

THE ECONOMIC IMPACT OF ST. HOPE ON THE GREATER SACRAMENTO AREA AND THE OAK PARK AREA

Prepared for:

**Mr. Jake Mossawir
Chief Executive Officer
St. HOPE
Sacramento, California**

Prepared by:

**Dennis H. Tootelian, Ph.D.
The Tootelian Company
Sacramento, California**

May 2019

TABLE OF CONTENTS

EXECUTIVE SUMMARY	4
INTRODUCTION	13
Background on St. HOPE	13
Scope of Work	15
Consultant	15
Caveats	16
METHODOLOGY FOR CONDUCTING THE ANALYSIS	17
IMPLAN and Other Models Used in the Study	17
Definitions of Years	18
Data Sources	19
FINDINGS OF THE ANALYSES	20
St. HOPE Expenditures Used in the Analyses	20
St. HOPE’s Economic Impact in Current Years	21
St. HOPE’s Impact in the Greater Sacramento Area	21
St. HOPE’s Impact in the Oak Park Area	24
The Impact of St. HOPE’s Expenditures for Salaries and Wages	26
Possible Diffusion of Labor Income Spending	27
Possible Uses for Incremental Indirect Business Taxes Created	28
St. HOPE’s Economic Impact in its Middle years	29
St. HOPE’s Impact in the Greater Sacramento Area	29
St. HOPE’s Impact in the Oak Park Area	32
Possible Diffusion of Labor Income Spending	34
St. HOPE’s Economic Impact in its Early Years	35
St. HOPE’s Impact in the Greater Sacramento Area	35
St. HOPE’s Impact in the Oak Park Area	36
Possible Diffusion of Labor Income Spending	37
SUMMARY AND CONCLUSIONS	38
TABLE ONE: ANNUAL ECONOMIC IMPACT OF ST. HOPE IN CURRENT YEARS	43
TABLE TWO: ANNUAL ECONOMIC IMPACT OF ST. HOPE ACADEMY IN CURRENT YEARS	47
TABLE THREE: ANNUAL ECONOMIC IMPACT OF ST. HOPE PUBLIC SCHOOLS IN CURRENT YEARS	51
TABLE FOUR: ANNUAL ECONOMIC IMPACT OF ST. HOPE DEVELOPMENT COMPANY IN CURRENT YEARS	55
TABLE FIVE: DAILY IMPACT OF ST. HOPE’S CURRENT YEARS	59
TABLE SIX: ANNUAL ECONOMIC IMPACT OF ST. HOPE’S EMPLOYMENT EXPENDITURES IN CURRENT YEARS	63
TABLE SEVEN: POSSIBLE DIFFUSION OF ANNUAL LABOR INCOME SPENDING BY HOUSEHOLDS BASED ON ST. HOPE’S OPERATIONS IN CURRENT YEARS	65

TABLE EIGHT: PERCENT OF LOCAL GOVERNMENT BUDGETS THAT COULD BE PAID FOR FROM INDIRECT BUSINESS TAXES GENERATED BY ST. HOPE IN CURRENT YEARS.....	67
TABLE NINE: ANNUAL ECONOMIC IMPACT OF ST. HOPE IN ITS MIDDLE YEARS	68
TABLE TEN: ANNUAL ECONOMIC IMPACT OF ST. HOPE ACADEMY IN ITS MIDDLE YEARS.....	72
TABLE ELEVEN: ANNUAL ECONOMIC IMPACT OF ST. HOPE PUBLIC SCHOOLS IN ITS MIDDLE YEARS	76
TABLE TWELVE: ANNUAL ECONOMIC IMPACT OF ST. HOPE DEVELOPMENT COMPANY IN ITS MIDDLE YEARS.....	80
TABLE THIRTEEN: DAILY IMPACT OF ST. HOPE’S MIDDLE YEARS	84
TABLE FOURTEEN: POSSIBLE DIFFUSION OF ANNUAL LABOR INCOME SPENDING BY HOUSEHOLDS BASED ON ST. HOPE’S OPERATIONS IN ITS MIDDLE YEARS.....	88
TABLE FIFTEEN: ANNUAL ECONOMIC IMPACT OF ST. HOPE IN ITS EARLY YEARS	89
TABLE SIXTEEN: DAILY IMPACT OF ST. HOPE’S EARLY YEARS	93
TABLE SEVENTEEN: POSSIBLE DIFFUSION OF ANNUAL LABOR INCOME SPENDING BY HOUSEHOLDS BASED ON ST. HOPE’S OPERATIONS IN ITS EARLY YEARS	94

