

Table 1: Net Fiscal Impact to Village due to Development.....	1
Table 2: Net Fiscal Impact to School District due to Development.....	1
Table 3: Construction Impacts by Year.....	2
Table 4: Cumulative Economic Impacts from Household Spending by Year.....	2
Table 5: Residential Units Summary.....	3
Table 6: Increase in Population in Village from Development.....	5
Table 7: Increase in Taxable Assessed Value in Village from Development.....	6
Table 8: Estimated Taxable Assessed Value by Unit Type.....	6
Table 9: Overview of Net Increases in Population and Assessed Value from Development by Phase.....	7
Table 10: Cumulative Increase in Road Lane Miles within Village from Development.....	7
Table 11: Cumulative EMS Calls by Phase of Project.....	8
Table 12: EMS Reimbursement Payment by Insurance Provider.....	8
Table 13: Cumulative Increase in EMS Reimbursements.....	9
Table 14: Net Costs Related to EMS.....	9
Table 15: Cumulative Increase in Water Customers within the Village from Development.....	10
Table 16: Cumulative Police Calls by Phase of Project.....	11
Table 17: Cumulative Fire Calls by Phase of Project.....	12
Table 18: Net Costs Related to Fire.....	13
Table 19: Total New Revenue to Village with Development.....	14
Table 20: Total New Expenditures to Village with Development.....	14
Table 21: Net Impact to Village due to Development.....	15
Table 22: Increase in Public School Children Population from Development.....	16
Table 23: New School District Revenues with Development.....	17
Table 24: New School District Expenditures with Development.....	17
Table 25: Net Fiscal Impact to School District due to Development.....	18
Table 26: Construction Impacts by Year.....	19
Table 27: Annual Discretionary Spending by AMI.....	20
Table 28: Spending Basket Breakdown by NAICS Code.....	21
Table 29: Tenant Spending Basket - Phase 1-4.....	22
Table 30: Tenant Spending Basket Phase 1-4 Continued.....	23
Table 31: Economic Impact of Household Spending Phase 1-4.....	24



Table 32: Annual Economic Impact of Operations and Maintenance On-Site.....24
Table 33: Total Economic Impact of Household Spending and Operations and Maintenance24



Executive Summary

The Village of Trumansburg (the "Village") commissioned Camoin Associates to prepare an economic and fiscal impact analysis of a proposed development project on the Village of Trumansburg and the Trumansburg Central School District. The project consists of (a) 17 for-sale market-rate homes, (b) 10 for-sale affordable-rate townhomes, (c) 6 affordable-rate rental townhomes, (d) 40 affordable-rate rental apartments, and (e) relocation space for a local nursery school (collectively, the "Project") at 46 South Street, Trumansburg, New York (the "Site"), and is proposed jointly by Ithaca Neighborhood Housing Services and Claudia Brenner.

Net Fiscal Impact to the Village & School District

The following table summarizes the net fiscal impact that the Project will have on the Village of Trumansburg from 2019 through 2023. As shown, the proposed Project is expected to have a net positive fiscal impact on the Village of \$24,625 in 2023 and thereafter.

Table 1: Net Fiscal Impact to Village due to Development

Net Fiscal Impact to Village due to Development			
Year	New Revenues	New Costs	Net
2018	\$0	\$0	\$0
2019	\$0	\$0	\$0
2020	\$0	\$0	\$0
2021	\$91,463	\$85,609	\$5,854
2022	\$114,917	\$96,602	\$18,314
2023	\$149,120	\$124,495	\$24,625

Source: Camoin Associates, Village of Trumansburg

The Project is expected to have a net positive fiscal impact on the school district, with new revenues exceeding new expenditures by \$97,669 in 2023 and thereafter.¹

Table 2: Net Fiscal Impact to School District due to Development

Net Fiscal Impact to School District due to Development			
Year	New Revenues	New Costs	Net
2018	\$0	\$0	\$0
2019	\$0	\$0	\$0
2020	\$0	\$0	\$0
2021	\$107,769	\$70,014	\$37,755
2022	\$134,484	\$75,267	\$59,217
2023	\$182,301	\$84,632	\$97,669

Source: Camoin Associates, Trumansburg School District

¹ Note that by 2023, the project is fully built out and occupied, so revenues and costs would stabilize at that point, prior to inflation adjustments.

Economic Impact to the Area

At full build-out of the Project, there will be an estimated \$18.2 million spent on construction, \$1.45 million will be spent within the County,² creating 20 construction job-years in total, and nearly \$700,000 in total earnings.

Table 3: Construction Impacts by Year

Construction Impacts by Year									
Year	Construction Spending	% of Total	Spending in Tompkins County (8%)	Sales (Direct)	Sales (Indirect)	Earnings (Direct)	Earnings (Indirect)	Jobs (Direct)	Jobs (Indirect)
2018	\$ -	0%	\$ -	\$ -	\$ -	\$ -	\$ -	-	-
2019	\$ 4,738,614	26%	\$ 379,089	\$ 379,089	\$ 98,611	\$ 143,780	\$ 37,383	4	1
2020	\$ 5,212,144	29%	\$ 416,972	\$ 416,972	\$ 108,465	\$ 158,148	\$ 41,118	5	1
2021	\$ 5,685,673	31%	\$ 454,854	\$ 454,854	\$ 118,319	\$ 172,515	\$ 44,854	5	1
2022	\$ 1,942,156	11%	\$ 155,372	\$ 155,372	\$ 40,416	\$ 58,929	\$ 15,322	2	-
2023	\$ 591,912	3%	\$ 47,353	\$ 47,353	\$ 12,318	\$ 17,960	\$ 4,670	1	-
Total	\$ 18,170,499	100%	\$ 1,453,640	\$ 1,453,640	\$ 378,128	\$ 551,332	\$ 143,346	17	3

Source: EMSI, Camoin Associates

The Project will add new households to the Village of Trumansburg. These new households will spend money throughout the area, resulting in economic impacts within Tompkins County as shown below. We estimate these households will spend nearly \$1.7 million yearly within the County, which will support 20 total jobs with over \$676,000 in earnings per year.

Table 4: Cumulative Economic Impacts from Household Spending by Year

Cumulative Household Spending Impacts by Year									
Year	Sales (Direct)	Sales (Indirect)	Total Sales	Earnings (Direct)	Earnings (Indirect)	Total Earnings	Jobs (Direct)	Jobs (Indirect)	Total Jobs
2021	\$ 1,060,809	\$ 395,137	\$ 1,455,947	\$ 400,172	\$ 156,067	\$ 556,239	14	3	17
2022	\$ 1,135,135	\$ 422,781	\$ 1,557,915	\$ 428,242	\$ 167,015	\$ 595,257	14	4	18
2023	\$ 1,289,994	\$ 480,382	\$ 1,770,375	\$ 486,705	\$ 189,815	\$ 676,520	16	4	20

Source: EMSI, Camoin Associates

² Estimated by the developer.

Project Details

As noted, the Village of Trumansburg (the “Village”) received an application for the completion of a proposed residential development at 46 South Street (the “Project”) from Ithaca Neighborhood Housing Services, Inc. (the “Applicant”). The Project being proposed by the Applicant includes the construction of 17 market-rate homes, 46 affordable rental units (6 townhomes, 40 apartments), and 10 affordable for-sale townhomes for a total of 73 new units. The majority (77%) of the units will be affordable units. In addition, there will be a nursery school built to replace the location of an existing nurse school. The Village commissioned Camoin Associates to conduct an economic and fiscal impact analysis of the Project on the Village and the Trumansburg Central School District.

Camoin Associates conducted a market analysis of both affordable and market-rate housing in the Village to determine the extent to which any of the housing units would create “new” households and, therefore, new household spending in the area. We determined that 100% of the 56 affordable-rate units and 70% of the market-rate units could be considered as providing “net new” households to the area (i.e. allowing households to exist in the area that otherwise would locate elsewhere)³. This means that we treat 68 of the 73 total units as “net new” units. We then computed the total amount of net new spending by these new households to derive job creation resulting from the Project.

Table 5: Residential Units Summary

Residential Units Summary	
Unit Type	Number of Units
For-Sale Market Rate Homes	17
1 Bedroom	3
2 Bedroom	3
3 Bedroom	8
4 Bedroom	3
For-Sale Affordable Townhomes	10
2 Bedroom	4
3 Bedroom	6
Rental Affordable Townhomes	6
3 Bedroom	6
Rental Affordable Apartments	40
1 Bedroom	24
2 Bedroom	14
3 Bedroom	2
Total Units	73

Source: Camoin Associates, Ithaca Neighborhood Housing Services, Inc.

³ Because of the very constrained supply of affordable housing in the County, all the units are “net new” because, without this project, those units would not otherwise exist and be available. The general housing market is also somewhat constrained in the County, with very low vacancy rates, especially in the City of Ithaca. Therefore, most, but not all, of the market rates units are considered to be “net new”.

Methodology

To conduct this analysis Camoin Associates relied on a number of data sources, including:

- Economic Modeling Specialists International (EMSI)
- Esri Business Analyst Online (BAO)
- American Community Survey (ACS), U.S. Census

These data sources are described in further detail within Attachment C.

In addition to the above, we consulted the following sources:

- 2017-2018 Village Budget
- 2017-2018 School District Budget
- Documents filed by the developer with the Village's Planning Board
- Cost sharing agreements and calculations for EMS and Fire services

Finally, we conducted one or more phone interviews with each of the following individuals:

- Matt Johnston, Village Planner
- Tom Ferretti, Village Chief of Police
- Jason Fulton, Village Fire Chief
- Brian Snyder, Village EMS Manager
- Dustin VanDerzee, Village DPW Supervisor
- Kimberly Bell, School District Superintendent
- Lauren Poehlman, School District Business Administrator
- Joe Bowes, Director of Real Estate Development, Ithaca Neighborhood Housing Services, Inc
- Alena Fast, Real Estate Developer, Ithaca Neighborhood Housing Services, Inc

After the interviews, summary notes were provided to the interviewees via email for verification purposes.

Fiscal Impact to the Village of Trumansburg

The Project will have an impact on municipal resources via additional costs to serve the population, but there will also be additional revenues based on taxable assessed valuation and other miscellaneous revenues. The analysis focuses on the variable revenues and expenses that will fluctuate as a result of the increase in population and residential activity. Some Village budget line items would not change due to the project; all other line items would be affected by a change in any of the following:

- The population of the Village;
- The taxable assessed valuation of the Village;
- The number of road lane miles the DPW must maintain;
- The number of EMS calls;
- The consumption of water and sewer services; or
- The needs for services from the police and fire departments.

Below is an explanation of each of these factors for their respective revenue/expenditure line items.

Population Change

We anticipate the population of the Village will grow by 7.7% by the end of the Project. This will drive changes to many of the Village's budget line items as detailed in Appendix D. As shown, the largest increase in population will occur after 2021, with an additional 98 people; this is because the majority of housing units will be built between 2019-2021, namely 46 affordable rental units, 4 market-rate homes, and 6 affordable for-sale units.

Table 6: Increase in Population in Village from Development

Increase in Population from Development		
Year End	Cumulative Increase in Population	Percentage Change
2021	98	5.4%
2022	108	5.9%
2023	140	7.7%

Source: Camoin Associates, Ithaca Neighborhood Housing Services, Inc.

A change in population will drive a change in variable revenues. Variable revenues for the Village include things such as zoning fees, recreation fees, police fees, and many others. These revenues scale based on the Village's population size and economic activity. Based on our evaluation of the Village budget from Fiscal Year 2017, there is \$561,650 of revenue line items that would fluctuate in line with increases in the population of the Village. Please see Attachment D for a complete listing.

There will also be increases in variable expenses to the Village. Variable expenses within the Village include expenses associated with administration, equipment, and training for additional personnel. These variable expense line items for the Village for Fiscal Year 2017 total \$919,715. Please see Attachment D for a complete listing.

Taxable Assessed Valuation Change

The current taxable assessed value of the Village is nearly \$131.5 million, and the proposed Project will add an additional \$6.3 million in taxable assessed value at project completion (2023), an increase of nearly 5%, as shown below.

Table 7: Increase in Taxable Assessed Value in Village from Development

Addition to Village Taxable Assessed Value	
Current Total Taxable Assessed Value	\$ 131,486,503
Taxable Assessed Value of Development	\$ 6,313,477
Percent Increase in Taxable Assessed Value	4.8%

Note: This assumes adoption of proposed exemptions

Source: Camoin Associates, Village of Trumansburg, Ithaca Neighborhood Housing Services, Inc.

Each unit type will increase taxable assessed value within the Village differently, assuming affordable housing exemptions are adopted as proposed by the developer⁴. A full breakdown of the increase in taxable assessed value within the Village by unit type is shown below.

