

Working Paper 3. Economic Impact Analysis

FINAL YMPO Rail/Heavy Freight Alignment Study

WORKING PAPER 3: ECONOMIC IMPACT ANALYSIS

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Prepared for:

Yuma Metropolitan Planning Organization 230 West Morrison Street Yuma. Arizona 85364

Prepared by:



1001 W. Southern Ave., Suite 131 Mesa, AZ 85210



5111 N Scottsdale Rd suite 202, Scottsdale, AZ 85250

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Introduction

Economic Analysis Overview

U.S. and global economies rely on rail as a vital link in the global supply chain. Rail service enables businesses to reach a wide range of markets domestically and internationally. A broad range of shippers in nearly all U.S. industries utilize rail service as an important component to the success of their businesses. Rail activity contributes substantially to the economy, including:

- Creating high-paying rail industry jobs.
- Additional industry-supported jobs through its ripple effects and proximity to rail infrastructure.
- Industry and consumer connection to the global market.
- Local community growth for both employment and tax revenue.
- Providing needed capacity for continued economic growth and productivity.

This working paper summarizes an analysis of economic and fiscal impacts that could occur if a new north-south rail line was established in the Yuma region. Economic impact analysis examines the regional implications of an activity in terms of three basic measures: output, earnings, and employment. Fiscal impact analysis evaluates the public revenues created by a particular activity. A summary of the results can be found below. The detailed results of the analysis can be found in the **Appendix**.

This economic and fiscal impact analysis focuses on the impacts derived from (a) construction and (b) ongoing operations of the three Candidate Alternative development scenarios ('A', 'B', and 'C') as well as an incremental analysis of new development that could be induced with new rail infrastructure based on input from regional economic development experts. A map of the alignments for the Candidate Alternatives is shown in **Figure 1**.

Rail Construction

Construction of the rail line itself will have substantial economic and fiscal impacts on the region. Preliminary, planning-level estimates of construction cost for the three alignment candidates range from \$213.2M up to \$321.5M. At this level of construction investment, an estimated range of 1,251 to 1,887 construction employees would be supported during the development of the rail line. After accounting for ripple effects, a total of between 1,685 and 2,541 person-years of employment would be created. This equates to between \$89.2M and \$134.6M in wages and between \$286.8 and \$432.5M in total economic output in the region as shown in **Table 1**.

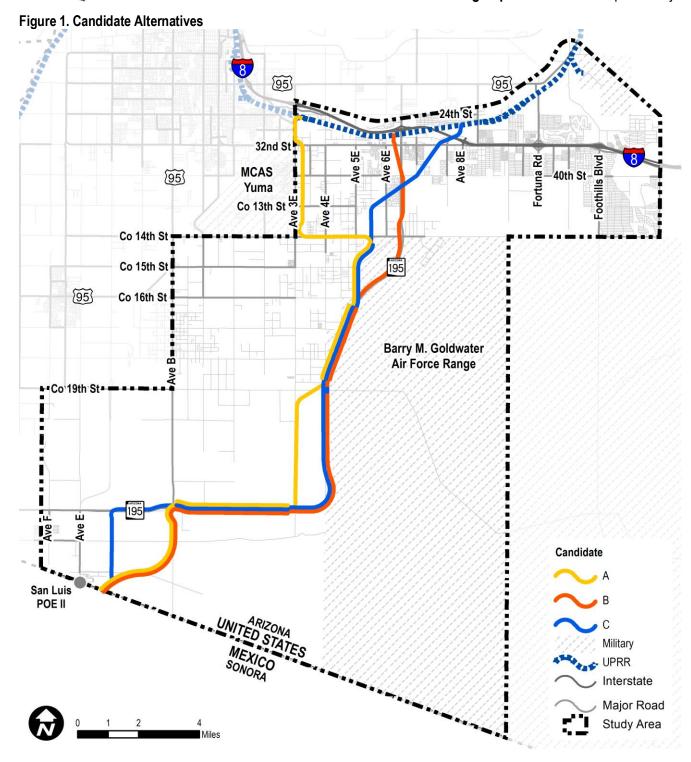
Table 1: Economic Impact of Rail Construction

Economic Impact of Rail Construction – Yuma County (2022 Dollars)						
Candidate A Candidate B Candidate C						
Projected Cost (\$ Mil)	\$213.2	\$297.2	\$321.5			
Direct person years of employment 1,251 1.744 1,887						
Total person years of employment	1,685	2,349	2,541			
Total Wages (\$ Mil) \$89.2 \$124.4 \$134.6						
Total Output (\$ Mil)	\$286.8	\$399.8	\$432.5			

Source: Elliott D. Pollack & Company: IMPLAN



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Table 2 provides fiscal impacts by scenario for the State of Arizona and Yuma County. Additional impacts could also accrue to local municipalities depending on the alignment and percentage located within municipal boundaries.