THE ECONOMIC IMPACT OF ST. HOPE ON THE GREATER SACRAMENTO AREA AND THE OAK PARK AREA

EXECUTIVE SUMMARY

INTRODUCTION

In January 2019, St. HOPE commissioned The Tootelian Company (hereafter “consultant”) to conduct an independent economic impact study of the St. HOPE organization and its three main entities: St. HOPE Academy, St. HOPE Public Schools, St. HOPE Development Company (hereafter collectively “St. HOPE”). The purpose was to measure the economic benefits St. HOPE provides to the Greater Sacramento region, which is defined to include Sacramento, El Dorado, Placer, and Yolo counties (hereafter “Greater Sacramento Area” or “GSA”) and the Oak Park area which is defined as the area within the 95817 and 95820 zip codes (hereafter “Oak Park Area” or “OPA”).

An economic analysis consists of estimating the benefits an organization’s expenditures provide to businesses, residents, and local government within a defined geographic area. The economic impact of operating expenditures is computed in terms of the extent to which St. HOPE’s operations generate additional business activity, employment, labor income, and indirect business taxes.

Background on St. HOPE

[St. HOPE](#) is a family of nonprofits established in the Oak Park community of the greater Sacramento area. The organization was founded in 1989 by former Sacramento Mayor [Kevin Johnson](#), an Oak Park native, whose vision was to revitalize the predominantly the underserved community through high quality public education and economic development.

St. HOPE Academy. St. HOPE seeks improve the quality of life of low income, minority children by providing high quality education in the community of Oak Park. In 1989, this mission began with one portable classroom at Sacramento High School as an after-school program called the St. HOPE Academy. Today, St. HOPE embodies a unique nonprofit business model that generates revenue through real estate development, investments and operating companies, which supports its nonprofit activities with the overall goal of being an economically self-sustaining organization.

St. HOPE Public Schools. Today, more than 1,500 students from TK-12th grade embark on their academic journey in St. HOPE’s charter school system which includes:

- [Sacramento Charter High School](#), serving grades 9-12 since 2003
- Oak Park Prep, serving grades 7-8 since 2012
- PS7, serving grades TK-8, since 2003

The [St. HOPE schools](#) have received notable accolades due to the dedication of its students and faculty. In 2017, 96 percent of seniors attending Sacramento High School were accepted into four-year colleges. Sac High is also the highest performing high school in the California where African American students make up at least 50 percent of the tested student population.

Oak Park Prep has eliminated the achievement gap for students, 96 percent of whom are minority students and 83 percent whom come from low-income families. PS7 has twice been named a Title I Achievement Award Winner, has been recognized as a California Distinguished School and as a federal Blue Ribbon School nominee for its educational outcomes with low-income students.

St. HOPE Development Corporation. The mission of St. HOPE Development Company, founded in 2001, is to invest in and develop inner-city real estate and thereby stimulate economic growth and positive community development.

St. HOPE’s selected investments are bringing in quality schools, education nonprofits, restaurants, retail and mixed-use developments. St. HOPE’s business successes are diverse, with a portfolio of completed projects and additional efforts underway to recruit new commercial tenants.

In 2003, St. HOPE renovated the old Woodruff hotel into a 23,000 sq. ft. mixed-use facility called the 40 Acres Cultural Center. The center currently includes the Old Soul Coffee House, the Guild Theater, apartments, and one of only 59 black-owned bookstores in the country, Underground Books.

Additional St. HOPE economic development projects include the St. HOPE Academy Building; U.S. Bank Building; The Oak Park Victorian; La Venadita restaurant; Hofbrau restaurant; the Oak Park Education Complex (2017) – home to Teach For America, College Track, and the Sacramento Employment & Training Agency; 3400 Third Avenue which houses Valley Vision; and the St. HOPE Business Complex – home to the California Asian Chamber of Commerce, Nehemiah Foundation, City Year and the Greater Sacramento Urban League.

