

NASHVILLE PARTNERSHIP 2010 PROGRAM IMPACT 2002-2005
(in Constant 2001\$)

<u>JOBS TARGETED (DEMAND)</u>	<u>MULT</u>	<u>Average Pay</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Summary</u>
Recruited Jobs	1.45	\$43,253	700	800	900	1000	3,400
Expanded Jobs	1.10	\$37,847	5000	5000	5000	5000	20,000
Primary Jobs	1.15	\$38,632	5,700	5,800	5,900	6,000	23,400
Secondary Jobs		\$34,406	6,515	6,660	6,805	6,950	26,928
Average Pay (Incremental Primary & Secondary Jobs)			\$36,378	\$36,374	\$36,369	\$36,364	\$36,371
Total Job Impact (Cumulative)			12,215	24,674	37,379	50,328	50,328
<u>UNEMPLOYMENT</u>		3.0%	3.0%	3.0%	3.0%	3.0%	
<u>WORKFORCE DEVELOPMENT (SUPPLY)</u>			12,843	25,193	38,512	52,183	52,183
Participation Increase		35%	5,441	9,493	13,716	18,114	18,114
In-Commuting Increment		11%	489	1,735	3,640	5,583	5,583
Net-Migration Increment		55%	6,913	13,966	21,156	28,486	28,486
<u>POPULATION</u>		1,231,311	1,284,479	1,311,918	1,339,943	1,368,567	2.1%
Increment from Program (Included)			13,104	26,430	39,975	53,738	0.9%
<u>NEW BUSINESSES (Secondary)</u>			704	720	736	751	2,911
<u>BANK DEPOSITS</u>			\$316,900,000	\$640,200,000	\$969,800,000	\$1,305,700,000	\$1,305,700,000
Operating Profit Increment		1.25%	3,960,000	8,000,000	12,120,000	16,320,000	40,400,000
<u>HOUSING</u>			5,420	5,512	5,602	5,693	22,227
Building Increase over normal projection			30.5%	30.4%	30.3%	30.1%	
Total Housing Sales Increase over Normal			7.8%	7.7%	7.7%	7.7%	
Residential Real Estate Investment			\$739,900,000	\$752,300,000	\$764,700,000	\$777,100,000	\$3,034,000,000
<u>COMMERCIAL SPACE</u>		350 ft/Emp	4,275,000	4,361,000	4,447,000	4,532,000	17,615,000
Commercial Real Estate Investment		\$75 \$/Ft	\$320,600,000	\$327,100,000	\$333,500,000	\$339,900,000	\$1,321,100,000
<u>EMPLOYEE INCOME FROM NEW JOBS</u>		100.0%	\$444,400,000	\$897,500,000	\$1,359,400,000	\$1,830,200,000	\$4,531,500,000
<u>NEW EMPLOYEE EXPENDITURES</u>		80.4%	\$357,200,000	\$721,500,000	\$1,092,900,000	\$1,471,300,000	3,642,900,000
Auto Payments			34,860,000	70,410,000	106,660,000	143,590,000	355,520,000
Clothing & Apparel Stores			20,510,000	41,430,000	62,750,000	84,470,000	209,160,000
Educational Institutions			5,670,000	11,450,000	17,340,000	23,350,000	57,810,000
Electric & Gas Utilities			13,690,000	27,640,000	41,870,000	56,370,000	139,570,000
Entertainment & Recreation Facilities			19,400,000	39,190,000	59,360,000	79,910,000	197,860,000
Furniture & Appliance Stores			16,860,000	34,060,000	51,590,000	69,450,000	171,960,000
Grocery Stores			33,740,000	68,140,000	103,210,000	138,960,000	344,050,000
Health Care Providers			10,500,000	21,200,000	32,110,000	43,230,000	107,040,000
Home Mortgage Holders (Interest only)			25,320,000	51,150,000	77,480,000	104,300,000	258,250,000
Insurance Agents (Home, Auto, Health, Life)			26,970,000	54,460,000	82,500,000	111,060,000	274,990,000
Professionals (Attys, Accts, Architects, etc)		(Non-Business Only)	1,440,000	2,920,000	4,420,000	5,950,000	14,730,000
Rental Housing			21,520,000	43,470,000	65,840,000	88,640,000	219,470,000
Restaurants			20,490,000	41,380,000	62,670,000	84,370,000	208,910,000
Telephone/Communication Providers			8,520,000	17,210,000	26,070,000	35,100,000	86,900,000
Misc Retail, Product & Service Providers		22.0%	97,710,000	197,390,000	299,030,000	402,550,000	996,680,000
<u>LOCAL GOVERNMENT REVENUES</u>			\$46,029,000	\$92,834,000	\$140,410,000	\$188,754,000	\$468,027,000
<u>RETURN ON INVESTMENT - Summary Impact</u>							10,660,300,000
Program Investment							9,200,000
TIMES INVESTMENT RETURNED							1,159

NASHVILLE PARTNERSHIP 2010 PROGRAM IMPACT 2002-2005
(in Constant 2001\$)