At the low end, in the Candidate A scenario, the State of Arizona is projected to receive \$10.1M and Yuma County is projected to receive \$2.7M in primary and secondary revenues generated by the rail construction, for a total of over \$12.7M. The Candidate B scenario would generate \$14.0M for the state and \$3.7M for the county. The Candidate C scenario would generate \$15.2M for the state and over \$4.0M for the county.

Table 2: Fiscal Impact of Rail Construction

Fiscal Impact of Rail Construction – Yuma County (2022 Dollars)						
Candidate A Candidate B Candidate						
State of Arizona						
Primary direct taxes	\$6,851,500	\$9,551,300	\$10,332,200			
Secondary impacts from employees	\$3,209,100	\$4,473,600	\$4,839,400			
Total for the State	\$10,060,600	\$14,024,900	\$15,171,600			
Yuma County						
Primary direct taxes	\$1,540,800	\$2,147,900	\$2,323,500			
Secondary impacts from employees	\$1,131,400	\$1,577,300	\$1,706,300			
Total for the County	\$2,672,200	\$3,725,200	\$4,029,800			
Total construction tax revenues	\$12,732,800	\$17,750,100	\$19,201,400			

Source: Elliott D. Pollack & Company; IMPLAN; AZ Dept. of Revenue; AZ Tax Research Association

New Development Opportunities

To understand the development opportunities that could result from the region's investment in a north-south rail line, the Project Team conducted interviews with local economic development groups. These groups included the Greater Yuma Economic Development Corporation, the Yuma County Chamber of Commerce, 4FrontED, the Greater Yuma Port Authority, and economic development staff from the Cities of Yuma and San Luis as well as Yuma County.

In terms of future opportunities with a new rail line, feedback from local economic development groups included the fact that agriculture goods are consistently one of the largest import/export users of the San Luis II Port of Entry (POE), the majority of which are only transported by truck. There are currently several users who receive items that could be trucked or sent by rail but are limited by lack of rail to using truck transportation. Industries such as automotive suppliers, steel manufacturers, furniture manufacturers, and others are currently all using the POE. Potential future opportunities could include containers coming from ships in Ensenada as well as large, heavy equipment such as wind turbine blades utilizing the new rail line.

The consensus in terms of missed opportunities due to the lack of rail infrastructure includes:

 Light manufacturing facilities that take in pre-prepared or parts and assemble them into final products that would be sold to customers



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- Warehouse and logistics facilities that would take finished products and re-sort them to be delivered to their final destinations
- Heavy industrial manufacturing that would include production of labor and materials-intensive products that may need bulk steel rolls, bulk fertilizers, or similar items that currently must cross in Mexicali

These three major development classifications were utilized in the analysis. The underlying assumptions used to estimate the impacts of construction and operations can be found in **Table 3**. For operations, each land use type was considered separately in terms of its ability to support employment and generate revenues. Construction costs for induced development range from \$90 per square foot for warehousing and logistics to \$150 per square foot heavy manufacturing space. Additional furniture, fixtures, and equipment purchases are also assumed.

Table 3: Project Site Plan Assumptions

Project Site Plan Assumptions/Rail-Induced Development Potential – Yuma County (2022 Dollars)						
Land Use Sq. ft Cost/ Sq. ft Construction Cost						
Light Manufacturing	100,000	\$120	\$12,000,000	\$1,500,000		
Warehouse & Logistics	100,000	\$90	\$9,000,000	\$1,200,000		
Heavy Manufacturing	100,000	\$150	\$15,000,000	\$2,500,000		

Note: Equipment used in manufacturing process is exempt from sales tax at the State and County level

Source: Elliott D. Pollack & Company; ULI; SIOR

Estimates of employment per square foot for each commercial type range from 750 square feet per employee for heavy manufacturing up to 1,500 square feet per employee for warehousing and logistics. Estimated rent, occupancy and utility usage is provided in **Table 4**.