Scope of Work

The specific tasks performed by the consultant were to:

1. ***Develop Project Parameters.*** This phase consisted of defining the scope of the project and considering possible sources of data to be used in the analysis.
2. ***Collect Data and Conduct the Analyses.*** St. HOPE provided the financial data for its entities that were critical to conducting the impact study. This phase involved

collecting additional data as needed, developing the economic models, inputting the data into the models, and conducting the analyses.

3. ***Prepare a Report of Findings.*** This phase consisted of preparing this Summary Report of findings.

Consultant

The Tootelian Company is a Sacramento, California-based marketing and management consulting firm. It specializes in performing economic impact studies, conducting market research, and assisting its clients with their business and marketing plans. The consultant was Dennis H. Tootelian, Ph.D.

METHODOLOGY FOR CONDUCTING THE ANALYSIS

Two economic models were used in this analysis. IMPLAN was used to compute the overall impact, and a specially designed model was created to help define expenditure levels to use in the IMPLAN model.

IMPLAN and Other Models Used in the Study

The primary model used for this analysis was IMPLAN. It provides modeling to assess economic impacts at the state, multi-county, county, and zip code levels. Widely recognized and used nationally and regionally, IMPLAN's clients include federal and state governments, universities, and private sector consultants.

The benefit of using input-output models, including IMPLAN, is that they help evaluate the effects of industries on each other based on the supposition that industries use the outputs of other industries as inputs. Some other models measuring economic activity examine only the total output or employment of an industry, and not the dual causality that may run both ways. The use of an input-output model provides a more comprehensive view of the inter-related economic impacts. It examines economic relationships between businesses and between business and consumers.

Each industry that produces goods and services has an influence on, and in turn, is impacted by other industries. The full range of economic impacts includes direct, indirect, and induced benefits:

- ***Direct benefits*** consist of economic activity contained exclusively within the designated industry sector(s). This includes all expenditures made and all people employed.
- ***Indirect benefits*** define the creation of additional economic activity that results from linked businesses, suppliers of goods and services, and provisions of operating inputs.

- **Induced benefits** measure the consumption expenditures of direct and indirect sector employees. Examples of induced benefits include employees' expenditures on items such as retail purchases, housing, banking, and medical services.

The total direct, indirect, and induced benefits arising due to the multiplier effect are presented in four ways:

- **Output** accounts for total revenues including all sources of income for a given time period for an industry in dollars. This the best overall measure of business and economic activity.
- **Employment** demonstrates the number of jobs generated and is calculated on a full-time equivalent annual basis.
- **Labor Income** includes all forms of employee compensation paid by employers, and includes proprietary income.
- **Indirect Business Taxes** consist of property taxes, excise taxes, fees, licenses, and sales taxes paid by businesses. Taxes on profits or income are not included.

The **multiplier effect** for sales and employment reflect the increased economic activity that comes from sales being generated, and expenses being incurred, by a business. When a business generates sales, it must use some of that money to purchase other goods and other services and hire people to meet the demand for its products and services. Purchases made by the business represent sales to other firms who must then also purchase goods and services and hire people to meet their new demand. The additional hiring to meet demand means more people will have income which they will use to purchase goods and services for their households. All of this brings added sales to firms in the community. The net effect is that sales dollars are recycled in the community through this process of sales requiring additional purchases and employment.

To provide data for the IMPLAN analysis, the analyst developed a “feeder” economic model that specifically addresses the variables and critical issues. This model not only provides the data used in the IMPLAN analysis, but illustrates the economic impact at a more local level.

Data Sources

Data used to assess the economic impact came from a variety of sources. These include:

- Financial statements for St. HOPE, including Form 990, independent auditor's reports, and internal financial reports.
- Consumer spending patterns for the Western states from the United States Bureau of the Census.

- City of Sacramento and county budgets taken from their respective websites.

Caveats

The results of any research should be used with caution and at the reader's own discretion. Every study, no matter how well constructed, contains the possibility of some degree of error and areas in which experts may disagree. Accordingly, the reader assumes sole responsibility for the use of this information.