Table 8: Estimated Taxable Assessed Value by Unit Type

Estimated Project Taxable Assessed Value by Unit Type	
For-Sale Market Rate Townhomes	\$ 4,250,000
For-Sale Affordable Townhomes	\$ 1,250,000
Rental Affordable Townhomes	\$ 813,477
Rental Affordable Apartments	
Total Taxable Assessed Value	\$ 6,313,477

Note: This assumes adoption of proposed exemptions

Source: Camoin Associates, Village of Trumansburg, Ithaca Neighborhood Housing Services, Inc.

An annual schedule of Project completion by unit type, increase in population, and increase in taxable assessed value is shown below.

⁴ The developer is proposing that the 467-j exemption be adopted by all applicable taxing jurisdictions, such exemption allowing relief to affordable housing projects as per state law.

Table 9: Overview of Net Increases in Population and Assessed Value from Development by Phase

Overview of Net Increases from Development			
Completion Year	Units	Net Increase in Population	Net Increase in Total Assessed Value
Phase 1			
2021	Market Rate Units: 4	88	\$ 1,000,000
	Affordable For-Sale Units: 6		\$ 750,000
	Affordable Rental Units: 46		\$ 813,477
	Nursery School		\$ -
Phase 2			
2021	Market Rate Units: 4	10	\$ 1,000,000
Phase 3			
2022	Market Rate Units: 4	10	\$ 1,000,000
Phase 4			
2023	Market Rate Units: 5	32	\$ 1,250,000
	Affordable For-Sale Units: 4		\$ 500,000
Total Increase		140	\$ 6,313,477

Source: Camoin Associates, Ithaca Neighborhood Housing Services, Inc.

Road Lane-Mile Change

Street maintenance costs will increase in proportion to the additional road lane-miles constructed for the development. As shown below, an additional 0.76 road lane-miles will be added to the Village's existing of about 24 road lane-miles, or an increase of 3.2%.

Table 10: Cumulative Increase in Road Lane Miles within Village from Development

Cumulative Increase in Road Lane Miles within Village from Development		
Year End	Cumulative Increase in Road Lane Miles*	Percentage Change
2021	0.76	3.2%
2022	0.76	3.2%
2023	0.76	3.2%

*All roads will be completed by 2021

Source: Camoin Associates, Ithaca Neighborhood Housing Services, Inc.

EMS Call Volume Change

The 3-year average annual call volume from within the Village, as detailed by the EMS department, is 187.67 calls. With the Village population at just over 1,800, this amounts to about 0.103 calls per person, per year. With the increase in population due to the Project, below is a detailed assessment of the expected increase in EMS calls, on average, for each phase of the development. Cumulatively, upon completion of the Project in 2023, we assume an additional 14 calls per year, on average, due to the population increase from the Project.

Table 11: Cumulative EMS Calls by Phase of Project

Cumulative EMS Calls by Phase of Project	
Total Current Village Population*	1,819
Total Village EMS Calls**	188
Average Number of Calls per Person	0.103
Phase 1 (2019-2021)	
Total Increase in Population	88
Increase in EMS Calls	9
Phase 2 (2020-2021)	
Total Increase in Population	98
Increase in EMS Calls	10
Phase 3 (2021-2022)	
Total Increase in Population	108
Increase in EMS Calls	11
Phase 4 (2022-2023)	
Total Increase in Population	140
Increase in EMS Calls	14

*As of 2016

**3-year average

Source: American FactFinder, Trumansburg EMS Department

Due to the increase in the number of EMS calls, the department would receive additional reimbursements for services. Due to the affordable nature of the majority of the Project, we can assume that 40% of reimbursements will be from Medicare patients, an additional 40% from Medicaid patients, and the remaining 20% from patients with private insurance. Average reimbursement rates, per call, by provider type are listed below.⁵

Table 12: EMS Reimbursement Payment by Insurance Provider

EMS Reimbursement Payment by Insurance Provider	
Provider	Average Reimbursement
Medicare	\$ 346
Medicaid	\$ 122
Private	\$ 880

Source: Trumansburg EMS Department

Assuming the above estimates and proportions, by year end of 2021, 2022, and 2023, the EMS department will receive additional reimbursements from aforementioned calls, on average, between \$3,630 and \$5,082.⁶

⁵ Estimates provided by the Trumansburg EMS Department

⁶ The reimbursement estimates are based on average call volume, percentage of patient by insurance provider, and average reimbursement estimates from the EMS Department.

Table 13: Cumulative Increase in EMS Reimbursements

Cumulative Increase in EMS Reimbursements					
Year	EMS Calls	Estimated Number of Medicare (40%)	Estimated Number of Medicaid (40%)	Estimated Number of Private (20%)	Total Reimbursement
2021	10	4.0	4.0	2.0	\$ 3,630
2022	11	4.4	4.4	2.2	\$ 3,993
2023	14	5.6	5.6	2.8	\$ 5,082

Source: Camoin Associates, Ithaca Neighborhood Housing Services, Inc., Trumansburg EMS Department

We assume that expenses for EMS will vary directly with the number of new calls. However, EMS costs are shared across multiple communities under a cost-sharing agreement that distributes costs proportionally to call volume. Below we show the existing call volume averages, future volume averages if the Village were to have 14 additional calls (as calculated above) and the difference in cost.

Table 14: Net Costs Related to EMS

Net Costs Related to EMS			
CURRENT	3-year Average Calls	% Calls	Proposed Budget (w/o capital line)
Ulysses	335	43.87%	\$361,905
Covert	175	22.92%	\$189,055
Hector	26	3.40%	\$28,088
Mecklenburg	40	5.24%	\$43,212
Village	187.67	24.57%	\$202,742
Total*	763.67	100.00%	\$825,002
FUTURE	3-year Average Calls	% Calls	Proposed Budget (w/o capital line)
Ulysses	335	43.08%	\$361,905
Covert	175	22.50%	\$189,055
Hector	26	3.34%	\$28,088
Mecklenburg	40	5.14%	\$43,212
Village	201.67	25.93%	\$217,867
Total*	777.67	100.00%	\$840,126
DIFFERENCE	3-year Average Calls	% Calls	Proposed Budget (w/o capital line)
Village	14	1.36%	\$15,124

*Total does not include mutual aid calls, which are not subject to the cost sharing agreement.

Source: Camoin Associates, Village Clerk

As shown, the additional 14 calls attributed to the Village would cost the Village taxpayers \$15,124 (prior to the EMS reimbursements shown above).

Water and Sewer System Changes

Additional revenues will accrue to the Village due to the increase in water and sewer customers due to the development. There are currently 832 water hookups within the Village, and upon completion of the Project, we

project an additional 36 water hookups in the Village, or a 4.3% increase. Water users by year end are detailed below. Sewer rents will increase in a similar fashion to the percentage change.

Table 15: Cumulative Increase in Water Customers within the Village from Development

Cumulative Increase in Water Customers within Village from Development		
Year End	Cumulative Increase in Water Customers	Percentage Change
2021	23	2.8%
2022	31	3.7%
2023	36	4.3%

Source: Camoin Associates, Ithaca Neighborhood Housing Services, Inc.

Police Services

The average number of police calls from areas within the Village per year is just under 2,000 calls⁷. With the Village population at just over 1,800, this amounts to about 1.09 calls per person, on average.

The standard assumption in fiscal impact analysis is that, as the Village grows in population, so too grows the number of police calls in a given year. However, there have been concerns expressed as to whether an affordable housing project would generate more calls than would be otherwise expected for a similarly sized market-rate housing project. Camoin Associates conducted a brief literature review on this topic to determine whether the standard growth assumption would apply or if we should use another assumption.

Research from the Bureau of Justice Statistics shows there is a correlation between income and reported rates of violent and/or non-violent crime:

- “Persons in poor households at or below the Federal Poverty Level (FPL) (39.8 per 1,000) had more than double the rate of violent victimization as persons in high-income households (16.9 per 1,000). [...] Persons in poor households had a higher rate of violence involving a firearm (3.5 per 1,000) compared to persons above the FPL (0.8–2.5 per 1,000).”⁸
- “Looking at the correlation between property crime and household income levels, the DOJ found that those with a household income of less than \$7,500 were subject to the highest rate of property crime--200 per 1,000 households. Households earning \$50,000 or more were victims of far fewer incidents of property crime--less than 140 per 1,000 households.”⁹

However, the above research focused only on income levels and not the type of development. The literature review found that there is no equivalent correlation between residents of affordable housing developments and higher violent and/or non-violent crime. In fact, it appears that affordable housing developments have no impact on crime or a moderately positive impact on crime:

⁷ Source: Interview with Police Chief

⁸ Household Poverty and Nonfatal Violent Victimization, 2008–2012: <https://www.bjs.gov/index.cfm?ty=pbdetail&iid=5137>. Erika Harrell, Ph.D., Lynn Langton, Ph.D., Bureau of Justice Statistics, Marcus Berzofsky, Dr.P.H., Lance Couzens, Hope Smiley-McDonald, Ph.D., RTI International. November 18, 2014. NCJ 248384.

⁹ BJS data as reported by US News: <https://www.usnews.com/opinion/articles/2010/10/19/property-crime-rates-by-income-level>

- “Opponents of affordable housing development often suggest that creating affordable housing will harm surrounding communities. Feared consequences include increases in crime, declining property values, and rising taxes. [...] We find that the opening of the affordable housing development was not associated with trends in crime, property values, or taxes, and discuss management practices and design features that may have mitigated potential negative externalities.”¹⁰
- “[Affordable housing] development causes **declines** in both violent and property crime within low income areas, but **does not increase** crime in high income areas.” (emphasis added)¹¹

Therefore, we use our standard assumption that the amount of police services required, measured by number of police calls, will increase at the same rate as the increase in population. With the increase in population due to the Project, below is a detailed assessment of projected increases in number of police calls, on average, per each phase of the development.

Table 16: Cumulative Police Calls by Phase of Project

Cumulative Police Calls by Phase of Project	
Total Current Village Population*	1,819
Total Village Police Calls (2017)	1,981
Average Number of Calls per Person	1.09
Phase 1 (2019-2021)	
Total Increase in Population	88
Increase in Police Calls	96
Phase 2 (2020-2021)	
Total Increase in Population	98
Increase in Police Calls	107
Phase 3 (2021-2022)	
Total Increase in Population	108
Increase in Police Calls	118
Phase 4 (2022-2023)	
Total Increase in Population	140
Increase in Police Calls	152

*As of 2016

Source: American FactFinder, Trumansburg Police Department

Cumulatively, post completion of the Project in 2023, we estimate an additional 152 calls per year, on average, due to the population increase from the Project.

Fire Department Services

In fiscal year 2016-2017, the number of calls the fire department responded to from within the Village itself was 94. With the Village population at just over 1,800, this amounts to about 0.05 calls per Village resident. With the increase in population due to the Project, below is a detailed assessment of the estimated increases in number of

¹⁰ Albright, Len; Elizabeth S. Derickson Douglas S. Massey. Do Affordable Housing Projects Harm Suburban Communities? Crime, Property Values, and Taxes in Mount Laurel, NJ. First published: 17 June 2013: <https://onlinelibrary.wiley.com/doi/full/10.1111/cico.12015>

¹¹ Diamond, Rebecca and Tim McQuade Stanford GSB December 2017. “Who Wants Affordable Housing in their Backyard? An Equilibrium Analysis of Low Income Property Development”: https://web.stanford.edu/~diamondr/LIHTC_spillovers.pdf. (See page 2)

fire department calls, on average, per each phase of the development. Cumulatively, post completion of the Project in 2023, we estimate an additional 7 calls per year, on average, due to the population increase from the Project.

The fire department currently has the capacity to serve the development’s population; the department is staffed by volunteers so no additional hires will be necessary, and the fire department also has the necessary equipment to serve the Project’s unit types.

Table 17: Cumulative Fire Calls by Phase of Project

Cumulative Fire Calls by Phase of Project	
Total Current Village Population*	1,819
Total Village Fire Calls (2017)	94
Average Number of Calls per Person	0.05
Phase 1 (2019-2021)	
Total Increase in Population	88
Increase in Fire Calls	5
Phase 2 (2020-2021)	
Total Increase in Population	98
Increase in Fire Calls	5
Phase 3 (2021-2022)	
Total Increase in Population	108
Increase in Fire Calls	6
Phase 4 (2022-2023)	
Total Increase in Population	140
Increase in Fire Calls	7

*As of 2016

Source: American FactFinder, Trumansburg Fire Department

As with EMS services, the Fire Department service the larger community and a cost sharing agreement is in place to distribute those costs proportionally to call volumes in the communities served. As the share of fire calls in the Village increases, so too does the portion of the costs borne by Village taxpayers as per the agreement. Below we show the effects of a 7-call increase on Village taxpayers.