Table 4: Operating Assumptions

Operating Assumptions/Rail-Induced Development Potential – Yuma County (2022 Dollars)						
Land Use Sq. ft per employee Rent / Sq. ft Stabilized Utilities Occupancy per Sq. ft						
Light Manufacturing	1,000	\$10.20	\$92%	\$5.00		
Warehouse & Logistics 1,500 \$9.36 \$92% \$3.00						
Heavy Manufacturing	750	\$12.40	\$92%	\$7.00		

Source: Elliott D. Pollack & Company, SIOR; Marshall & Swift

Economic Impact

Based on the assumptions outlined previously, the direct construction costs per 100,000 square feet of construction would range from \$9.0M to \$15.0M. This equates to total jobs ranging from 88 jobs to 146 jobs during construction and total economic output ranging from \$12.7M to \$21.1M. Detail of the construction impacts can be found in the **Appendix**.



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Once construction is completed, operations would begin to produce jobs on an ongoing annual basis. **Table 5** provides the jobs and output by land use per 100,000 square feet of development. Warehousing and logistics would create 84 jobs per 100,000 square feet of development and \$9.9M in annual economic output. Light Manufacturing would create 125 jobs per 100,000 square feet and \$22.0M in annual economic output. Heavy manufacturing would create 177 jobs per 100,000 square feet and \$42.4M in annual economic output.

Table 5: Economic Impact Development Potential

Economic Impact Summary/ Rail-Induced Development Potential – Yuma County (2022 Dollars)			
	Light Manufacturing	Warehousing & Logistics	Heavy Manufacturing
Construction Impact			
Person Years of Employment	117	88	146
Wages (\$ Mil)	\$5.9	\$4.5	\$7.4
Output (\$ Mil)	\$16.9	\$12.7	\$21.1
Operations Impact			
Jobs	125	84	177
Wages (\$ Mil)	\$5.2	\$4.6	\$9.9
Output (\$ Mil)	\$22.0	\$9.9	\$42.4

Source: Elliott D. Pollack & Company; IMPLAN

Fiscal Impact

This section details the fiscal impacts by scenario for the State of Arizona, Yuma County, two local municipalities (the cities of Yuma and San Luis who would have the most direct access to the north-south rail alignment). The fiscal impact of each scenario for construction varies based on land use assumptions. Detailed results can be found in the **Appendix**.

Based on the assumptions outlined above, the direct construction costs per 100,000 square feet of construction would range from \$9.0M to \$15.0M.

City of Yuma

As shown in **Table 6**, if a north-south rail alignment were to be built, construction impacts for the City of Yuma would equate to approximately \$937,600 in state and local revenues for light manufacturing, an estimated \$824,900 in state and local revenues for warehousing and logistics, and over \$1.1 M in state and local revenues for heavy manufacturing. Detailed construction impacts can be found in the **Appendix**.

Once construction is completed, operations would begin to produce jobs on an ongoing annual basis as shown in **Table 7**. Warehousing and logistics would create \$410,700 in state and local taxes per 100,000 square feet of development each year. Light Manufacturing would create \$551,600 in state and local taxes per 100,000 square feet of development each year. Heavy manufacturing would create \$788,000 in state and local taxes per 100,000 square feet of development on an annual basis.



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Table 6: Fiscal Construction Impacts - City of Yuma

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Fiscal Construction impacts	/ Rall-Induced Development Polential =	- Gity of Yuma (2022 Dollars)

Construction Impacts	Light Manufacturing	Warehousing & Logistics	Heavy Manufacturing
State of Arizona			
Primary direct taxes	\$385,700	\$356,500	\$482,100
Secondary impacts from employees	\$217,300	\$163,000	\$271,700
Yuma County			
Primary direct taxes	\$86,700	\$65,100	\$108,400
Secondary impacts from employees	\$78,000	\$58,900	\$96,700
City of Yuma			
Primary direct taxes	\$132,600	\$153,000	\$132,600
Secondary impacts from employees	\$37,300	\$28,400	\$46,200
Total construction tax revenues	\$937,600	\$824,900	\$1,137,700

Table 7: Fiscal Operations Impacts - City of Yuma

Fiscal Operations Impacts / Rail-Induced Development Potential – City of Yuma (2022 Dollars)

Operations Impacts	Light Manufacturing	Warehousing & Logistics	Heavy Manufacturing
State of Arizona			
Primary direct taxes	\$0	\$12,900	\$0
Secondary impacts from employees	\$163,700	\$117,900	\$259,600
Yuma County			
Primary direct taxes	\$34,800	\$29,400	\$43,500
Secondary impacts from employees	\$117,300	\$77,900	\$173,600
City of Yuma			
Primary direct taxes	\$54,900	\$42,500	\$69,300
Secondary impacts from employees	\$67,300	\$44,900	\$100,000
Other			
School districts	\$61,500	\$46,100	\$76,900
Special districts	\$52,100	\$39,100	\$65,100
Total operations tax revenues	\$551,600	\$410,700	\$788,000

City of San Luis

As shown in **Table 8**, if a north-south rail alignment were to be built, construction impacts for the City of San Luis would equate to approximately \$1.1M in state and local revenues for light manufacturing, an estimated \$1.0M in state and local revenues for warehousing and logistics, and over \$1.3M in state and local revenues for heavy manufacturing per 100,000 square feet of development. Detailed construction impacts can be found in the **Appendix**.