PROGRAM IMPACT DETAILS	2002	2003	2004	2005	Total Increment	
PRIMARY JOB TARGET IMPACTS						
Primary Jobs Stimulated by Program	5,700	5,800	5,900	6,000	23,400	
Cumulative Primary Jobs	5,700	11,500	17,400	23,400		
Average Income Target Primary Job	\$38,632	\$38,632	\$38,632	\$38,632	\$38,632	
Total Income from Incremental Employment	\$220,205,099	\$444,273,446	\$672,205,040	\$903,999,881	\$2,240,683,465	
Average Sales/Employee Primary	\$273,231	\$273,231	\$273,231	\$273,231		
Business Sales (from Primary Employment)	\$1,557,416,041	\$3,142,155,171	\$4,754,217,388	\$6,393,602,695		
Average Assets/Employee Primary (RMA)	\$116,395	\$116,395	\$116,395	\$116,395		
Business Asset Utilization (from Primary Employment @ Cost)	\$663,450,498	\$1,338,540,479	\$2,025,269,942	\$2,723,638,887		
Average Primary-to-Total Job Multiplier (RIMS)	2.151	2.151	2.151	2.151		
SECONDARY JOBS GENERATED						
Secondary Jobs Stimulated by Program	6,515	6,660	6,805	6,950	26,928	
Cumulative Secondary Jobs	6,515	13,174	19,979	26,928		
Average Income Target Secondary Job	\$34,406	\$34,406	\$34,406	\$34,406	\$34,406	
Total Income from Incremental Employment	\$224,146,038	\$453,279,425	\$687,400,162	\$926,508,248	\$2,291,333,874	
Average Sales/Employee Secondary	\$191,089	\$191,089	\$191,089	\$191,089		
Business Sales (from Secondary Employment)	\$1,244,881,995	\$2,517,463,170	\$3,817,743,525	\$5,145,723,060		
Average Assets/Employee Secondary (RMA)	\$107,675	\$107,675	\$107,675	\$107,675		
Business Asset Utilization (from Secondary Employment @ Cost)	\$701,467,290	\$1,418,542,540	\$2,151,225,751	\$2,899,516,922		
TOTAL PROGRAM PRIMARY/SECONDARY JOB INCREMENT						
Number of Net New Employees/Year	12,215	12,460	12,705	12,950	50,328	
Cumulative Program Jobs	12,215	24,674	37,379	50,328		
Average Annual Income New Employees	\$36,378	\$36,374	\$36,369	\$36,364	\$36,371	
Total Income from Incremental Employment	\$444,351,137	\$897,493,590	\$1,359,430,787	\$1,830,165,898	\$4,531,441,412	
Total Business Sales from Incremental Employment	\$2,802,298,036	\$5,659,618,341	\$8,571,960,914	\$11,539,325,755		
Total Business Asset Utilization from Incremental Employment (@ Cost)	\$1,364,917,788	\$2,757,083,019	\$4,176,495,693	\$5,623,155,809		
EMPLOYMENT						
	BASE 2001	2002	2003	2004	2005	Growth
Normal Projection						
Population	1,231,311	1,284,479	1,311,918	1,339,943	1,368,567	2.1%
Participation Rate (Labour/Total Population)	53.9%	53.9%	53.9%	53.9%	53.9%	0.0%
Workforce (Resident)	663,386	692,031	706,814	721,913	737,335	2.1%
Unemployment	19,902	20,761	21,204	21,657	22,120	
% Unemployment	3.0%	3.0%	3.0%	3.0%	3.0%	0.0%
Employment	643,484	671,270	685,610	700,256	715,214	2.1%
Projection with Program						
Participation Rate	53.9%	54.3%	54.6%	54.9%	55.2%	0.5%
Participation Increment	0	5,441	9,493	13,716	18,114	18,114
In-Commuting of Employees Increment	0	489	1,735	3,640	5,583	5,583
In-Migration Targeted Primary Jobs Increment	0	3,226	6,509	9,848	13,244	13,244
In-Migration Targeted Secondary Jobs Increment	0	3,687	7,457	11,308	15,241	15,241
Total Program Addition to the Workforce (Supply)	0	12,843	25,193	38,512	52,183	52,183
Workforce	663,386	704,874	732,008	760,426	789,518	3.6%
Unemployment	18,886	21,390	21,723	22,791	23,975	4.0%
% Unemployment	3.0%	3.0%	3.0%	3.0%	3.0%	0.0%
Employment	644,500	683,485	710,284	737,635	765,543	3.9%
Program Jobs Increment (Demand)		12,215	24,674	37,379	50,328	50,328

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LABOR INCOME

	<u>BASE 2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Growth</u>
Workforce Income						
Normal		\$23,095,915,527	\$23,589,288,157	\$24,093,200,162	\$24,607,876,686	2.1%
Projection With Program		<u>23,540,266,665</u>	<u>24,486,781,746</u>	<u>25,452,630,949</u>	<u>26,438,042,584</u>	3.9%
Program Increment		\$444,351,137	\$897,493,590	\$1,359,430,787	\$1,830,165,898	\$4,531,441,412
Average Workforce Pay (Both Employed & Unemployed)		33,374	33,374	33,374	33,374	
Average Workforce Pay with Program		33,396	33,452	33,472	33,486	0.3%
Employee Income						
Average Employee Income Normal (Real\$)		\$34,406	\$34,406	\$34,406	\$34,406	0.0%
With Program Increment		34,442	34,475	34,506	34,535	0.4%

POPULATION

	<u>BASE 2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Growth</u>
Normal Projection	1,231,311	1,284,479	1,311,918	1,339,943	1,368,567	2.1%
Increment Annual		26,865	27,439	28,025	28,624	137,256
Population with Program	1,231,311	1,297,584	1,338,348	1,379,918	1,422,305	3.0%
Increment with Program Cumulative		66,273	107,037	148,607	190,994	190,994
Program Increment Annual		13,104	13,325	13,545	13,763	53,738
Program Increment Cumulative		13,104	26,430	39,975	53,738	