SUMMARY AND CONCLUSIONS

Based on the analyses conducted, the following summary points and conclusions appear to be warranted:

Economic Impact of an Average Current Year

- St. HOPE Academy, St. HOPE Public Schools, and St. HOPE Development Company spent a combined total of nearly \$15.7 million in the Greater Sacramento Area (GSA) in an average current year, using 2016, 2017, and 2018 as the bases for analyses. St. HOPE and these entities spent an average of more than \$4.2 million annually in the Oak Park Area (OPA). These local expenditure levels were used in computing St. HOPE's economic impact on the GSA and OPA for the more current years of operation. To the extent that these annual average expenditures continue, it can be expected that St. HOPE's impact will occur each year.
- The total economic impact in terms of business activity created by St. HOPE's expenditures in the GSA and more than \$28.1 million and nearly \$5.7 million in the OPA. This equates to more than \$77,100 per day for every day of the year in the GPA and nearly \$15,600 per day in the OPA.
- The economic activities St. HOPE annually creates nearly 390 new jobs or expanded existing jobs in the Greater Sacramento Area and nearly 87 jobs in the Oak Park Area. These are computed on a full-time-equivalent basis.
- The total economic impact in terms of business activity created by St. HOPE's annual expenditures just for salaries and wages is more than \$14.5 million in the Greater Sacramento Area and nearly \$3.4 million in the Oak Park Area. This equates to more than \$68,900 per day for every day of the year in the GSA and more than \$9,200 per day in the OPA.
- The economic activities of St. HOPE also generate more than \$1.5 million in additional indirect business taxes each year, or nearly \$3,800 every day of the year. These tax dollars can help fund existing and/or new programs to benefit residents within the GSA's four counties and the City of Sacramento.

- The economic impacts in terms of business activity created by each of St. HOPE's entities also are significant:
 - ***St. HOPE Academy*** creates a total of more than \$2.1 million in economic activity annually in the GSA, or an average of about \$5,825 every day of the year. In the OPA, it generates nearly \$756,000 in economic activity annually, or an average of nearly \$2,100 per day. In the GSA, St. HOPE also annually creates nearly 30 jobs, generates more than \$1.1 million in additional labor income, and creates more than \$115,900 in indirect business taxes. Within the OPA, it annually creates nearly 12 jobs, nearly \$460,000 in additional labor income, and nearly \$41,200 in indirect business taxes.
 - ***St. HOPE Public Schools*** creates a total of nearly \$25.2 million in economic activity annually in the GSA, or an average of more than \$68,900 every day of the year. In the OPA, St. HOPE generates nearly \$4.8 million in economic activity annually, or an average of more than \$13,000 per day. In the GSA, it also annually creates more than 350 jobs, generates more than \$13.5 million in additional labor income, and creates nearly \$1.4 million in indirect business taxes. Within the OPA, it annually creates nearly 74 jobs, nearly \$2.9 million in additional labor income, and nearly \$259,000 in indirect business taxes.
 - ***St. HOPE Development Company*** creates a total of nearly \$862,500 in economic activity annually in the GSA, or an average of nearly \$2,400 every day of the year. In the OPA, it generates more than \$178,600 in economic activity annually, or an average of nearly \$490 per day. In the GSA, St. HOPE also annually creates nearly 5 jobs, generates more than \$145,500 in additional labor income, and creates more than \$35,300 in indirect business taxes. Within the OPA, it annually creates nearly one job, nearly \$22,300 in additional labor income, and more than \$7,200 in indirect business taxes.

Overall, St. HOPE's current years' average expenditures have a significant economic impact on the Greater Sacramento Area and the Oak Park Area. Its operations generate business activity in a wide variety of economic sectors. In turn, this creates jobs, results in additional income for residents of the area, and creates additional indirect business tax dollars from the increased business activity that can be used by the four Counties and the City of Sacramento to fund existing and/or new programs for their communities.

In comparing the current years with those of the early years, St. HOPE's impact on the GSA and OPA has grown immensely. On a compounded annual growth rate basis, comparing the early years' average to its current years' average, St. HOPE's:

- Output has grown 25.28% per year.
- Employment has grown 27.06% per year.
- Labor Income generated has grown 25.17% per year.
- Indirect Business Taxes generated 25.24% per year.