Table 18: Net Costs Related to Fire

Net Costs Related to Fire			
CURRENT	3-year Average Calls	% Calls	Proposed Budget
Ulysses	126.33	51.21%	\$230,873
Covert	27.67	11.22%	\$50,568
Hector	9.67	3.92%	\$17,672
Village	83	33.65%	\$151,686
Total *	246.67	100.00%	\$450,799
FUTURE	3-year Average Calls	% Calls	Proposed Budget
Ulysses	126.33	49.80%	\$230,873
Covert	27.67	10.91%	\$50,568
Hector	9.67	3.81%	\$17,672
Village	90	35.48%	\$164,478
Total *	253.67	100.00%	\$463,592
DIFFERENCE	3-year Average Calls	% Calls	Proposed Budget (w/o capital line)
Village	7	1.83%	\$12,793

*Total does not include mutual aid calls, which are not subject to the cost sharing agreement.

Source: Camoin Associates, Village Clerk

As shown, we would anticipate an increase of \$12,793 to Village taxpayers.

Detailed Fiscal Impacts to the Village

The tables below show the detailed calculations of the increases in both revenues and expenditures that will accrue to the Village due to the Project.

Table 19: Total New Revenue to Village with Development

New Revenues to Village with Development											
Year	Inflation Factor (1)	% Increase in Population	Variable Revenues Due to Pop Change	% Increase in Taxable Assessed Value	Increase in Tax Revenue	Increase in EMS Reimbursement	% Increase in Water Sales	Increase in Water Sales	% Increase in Sewer Users	Increase in Sewer Rents	Total New Revenue
2018	1.00	0.0%	\$0	0.0%	\$0	\$0	0.0%	\$0	0.0%	\$0	\$0
2019	1.02	0.0%	\$0	0.0%	\$0	\$0	0.0%	\$0	0.0%	\$0	\$0
2020	1.04	0.0%	\$0	0.0%	\$0	\$0	0.0%	\$0	0.0%	\$0	\$0
2021	1.06	5.4%	\$32,111	2.7%	\$25,931	\$3,630	2.8%	\$17,880	2.8%	\$11,911	\$91,463
2022	1.08	5.9%	\$36,096	3.5%	\$33,872	\$3,993	3.7%	\$24,581	3.7%	\$16,376	\$114,917
2023	1.10	7.7%	\$47,727	4.8%	\$47,798	\$5,082	4.3%	\$29,116	4.3%	\$19,397	\$149,120

(1) Assumes Inflation Factor of 2%

Source: Camoin Associates, Village of Trumansburg

Table 20: Total New Expenditures to Village with Development

New Expenditures to Village with Development												
Year	Inflation Factor (1)	% Increase in Population	Variable Expenditures Due to Pop Change	Increase in EMS Costs, Net	Increase in Fire Costs, Net	% Increase in Road Lane Miles	Increase Cost of Road Maintenance	% Increase in Water Use	Increase in Water Use Expenditures	% Increase in Sewer Use	Increase in Sewer Use Expenditures	Total New Expenditures
2018	1.00	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0
2019	1.02	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0
2020	1.04	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0
2021	1.06	5.4%	\$52,583	\$11,235	\$9,503	3.2%	\$7,638	2.8%	\$2,758	2.8%	\$1,892	\$85,609
2022	1.08	5.9%	\$59,108	\$12,629	\$10,682	3.2%	\$7,791	3.7%	\$3,791	3.7%	\$2,601	\$96,602
2023	1.10	7.7%	\$78,154	\$16,699	\$14,124	3.2%	\$7,947	4.3%	\$4,491	4.3%	\$3,081	\$124,495

(1) Assumes Inflation Factor of 2%

Source: Camoin Associates, Village of Trumansburg

Net Fiscal Impact on Village

The net fiscal impact to the Village is shown below. By the project completion date of 2023, we anticipate a net positive impact of roughly \$25,000 thereafter.

Table 21: Net Impact to Village due to Development

Net Fiscal Impact to Village due to Development			
Year	New Revenues	New Costs	Net
2018	\$0	\$0	\$0
2019	\$0	\$0	\$0
2020	\$0	\$0	\$0
2021	\$91,463	\$85,609	\$5,854
2022	\$114,917	\$96,602	\$18,314
2023	\$149,120	\$124,495	\$24,625

Source: Camoin Associates, Village of Trumansburg

Fiscal Impact to the School District

Increase in Public School Children

Due to the overall increase in population from the Project, we can expect an increase in the number of public school children (PSC). As estimated by the Applicant, there will be an additional 44 children post completion of the Project in 2023. Given an even age distribution among the children, 25% of the 44 children will not be eligible for public school due to being 0-4 years old. Therefore, we assume that there will be an additional 33 school children post completion of the Project.

The current enrollment totals 1,053 students; therefore, post completion of the Project, we estimate enrollment will increase by just over 3%. According to our interview with the acting Superintendent, the School District has the capacity in both teachers and facilities to accommodate 33 school-aged children, so we do not anticipate changes in facility or instructional costs for those children. However, there are a number of revenue and expenditure line items that would vary based on changes to enrollment. See Attachment E for the detail.

Table 22: Increase in Public School Children Population from Development

Increase in Public School Aged Children Population from Development		
Year End	Cumulative Increase in PSAC Population	Percentage Change
2021	24	2.3%
2022	27	2.6%
2023	33	3.1%

Source: Camoin Associates, Ithaca Neighborhood Housing Services, Inc.

Currently, approximately 15% of the School District's pupils qualify for special education services. Using that same ratio, we estimate that 5 of the new school children generated by the Project would also qualify for special education services and would thus need to be served. (See table below entitled "New School District Expenditures with Development").

New School District Revenues and Expenditures

The tables below show the detailed increases in both revenues and expenditures to the School District as a result of the Project. As noted in Attachment E, we assume that \$1,637,708 in revenue line items and \$1,249,359 in expenditure line items would vary based on changes to general enrollment. These assumptions are based on a detailed review of the School District budget as validated by the School District's Superintendent and Business Administrator. Property tax revenue is based on the increase in assessed value, assuming the 467-j exemption is in place.

Table 23: New School District Revenues with Development

New School District Revenues with Development						
Year	Inflation Factor (1)	% Increase in Student Population	Variable Revenues Due to Student Pop Change	% Project Taxable Assessed Value Complete	Increase in Tax Revenue	Total New Revenue*
2018	1.00	0.0%	\$0	0.0%	\$0	\$0
2019	1.02	0.0%	\$0	0.0%	\$0	\$0
2020	1.04	0.0%	\$0	0.0%	\$0	\$0
2021	1.06	2.3%	\$39,611	56.4%	\$68,158	\$107,769
2022	1.08	2.6%	\$45,454	72.3%	\$89,030	\$134,484
2023	1.10	3.1%	\$56,666	100.0%	\$125,634	\$182,301

(1) Assumes Inflation Factor of 2%

Source: Camoin Associates, Village of Trumansburg

As noted earlier, we anticipate 5 new students will qualify for special education services. According to our conversations with the Superintendent and Business Administrator, some of these new special-needs students can be absorbed without any additional cost by the existing special education staff and resources. Some, however, may require specialized services or placements that will require additional school district funds. Using averages, the district would expect those 5 new special education students to cost between \$25,000-\$50,000 per year in total. In the table below, we use a midpoint of that range of \$37,500 per year, which we adjust for inflation.

Table 24: New School District Expenditures with Development

New School District Expenditures with Development						
Year	Inflation Factor (1)	% Increase in Student Population	Expenditures Due to New PSC	Increase in Students with Disabilities*	Expenditures for New Students with Disabilities**	Total New Expenditures
2018	1.00	0.0%	\$0	0	\$0	\$0
2019	1.02	0.0%	\$0	0	\$0	\$0
2020	1.04	0.0%	\$0	0	\$0	\$0
2021	1.06	2.3%	\$30,218	4	\$39,795	\$70,014
2022	1.08	2.6%	\$34,676	4	\$40,591	\$75,267
2023	1.10	3.1%	\$43,229	5	\$41,403	\$84,632

*Using the current prevalence rate of 15% of all students needing special education services, rounded to the nearest integer.

**Using a midpoint average of \$37,500, adjusted for inflation.

Source: Camoin Associates, Trumansburg School District

Net Fiscal Impact on the School District

The table below shows the net impact to the School District. As shown, once the project has been build out and occupied in 2023 and thereafter, we estimate a net positive fiscal impact of \$97,669 for the School District.

Table 25: Net Fiscal Impact to School District due to Development

Net Fiscal Impact to School District due to Development			
Year	New Revenues	New Costs	Net
2018	\$0	\$0	\$0
2019	\$0	\$0	\$0
2020	\$0	\$0	\$0
2021	\$107,769	\$70,014	\$37,755
2022	\$134,484	\$75,267	\$59,217
2023	\$182,301	\$84,632	\$97,669

Source: Camoin Associates, Trumansburg School District

Economic Impacts

Applicant estimates served as the direct inputs for the economic impact model, informing our analysis of the direct economic activity generated during the four construction phases and the building occupation phase. Given the village’s small size and current business mix, only a small fraction of household spending is likely to occur within the village, and thus economic impacts are shown at the county level.

We used these direct inputs in the input-output model designed by Economic Modeling Specialists, Inc. (EMSI). EMSI allows the analyst to input the amount of new direct economic activity (spending, earnings, or jobs) occurring within the county to estimate the spillover effects that the net new spending or jobs have as these new dollars circulate through the Tompkins County economy. This is captured in the indirect impacts and is commonly referred to as the “multiplier effect.” See Attachment B for more information on economic impact analysis.

The Project would have economic impacts on Tompkins County in three main categories: 1) temporary construction=phase impacts, 2) spending impacts by the new resident households, and 3) on-site employment impacts. The impacts of each of these categories are detailed below.

Impacts from Construction

Table 9: Overview of Net Increases in Population and Assessed Value from Development by Phase outlines the number of units and unit type built by each of the four building phases. The Applicant estimates that approximately 8% of construction materials and labor would be sourced in the county, totaling approximately \$1.45 million in in-county sales from construction. The table below shows additional economic impacts.

Table 26: Construction Impacts by Year

Construction Impacts by Year									
Year	Construction Spending	% of Total	Spending in Tompkins County (8%)	Sales (Direct)	Sales (Indirect)	Earnings (Direct)	Earnings (Indirect)	Jobs (Direct)	Jobs (Indirect)
2018	\$ -	0%	\$ -	\$ -	\$ -	\$ -	\$ -	-	-
2019	\$ 4,738,614	26%	\$ 379,089	\$ 379,089	\$ 98,611	\$ 143,780	\$37,382.72	4	1
2020	\$ 5,212,144	29%	\$ 416,972	\$ 416,972	\$ 108,465	\$ 158,148	\$41,118.37	5	1
2021	\$ 5,685,673	31%	\$ 454,854	\$ 454,854	\$ 118,319	\$ 172,515	\$44,854.02	5	1
2022	\$ 1,942,156	11%	\$ 155,372	\$ 155,372	\$ 40,416	\$ 58,929	\$15,321.58	2	-
2023	\$ 591,912	3%	\$ 47,353	\$ 47,353	\$ 12,318	\$ 17,960	\$ 4,669.56	1	-
Total	\$ 18,170,499	100%	\$ 1,453,640	\$ 1,453,640	\$ 378,128	\$ 551,332	\$ 143,346	17	3

Source: EMSI, Camoin Associates

Impacts of New Household Spending

To determine new household spending in Tompkins County, first we determined the number of “net new” households to the county. In other words, the number of households that, but for the Project, would not exist in Tompkins County. With respect to this Project, net new households consist of (1) those currently residing outside of Tompkins County who will choose to move to the county because of the Project, and who would otherwise continue to live elsewhere, (2) current residents of the county who will move into the Project, but would leave the county if the Project is not built, and (3) current residents of the county who will move into the Project and free up other housing in the county which will be occupied by new county residents.

For this study, we assume 100% of affordable households (46 units) and 70% of market-rate households (12 units) to be net new to the county; that without the creation of these rental units, this percentage of households would not locate within the county. In Tompkins County, the availability of new housing stock is limited and access to

sewer and water further constrains housing. Additionally, there is a lack of affordable housing in the county, and any new affordable units would attract a net new household to the county.

Spending by New Residents

The Project consists of 73 total units. Forty-six of these will be affordable rental units; 10 will be affordable for-sale units; and 17 will be market-rate for-sale units. Affordable rental units will be available to households at up to 90%, 80%, 60%, 50%, and 30% of area median income (AMI). Affordable for-sale units will be available to households at up to 80% AMI. For all these affordable units, rent shall be no more than 30% of gross income. As noted above, we estimate that 100% of affordable households and 70% of market-rate households will be occupied by new households.