Once construction is completed, operations would begin to produce jobs on an ongoing annual basis as shown in **Table 9**. Warehousing and logistics would create \$426,400 in state and local taxes per 100,000 square feet of development each year. Light Manufacturing would create \$563,800 in state and local taxes per 100,000 square feet of development each year. Heavy manufacturing would create \$802,100 in state and local taxes per 100,000 square feet of development on an annual basis.



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Table 8: Fiscal Construction Impacts - City of San Luis

Fiscal Construction Impacts / Rail-Induced Development Potential - City of San Luis (2022 Dollars)

Construction Impacts	Light Manufacturing	Warehousing & Logistics	Heavy Manufacturing
State of Arizona			
Primary direct taxes	\$385,700	\$356,500	\$482,100
Secondary impacts from employees	\$217,300	\$163,000	\$271,700
Yuma County			
Primary direct taxes	\$86,700	\$65,100	\$108,400
Secondary impacts from employees	\$78,000	\$58,900	\$96,700
City of San Luis			
Primary direct taxes	\$312,000	\$360,000	\$312,000
Secondary impacts from employees	\$25,800	\$19,500	\$32,100
Total construction tax revenues	\$1,105,500	\$1,023,000	\$1,303,000

Table 9: Fiscal Operations Impacts - City of San Luis

Fiscal Operations Impacts / Rail-Induced Development Potential – City of Yuma (2022 Dollars)

•			
Operations Impacts	Light Manufacturing	Warehousing & Logistics	Heavy Manufacturing
State of Arizona			
Primary direct taxes	\$0	\$12,900	\$0
Secondary impacts from employees	\$163,700	\$117,900	\$259,600
Yuma County			
Primary direct taxes	\$34,800	\$29,400	\$43,500
Secondary impacts from employees	\$117,300	\$77,900	\$173,600
City of San Luis			
Primary direct taxes	\$57,500	\$46,400	\$73,600
Secondary impacts from employees	\$36,700	\$26,500	\$59,600
Other			
School districts	\$101,700	\$76,300	\$127,100
Special districts	\$52,100	\$39,100	\$65,100
Total operations tax revenues	\$563,800	\$426,400	\$802,100

Conclusion

The construction of a north-south rail alignment in the project study area could have substantial positive economic impacts in the greater Yuma region. The construction of the rail line itself would result in between \$12.7M and \$19.2M in taxes along with between 1,685 and 2,541 person-years of good-paying employment. After completion, new manufacturing and industrial employment attracted by the region's north-south rail access would bring in between \$410,000 and \$802,000 of new tax revenue per year for every 100,000 square feet of development attracted, depending on the type and location of that development.

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Appendix – Detailed Analysis Tables

Economic Impact of Construction by Land Use by Scenario (Full Table)

Economic Impact of Construction (Full Table) – Yuma County (2022 Dollars)				
	Light Manufacturing	Warehousing & Logistics	Heavy Manufacturing	
Person Years of Employment				
Direct	88	66	110	
Indirect	14	10	17	
Induced	15	11	19	
Total	117	88	146	
Wages (\$Mil)				
Direct	\$4.3	\$3.2	\$5.4	
Indirect	\$0.9	\$0.7	\$1.1	
Induced	\$0.8	\$0.6	\$0.9	
Total	\$5.9	\$4.5	\$7.4	
Economic Output (\$Mil)				
Direct	\$12.0	\$9.0	\$15.0	
Indirect	\$2.6	\$1.9	\$3.2	
Induced	\$2.3	\$1.7	\$2.9	
Total	\$16.9	\$12.7	\$21.1	

NOTE: The total may not equal the sum of the impacts due to rounding. All dollar figures are in constant dollars. Inflation has not been included in these figures.