AUTO & TRUCK MARKET EXPANSION

Incremental Population Purchases	17%	0	2,228	2,265	2,303	2,340	9,135
Purchases by Existing Population		<u>20,932</u>	<u>21,836</u>	<u>22,303</u>	<u>22,779</u>	<u>23,266</u>	<u>111,563</u>
Total Autos Purchased		20,932	24,064	24,568	25,082	25,605	120,698
Normal Sales Growth without Program			2.1%	2.1%	2.1%	2.1%	8.5%
Increase in Sales with Program			12.6%	2.1%	2.1%	2.1%	18.8%
Incremental Expenditures on Vehicles		\$15,000	\$33,416,351	\$33,979,650	\$34,539,766	\$35,096,700	\$137,032,467

HOUSING

	<u>BASE 2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Growth</u>
Normal Total Housing Unit Projection	509,293	531,284	542,634	554,225	566,065	56,772
New Housing Units Normal Increase (Annual)		11,112	11,349	11,592	11,839	2.1%
Replacement Housing (after years of use)	-	6,366	6,783	6,928	7,076	33,930
Total Normal Housing Unit Construction		17,753	18,132	18,519	18,915	90,701
Housing Unit Sales (New & Old)	50,929	69,770	71,261	72,783	74,338	356,462
Total Unit Projection With Program	509,293	536,705	553,565	570,760	588,292	-509,293
New Housing Units with Program (Annual)		16,532	16,861	17,194	17,532	3.0%
Replacement Housing (after years of use)	-	6,366	6,783	6,928	7,076	#DIV/0!
Total New Housing Construction with Program		23,173	23,644	24,122	24,608	#DIV/0!
Housing Unit Sales (New & Old)	50,929	75,190	76,772	78,385	80,030	378,689
Incremental Housing Impacts of Program	Units	5,420	5,512	5,602	5,693	22,227
Single Residence	65%	3,523	3,583	3,642	3,700	14,448
Multiple Residence	35%	1,897	1,929	1,961	1,992	7,779
Rental Units	28%	1,518	1,543	1,569	1,594	6,224
Resident Owned Units	72%	3,903	3,968	4,034	4,099	16,004
Residential Building Increase over Normal Projection		31%	30%	30%	30%	30%
Value of Construction from Program		\$739,863,235	\$752,335,082	\$764,736,480	\$777,067,429	3,034,002,226
Total Housing Sales increase over Normal Projection		7.8%	7.7%	7.7%	7.7%	-

INVESTMENT BUSINESS RETURNS

		<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Total Increment</u>
Bank Assets Increment Cumulated		\$316,903,937	\$640,163,100	\$969,777,490	\$1,305,747,106	\$3,232,591,632
Bank Net Profit Increment on Deposits	1.25%	\$3,961,299	\$8,002,039	\$12,122,219	\$16,321,839	40,407,395
Commercial Space Increment (Sq Ft)		4,275,139	4,360,873	4,446,607	4,532,341	17,614,960
Business Real Estate Construction Value		\$320,635,405	\$327,065,462	\$333,495,520	\$339,925,578	\$1,321,121,965

PUBLIC REVENUES

		<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Total Increment</u>
County		\$25,188,794	\$50,802,195	\$76,837,804	\$103,293,222	\$256,122,015
Cities		<u>20,840,178</u>	<u>42,031,659</u>	<u>63,572,457</u>	<u>85,460,589</u>	<u>211,904,883</u>
Total		\$46,028,973	\$92,833,854	\$140,410,261	\$188,753,811	\$468,026,898

NASHVILLE PARTNERSHIP 2010 PROGRAM IMPACT 2002-2005
(in Constant 2001\$)