New residents would make purchases in Tompkins County, thereby adding new dollars to its economy. For this analysis, we researched spending patterns by household income to differentiate the spending by the different levels of affordable-rate residents versus market-rate tenants.

Tompkins County median family income in 2016 was \$76,278.¹² The Applicant states that eight units will be considered affordable housing units for families making 90% AMI or less; 10 units for those at 80% AMI; 15 units for those 60% AMI; 15 units for those at 50% AMI; and eight units for those at 30% AMI, in addition to 17 market rate housing units.

The Bureau of Labor Statistics 2016 Consumer Expenditure Survey estimates discretionary spending for each income bracket. We use this survey to estimate spending in the county for each construction phase and number of units built by AMI percentage. The table below indicates the income that can be estimated for each AMI percentage, and shows which income bracket is used.¹³

Table 27: Annual Discretionary Spending by AMI

Annual Discretionary Spending by AMI			
AMI Percentage	AMI Amount	Income Bracket	Annual Discretionary Spending
100% AMI (Market Rate)	\$ 76,278	\$70,000 to \$99,999	\$ 35,393
90% AMI	\$ 68,650	\$70,000 to \$99,999	\$ 35,393
80% AMI	\$ 61,022	\$50,000 to \$69,999	\$ 28,762
60% AMI	\$ 45,767	\$40,000 to \$49,999	\$ 24,530
50% AMI	\$ 38,139	\$30,000 to \$39,999	\$ 22,630
30% AMI	\$ 22,883	\$15,000 to \$29,999	\$ 17,496

Source: HUD

We used the following spending baskets amounts to calculate the direct, indirect, and total impact of the Project on the County. To do this, we attributed the various spending categories to the NAICS codes found in the table below.

¹² Source: U.S. Census Bureau, 2012-2016 American Community Survey 5-Year Estimates Median Family Income. Median Family Income is defined by the US Census as the sum of the income of all family members 15 years and older living in the household. Families are groups of two or more people (one of whom is the householder) related by birth, marriage, or adoption and residing together; all such people (including related subfamily members) are considered as members of one family.

¹³ HUD

Table 28: Spending Basket Breakdown by NAICS Code

Spending Basket Breakdown by NAICS Code		
NAICS Code	Industry	Spending Basket Category
445110	Supermarkets and Other Grocery (except Convenience) Stores	Food
722511	Full-Service Restaurants	Food
442299	All Other Home Furnishings Stores	Household furnishings and equipment
448140	Family Clothing Stores	Apparel and services
441110	New Car Dealers	Transportation
447110	Gasoline Stations with Convenience Stores	Transportation
811111	General Automotive Repair	Transportation
524114	Direct Health and Medical Insurance Carriers	Health care
622110	General Medical and Surgical Hospitals (Private)	Health care
512131	Motion Picture Theaters	Entertainment
452319	All Other General Merchandise Stores	Entertainment, Personal care products and services, Miscellaneous
	All Other General Merchandise Stores	Personal care products and services
	All Other General Merchandise Stores	Miscellaneous
611310	Colleges, Universities, and Professional Schools	Education

For the following spending baskets, we assumed 70% of total expenditures would occur within Tompkins County and, therefore, have an impact on the county economy. The third column in the spending baskets shows the total amount spent in the county.

Annual Economic Impacts Post Completion

The annual spending by the 68 net new households, by unit type and percentage of AMI are detailed below.

Table 29: Tenant Spending Basket - Phase 1-4

Tenant Spending Basket - Phase 1-4 (2019-2023)			
Market-Rate Units (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (12 net new units)
Food	\$ 8,436	\$ 5,905	\$ 70,862
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 17,128
Apparel and services	\$ 2,010	\$ 1,407	\$ 16,884
Transportation	\$ 11,120	\$ 7,784	\$ 93,408
Health care	\$ 5,469	\$ 3,828	\$ 45,940
Entertainment	\$ 3,451	\$ 2,416	\$ 28,988
Personal care products and services	\$ 789	\$ 552	\$ 6,628
Education	\$ 1,012	\$ 708	\$ 8,501
Miscellaneous	\$ 1,067	\$ 747	\$ 8,963
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 297,301
Affordable Units for Tenants Earning 90% AMI (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 8,436	\$ 5,905	\$ 47,242
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 11,418
Apparel and services	\$ 2,010	\$ 1,407	\$ 11,256
Transportation	\$ 11,120	\$ 7,784	\$ 62,272
Health care	\$ 5,469	\$ 3,828	\$ 30,626
Entertainment	\$ 3,451	\$ 2,416	\$ 19,326
Personal care products and services	\$ 789	\$ 552	\$ 4,418
Education	\$ 1,012	\$ 708	\$ 5,667
Miscellaneous	\$ 1,067	\$ 747	\$ 5,975
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 198,201
Affordable Units for Tenants Earning 80% AMI (\$50,000 to \$69,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (10 net new units)
Food	\$ 6,739	\$ 4,717	\$ 47,173
Household furnishings and equipment	\$ 1,628	\$ 1,140	\$ 11,396
Apparel and services	\$ 1,622	\$ 1,135	\$ 11,354
Transportation	\$ 9,173	\$ 6,421	\$ 64,211
Health care	\$ 4,498	\$ 3,149	\$ 31,486
Entertainment	\$ 2,756	\$ 1,929	\$ 19,292
Personal care products and services	\$ 613	\$ 429	\$ 4,291
Education	\$ 739	\$ 517	\$ 5,173
Miscellaneous	\$ 994	\$ 696	\$ 6,958
Annual Discretionary Spending	\$ 28,762	\$ 20,133	\$ 201,334

Table 30: Tenant Spending Basket Phase 1-4 Continued

Tenant Spending Basket - Phase 1-4 (2019-2023)			
Affordable Units for Tenants Earning 60% AMI (\$40,000 to \$49,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 6,028	\$ 4,220	\$ 63,294
Household furnishings and equipment	\$ 1,402	\$ 981	\$ 14,721
Apparel and services	\$ 1,414	\$ 990	\$ 14,847
Transportation	\$ 7,744	\$ 5,421	\$ 81,312
Health care	\$ 3,931	\$ 2,752	\$ 41,276
Entertainment	\$ 1,978	\$ 1,385	\$ 20,769
Personal care products and services	\$ 533	\$ 373	\$ 5,597
Education	\$ 484	\$ 339	\$ 5,082
Miscellaneous	\$ 1,016	\$ 711	\$ 10,668
Annual Discretionary Spending	\$ 24,530	\$ 17,171	\$ 257,565
Affordable Units for Tenants Earning 50% AMI (\$30,000 to \$39,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 5,221	\$ 3,655	\$ 54,821
Household furnishings and equipment	\$ 1,258	\$ 881	\$ 13,209
Apparel and services	\$ 1,313	\$ 919	\$ 13,787
Transportation	\$ 6,850	\$ 4,795	\$ 71,925
Health care	\$ 4,128	\$ 2,890	\$ 43,344
Entertainment	\$ 1,989	\$ 1,392	\$ 20,885
Personal care products and services	\$ 554	\$ 388	\$ 5,817
Education	\$ 519	\$ 363	\$ 5,450
Miscellaneous	\$ 798	\$ 559	\$ 8,379
Annual Discretionary Spending	\$ 22,630	\$ 15,841	\$ 237,615
Affordable Units for Tenants Earning 30% AMI (\$15,000 to \$29,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 4,437	\$ 3,106	\$ 24,847
Household furnishings and equipment	\$ 889	\$ 622	\$ 4,978
Apparel and services	\$ 968	\$ 678	\$ 5,421
Transportation	\$ 4,949	\$ 3,464	\$ 27,714
Health care	\$ 3,049	\$ 2,134	\$ 17,074
Entertainment	\$ 1,526	\$ 1,068	\$ 8,546
Personal care products and services	\$ 407	\$ 285	\$ 2,279
Education	\$ 789	\$ 552	\$ 4,418
Miscellaneous	\$ 482	\$ 337	\$ 2,699
Annual Discretionary Spending	\$ 17,496	\$ 12,247	\$ 97,978
Total Net New County Spending			\$ 1,289,994

Source: 2016 Consumer Expenditure Survey, Bureau of Labor Statistics

As shown in the table above, spending in the county for households completed in Phase 1 through 4 (total buildout including 68 net new households) would total \$1.3 million annually. The table below indicates the indirect and total impact for all phases, using EMSI modeling. Spending from new resident households will result in a total of 20 net new jobs, about \$700,000 in annual earnings, and about \$1.8 million in annual sales in Tompkins County.

Table 31: Economic Impact of Household Spending Phase 1-4

Economic Impact - Household Spending - Phase 1-4 (2019-2023)			
	Direct	Indirect	Total
Jobs	16	4	20
Earnings	\$ 486,705	\$ 189,815	\$ 676,520
Sales	\$ 1,289,994	\$ 480,382	\$ 1,770,375

Source: EMSI, Camoin Associates

Impacts of On-Site Employment

The Applicant estimates adding two half-time positions to support this development upon completion, for a total of one FTE position. The table below details the impact the one new job will have on Tompkins County in terms of direct, indirect and total impacts on employment and wages.

Table 32: Annual Economic Impact of Operations and Maintenance On-Site

Annual Economic Impact - Operations and Maintenance			
	Direct	Indirect	Total
Jobs	1	1	2
Earnings	\$ 34,704	\$ 26,028	\$60,732
Sales	\$ 160,141	\$ 69,641	\$ 229,782

Source: EMSI, Camoin Associates

As shown in the table above, we anticipate that one new job and \$34,700 in new earnings would occur at the Site itself. Considering the additional indirect and induced economic impacts on Tompkins County from the one direct job, total employment created by the project is estimated at two jobs and about \$60,700 in annual earnings. Nearly \$230,000 in total sales would be generated because of the Project.

Total Economic Impact

The total economic impact of Project operations is summarized in the table below. Together, the annual net new impact of on-site employment and resident spending on the county will be 22 jobs, \$740,000 in earnings, and \$2 million in sales.

Table 33: Total Economic Impact of Household Spending and Operations and Maintenance

Economic Impact - Total Household Spending			
	Direct	Indirect	Total
Jobs	16	4	20
Earnings	\$ 486,705	\$ 189,815	\$ 676,520
Sales	\$ 1,289,994	\$ 480,382	\$ 1,770,375
Economic Impact - Operation and Maintenance			
	Direct	Indirect	Total
Jobs	1	1	2
Earnings	\$ 34,704	\$ 26,028	\$60,732
Sales	\$ 160,141	\$ 69,641	\$ 229,782
Economic Impact - Combined Annual Impact			
	Direct	Indirect	Total
Jobs	17	5	22
Earnings	\$ 521,409	\$ 215,843	\$ 737,252
Sales	\$ 1,450,134	\$ 550,023	\$ 2,000,157

Source: EMSI, Camoin Associates

Attachment A: What is Fiscal Impact Analysis?

Fiscal impact analysis is a tool that compares, for a given project or policy change, changes in governmental costs against changes in governmental revenues. For example, a major residential development project in Town A will mean new residents that require new services and facilities such as fire and police protection, libraries, schools, parks, and others. At the same time, Town A will receive new revenues from the project in the form of property tax revenues, local sales tax revenue, and other taxes and fees. A fiscal impact analysis compares the total expected costs to the total expected revenues to determine the net fiscal impact of the proposed development on Town A.

Typical revenues and costs in a fiscal impact analysis include (but are not limited to) the following:

- Property tax
- Sales tax
- Income tax
- Other local taxes
- Water and sewer fees
- One-time construction-related fees
- Impact fees
- Miscellaneous fees
- Increased staffing costs
- Water and sewer and other infrastructure costs
- Road maintenance costs
- Public school costs
- Police and fire protection costs
- New parks and recreation facilities
- Miscellaneous costs

There are several standard methodologies that can be employed in a fiscal impact analysis. The two general approaches to fiscal impact analysis are *average* costing and *marginal* costing:

- **Average Costing:** This method establishes an existing average cost per unit of service. So, for example, to understand new road maintenance costs in Town A, this methodology would calculate the average cost per road-mile in the town currently. This average cost would then be multiplied by the number of new road miles added to the Town because of the development.

Similar to the average costing approach is the “Proportional Evaluation Method” that uses the proportion of local property the development comprises (typically measured by assessed value.) For example, if the development in Town A increases the town’s total assessed value by 1%, then under this method it is assumed that the town’s costs and revenues will increase by 1%. This 1% factor is only applied to those costs and revenues likely to be affected by the Project.