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Economic Impact of Operations by Land Use by Scenario (Full Table)

Economic Impact of Operations (Full Table) – Yuma County (2022 Dollars)				
	Light Manufacturing	Warehousing & Logistics	Heavy Manufacturing	
Person Years of Employment				
Direct	92	61	123	
Indirect	20	12	30	
Induced	13	12	25	
Total	125	84	177	
Wages (\$Mil)				
Direct	\$3.2	\$3.6	\$6.9	
Indirect	\$1.4	\$0.5	\$1.8	
Induced	\$0.7	\$0.6	\$1.2	
Total	\$5.2	\$4.6	\$9.9	
Economic Output (\$Mil)				
Direct	\$16.5	\$6.4	\$33.6	
Indirect	\$3.5	\$1.7	\$5.0	
Induced	\$2.0	\$1.8	\$3.8	
Total	\$22	\$9.9	\$42.4	



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Fiscal Impact of Rail Construction

Fiscal Impact of Rail Construction – Yuma County (2022 Dollars)				
	Candidate A	Candidate B	Candidate C	
State of Arizona				
Construction Sales	\$6,851,500	\$9,551,300	\$10,332,200	
Secondary impacts from employees				
Spending sales tax	\$1,104,700	\$1,540,000	\$1,665,900	
Income tax	\$1,410,000	\$1,965,600	\$2,126,300	
Unemployment tax	\$318,500	\$444,000	\$480,300	
Vehicle license tax	\$246,500	\$343,600	\$371,700	
Gas Tax	\$129,400	\$180,400	\$195,200	
Total for the State	\$10,060,600	\$14,024,900	\$15,171,600	
Yuma County				
Construction Sales	\$1,540,800	\$2,147,900	\$2,323,500	
Secondary impacts from employees				
Spending sales tax	\$296,700	\$413,600	\$447,400	
Property tax	\$807,900	\$1,126,300	\$1,218,400	
State shared revenues	\$26,800	\$37,400	\$40,500	
Total for the County	\$2,672,200	\$3,725,200	\$4,029,800	
Total Construction Tax Revenues	\$12,732,800	\$17,750,100	\$19,201,400	



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Fiscal Impact of Industrial Construction (Built in the City of Yuma)

Fiscal Impact of Industrial Construction – City of Yuma (2022 Dollars)				
	Candidate A	Candidate B	Candidate C	
State of Arizona				
Construction Sales	\$385,700	\$289,300	\$482,100	
Use Tax	N/A	\$67,200	N/A	
Secondary impacts from employees				
Spending sales tax	\$75,200	\$56,400	\$94,000	
Income tax	\$93,900	\$70,500	\$117,400	
Unemployment tax	\$22,100	\$16,600	\$27,700	
Vehicle license tax	\$17,100	\$12,800	\$21,400	
Gas Tax	\$9,000	\$6,700	\$11,200	
Total for the State	\$603,000	\$519,500	\$753,800	
Yuma Co	unty			
Construction Sales	\$86,700	\$65,100	\$108,400	
Secondary impacts from employees				
Spending sales tax	\$20,200	\$15,200	\$25,300	
Property tax	\$56,200	\$42,100	\$70,200	
State shared revenues	\$1,600	\$1,600	\$1,200	
Total for the County	\$164,700	\$124,000	\$205,100	
City of Yuma				
Construction Sales	\$132,600	\$132,600	\$132,600	
Use Tax	N/A	\$20,400	N/A	
Secondary impacts from employees				
Spending sales tax	\$13,500	\$10,200	\$16,900	
Property tax	\$22,700	\$17,100	\$28,400	
State shared revenues	\$1,100	\$1,100	\$900	
Total for the City	\$169,900	\$181,400	\$178,800	
Total all jurisdictions	\$937,600	\$824,900	\$1,137,700	



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Fiscal Impact of Industrial Construction (Built in the City of San Luis)

Fiscal Impact of Industrial Construction - City of San Luis (2022 Dollars)				
	Candidate A	Candidate B	Candidate C	
State of Arizona				
Construction Sales	\$385,700	\$289,300	\$482,100	
Use Tax	N/A	\$67,200	N/A	
Secondary impacts from employees				
Spending sales tax	\$75,200	\$56,400	\$94,000	
Income tax	\$93,900	\$70,500	\$117,400	
Unemployment tax	\$22,100	\$16,600	\$27,700	
Vehicle license tax	\$17,100	\$12,800	\$21,400	
Gas Tax	\$9,000	\$6,700	\$11,200	
Total for the State	\$603,000	\$519,500	\$753,800	
Yuma Co	unty			
Construction Sales	\$86,700	\$65,100	\$108,400	
Secondary impacts from employees				
Spending sales tax	\$20,200	\$15,200	\$25,300	
Property tax	\$56,200	\$42,100	\$70,200	
State shared revenues	\$1,600	\$1,600	\$1,200	
Total for the County	\$164,700	\$124,000	\$205,100	
City of San Luis				
Construction Sales	\$312,000	\$312,000	\$312,000	
Use Tax	N/A	\$48,000	N/A	
Secondary impacts from employees				
Spending sales tax	\$25,400	\$19,100	\$31,800	
Property tax	\$0	\$0	\$0	
State shared revenues	\$400	\$400	\$300	
Total for the City	\$337,800	\$379,500	\$344,100	
Total all jurisdictions	\$937,600	\$824,900	\$1,137,700	