On a compounded annual growth rate basis, comparing the middle years' average to its current years' average, St. HOPE's:

- Output has grown 2.51% per year.
- Employment has grown 2.47% per year.
- Labor Income generated has grown 2.46% per year.
- Indirect Business Taxes generated 2.49% per year.

It is very important to note that while the more recent growth rates appear to be considerably smaller than when comparing the early to the current years, the impacts in the early years were very small which greatly distorts the comparative growth rates. It is, for example, it is easier to grow from \$100 to \$125 (a 25% growth rate) than it is from \$1,000,000 to \$1,250,000 (also a 25% growth rate).

Given its average annual expenditures within the GSA and OPA within the last three years used for these analyses, it seems reasonable to conclude that St. HOPE will continue to increase its economic impact within these areas.

Economic Impact of Average Middle and Early Years

- In its *middle years*, defined as 2005, 2006, and 2007, St. HOPE Academy, St. HOPE Public Schools, and St. HOPE Development Company spent a combined total of more than \$11.9 million in the Greater Sacramento Area (GSA). St. HOPE and these entities spent an average of nearly \$4.0 million annually in the Oak Park Area (OPA). These expenditure levels were used in the computation of St. HOPE's economic impact on the GSA and OPA for its middle years of operation. The economic impacts in terms of business activity created by each of St. HOPE's entities in its middle years also were significant:
 - *St. HOPE's combined entities* created a total of more than \$21.4 million in economic activity annually in the GSA, or an average of more than \$58,700 every day of the year. In the OPA, it generated nearly \$5.4 million in economic activity annually, or an average of nearly \$14,700 per day. In the GSA, it also created more than 295 jobs, generated more than \$11.1 million in additional labor income, and created nearly \$1.2 million in indirect

business taxes. Within the OPA, it created nearly 83 jobs, more than \$3.2 million in additional labor income, and more than \$291,000 in indirect business taxes.

- ***St. HOPE Academy*** created a total of nearly \$2.8 million in economic activity annually in the GSA, or an average of nearly \$7,700 every day of the year. In the OPA, it generated nearly \$1.0 million in economic activity annually, or an average of more than \$2,700 per day. In the GSA, it also created more than 39 jobs, generated nearly \$1.5 million in additional labor income, and created nearly \$152,400 in indirect business taxes. Within the OPA, it created nearly 16 jobs, nearly \$607,800 in additional labor income, and more than \$54,400 in indirect business taxes.
- ***St. HOPE Public Schools*** created a total of more than \$18.1 million in economic activity annually in the GSA, or an average of about \$49,650 every day of the year. In the OPA, it generated nearly \$4.3 million in economic activity annually, or an average of more than \$11,700 per day. In the GSA, it also created more than 253 jobs, generated more than \$9.5 million in additional labor income, and created more than \$988,000 in indirect business taxes. Within the OPA, it created nearly 67 jobs, more than \$2.6 million in additional labor income, and more than \$233,000 in indirect business taxes.
- ***St. HOPE Development Company*** created a total of nearly \$514,000 in economic activity annually in the GSA, or an average of more than \$1,400 every day of the year. In the OPA, it generated more than \$80,000 in economic activity annually, or an average of about \$220 per day. In the GSA, it also created nearly 3 jobs, generated nearly \$87,000 in additional labor income, and created more than \$21,000 in indirect business taxes. Within the OPA, it created nearly one job, nearly \$10,000 in additional labor income, and more than \$3,200 in indirect business taxes.
- In its *early years*, St. HOPE spent a total of more than \$55,600 in the Greater Sacramento Area (GSA) in an average early year, using the years 1991, 1992, and 1993 as the bases for analyses. St. HOPE Public Schools and St. Hope Development Company were not in existence during that time period. St. HOPE spent an average of more than \$17,700 annually in the Oak Park Area (OPA). These expenditure levels were used in the computation of St. HOPE's economic impact on the GSA and OPA for the early years of operation. It must be realized that while these numbers may seem relatively small today, the time period was the early 1990s.

St. HOPE created a total of more than \$100,500 in economic activity annually in the GSA, or an average of about \$275 every day of the year. In the OPA, it generated nearly \$24,000 in economic activity annually, or an average of about \$66 per day. In the GSA, St. HOPE also annually created about one full-time-

equivalent job, generated nearly \$53,000 in additional labor income, and created nearly \$5,000 in indirect business taxes. Within the OPA, it annually created about one-third of a full-time-equivalent job, nearly \$14,600 in additional labor income, and more than \$1,300 in indirect business taxes.