- **Marginal Costing (Case Study):** The marginal approach addresses the Town’s *capacity* to deliver services. For example, If Town A does not have the equipment or manpower to maintain the new roads, then additional costs will be incurred to purchase new equipment and hire additional staff. Conversely, a school district may have excess space due to historically declining enrollments, obviating the need to build new schools for an influx of new residents.

This approach involves case studies and interviews with local officials and experts. It takes a more detailed look at the deficient (or excess) capacity to deliver services by getting more precise estimates of how different government bodies will be affected by a given development.

Attachment B: What is Economic Impact Analysis?

The purpose of conducting an economic impact study is to ascertain the total cumulative changes in employment, earnings and output in a given economy due to some initial “change in final demand”. To understand the meaning of “change in final demand”, consider the installation of a new widget manufacturer in Anytown, USA. The widget manufacturer sells \$1 million worth of its widgets per year exclusively to consumers in Canada. Therefore, the annual change in final demand in the United States is \$1 million because dollars are flowing in from outside the United States and are therefore “new” dollars in the economy.

This change in final demand translates into the first round of buying and selling that occurs in an economy. For example, the widget manufacturer must buy its inputs of production (electricity, steel, etc.), must lease or purchase property and pay its workers. This first round is commonly referred to as the “Direct Effects” of the change in final demand and is the basis of additional rounds of buying and selling described below.

To continue this example, the widget manufacturer’s vendors (the supplier of electricity and the supplier of steel) will enjoy additional output (i.e. sales) that will sustain their businesses and cause them to make additional purchases in the economy. The steel producer will need more pig iron and the electric company will purchase additional power from generation entities. In this second round, some of those additional purchases will be made in the US economy and some will “leak out”. What remains will cause a third round (with leakage) and a fourth (and so on) in ever-diminishing rounds of industry-to-industry purchases. Finally, the widget manufacturer has employees who will naturally spend their wages. Again, those wages spent will either be for local goods and services or will “leak” out of the economy. The purchases of local goods and services will then stimulate other local economic activity. Together, these effects are referred to as the “Indirect Effects” of the change in final demand.

Therefore, the total economic impact resulting from the new widget manufacturer is the initial \$1 million of new money (i.e. Direct Effects) flowing in the US economy, plus the Indirect Effects. The ratio of Total Effects to Direct Effects is called the “multiplier effect” and is often reported as a dollar-of-impact per dollar-of-change. Therefore, a multiplier of 2.4 means that for every dollar (\$1) of change in final demand, an additional \$1.40 of indirect economic activity occurs for a total of \$2.40.

Key information for the reader to retain is that this type of analysis requires rigorous and careful consideration of the geography selected (i.e. how the “local economy” is defined) and the implications of the geography on the computation of the change in final demand. If this analysis wanted to consider the impact of the widget manufacturer on the entire North American continent, it would have to conclude that the change in final demand is zero and therefore the economic impact is zero. This is because the \$1 million of widgets being purchased by Canadians is not causing total North American demand to increase by \$1 million. Presumably, those Canadian purchasers will have \$1 million less to spend on other items and the effects of additional widget production will be cancelled out by a commensurate reduction in the purchases of other goods and services.

Changes in final demand, and therefore Direct Effects, can occur in a number of circumstances. The above example is easiest to understand: the effect of a manufacturer producing locally but selling globally. If, however, 100% of domestic demand for a good is being met by foreign suppliers (say, DVD players being imported into the US from Korea and Japan), locating a manufacturer of DVD players in the US will cause a change in final demand because all of those dollars currently leaving the US economy will instead remain. A situation can be envisioned whereby a producer is serving both local and foreign demand, and an impact analysis would have to be careful in calculating how many “new” dollars the producer would be causing to occur domestically.

Attachment C: Data Sources

Proprietary Data Sources

Economic Modeling Specialists International (EMSI)

To analyze the industrial makeup of a study area, industry data organized by the North American Industrial Classification System (NAICS) is assessed. Camoin Associates subscribes to Economic Modeling Specialists Intl. (EMSI), a proprietary data provider that aggregates economic data from approximately 90 sources. EMSI industry data, in our experience, is more complete than most or perhaps all local data sources (for more information on EMSI, please see www.economicmodeling.com). This is because local data sources typically miss significant employment counts by industry because data on sole proprietorships and contractual employment (i.e. 1099 contractor positions) is not included and because certain employment counts are suppressed from BLS/BEA figures for confidentiality reasons when too few establishments exist within a single NAICS code.

Esri Business Analyst Online (BAO)

ESRI is the leading provider of location-driven market insights. It combines demographic, lifestyle, and spending data with map-based analytics to provide market intelligence for strategic decision-making. ESRI uses proprietary statistical models and data from the U.S. Census Bureau, the U.S. Postal Service, and various other sources to present current conditions and project future trends. Esri data are used by developers to maximize their portfolio, retailers to understand growth opportunities, and by economic developers to attract business that fit their community. For more information, visit www.esri.com.

Public Data Sources

American Community Survey (ACS), U.S. Census

The American Community Survey (ACS) is an ongoing statistical survey by the U.S. Census Bureau that gathers demographic and socioeconomic information on age, sex, race, family and relationships, income and benefits, health insurance, education, veteran status, disabilities, commute patterns, and other topics. The survey is mandatory to fill out, but the survey is only sent to a small sample of the population on a rotating basis. The survey is crucial to major planning decisions, like vital services and infrastructure investments, made by municipalities and cities. The questions on the ACS are different than those asked on the decennial census and provide ongoing demographic updates of the nation down to the block group level. For more information on the ACS, visit <http://www.census.gov/programs-surveys/acs/>

Attachment D: Village Budget

General Village Adopted Budget 2017-2018						
Revenues	Description	2017-18	Factor	Fixed	Population	Special
	APPROPRIATED FUND BALANCE	\$ 45,050	Fixed	\$ 45,050		
A1001	REAL PROPERTY TAXES	\$ 901,618	Special			\$ 901,618
A1081	OTHER PMTS IN LEIU OF TAXES	\$ -	Fixed	\$ -		
A1090	INTEREST & PENALTIES ON REAL PROP TAXES	\$ 3,000	Fixed	\$ 3,000		
A1120	NONPROPERTY TAX DISTRIBUTION BY COUNTY	\$ 365,000	Pop		\$ 365,000	
A1130	UTILITIES GROSS RECEIPTS TAX	\$ 35,000	Pop		\$ 35,000	
A1255	CLERK FEES	\$ 750	Pop		\$ 750	
A1520	POLICE FEES	\$ 1,200	Pop		\$ 1,200	
A1540	FIRE INSPECTION FEE	\$ 1,200	Pop		\$ 1,200	
A1589	POLICE - CONTRACTS	\$ 15,000	Pop		\$ 15,000	
A1640	EMS BILLING RECEIPTS (NET)	\$ 60,000	Special			\$ 60,000
A2085	SUMMER RECREATION - FIELD TRIPS	\$ 5,000	Pop		\$ 5,000	
A2086	SUMMER CAMP FEES	\$ 4,600	Pop		\$ 4,600	
A2087	BASEBALL FEES	\$ 5,500	Pop		\$ 5,500	
A2088	YOUTH COMMISSION	\$ 11,000	Pop		\$ 11,000	
A2089	SUMMER RECREATION FEES	\$ 65,000	Pop		\$ 65,000	
A2090	UNITED WAY - SUMMER REC	\$ 3,500	Pop		\$ 3,500	
A2110	ZONING FEES	\$ 2,000	Pop		\$ 2,000	
A2111	OPERATING PERMIT	\$ 200	Pop		\$ 200	
A2115	PLANNING BOARD FEES	\$ 200	Pop		\$ 200	
A2260	STOP DWI	\$ 3,500	Pop		\$ 3,500	
A2262	FIRE PROTECTION SERVICES - OTHER GOV'TS	\$ 272,067	Fixed	\$ 272,067		
A2263	EMS PROTECTION SERVICES - OTHER GOV'TS	\$ 588,189	Fixed	\$ 588,189		
A2401	INTEREST & EARNINGS	\$ 600	Pop		\$ 600	
A2402	INTEREST ON RESERVE ACCOUNTS	\$ 1,000	Pop		\$ 1,000	
A2414	RENTAL - WIRELESS SERVICE	\$ 27,000	Fixed	\$ 27,000		
A2555	BUILDING PERMITS	\$ 6,000	Pop		\$ 6,000	
A2660	SALE OF REAL PROPERTY	\$ -	Pop		\$ -	
A2665	SALES OF EQUIPMENT	\$ -	Pop		\$ -	
A2680	INSURANCE RECOVERIES	\$ -	Pop		\$ -	
A2701	REFUNDS OF PRIOR YEAR EXPENSE	\$ -	Pop		\$ -	
A2705	GIFTS & DONATIONS	\$ -	Pop		\$ -	
A2769	REIMBURSEMENTS	\$ -	Pop		\$ -	
A2770	MISCELLANEOUS INCOME	\$ -	Pop		\$ -	
A2772	MISC. GRANT	\$ -	Pop		\$ -	
A2774	MULCH, DIAL - A TRUCK	\$ 1,000	Pop		\$ 1,000	
A2681	DISABILITY REIMBURSEMENT	\$ -	Pop		\$ -	
A3001	STATE REVENUE SHARING (PER CAPITA)	\$ 15,000	Pop		\$ 15,000	
A3005	MORTGAGE TAX	\$ 12,000	Pop		\$ 12,000	
A3501	CONSOLIDATED HIGHWAY AID	\$ 47,660	Fixed	\$ 47,660		
A3989	FARMER'S MARKET VENDOR FEE	\$ 5,000	Pop		\$ 5,000	
A3990	FARMER'S MARKET MUSIC SPONSORSHIP	\$ 2,400	Pop		\$ 2,400	
A5031	INTRAFUND TRANSFER	\$ 19,500	Fixed	\$ 19,500		
Total General Revenues		\$ 2,525,734		\$ 1,002,466	\$ 561,650	\$ 961,618

General Village Budget 2017-2018

Expenses	Description	2017-18 Adopted Budget	Factor	Fixed	Population	Special
A1010.1	VILLAGE BOARD - PERSONAL SERVICES	\$ 15,000	Pop		\$ 15,000	
A1010.11	VILLAGE BOARD - DEPUTY MAYOR PERSONAL SERVICES	\$ 7,500	Pop		\$ 7,500	
A1010.4	VILLAGE BOARD - CONTRACTUAL	\$ 900	Pop		\$ 900	
A1210.1	MAYOR - PERSONAL SERVICES	\$ 10,000	Pop		\$ 10,000	
A1210.4	MAYOR - CONTRACTUAL	\$ 500	Pop		\$ 500	
A1320.4	AUDITOR - CONTRACTUAL	\$ 9,000	Pop		\$ 9,000	
A1325.1	TREASURER - PERSONAL SERVICE	\$ 20,500	Pop		\$ 20,500	
A1325.11	CLERK/TREASURER - PT CLERK SERVICE	\$ 4,635	Pop		\$ 4,635	
A1325.2	CLERK/TREASURER - EQUIPMENT	\$ 600	Pop		\$ 600	
A1325.4	CLERK/TREASURER - CONTRACTUAL	\$ 250	Pop		\$ 250	
A1325.41	CLERK/TREASURER - TRAINING	\$ 4,500	Pop		\$ 4,500	
A1410.1	CLERK - PERSONAL SERVICES	\$ 9,785	Pop		\$ 9,785	
A1420.4	LAW - CONTRACTUAL	\$ 5,000	Pop		\$ 5,000	
A1450.4	ELECTIONS - CONTRACTUAL	\$ 600	Pop		\$ 600	
A1620.1	BUILDING - PERSONNEL	\$ 3,120	Pop		\$ 3,120	
A1620.4	BUILDINGS - OFFICE BLDG - CONTRACTUAL	\$ 19,000	Pop		\$ 19,000	
A1620.41	BUILDINGS - MAINTENANCE & REPAIRS CONTRACTUAL	\$ 2,500	Pop		\$ 2,500	
A1620.42	GAS & ELECTRIC	\$ 4,000	Pop		\$ 4,000	
A1620.43	BUILDINGS - INSURANCE	\$ 10,000	Pop		\$ 10,000	
A1620.44	BUILDINGS - I. T. CONTRACTUAL	\$ 2,500	Pop		\$ 2,500	
A1620.45	WORKERS COMP. INSURANCE	\$ 3,500	Pop		\$ 3,500	
A1620.46	REIMBUREABLE EXPENSES	\$ -	Pop		\$ -	
A1620.47	TELEPHONE	\$ 1,000	Pop		\$ 1,000	
A1620.48	WEB DESIGN	\$ 600	Pop		\$ 600	
A1640.2	CENTRAL GARAGE - EQUIPMENT	\$ 2,000	Pop		\$ 2,000	
A1640.21	CENTRAL GARAGE - BLDG REPAIRS	\$ 1,500	Pop		\$ 1,500	
A1640.4	CENTRAL GARAGE - DPW - CONTRACTUAL	\$ 20,000	Pop		\$ 20,000	
A1640.41	GAS & ELECTRIC	\$ 1,900	Pop		\$ 1,900	
A1640.412	TRAINING	\$ 200	Pop		\$ 200	
A1640.42	FUEL	\$ 5,000	Pop		\$ 5,000	
A1640.43	LIABILITY & BUILDING INSURANCE	\$ 8,000	Pop		\$ 8,000	
A1640.45	DPW - WORKERS COMP. INSURANCE	\$ 20,500	Pop		\$ 20,500	
A1640.46	TELEPHONE	\$ 800	Pop		\$ 800	
A1640.48	BACKHOE LEASE	\$ 6,000	Pop		\$ 6,000	
A1920.4	MUNICIPAL ASSOCIATION DUES	\$ 2,100	Pop		\$ 2,100	
A1990.4	CONTINGENT ACCOUNT	\$ -	Pop		\$ -	
A3120.1	POLICE - PERSONAL SERVICES	\$ 250,000	Pop		\$ 250,000	
A3120.2	POLICE - EQUIPMENT	\$ 5,500	Pop		\$ 5,500	
A3120.4	POLICE - CONTRACTUAL	\$ 25,000	Pop		\$ 25,000	
A3120.42	POLICE - FUEL	\$ 5,000	Pop		\$ 5,000	
A3120.421	POLICE - VEHICLE MAINT.	\$ 3,500	Pop		\$ 3,500	
A3120.43	POLICE - INSURANCE	\$ 10,000	Pop		\$ 10,000	
A3120.45	POLICE - WORKERS COMP. INSURANCE	\$ 4,300	Pop		\$ 4,300	
A3120.46	POLICE - TELEPHONE	\$ 5,500	Pop		\$ 5,500	
A3120.47	POLICE - SMALL EQUIPMENT	\$ 1,000	Pop		\$ 1,000	
A3120.48	POLICE - UNIFORMS/VESTS	\$ 4,000	Pop		\$ 4,000	
A3310.4	TRAFFIC CONTROL - CONTRACTUAL	\$ 1,000	Fixed	\$ 1,000		
A3410.1	FIRE DEPARTMENT - PERSONNEL FIRE SUP'T	\$ 9,230	Special			\$ 9,230
A3410.2	FIRE DEPARTMENT - EQUIPMENT	\$ 10,000	Special			\$ 10,000