<u>EMPLOYEE EXPENDITURES</u>	<u>BASE 2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>CUM TOTAL</u>
Total Income from New Employees	100.0%	444,351,137	897,493,590	1,359,430,787	1,830,165,898	4,531,441,412
Taxes, Etc	19.6%	87,132,566	175,989,017	266,570,024	358,876,209	888,567,816
Expenditures	<u>80.4%</u>	<u>357,218,571</u>	<u>721,504,573</u>	<u>1,092,860,763</u>	<u>1,471,289,689</u>	<u>3,642,873,597</u>
Food	12.2%	54,222,923	109,518,626	165,887,526	223,330,012	552,959,087
Stores	7.6%	33,737,370	68,142,221	103,214,814	138,955,388	344,049,794
Restaurants	4.6%	20,485,553	41,376,404	62,672,712	84,374,624	208,909,293
Shelter - Accomodations	28.3%	125,874,213	254,238,799	385,094,728	518,442,899	1,283,650,639
Rent	4.8%	21,520,663	43,467,104	65,839,489	88,637,971	219,465,227
Owned Living Quarters	10.2%	45,123,582	91,139,917	138,049,353	185,852,212	460,165,065
Maintenance	1.1%	5,051,046	10,202,025	15,452,976	20,803,935	51,509,982
Property Taxes	2.5%	11,193,633	22,608,728	34,245,372	46,103,643	114,151,376
Insurance Premiums	0.8%	3,554,809	7,179,949	10,875,446	14,641,327	36,251,531
Mortgage Interest	5.7%	25,324,091	51,149,209	77,475,551	104,303,295	258,252,146
Water, Fuel, Electricity	4.0%	17,945,922	36,246,897	54,903,064	73,914,550	183,010,432
Water	0.7%	3,225,692	6,515,203	9,868,559	13,285,781	32,895,235
Fuel Oil	0.2%	1,035,110	2,090,700	3,166,776	4,263,348	10,555,934
Gas	0.7%	3,225,692	6,515,203	9,868,559	13,285,781	32,895,235
Electricity	2.4%	10,459,427	21,125,790	31,999,170	43,079,640	106,664,028
Other	2.2%	9,619,062	19,428,434	29,428,189	39,618,397	98,094,083
Household Operations	3.3%	14,648,013	29,585,831	44,813,567	60,331,326	149,378,737
Telephone	1.9%	8,521,605	17,211,806	26,070,670	35,098,257	86,902,338
Other	1.4%	6,126,408	12,374,025	18,742,897	25,233,069	62,476,398
Household Furn & Equip	3.8%	16,862,667	34,058,956	51,588,995	69,452,907	171,963,525
Clothing	4.6%	20,509,625	41,425,025	62,746,358	84,473,771	209,154,780
Transportation	16.3%	72,385,496	146,203,111	221,453,404	298,136,890	738,178,901
Private	15.4%	68,426,175	138,206,136	209,340,411	281,829,486	697,802,209
Purchase Payments	7.8%	34,861,861	70,413,451	106,655,038	143,586,871	355,517,220
Operation	5.6%	24,994,565	50,483,638	76,467,411	102,946,063	254,891,677
Auto Insurance	1.9%	8,569,749	17,309,048	26,217,962	35,296,552	87,393,312
Public	1.0%	4,272,839	8,630,214	13,072,158	17,598,702	43,573,912
Health Care	4.7%	20,846,638	42,105,718	63,777,402	85,861,838	212,591,596
Direct Care	2.4%	10,495,485	21,198,619	32,109,483	43,228,152	107,031,740
Insurance Premiums	2.3%	10,351,102	20,906,996	31,667,763	42,633,476	105,559,337
Personal Care	1.1%	4,850,574	9,797,116	14,839,661	19,978,245	49,465,596
Recreation	4.4%	19,402,298	39,188,463	59,358,644	79,912,981	197,862,386
Reading Material	0.4%	1,949,859	3,938,295	5,965,323	8,030,957	19,884,433
Education	1.3%	5,669,034	11,450,227	17,343,624	23,349,264	57,812,149
Tobacco & Alcohol	1.5%	6,665,267	13,462,404	20,391,462	27,452,488	67,971,621
Miscellaneous	2.1%	9,219,702	18,621,813	28,206,403	37,973,538	94,021,456
Professional Services	0.3%	1,444,340	2,917,255	4,418,758	5,948,857	14,729,210
Other Misc	1.7%	7,775,363	15,704,558	23,787,645	32,024,681	79,292,246
Cash Contributions	2.5%	11,133,453	22,487,176	34,061,257	45,855,774	113,537,659
Life & Personal Insurance	1.0%	4,489,490	9,067,802	13,734,972	18,491,031	45,783,294
TOTAL EXPENDITURES	<u>80.4%</u>	<u>357,218,571</u>	<u>721,504,573</u>	<u>1,092,860,763</u>	<u>1,471,289,689</u>	<u>3,642,873,597</u>