THE ECONOMIC IMPACT OF ST. HOPE ON THE GREATER SACRAMENTO AREA AND THE OAK PARK AREA

INTRODUCTION

In January 2019, St. HOPE commissioned The Tootelian Company (hereafter “consultant”) to conduct an independent economic impact study of the St. HOPE organization and its three main entities: St. HOPE Academy, St. HOPE Public Schools, St. HOPE Development Company (hereafter collectively “St. HOPE”). The purpose was to measure the economic benefits St. HOPE provides to the Greater Sacramento region, which is defined to include Sacramento, El Dorado, Placer, and Yolo counties (hereafter “Greater Sacramento Area” or “GSA”) and the Oak Park area which is defined as the area within the 95817 and 95820 zip codes (hereafter “Oak Park Area” or “OPA”).

Three time frames were used for the study of St. HOPE’s approximately 30-year history. One was the economic impact of St. HOPE over the course of its most current years, another for the time period representing its middle years, and the third was St. HOPE’s early years.

An economic analysis consists of estimating the benefits an organization’s expenditures provide to businesses, residents, and local government within a defined geographic area. The economic impact of operating expenditures is computed in terms of the extent to which St. HOPE’s operations generate additional business activity, employment, labor income, and indirect business taxes. These analyses were for St. HOPE in total, and for each of its three entities.

Background on St. HOPE

[St. HOPE](#) is a family of nonprofits established in the Oak Park community of the greater Sacramento area. The organization was founded in 1989 by former Sacramento Mayor [Kevin Johnson](#), an Oak Park native, whose vision was to revitalize the predominantly the underserved community through high quality public education and economic development.

St. HOPE Academy

St. HOPE seeks improve the quality of life of low income, minority children by providing high quality education in the community of Oak Park. In 1989, this mission began with one

portable classroom at Sacramento High School as an after-school program called the St. HOPE Academy. Today, St. HOPE embodies a unique nonprofit business model that generates revenue through real estate development, investments and operating companies, which supports its nonprofit activities with the overall goal of being an economically self-sustaining organization.

St. HOPE Public Schools

Today, more than 1,500 students from TK-12th grade embark on their academic journey in St. HOPE's charter school system which includes:

- [Sacramento Charter High School](#), serving grades 9-12 since 2003
- Oak Park Prep, serving grades 7-8 since 2012
- PS7, serving grades TK-8, since 2003

The [St. HOPE schools](#) have received notable accolades due to the dedication of its students and faculty. In 2017, 96 percent of seniors attending Sacramento High School were accepted into four-year colleges. Sac High is also the highest performing high school in the California where African American students make up at least 50 percent of the tested student population.

Oak Park Prep has eliminated the achievement gap for students, 96 percent of whom are minority students and 83 percent whom come from low-income families. PS7 has twice been named a Title I Achievement Award Winner, has been recognized as a California Distinguished School and as a federal Blue Ribbon School nominee for its educational outcomes with low-income students.

St. HOPE Development Corporation

The mission of St. HOPE Development Company, founded in 2001, is to invest in and develop inner-city real estate and thereby stimulate economic growth and positive community development.

St. HOPE's selected investments are bringing in quality schools, education nonprofits, restaurants, retail and mixed-use developments. St. HOPE's business successes are diverse, with a portfolio of completed projects and additional efforts underway to recruit new commercial tenants

In 2003, St. HOPE renovated the old Woodruff hotel into a 23,000 sq. ft. mixed-use facility called the 40 Acres Cultural Center. The center currently includes the Old Soul Coffee House, the Guild Theater, apartments, and one of only 59 black-owned bookstores in the country, Underground Books.

Additional St. HOPE economic development projects include the St. HOPE Academy Building; U.S. Bank Building; The Oak Park Victorian; La Venadita restaurant; Hofbrau restaurant; the Oak Park Education Complex (2017) – home to Teach For America, College Track, and the Sacramento Employment & Training Agency; 3400 Third Avenue which

houses Valley Vision; and the St. HOPE Business Complex – home to the California Asian Chamber of Commerce, Nehemiah Foundation, City Year and the Greater Sacramento Urban League.