A3410.22	FIRE DEPARTMENT - CONTINGENCY	\$ 5,000	Special	\$ 5,000
A3410.4	FIRE DEPARTMENT - CONTRACTUAL	\$ 11,000	Special	\$ 11,000
A3410.41	FIRE DEPARTMENT - GAS & ELECTRIC	\$ 5,000	Special	\$ 5,000
A3410.412	FIRE DEPARTMENT - FIRE TRAINING	\$ 2,000	Special	\$ 2,000
A3410.413	FIRE DEPARTMENT - TURN OUT GEAT	\$ 10,000	Special	\$ 10,000
A3410.414	FIRE DEPARTMENT - PREVENTION	\$ 2,000	Special	\$ 2,000
A3410.415	FIRE DEPT - RENOVATIONS	\$ 8,000	Special	\$ 8,000
A3410.416	FIRE DEPARTMENT - STATION MAINTENANCE	\$ 2,000	Special	\$ 2,000
A3410.417	FIRE DEPARTMENT - SMALL EQUIPMENT	\$ 7,000	Special	\$ 7,000
A3410.418	FIRE DEPARTMENT - PHYSICALS	\$ 3,000	Special	\$ 3,000
A3410.42	FIRE DEPARTMENT - VEHICLE REPAIR	\$ 13,000	Special	\$ 13,000
A3410.43	FIRE DEPARTMENT - INSURANCE	\$ 15,000	Special	\$ 15,000
A3410.431	FIRE DEPARTMENT - WORKERS COMP INS	\$ 50,000	Special	\$ 50,000
A3410.432	FIRE DEPARTMENT - DISABLITY INS	\$ 38	Special	\$ 38
A3410.44	FIRE DEPARTMENT - OFFICE SUPPLIES	\$ 2,500	Special	\$ 2,500
A3410.45	FIRE DEPARTMENT - FUEL	\$ 5,000	Special	\$ 5,000
A3410.46	FIRE DEPARTMENT - TELEPHONES	\$ 3,000	Special	\$ 3,000
A3410.47	FIRE DEPARTMENT - HOSE, LADDER, PUMP	\$ 13,000	Special	\$ 13,000
A3410.48	FIRE DEPARTMENT - PAGER, RADIO, GEAR REP	\$ 2,000	Special	\$ 2,000
A3410.49	FIRE DEPARTMENT - LEGAL	\$ 1,000	Special	\$ 1,000
A3520.4	DEER MANAGEMENT PROGRAM	\$ 2,000	Pop	\$ 2,000
A3620.1	SAFETY INSPECTION - PERS SERVICES - CODE & FIRE INSPECTION	\$ 26,000	Pop	\$ 26,000
A3620.2	SAFETY INSPECTION - EQUIPMENT	\$ 600	Pop	\$ 600
A3620.4	SAFETY INSPECTION - CONTRACTUAL - CODE	\$ 500	Pop	\$ 500
A3620.41	SAFETY INSPECTION - TRAINING	\$ 1,000	Pop	\$ 1,000
A3620.45	SAFETY INSPECTION - LEGAL	\$ 15,000	Pop	\$ 15,000
A4540.1	AMBULANCE - PERSONAL SERVICES	\$ 443,711	Special	\$ 443,711
A4540.4	AMBULANCE - CONTRACTUAL	\$ 3,500	Special	\$ 3,500
A4540.41	AMBULANCE - GAS & ELECTRIC	\$ 4,000	Special	\$ 4,000
A4540.412	AMBULANCE - TRAINING	\$ 9,000	Special	\$ 9,000
A4540.413	AMBULANCE - COMM. OUTREACH	\$ 1,000	Special	\$ 1,000
A4540.415	AMBULANCE - RENOVATION	\$ 8,000	Special	\$ 8,000
A4540.416	AMBULANCE - STATION MAINT.	\$ 2,000	Special	\$ 2,000
A4540.417	AMBULANCE - SMALL EQUIPMENT	\$ 7,500	Special	\$ 7,500
A4540.418	AMBULANCE - PHYSICALS/IMMUNIZATION	\$ 500	Special	\$ 500
A4540.419	AMBULANCE - CLOTHING	\$ 7,500	Special	\$ 7,500
A4540.42	AMBULANCE - VEHICLE MAINT.	\$ 5,000	Special	\$ 5,000
A4540.421	AMBULANCE - FUEL	\$ 5,000	Special	\$ 5,000
A4540.43	AMBULANCE - VEHICLE INS.	\$ 3,000	Special	\$ 3,000
A4540.44	AMBULANCE - OFFICE SUPPLIES	\$ 2,500	Special	\$ 2,500
A4540.45	AMBULANCE - WORKERS COMP. INS.	\$ 27,000	Special	\$ 27,000
A4540.451	AMBULANCE - DISABILITY INSURANCE	\$ 950	Special	\$ 950
A4540.46	AMBULANCE - TELEPHONE	\$ 2,300	Special	\$ 2,300
A4540.47	AMBULANCE - EMS SUPPLIES	\$ 17,500	Special	\$ 17,500
A4540.48	AMBULANCE - PAGER,RADIO,GEAR REPAIR	\$ 1,250	Special	\$ 1,250
A4540.49	AMBULANCE - LEGAL	\$ 10,000	Special	\$ 10,000



A5010.1	STREET ADMINISTRATION - PERSONAL SERVICE	\$ 28,737	Special		\$ 28,737
A5110.1	STREET MAINTENANCE - PERSONAL SERVICES	\$ 66,044	Special		\$ 66,044
A5110.2	STREET MAINTENANCE - EQUIPMENT	\$ 100	Special		\$ 100
A5110.4	STREET MAINTENANCE - CONTRACTUAL	\$ 50,000	Special		\$ 50,000
A5110.41	STREET MAINTENANCE - CHIPS	\$ 47,660	Special		\$ 47,660
A5110.42	STREET MAINTENANCE - REIMBURSEMENT	\$ -	Special		\$ -
A5120.4	BRIDGES - CONTRACTUAL	\$ -	Special		\$ -
A5142.1	SNOW REMOVAL - PERSONAL SERVICES	\$ 8,250	Special		\$ 8,250
A5142.2	SNOW REMOVAL - EQUIPMENT	\$ 20,000	Special		\$ 20,000
A5142.4	SNOW REMOVAL - CONTRACTUAL	\$ 6,500	Special		\$ 6,500
A5182.4	STREET LIGHTING - CONTRACTUAL	\$ 25,000	Fixed	\$ 25,000	
A5410.4	SIDEWALK - CONTRACTUAL	\$ 3,000	Fixed	\$ 3,000	
A5650.4	OFF STREET PARKING - CONTRACTUAL	\$ 10,000	Pop	\$ 10,000	
A6410.4	PUBLICITY - CONTRACTUAL	\$ 500	Pop	\$ 500	
A7310.1	YOUTH PROGRAM - PERSONAL SERVICES	\$ 62,300	Pop	\$ 62,300	
A7310.11	SUMMER CAMPS - PERSONAL SERVICE	\$ 2,200	Pop	\$ 2,200	
A7310.12	BASEBALL - PERSONAL SERVICE	\$ 2,000	Pop	\$ 2,000	
A7310.4	YOUTH PROGRAM - CONTRACTUAL	\$ 8,700	Pop	\$ 8,700	
A7310.41	SUMMER CAMPS - CONTRACTUAL	\$ 1,500	Pop	\$ 1,500	
A7310.42	BASEBALL - CONTRACTUAL	\$ 2,000	Pop	\$ 2,000	
A7310.45	YOUTH PROGRAMS - WORKMENS COMP	\$ 900	Pop	\$ 900	
A7310.46	SUMMER REC - FIELD TRIPS	\$ 5,000	Pop	\$ 5,000	
A7311.4	YOUTH COMMISSION - CONTRACTUAL	\$ 27,465	Pop	\$ 27,465	
A7410.4	LIBRARY - CONTRACTUAL	\$ 5,000	Pop	\$ 5,000	
A7450.4	MUSEUM - CONTRACTUAL	\$ 500	Pop	\$ 500	
	VILLAGE HISTORIAN	\$ 1,500	Pop	\$ 1,500	
A7510.4	VILLAGE HISTORIAN - CONTRACTUAL	\$ 500	Pop	\$ 500	
A7552.4	GRANT - CONTRACTUAL	\$ -	Pop	\$ -	
A7989.4	FARMERS MARKET - CONTRACTUAL	\$ 5,000	Pop	\$ 5,000	
A7989.41	FARMERS MARKET - MUSIC SPONSORSHIP	\$ 2,450	Pop	\$ 2,450	
A7989.43	FARMERS MARKET - INSURANCE	\$ 500	Pop	\$ 500	
A7991.4	FOOD NET	\$ 1,000	Pop	\$ 1,000	
A8010.1	ZONING - PERSONAL SERVICES	\$ 6,695	Pop	\$ 6,695	
A8010.4	ZONING - CONTRACTUAL	\$ 600	Pop	\$ 600	
A8010.41	ZONING - PUBLISHING	\$ 500	Pop	\$ 500	
A8010.45	ZONING - LEGAL	\$ 10,000	Pop	\$ 10,000	
A8020.1	PLANNING - PERSONEL	\$ 6,695	Pop	\$ 6,695	
A8020.4	PLANNING - CONTRACTUAL	\$ 800	Pop	\$ 800	
A8020.45	PLANNING - LEGAL	\$ 10,000	Pop	\$ 10,000	
A8140.4	STORM DRAINAGE- CONTRACTUAL	\$ 35,000	Pop	\$ 35,000	
A8160.4	REFUSE & GARBAGE - CONTRACTUAL	\$ 12,500	Pop	\$ 12,500	
A8510.4	COMMUNITY BEAUTIFICATION - CONTRACTUAL	\$ -	Pop	\$ -	
A8989.4	LANDFILL - BRUSH MAINT.	\$ 7,200	Pop	\$ 7,200	
A9010.8	STATE RETIREMENT	\$ 19,802	Pop	\$ 19,802	
A9010.81	EMS STATE RETIREMENT	\$ 38,587	Special		\$ 38,587
A9010.82	POLICE RETIREMENT	\$ 11,000	Pop	\$ 11,000	
A9010.83	FIRE RETIREMENT	\$ 1,494	Special		\$ 1,494
A9030.8	FICA/MEDICARE	\$ 41,086	Pop	\$ 41,086	
A9030.81	EMS FICA/MEDICARE	\$ 33,944	Special		\$ 33,944
A9030.82	FIRE FICA/MEDICARE	\$ 723	Special		\$ 723
A9055.8	DISABILITY INSURANCE	\$ 2,432	Pop	\$ 2,432	
A9060.8	HOSPITAL & MEDICAL INSURANCE	\$ 54,500	Pop	\$ 54,500	
A9060.81	EMS HOSPITAL/MEDICAL	\$ 126,047	Special		\$ 126,047
A9060.82	FIRE HOSPITAL/MEDICAL	\$ 4,122	Special		\$ 4,122