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		<u>2000</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>TOTAL</u>	
1	INPUT DATA (1998-2004)							
2	Recruited Jobs Target		700	800	900	1000	3,400	
3	x In-Migration Worker Percentage	57%	57%	57%	57%	57%	57%	
4	Secondary Jobs	1,450	1,015	1,160	1,305	1,450	4,928	
5	x In-Migration Worker Percentage	57%	57%	57%	57%	57%	57%	
6	Expansion Jobs Program		5,000	5,000	5,000	5,000	20,000	
7	x In-Migration Worker Percentage	57%	57%	57%	57%	57%	57%	
8	Secondary Jobs	1,100	5,500	5,500	5,500	5,500	22,000	
9	x In-Migration Worker Percentage	57%	57%	57%	57%	57%	57%	
10	Primary Jobs Program Total		5,700	5,800	5,900	6,000	23,400	
11	x In-Migration Worker Percentage	Average	57%	57%	57%	57%	57%	
12	Secondary Jobs Program Total	1,151	6,515	6,660	6,805	6,950	26,928	
13	x In-Migration Worker Percentage	Average	57%	57%	57%	57%	57%	
14	Total Jobs		12,215	12,460	12,705	12,950	50,328	
15	c In-Migration Worker Increment	Avg	57%	6,913	7,052	7,191	7,329	28,486
16	x In-Commuting Workers %		11%	4%	10%	15%	15%	
17	c In-Commuting Workers Increment Net			489	1,246	1,906	1,942	5,583
18	x Participation Rate Change per Year	est	0.0030	0.0030	0.0030	0.0030	0.0030	
19	x Workforce/Population Participation Rate	calc	0.539	0.543	0.546	0.549	0.552	
20	c Population/Jobs (Employment)	calc	1.910	1.892	1.889	1.886	1.883	
21	x Median Market Value Home/Condo		\$136,500	\$136,500	\$136,500	\$136,500	\$136,500	
22	n Average Years House Owned			10	10	10	10	
23	n Average Life of Housing		80	80	80	80	80	
24	n Vacancy Rate		4%	4%	4%	4%	4%	
25	n Average Cost Commercial/Industrial Space/Sq Ft	Lewis N Avg	1999	\$75	\$75	\$75	\$75	\$75
26	n Commercial/Industrial Space per Employee	Lewis N Avg	1999	350	350	350	350	350
27	c Persons per House			2.42	2.42	2.42	2.42	
28								
29	BASE DATA (1990 -1998)	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>GROWTH RATES</u>	<u>BASE 2001</u>	
30	x CPI USA	160.5	163.0	166.6	172.2	2.673%	176.8	
31	x Housing Units	477,551	487,906	498,485	509,293	2.168%	520,336	
32	x Population Base	1,137,198	1,155,611	1,171,755	1,231,311	2.136%	1,257,614	
33	x Workforce (Resident)	619,419	643,163	661,348	663,386	2.676%	681,141	
34	x Employment Base (Resident)	597,731	625,781	643,392	644,500	2.904%	660,706	
35	x Unemployment	3.0%	3.5%	2.7%	2.8%	-5.6%	3.0%	
36	x Participation: Workforce-to-Total Population	54.5%	55.7%	56.4%	53.9%	0.5%	54.2%	
37	x Total County General Revenues	per county resident >	2,417,330,000	Est County Pop >	1,257,614	Per County Pop >	\$1,922	\$2,417,330,000
38	P Cities - Annual Rev Budget	per city resident >	\$2,000,000,000	Est County Pop >	1,257,614	Per County Pop >	\$1,590	\$2,000,000,000
39	c Consolidated Local Govt Revenues							\$4,417,330,000
40				<u>Sales/Empee</u>	<u>TA/Sales %</u>	<u>Recruited Job</u>	<u>Expansion Job</u>	<u>AVG PAY 1999</u>
41	x Average Wage+Salary							\$34,406
42	x Primary Jobs			\$273,231	43%	43,253	37,847	\$38,632
43	x Secondary Jobs			\$191,089	56%			\$34,406
44								
45	FACTORS							
46	n Vehicle Ratios		1995 USA Vehicle Sales/Population (New & Used)= 17%		Avg Vehicle Price: \$15,000			
47	x Housing Value	Avg			Vehicle Life Yrs: 10		\$136,500	
48	n Housing			Single 65%	% Homes Owned: 72%			
49				Multiple & Other 35%	% Homes Rental: 28%			
50	x Total Number of Businesses in MSA	CBP99	33,247	19	Employees/Bus 9	<New Business = 1/2 size		
51						Adjustment for		
52	x Banking Stats			<u>Deposits 2000</u>	<u>Employees 2000</u>	<u>Dep/emp 2000</u>	<u>Cnty->Res Empl</u>	<u>2001</u>
53	x Bank Deposits 6/99	FDIC	(in \$000)	\$16,285,924	644,500	\$25,269	0%	\$25,945
54	n Bank Operating Profit Return on Deposits			1.25%			<u>Inflation</u>	
55	x The Nashville Investment (5 years)	4	\$2,300,000	\$9,200,000			2.7%	

NASHVILLE PARTNERSHIP 2010 PROGRAM IMPACT 2002-2005 (in Constant 2001\$)

ASSUMPTIONS

- 1 Projections are in Constant\$(2001)
- 2 Normal population, workforce and CPI growth rates are based on their growth trend since 1990.
- 3 CPI, Expenditure Patterns, Housing Ratios, Auto usage, Participation rates, and bank deposits are ratios which tend to be fairly universal and constant.
- 4 Housing Prices, Unemployment, Commuting, Construction Costs, Average earnings, Employment multipliers and Local Taxes tend to vary from area to area and are researched individually.
- 5 The average Primary-to-Secondary employment multiplier was calculated from state RIMS data adjusted for inflation, target wage variance from the mean, and local supplier deficits..
- 6 The average pay rate for all sector jobs in the County was used as the Secondary Job pay rate.
- 7 The average pay rate for all sector jobs in the County +10% was used for the Primary Expansion Job pay rate.
- 8 Workforce income is different from Employee income as Workforce income is total employed income divided by the workforce.
- 9 New jobs targeted by this Economic Development Organization will be both from recruitment and from expansion of existing employers.
- 10 The job target for primary jobs ramps up to reflect increased effectiveness of recruitment marketing while expansion programs for existing businesses increase moderately.
- 11 The balance between SUPPLY and DEMAND is reflected in changes over time in the percentage of UNEMPLOYMENT.
- 12 The targeted unemployment stays at 3% reflecting the balance between supply & demand for workers.
- 13 This analysis shows impacts of the new employees generated by the recruiting program. Business impact of capital investment is substantial, but not detailed here.
- 14 Housing Growth assumes balanced and normal supply & demand at approximately 4% vacancy rate.
- 15 New businesses generated comes from County Business Patterns 18 employees/business for the County, which is halved and divided into the incremental secondary employment.
- 16 State RIMS multipliers were reduced by 20% to reflect the absence of a supplier structure for the targeted recruitment businesses.
- 17 Pay rates for employees in expansion jobs is estimated as the "average" pay for all jobs in the County plus 10% to reflect their primary bias.
- 18 Commercial construction costs and space per employee national averages.
- 19 57% of Population increase is from In-Migration

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CONSTRUCTED BY:

Economic Impact Model
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DOCUMENTS