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Fiscal Impact of Industrial Operations (Built in the City of Yuma)

Fiscal Impact of Industrial Construction – City of Yuma (2022 Dollars)			
	Candidate A	Candidate B	Candidate C
State of Arizona			
Property Tax	\$0	\$0	\$0
Utility Tax	N/A	\$12,900	N/A
Secondary impacts from employees			
Spending sales tax	\$106,900	\$78,300	\$176,500
Income tax	\$5,300	\$4,700	\$10,100
Unemployment tax	\$23,600	\$16,000	\$33,500
Vehicle license tax	\$18,300	\$12,400	\$25,900
Gas Tax	\$9,600	\$6,500	\$13,600
Total for the State	\$163,700	\$130,800	\$259,600
Yuma Co	unty		
Property tax Utility tax	\$34,800 N/A	\$26,100	\$43,500
Secondary impacts from employees	IN/A	\$3,300	N/A
Spending sales tax	\$29,000	\$21,000	\$47,300
Property tax			
	\$87,300	\$56,200	\$125,600
State shared revenues	\$1,000	\$700	\$700
Total for the County City of Yu	\$152,100	\$107,300	\$217,100
Property tax	\$30,400	\$22,800	\$38,000
Lease	\$16,000	\$14,600	\$19,400
Utility tax	\$8,500	\$5,100	\$11,900
Secondary impacts from employees			
Spending sales tax	\$19,400	\$14,000	\$31,600
State shared revenues	\$800	\$600	\$600
Total for Local Governments	\$122,200	\$87,400	\$169,300
Other Districts	404 700	#40 400	Φ 7 0.000
School districts	\$61,500	\$46,100	\$76,900
Special districts	\$52,100 \$112,600	\$39,100	\$65,100
Total for Other Districts	\$113,600	\$85,200	\$142,000
Total tax revenues	\$551,600	\$410,700	\$788,000



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Fiscal Impact of Industrial Operations (Built in the City of San Luis)

Fiscal Impact of Industrial Construction – City of San Luis (2022 Dollars)			
	Candidate A	Candidate B	Candidate C
State of Arizona			
Property Tax	\$0	\$0	\$0
Utility Tax	N/A	\$12,900	N/A
Secondary impacts from employees			
Spending sales tax	\$106,900	\$78,300	\$176,500
Income tax	\$5,300	\$4,700	\$10,100
Unemployment tax	\$23,600	\$16,000	\$33,500
Vehicle license tax	\$18,300	\$12,400	\$25,900
Gas Tax	\$9,600	\$6,500	\$13,600
Total for the State	\$163,700	\$130,800	\$259,600
Yuma Co	unty		
Property tax Utility tax	\$34,800 N/A	\$26,100 \$3,300	\$43,500 N/A
Secondary impacts from employees	IN/A	φ3,300	IN/A
Spending sales tax	\$29,000	\$21,000	\$47,300
Property tax	\$87,300	\$56,200	\$125,600
State shared revenues	\$1,000	\$700	\$700
Total for the County	\$152,100	\$107,300	\$217,100
City of San Luis			
Property tax	\$0	\$0	\$0
Lease	\$37,500	\$34,400	\$45,600
Utility tax	\$20,000	\$12,000	\$28,000
Secondary impacts from employees			
Spending sales tax	\$36,400	\$26,300	\$59,400
State shared revenues	\$300	\$200	\$200
Total for Local Governments	\$94,200	\$72,900	\$133,200
Other Districts	4404 706	#70.000	4407.406
School districts	\$101,700	\$76,300	\$127,100
Special districts	\$52,100	\$39,100	\$65,100
Total for Other Districts	\$153,800	\$115,400	\$192,200
Total tax revenues	\$563,800	\$426,400	\$802,100