A9060.83	HOSPITAL/MEDICAL - MOU - TOWN (CODE)	\$ 9,950	Fixed	\$ 9,950		
A9710.61	BONDS - PRINCIPAL	\$ 45,000	Fixed	\$ 45,000		
A9710.71	BONDS - INTEREST	\$ 3,172	Fixed	\$ 3,172		
A9785.61	LEASE PRINCIPAL - FIRE TRUCK (2)	\$ 48,679	Special		\$ 48,679	
A9785.62	LEASE PRINCIPAL - AMBULANCE MONITOR	\$ 8,331	Special		\$ 8,331	
A9785.71	LEASE INTEREST - FIRE TRUCK	\$ 9,900	Special		\$ 9,900	
A9901.4	INTRAFUND TRANSFER	\$ -	Fixed	\$ -		
A230	DPW EQUIPMENT RESERVE	\$ 55,000	Fixed	\$ 55,000		
A230A	DPW BLDG RESERVE	\$ 5,000	Fixed	\$ 5,000		
A231	FIRE EQUIPMENT RESERVE	\$ 125,000	Special		\$ 125,000	
A231A	TAX STABILIZATION RESERVE	\$ -	Fixed	\$ -		
A232	FIRE HOUSE REPAIR RESERVE	\$ 25,000	Special		\$ 25,000	
A233	POLICE VEHICLE RESERVE	\$ 7,500	Fixed	\$ 7,500		
A233A	POLICE EQUIPMENT RESERVE	\$ 2,000	Fixed	\$ 2,000		
A234	VILLAGE BLDG RESERVE	\$ -	Fixed	\$ -		
A234A	SIDEWALK RESERVE	\$ 10,000	Fixed	\$ 10,000		
A235	EMS EQUIPMENT	\$ 5,000	Special		\$ 5,000	
A236	FIRE RADIO COMM	\$ 2,500	Special		\$ 2,500	
A237	EMS VEHICLE	\$ 37,500	Special		\$ 37,500	
A238	EMS COMMUNICATION	\$ 300	Special		\$ 300	
A239	FIRE UTILITY VEHICLE RESERVE	\$ 5,000	Special		\$ 5,000	
Total General Expenses		\$ 2,525,734		\$ 166,622	\$ 919,715	\$ 1,439,397

Attachment E: School District Budget

School District Revenues		Factor	Fixed	PSAC	Special
Real Property Taxes	\$ 10,808,880	Fixed	\$ 10,808,880		
Int. & Penalty: Prop.Tax	\$ 19,500	Fixed	\$ 19,500		
Day School Tuit Individu	\$ 36,000	Fixed	\$ 36,000		
Continuing Ed Tuition(Ind	\$ 28,600	Fixed	\$ 28,600		
Oth Student Fee/Charges	\$ 500	Fixed	\$ 500		
Admissions	\$ 3,500	Fixed	\$ 3,500		
Other Charges-Services	\$ 2,000	Fixed	\$ 2,000		
Day School Tuit-Oth Dist. NYS	\$ 45,500	Fixed	\$ 45,500		
Youth Svcs: Other Govts.	\$ 4,700	Fixed	\$ 4,700		
Interest and Earnings	\$ 11,700	Fixed	\$ 11,700		
Rental of Real Property,	\$ 2,500	Fixed	\$ 2,500		
Rental of Buses	\$ 4,400	Fixed	\$ 4,400		
Reimburs of Medicar Part	\$ 34,000	Fixed	\$ 34,000		
Refund PY Exp - BOCES	\$ 504,799	Fixed	\$ 504,799		
Refund PY Exp - Other	\$ 1,000	Fixed	\$ 1,000		
Other Unclassified Rev.	\$ 10,000	Fixed	\$ 10,000		
Unclassified Rev. ERATE	\$ 3,300	Fixed	\$ 3,300		
Basic Formula Aid-Gen Aid	\$ 8,315,712	Fixed	\$ 8,315,712		
Basic Formula Aid-ExcCost	\$ 431,418	Fixed	\$ 431,418		
Basic Formula Aid-Transp.	\$ 868,778	Fixed	\$ 868,778		
Basic Formula Aid - Bldg.	\$ 1,723,749	Fixed	\$ 1,723,749		
BOCES Aid	\$ 1,508,047	PSAC		\$ 1,508,047	
Textbook Aid	\$ 61,279	PSAC		\$ 61,279	
Computer Software Aid	\$ 15,695	PSAC		\$ 15,695	
Computer Hardware Aid	\$ 16,175	PSAC		\$ 16,175	
Library A/V Loan Program	\$ 6,512	PSAC		\$ 6,512	
Medic.Reimb. - Fed Sh.	\$ 30,000	PSAC		\$ 30,000	
Interf.Transfers for Debt	\$ 25,000	Fixed	\$ 25,000		
Appropriated Fund Balance	\$ 245,000	Fixed	\$ 245,000		
Appropriated Reserves	\$ 40,500	Fixed	\$ 40,500		
Revenues	\$ 24,808,744		\$ 23,171,036	\$ 1,637,708	\$ -

School District Expenses		Factor	Fixed	PSAC	Special
Board of Education	\$ 59,375	Fixed	\$ 59,375		
District Clerk	\$ 6,630	Fixed	\$ 6,630		
District Mtg.	\$ 5,380	Fixed	\$ 5,380		
Chief School Administrator	\$ 216,757	Fixed	\$ 216,757		
Business Administration	\$ 252,152	Fixed	\$ 252,152		
Auditing	\$ 24,000	Fixed	\$ 24,000		
Tax Collector	\$ 24,450	Fixed	\$ 24,450		
Legal	\$ 47,000	Fixed	\$ 47,000		
Personnel	\$ 48,410	Fixed	\$ 48,410		
Public Info. & Services	\$ 28,500	Fixed	\$ 28,500		
Central Print & Mailing	\$ 65,444	Fixed	\$ 65,444		
Central Data Processing	\$ -	Fixed	\$ -		
Special Items	\$ 346,372	Fixed	\$ 346,372		
Fringe Benefits	\$ 192,469	Fixed	\$ 192,469		
Operation of Plant	\$ 1,057,789	Fixed	\$ 1,057,789		
Maintenance of Plant	\$ 543,304	Fixed	\$ 543,304		
Debt Services	\$ 1,576,250	Fixed	\$ 1,576,250		
Interfund Transfers	\$ 99,000	Fixed	\$ 99,000		
Capital Outlay	\$ 100,000	Fixed	\$ 100,000		
Fringe Benefits	\$ 346,749	Fixed	\$ 346,749		
Curriculum Development	\$ 7,100	Fixed	\$ 7,100		
Supervision Regular School	\$ 423,148	Fixed	\$ 423,148		
In-Service Training	\$ 148,849	Fixed	\$ 148,849		
Teaching Regular School	\$ 6,251,415	Fixed	\$ 6,251,415		
Students with Disabilities*	\$ 2,866,565	Special			\$ 2,866,565
Occupational Education	\$ 721,641	PSAC		\$ 721,641	
Teaching Special Schools	\$ 43,529	Fixed	\$ 43,529		
School Library	\$ 254,082	Fixed	\$ 254,082		
Computer Assisted Instruction	\$ 1,347,660	Fixed	\$ 1,347,660		
Attendance	\$ -	Fixed	\$ -		
Guidance	\$ 510,145	Fixed	\$ 510,145		
Health Services	\$ 190,112	PSAC		\$ 190,112	
Diagnostic Screening	\$ 5,000	Fixed	\$ 5,000		
Psychological Services	\$ 241,818	Fixed	\$ 241,818		
Social Work Services	\$ 2,624	Fixed	\$ 2,624		
Director of Instruction	\$ 29,819	Fixed	\$ 29,819		
Co-Curricular	\$ 183,435	Fixed	\$ 183,435		
Interscholastic Athletics	\$ 337,606	PSAC		\$ 337,606	
District Transportation	\$ 1,277,959	Fixed	\$ 1,277,959		
Garage Building	\$ 35,013	Fixed	\$ 35,013		
Civic- Adult Education	\$ 33,600	Fixed	\$ 33,600		
Fringe Benefits (Less Capital & Admin)	\$ 4,857,595	Fixed	\$ 4,857,595		
Total Expenses	\$ 24,808,744		\$ 20,692,822	\$ 1,249,359	\$ 2,866,565



Attachment F: Economic Impacts by Phase

Phase 1

Tenant Spending Basket - Phase 1 (2019-2021)			
Market-Rate Units (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (3 net new units)
Food	\$ 8,436	\$ 5,905	\$ 17,716
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 4,282
Apparel and services	\$ 2,010	\$ 1,407	\$ 4,221
Transportation	\$ 11,120	\$ 7,784	\$ 23,352
Health care	\$ 5,469	\$ 3,828	\$ 11,485
Entertainment	\$ 3,451	\$ 2,416	\$ 7,247
Personal care products and services	\$ 789	\$ 552	\$ 1,657
Education	\$ 1,012	\$ 708	\$ 2,125
Miscellaneous	\$ 1,067	\$ 747	\$ 2,241
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 74,325
Affordable Units for Tenants Earning 90% AMI (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 8,436	\$ 5,905	\$ 47,242
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 11,418
Apparel and services	\$ 2,010	\$ 1,407	\$ 11,256
Transportation	\$ 11,120	\$ 7,784	\$ 62,272
Health care	\$ 5,469	\$ 3,828	\$ 30,626
Entertainment	\$ 3,451	\$ 2,416	\$ 19,326
Personal care products and services	\$ 789	\$ 552	\$ 4,418
Education	\$ 1,012	\$ 708	\$ 5,667
Miscellaneous	\$ 1,067	\$ 747	\$ 5,975
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 198,201
Affordable Units for Tenants Earning 80% AMI (\$50,000 to \$69,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (6 net new units)
Food	\$ 6,739	\$ 4,717	\$ 28,304
Household furnishings and equipment	\$ 1,628	\$ 1,140	\$ 6,838
Apparel and services	\$ 1,622	\$ 1,135	\$ 6,812
Transportation	\$ 9,173	\$ 6,421	\$ 38,527
Health care	\$ 4,498	\$ 3,149	\$ 18,892
Entertainment	\$ 2,756	\$ 1,929	\$ 11,575
Personal care products and services	\$ 613	\$ 429	\$ 2,575
Education	\$ 739	\$ 517	\$ 3,104
Miscellaneous	\$ 994	\$ 696	\$ 4,175
Annual Discretionary Spending	\$ 28,762	\$ 20,133	\$ 120,800

Tenant Spending Basket - Phase 1 (2019-2021) Cont.			
Affordable Units for Tenants Earning 60% AMI (\$40,000 to \$49,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 6,028	\$ 4,220	\$ 63,294
Household furnishings and equipment	\$ 1,402	\$ 981	\$ 14,721
Apparel and services	\$ 1,414	\$ 990	\$ 14,847
Transportation	\$ 7,744	\$ 5,421	\$ 81,312
Health care	\$ 3,931	\$ 2,752	\$ 41,276
Entertainment	\$ 1,978	\$ 1,385	\$ 20,769
Personal care products and services	\$ 533	\$ 373	\$ 5,597
Education	\$ 484	\$ 339	\$ 5,082
Miscellaneous	\$ 1,016	\$ 711	\$ 10,668
Annual Discretionary Spending	\$ 24,530	\$ 17,171	\$ 257,565
Affordable Units for Tenants Earning 50% AMI (\$30,000 to \$39,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 5,221	\$ 3,655	\$ 54,821
Household furnishings and equipment	\$ 1,258	\$ 881	\$ 13,209
Apparel and services	\$ 1,313	\$ 919	\$ 13,787
Transportation	\$ 6,850	\$ 4,795	\$ 71,925
Health care	\$ 4,128	\$ 2,890	\$ 43,344
Entertainment	\$ 1,989	\$ 1,392	\$ 20,885
Personal care products and services	\$ 554	\$ 388	\$ 5,817
Education	\$ 519	\$ 363	\$ 5,450
Miscellaneous	\$ 798	\$ 559	\$ 8,379
Annual Discretionary Spending	\$ 22,630	\$ 15,841	\$ 237,615
Affordable Units for Tenants Earning 30% AMI (\$15,000 to \$29,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 4,437	\$ 3,106	\$ 24,847
Household furnishings and equipment	\$ 889	\$ 622	\$ 4,978
Apparel and services	\$ 968	\$ 678	\$ 5,421
Transportation	\$ 4,949	\$ 3,464	\$ 27,714
Health care	\$ 3,049	\$ 2,134	\$ 17,074
Entertainment	\$ 1,526	\$ 1,068	\$ 8,546
Personal care products and services	\$ 407	\$ 285	\$ 2,279
Education	\$ 789	\$ 552	\$ 4,418
Miscellaneous	\$ 482	\$ 337	\$ 2,699
Annual Discretionary Spending	\$ 17,496	\$ 12,247	\$ 97,978
Total Net New County Spending			\$ 986,484

Source: 2016 Consumer Expenditure Survey, Bureau of Labor Statistics

As shown in the table above, spending in the county by all new Phase 1 households would total almost \$1 million annually. This spending will increase in subsequent years as Phase 2, 3, and 4 are completed. The table below indicates the indirect and total impact of the Phase 1, using EMSI modeling. Spending from new resident households will result in a total of 16 net new jobs, over half a million in earnings, and roughly \$1.4 million in sales in Tompkins county for Phase 1.