Survey Current Business - Apr 1994 (IO Accts)
Regional Multipliers - BEA User Handbook, May 1992
REIS - Profile, Emplmt, Commuting, PCPI
Enterprise Statistics 1992: ES92-1 (Company Summary)

DATA

Population
Workforce & Unemp
Wage Rates
Consumer Expenditure Survey 1995
County Overview
CPI (Consumer Price Index)
Housing 1990
Housing 2000
FDIC Banking Deposits
Pubic Sector Budgets

SOURCES

Internet-www.census.gov/population/estimates/county/
BLS
County Business Patterns 1999 for Nashville MSA
<ftp://146.142.4.23/pub/special.requests/ce/standard/y8495.txt>
Bureau of the Census, Quick Facts
<ftp://146.142.4.23/pub/special.requests/cpi/cpiat.txt>
www.venus.census.gov-C90STF3A
www.quickfacts.census.gov/hunits/states
<http://www.fdic.gov/databank/index.html>
Web Links to County Governments supplied by Harper

TREND CALCULATIONS

		<u>SOURCE</u>	<u>BASE</u>											<u>PAST</u>	<u>FUTURE</u>	
<u>POPULATION</u>			<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>90-99 GrRt</u>	<u>USE</u>	<u>2001</u>
1 x	NASHVILLE SMA	(CO-99-8 CENSUS) USE THIS ->	985,026	1,002,713	1,020,925	1,043,702	1,068,296	1,092,171	1,114,910	1,137,198	1,155,611	1,171,755	1,231,311	2.136%	2.136%	1,257,614
2 x		5020 REIS	988,710	1,002,713	1,020,925	1,043,702	1,068,296	1,092,171	1,114,910	1,137,198	1,155,611	1,171,755	1,195,292	2.009%	2.009%	1,219,302
3 x	NET MIGRATION	CO-99-8 CENSUS		6,642	11,128	16,192	18,343	17,108	15,883	14,708	10,435	7,567	7,977	5.415%	5.415%	8,409
4																
5 x	NET MIGRATION % OF POPULATION CHANGE 9 YEARS (1990-99)											<u>1991-1999 Net Migration</u>	<u>Population</u>	64%	57%	13,112
6																
7	<u>INFLATION: PRICE INDEXES</u>		<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>90-00 GrRt</u>	<u>USE</u>	
8 x	USA Consumer Price Index	BLS USE THIS ->	130.7	136.2	140.3	144.5	148.2	152.4	156.9	160.5	163.0	166.6	172.2	2.673%	2.673%	176.8
9																
10	<u>INCOME (PCPI)</u>		<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>90-98 GrRt</u>		
11	USA															
12 x	30110 Per-Capita Personal Income	REIS	19,584	20,089	21,082	21,718	22,581	23,562	24,651	25,874	27,321	28,546	29,753	4.229%	4.229%	31,012
13	State													<u>90-98 GrRt</u>		
14 x	30110 Per-Capita Personal Income	REIS	16,821	17,503	18,840	19,741	20,696	21,800	22,450	23,326	24,595	25,548	26,782	4.832%	4.832%	28,076
15	NASHVILLE SMA													<u>90-98 GrRt</u>		
16 x	30110 Per-Capita Personal Income	REIS USE THIS ->	19,356	20,174	21,947	23,058	24,412	25,987	26,687	27,677	29,306	30,510	32,098	5.204%	5.204%	33,768
17																
18	<u>EMPLOYMENT</u>		<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>90-98 GrRt</u>	<u>USE</u>	
19	<u>EARNINGS IN NASHVILLE SMA</u>															
20 x	30290 Average Earnings per Job	REIS	23,432	24,493	26,778	27,473	28,236	29,576	30,184	31,089	31,974	33,096	34,332	3.734%	3.734%	35,614
21																
22	<u>WORKFORCE, EMPLOYMENT, UNEMPLOYMENT IN NASHVILLE SMA</u>													<u>90-00 GrRt</u>		
23 x	WORKFORCE	BLS USE THIS ->	523,781	528,811	535,607	552,756	586,445	601,443	618,086	619,419	643,163	661,348	663,386	2.676%	2.676%	681,141
24 x	EMPLOYMENT	BLS USE THIS ->	502,893	501,411	508,843	529,993	568,331	581,200	597,763	597,731	625,781	643,392	644,500	2.904%	2.904%	660,706
25 x	UNEMPLOYMENT	BLS USE THIS ->	20,888	27,400	26,764	22,763	18,114	20,243	20,323	21,688	17,382	17,956	18,886	-3.106%	-3.106%	20,434
26 x	RATE of UNEMPLOYMENT	BLS USE THIS ->	4.0%	5.2%	5.0%	4.1%	3.1%	3.4%	3.3%	3.5%	2.7%	2.7%	2.8%	-5.632%	-5.632%	3.0%
27																
28 x	<u>PARTICIPATION RATE (Workforce/Tot Pop)</u>		53.2%	52.7%	52.5%	53.0%	54.9%	55.1%	55.4%	54.5%	55.7%	56.4%	53.9%	0.529%	0.529%	54.2%
29 x				-0.4%	-0.3%	0.5%	1.9%	0.2%	0.4%	-1.0%	1.2%	0.8%	-2.6%	0.070%	0.070%	53.9%
30													Average=	0.300%	0.300%	54.0%
31			<u>CENSUS</u>													
32 x	HOUSING STOCK	UNITS	410,968	419,879	428,983	438,284	447,787	457,497	467,416	477,551	487,906	498,485	509,293	2.168%	2.168%	520,336
33																
34 c	Persons per House	Calculated	2.397										2.418			
35 c	Houses per Employee	Calculated	0.817										0.790			
36																
37 x	Average Selling Price	SMA Avg Price Asked	\$75,900										\$129,408	5.480%	5.480%	\$136,500
38																
39	UNITS		<u>1990</u>										<u>2000</u>			
40 x	Cheatham		10,297										13,508			
41 x	Davidson		229,064										252,977			
42 x	Dickson		14,149										17,614			
43 x	Robertson		15,823										20,995			
44 x	Rutherford		45,755										70,616			
45 x	Sumner		39,807										51,657			
46 x	Williamson		29,875										47,005			
47 x	Wilson		26,198										34,921			
48 x	TOTAL		410,968										509,293			