Economic Impact - Household Spending - Phase 1 (2019-2021)			
	Direct	Indirect	Total
Jobs	13	3	16
Earnings	\$ 372,102	\$ 145,120	\$ 517,222
Sales	\$ 986,484	\$ 367,496	\$ 1,353,981

Source: EMSI, Camoin Associates

Phase 1-2

Tenant Spending Basket - Phase 1-2 (2019-2021)			
Market-Rate Units (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (6 net new units)
Food	\$ 8,436	\$ 5,905	\$ 35,431
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 8,564
Apparel and services	\$ 2,010	\$ 1,407	\$ 8,442
Transportation	\$ 11,120	\$ 7,784	\$ 46,704
Health care	\$ 5,469	\$ 3,828	\$ 22,970
Entertainment	\$ 3,451	\$ 2,416	\$ 14,494
Personal care products and services	\$ 789	\$ 552	\$ 3,314
Education	\$ 1,012	\$ 708	\$ 4,250
Miscellaneous	\$ 1,067	\$ 747	\$ 4,481
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 148,651
Affordable Units for Tenants Earning 90% AMI (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 8,436	\$ 5,905	\$ 47,242
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 11,418
Apparel and services	\$ 2,010	\$ 1,407	\$ 11,256
Transportation	\$ 11,120	\$ 7,784	\$ 62,272
Health care	\$ 5,469	\$ 3,828	\$ 30,626
Entertainment	\$ 3,451	\$ 2,416	\$ 19,326
Personal care products and services	\$ 789	\$ 552	\$ 4,418
Education	\$ 1,012	\$ 708	\$ 5,667
Miscellaneous	\$ 1,067	\$ 747	\$ 5,975
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 198,201
Affordable Units for Tenants Earning 80% AMI (\$50,000 to \$69,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (6 net new units)
Food	\$ 6,739	\$ 4,717	\$ 28,304
Household furnishings and equipment	\$ 1,628	\$ 1,140	\$ 6,838
Apparel and services	\$ 1,622	\$ 1,135	\$ 6,812
Transportation	\$ 9,173	\$ 6,421	\$ 38,527
Health care	\$ 4,498	\$ 3,149	\$ 18,892
Entertainment	\$ 2,756	\$ 1,929	\$ 11,575
Personal care products and services	\$ 613	\$ 429	\$ 2,575
Education	\$ 739	\$ 517	\$ 3,104
Miscellaneous	\$ 994	\$ 696	\$ 4,175
Annual Discretionary Spending	\$ 28,762	\$ 20,133	\$ 120,800

Tenant Spending Basket - Phase 1-2 (2019-2021) Cont.			
Affordable Units for Tenants Earning 60% AMI (\$40,000 to \$49,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 6,028	\$ 4,220	\$ 63,294
Household furnishings and equipment	\$ 1,402	\$ 981	\$ 14,721
Apparel and services	\$ 1,414	\$ 990	\$ 14,847
Transportation	\$ 7,744	\$ 5,421	\$ 81,312
Health care	\$ 3,931	\$ 2,752	\$ 41,276
Entertainment	\$ 1,978	\$ 1,385	\$ 20,769
Personal care products and services	\$ 533	\$ 373	\$ 5,597
Education	\$ 484	\$ 339	\$ 5,082
Miscellaneous	\$ 1,016	\$ 711	\$ 10,668
Annual Discretionary Spending	\$ 24,530	\$ 17,171	\$ 257,565
Affordable Units for Tenants Earning 50% AMI (\$30,000 to \$39,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 5,221	\$ 3,655	\$ 54,821
Household furnishings and equipment	\$ 1,258	\$ 881	\$ 13,209
Apparel and services	\$ 1,313	\$ 919	\$ 13,787
Transportation	\$ 6,850	\$ 4,795	\$ 71,925
Health care	\$ 4,128	\$ 2,890	\$ 43,344
Entertainment	\$ 1,989	\$ 1,392	\$ 20,885
Personal care products and services	\$ 554	\$ 388	\$ 5,817
Education	\$ 519	\$ 363	\$ 5,450
Miscellaneous	\$ 798	\$ 559	\$ 8,379
Annual Discretionary Spending	\$ 22,630	\$ 15,841	\$ 237,615
Affordable Units for Tenants Earning 30% AMI (\$15,000 to \$29,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 4,437	\$ 3,106	\$ 24,847
Household furnishings and equipment	\$ 889	\$ 622	\$ 4,978
Apparel and services	\$ 968	\$ 678	\$ 5,421
Transportation	\$ 4,949	\$ 3,464	\$ 27,714
Health care	\$ 3,049	\$ 2,134	\$ 17,074
Entertainment	\$ 1,526	\$ 1,068	\$ 8,546
Personal care products and services	\$ 407	\$ 285	\$ 2,279
Education	\$ 789	\$ 552	\$ 4,418
Miscellaneous	\$ 482	\$ 337	\$ 2,699
Annual Discretionary Spending	\$ 17,496	\$ 12,247	\$ 97,978
Total Net New County Spending			\$ 1,060,809

Source: 2016 Consumer Expenditure Survey, Bureau of Labor Statistics

As shown in the table above, spending in the county for households completed in Phase 1 and 2 would total \$1.1 million annually. This spending will increase in subsequent years as Phase 3 and 4 are completed. The table below indicates the indirect and total impact through Phase 2, using EMSI modeling. Spending from new resident households will result in a total of 17 net new jobs, about \$600 thousand in earnings, and about \$1.5 million in sales in Tompkins County.

Economic Impact - Household Spending - Phase 1-2 (2019-2021)			
	Direct	Indirect	Total
Jobs	14	3	17
Earnings	\$ 400,172	\$ 156,067	\$ 556,239
Sales	\$ 1,060,809	\$ 395,137	\$ 1,455,947

Source: EMSI, Camoin Associates

Phase 1-3

Tenant Spending Basket - Phase 1-3 (2019-2022)			
Market-Rate Units (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (9 net new units)
Food	\$ 8,436	\$ 5,905	\$ 53,147
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 12,846
Apparel and services	\$ 2,010	\$ 1,407	\$ 12,663
Transportation	\$ 11,120	\$ 7,784	\$ 70,056
Health care	\$ 5,469	\$ 3,828	\$ 34,455
Entertainment	\$ 3,451	\$ 2,416	\$ 21,741
Personal care products and services	\$ 789	\$ 552	\$ 4,971
Education	\$ 1,012	\$ 708	\$ 6,376
Miscellaneous	\$ 1,067	\$ 747	\$ 6,722
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 222,976
Affordable Units for Tenants Earning 90% AMI (\$70,000 to \$99,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 8,436	\$ 5,905	\$ 47,242
Household furnishings and equipment	\$ 2,039	\$ 1,427	\$ 11,418
Apparel and services	\$ 2,010	\$ 1,407	\$ 11,256
Transportation	\$ 11,120	\$ 7,784	\$ 62,272
Health care	\$ 5,469	\$ 3,828	\$ 30,626
Entertainment	\$ 3,451	\$ 2,416	\$ 19,326
Personal care products and services	\$ 789	\$ 552	\$ 4,418
Education	\$ 1,012	\$ 708	\$ 5,667
Miscellaneous	\$ 1,067	\$ 747	\$ 5,975
Annual Discretionary Spending	\$ 35,393	\$ 24,775	\$ 198,201
Affordable Units for Tenants Earning 80% AMI (\$50,000 to \$69,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (6 net new units)
Food	\$ 6,739	\$ 4,717	\$ 28,304
Household furnishings and equipment	\$ 1,628	\$ 1,140	\$ 6,838
Apparel and services	\$ 1,622	\$ 1,135	\$ 6,812
Transportation	\$ 9,173	\$ 6,421	\$ 38,527
Health care	\$ 4,498	\$ 3,149	\$ 18,892
Entertainment	\$ 2,756	\$ 1,929	\$ 11,575
Personal care products and services	\$ 613	\$ 429	\$ 2,575
Education	\$ 739	\$ 517	\$ 3,104
Miscellaneous	\$ 994	\$ 696	\$ 4,175
Annual Discretionary Spending	\$ 28,762	\$ 20,133	\$ 120,800

Tenant Spending Basket - Phase 1-3 (2019-2022) Cont.			
Affordable Units for Tenants Earning 60% AMI (\$40,000 to \$49,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 6,028	\$ 4,220	\$ 63,294
Household furnishings and equipment	\$ 1,402	\$ 981	\$ 14,721
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Entertainment	\$ 1,978	\$ 1,385	\$ 20,769
Personal care products and services	\$ 533	\$ 373	\$ 5,597
Education	\$ 484	\$ 339	\$ 5,082
Miscellaneous	\$ 1,016	\$ 711	\$ 10,668
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Affordable Units for Tenants Earning 50% AMI (\$30,000 to \$39,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (15 net new units)
Food	\$ 5,221	\$ 3,655	\$ 54,821
Household furnishings and equipment	\$ 1,258	\$ 881	\$ 13,209
Apparel and services	\$ 1,313	\$ 919	\$ 13,787
Transportation	\$ 6,850	\$ 4,795	\$ 71,925
Health care	\$ 4,128	\$ 2,890	\$ 43,344
Entertainment	\$ 1,989	\$ 1,392	\$ 20,885
Personal care products and services	\$ 554	\$ 388	\$ 5,817
Education	\$ 519	\$ 363	\$ 5,450
Miscellaneous	\$ 798	\$ 559	\$ 8,379
Annual Discretionary Spending	\$ 22,630	\$ 15,841	\$ 237,615
Affordable Units for Tenants Earning 30% AMI (\$15,000 to \$29,999 Annual Household Income)			
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (8 net new units)
Food	\$ 4,437	\$ 3,106	\$ 24,847
Household furnishings and equipment	\$ 889	\$ 622	\$ 4,978
Apparel and services	\$ 968	\$ 678	\$ 5,421
Transportation	\$ 4,949	\$ 3,464	\$ 27,714
Health care	\$ 3,049	\$ 2,134	\$ 17,074
Entertainment	\$ 1,526	\$ 1,068	\$ 8,546
Personal care products and services	\$ 407	\$ 285	\$ 2,279
Education	\$ 789	\$ 552	\$ 4,418
Miscellaneous	\$ 482	\$ 337	\$ 2,699
Annual Discretionary Spending	\$ 17,496	\$ 12,247	\$ 97,978
Total Net New County Spending			\$ 1,135,135

Source: 2016 Consumer Expenditure Survey, Bureau of Labor Statistics

As shown in the table above, spending in the county for households completed in Phase 1 through 3 would total \$1.1 million annually. Spending would increase as Phase 4 is completed. The table below indicates the indirect and total impact through Phase 3, using EMSI modeling. Spending from new resident households will result in a total of 18 net new jobs, About \$600 thousand in annual earnings, and about \$1.6 million in new county sales.

Economic Impact - Household Spending - Phase 1-3 (2019-2022)			
	Direct	Indirect	Total
Jobs	14	4	18
Earnings	\$ 428,242	\$ 167,015	\$ 595,257
Sales	\$ 1,135,135	\$ 422,781	\$ 1,557,915

Source: EMSI, Camoin Associates

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