INPUT MULTIPLIERS

	WWSL DISTR	MFG 31 -- 33	HI-TECH 54	OFFICE & HQ 55	1999 AVERAGE WAGES & SALARIES OF TARGETS	COUNTY TO ST/USA TARGET PAY RATIO	AVERAGE TOTAL PAY CBP 1999	COUNTY TO ST/USA TOTAL PAY RATIO	TOTAL TO TARGET PAY RATIO	
TARGETED INDUSTRIES >>>>										
NAISCS #	42	31 -- 33	54	55						
SIC TARGETS FOR RECRUITMENT	CBP	50+51	30 -- 39	38+36+80	60+70					
WAGES & SALARIES										
USA	1999 CBP	\$41,861	\$37,547	\$48,386	\$68,995	\$49,197	122%	\$32,109	103%	53%
STATE	1999 CBP	\$36,788	\$33,052	\$38,865	\$52,962	\$36,235	90%	\$28,204	90%	28%
NASHVILLE MSA	1999 CBP	\$39,422	\$38,217	\$42,948	N/A	\$40,196	100%	\$31,201	100%	29%
	USE THIS >>>>	\$39,422	\$38,217	\$42,948	\$52,962	\$40,196				
	Source	MSA	MSA	MSA	STATE					
RIMS EMPLOYEE MULTIPLIERS	TN	2.2034	2.9173	2.4968	1.8312	2.3622				
(Primary to Total)										
WAGES & SALARIES ADJUSTMENTS										
TARGET PAY ADJUSTMENT		Beginning Pay	1999 to 2001 GROWTH INDEX Pay Rates	Past-to-Current Adjusted Pay	Target Incentive Discount		TARGET PAY ADJUSTED		USE THIS	
For Growth & Incentives		\$40,196	107.6%	\$43,253	0%		\$43,253		\$43,253	
EXPANSION PAY ADJUSTMENT			1999 to 2001 GROWTH INDEX		PRIMARY PAY ADJUSTMENT		EXPANSION PAY ADJUSTED			
(Average w/Primary Pay Adjustment unless Specified)	REIS	\$31,974	107.6%		10%		\$37,847		\$37,847	
SECONDARY JOB PAY ADJUSTMENT		Beginning Pay	1999 to 2001 GROWTH INDEX				SECONDARY PAY ADJUSTED			
(Use Average)	REIS	\$31,974	107.6%				\$34,406		\$34,406	
MULTIPLIER ADJUSTMENTS										
TARGET MULTIPLIER ADJUSTED			Add Empl Local Govt	Adj for Half Avg>Trgt Pay Diff	Adjust for Lack of Supply Structure State>Local Area	SUMMARY ADJUSTMENT				
(Primary-to-Secondary)		1.3622	12%	14%	-20%	6%	1.450		1.450	
TOTAL (EXPANSION) MULTIPLIER		1.100				ADJUSTMENT	0%	1.100	1.100	
Employee Multiplier Primary-to-Secondary										
SALES & ASSET UTILIZATION RATIOS										
COMPANIES >500 EMPLOYEES		T5 (1992) USA TARGET 51	T5 (1992) USA TARGET 38	T5 (1992) USA TARGET 30-39	T5 (1992) USA TARGET 60		T5 (1992) USA TARGET AVERAGE	T5 (1992) USA ALL SECTORS		
Sales/Employee										
NUMBER EMPLOYEES		842,409	735,307	13,202,429	4,131,339		4,727,871	41,060,849		
ESTIMATED RECEIPTS		386,384,600,000	103,024,300,000	2,492,300,400,000	1,118,669,100,000		1,025,094,600,000	6,226,319,800,000		
GROSS DEPREC. ASSETS		38,763,400,000	53,820,200,000	1,382,703,600,000	271,451,000,000		436,684,550,000	3,508,412,600,000		
1992 SALES/EMPLOYEE		458,666	140,111	188,776	270,776		216,819	151,636		
1992 to 2001 CPI Adj		1.260	1.260	1.260	1.260		1.260	1.260		
2000 SALES/EMPLOYEE EST.		\$578,001	\$176,564	\$237,891	\$341,226		\$273,231	\$191,089		
Assets/Sales Ratios										
SALES/GROSS ASSETS		9.97	1.91	1.80	4.12		2.35	1.77		
GROSS ASSETS/SALES		10%	52%	55%	24%		43%	56%		

Note: Asset data not available for "All Companies" in Table 2, so used data for "Companies >500 employees" which may vary by 2% to 5%.
Source: US Census Bureau, Statistics of US Businesses, 1992 Enterprise Statistics (ES92-1)

CONSUMER EXPENDITURE SURVEY 1995 - 103,123 Households

	<u>1995</u>	<u>Percentage</u>
1 Wages & Salaries	28,474	77.1%
2 Self-Employed Income	2,034	5.5%
3 Investment Income	861	2.3%
4 Public Income (Unemployment, Soc Sec, Welfare, Etc)	5,549	15.0%
5 INCOME TOTAL	36,918	100.0%
6 Federal Taxes	2,235	6.1%
7 State & Local Taxes	640	1.7%
8 Other Income Taxes	179	0.5%
9 All Other (Including Gifts)	1,600	4.3%
10 ANNUAL EXPENDITURES	32,264	87.4%
11 FOOD	4,505	12.2%
12 Food at Home	2,803	7.6%
13 Food away from Home	1,702	4.6%
14 ALCOHOLIC BEVERAGES	277	0.8%
15 HOUSING	10,458	28.3%
16 Shelter	5,928	16.1%
17 Owned Dwellings	3,749	10.2%
18 Mortgage Interest & Charges	2,104	5.7%
19 Property Taxes	930	2.5%
20 Housing Insurance, Maintenance, Repairs, etc.	715	1.9%
21 Rented Dwellings	1,788	4.8%
22 Other Lodging	391	1.1%
Utilities	2,191	5.9%
23 Natural Gas	268	0.7%
24 Electricity	869	2.4%
25 Fuel Oil & Other Fuels	86	0.2%
26 Telephone	708	1.9%
27 Water & Public Services	259	0.7%
28 Household Operations	509	1.4%
29 Personal Services	258	0.7%
30 Other Household Expenses	250	0.7%
31 Housekeeping Supplies	430	1.2%
Laundry & Cleaning Supplies	110	0.3%
Other Household Products	194	0.5%
32 Postage & Stationery	125	0.3%
36 Household Furnishings & Equipment	1,401	3.8%
37 Household Textiles	100	0.3%
38 Furniture	327	0.9%
33 Floor Coverings	177	0.5%
34 Major Appliances	155	0.4%
35 Small Appliances & Houseware	85	0.2%
36 Misc Household Equipment	557	1.5%
37 APPAREL & SERVICES	1,704	4.6%
38 Men & Boys	425	1.2%
39 Women & Girls	660	1.8%
40 Children	81	0.2%
41 Footware	278	0.8%
42 Other Apparel Products & Services	259	0.7%
43 TRANSPORTATION	6,014	16.3%
44 Vehicle Purchases	2,638	7.1%
45 Gas & Oil	1,006	2.7%
46 Other Vehicle Expenses	2,015	5.5%
47 Finance Charges	260	0.7%
48 Maintenance & Repairs	653	1.8%
49 Vehicle Insurance	712	1.9%
50 Rent, Lease, License, Other Expenses	389	1.1%
51 Public Transportation	355	1.0%

CESURVEY

52	HEALTH CARE	1,732	4.7%
53	Health Insurance	860	2.3%
54	Medical Services	512	1.4%
55	Drugs	280	0.8%
56	Medical Supplies	80	0.2%
57	ENTERTAINMENT	1,612	4.4%
58	Fees & Admissions	433	1.2%
59	TV, Radio, Sound Equipment	542	1.5%
60	Pets, Toys, Playground Equipment	322	0.9%
61	Other Supplies, Equipment, Services	315	0.9%
62	PERSONAL CARE PRODUCTS & SERVICES	403	1.1%
63	READING	162	0.4%
64	EDUCATION	471	1.3%
65	TOBACCO PRODUCTS & EQUIPMENT	269	0.7%
66	MISCELLANEOUS	766	2.1%
67	CASH CONTRIBUTIONS	925	2.5%
68	PERSONAL INSURANCE & PENSIONS	2,964	8.0%
69	Life & Other Insurance	373	1.0%
70	Pensions & Social Security	2,591	7.0%
71		77,470	209.8%
	SUM	32,262	87.4%
	INSURANCE BREAKOUT		
1	Life & Other Insurance	373	1.0%
2	Health Insurance	860	2.3%
3	Vehicle Insurance	712	1.9%
4	Housing Insurance, Maintenance, Repairs, etc.	715	1.9%
	TOTAL	2,660	7.2%
	TAXES BREAKOUT		
1	Federal Taxes	2,235	6.1%
2	State & Local Taxes	640	1.7%
3	Other Income Taxes	179	0.5%
4	Property Taxes	930	2.5%
5	Pensions & Social Security	2,591	7.0%
6	Estimated Sales Taxes @ 6% of Annual Expenditures	1,936	5.2%
	TOTAL	8,511	23.1%

MISCELLANEOUS INPUT DATA: NASHVILLE SMA

PUBLIC BUDGETS 2001

COUNTIES

1 x	Cheatham	56,130,000
2 x	Davidson	1,231,663,000
3 x	Dickson	83,869,000
4 x	Robertson	75,101,000
5 x	Rutherford	293,023,000
6 e	Sumner	293,023,000
7 x	Williamson	252,161,000
8 x	Wilson	<u>132,360,000</u>
9 x	TOTAL	2,417,330,000

CITIES

10		
11		
12		
13		
14		
15	PRELIMINARY ESTIMATE	2,000,000,000
16	FOR MAJOR CITIES	1990 Census has 78% of Population inside Urban Areas and 22% Outside Urban Areas. This Figure Ciould be Much Higher
17		
18		
19		
20	TOTAL	2,000,000,000