Scope of Work

The specific tasks performed by the consultant were to:

1. ***Develop Project Parameters.*** This phase consisted of defining the scope of the project and considering possible sources of data to be used in the analysis.
2. ***Collect Data and Conduct the Analyses.*** St. HOPE provided the financial data for its entities that were critical to conducting the impact study. This phase involved collecting additional data as needed, developing the economic models, inputting the data into the models, and conducting the analyses.
3. ***Prepare a Report of Findings.*** This phase consisted of preparing this Summary Report of findings.

Consultant

The Tootelian Company is a Sacramento, California-based marketing and management consulting firm. It specializes in performing economic impact studies, conducting market research, and assisting its clients with their business and marketing plans. The consultant was Dennis H. Tootelian, Ph.D.

Dr. Tootelian is an Emeritus Professor of Marketing in the College of Business at California State University, Sacramento, and the former Director of the CSUS Center for Small Business which he developed into one of the largest of its kind in the United States. Dennis received his Ph.D. in Marketing from Arizona State University, with minor fields in Accounting and Management.

Dennis has published approximately one hundred articles dealing with all facets of business, and has co-authored six texts on marketing and small business management. His academic research has appeared as peer-reviewed articles (i.e., reviewed by academicians for quality of research methodology) in such journals as the Journal of Marketing, Journal of Retailing, Journal of Business Research, Journal of Food Products Marketing, Journal of Health Care Marketing, and Journal of Professional Services Marketing. Results of some of his applied research and writing have appeared in The Congressional Record, The Wall Street Journal, Forbes, The Kiplinger Report, USA Today, ABC National News website, and even The National Enquirer.

Dennis has worked in a consulting capacity with businesses that are Fortune 500 companies (e.g., Merck, Johnson & Johnson, McKesson Corporation, 3M, Nestles U.S.A.), medium sized businesses (e.g., E & J Gallo Winery, PCS Health Systems, John Asquaga's Nugget), professional and trade associations (e.g., California Pharmacists Association, California

Dental Association), not-for-profit entities (e.g., Chicago 2016 Olympics Committee, Dignity Health), and federal and state governmental agencies (e.g., California Department of Food and Agriculture, Centers for Disease Control, California Environmental Protection Agency, California Department of Parks and Recreation).

Dennis specializes in conducting economic impact studies, cost-benefit analyses, marketing research, strategic planning, and helping design business and marketing plans.

Caveats

The results of any research should be used with caution and at the reader's own discretion. Every study, no matter how well constructed, contains the possibility of some degree of error and areas in which experts may disagree. Accordingly, the reader assumes sole responsibility for the use of this information.

METHODOLOGY FOR CONDUCTING THE ANALYSIS

Two economic models were used in this analysis. IMPLAN was used to compute the overall impact, and a specially designed model was created to help define expenditure levels to use in the IMPLAN model.

IMPLAN and Other Models Used in the Study

The primary model used for this analysis was IMPLAN. It provides modeling to assess economic impacts at the state, multi-county, county, and zip code levels. Widely recognized and used nationally and regionally, IMPLAN clients include federal and state governments, universities, and private sector consultants.

The benefit of using input-output models, including IMPLAN, is that they help evaluate the effects industries have on each other based on the supposition that industries use the outputs of other industries as inputs. Some other models measuring economic activity examine only the total output or employment of an industry, and not the dual causality that may run both ways. The use of an input-output model provides a more comprehensive view of the inter-related economic impacts. It examines economic relationships between businesses and between business and consumers.

Each industry that produces goods and services has an influence on, and in turn is influenced by, the production of goods and services of other industries. These interrelationships are captured through a multiplier effect as the demand and supply trickle over from industry to industry (direct and derived demand) and thus impact total output, employment, compensation, etc. Multipliers may vary from one region to another depending on the strength of these interrelationships. Of particular interest are industry output, employment, value added as measured by employee compensation, and indirect business taxes.

The full range of economic impacts includes direct, indirect, and induced benefits:

- ***Direct benefits*** consist of economic activity contained exclusively within the designated industry sector(s). This includes all expenditures made and all people employed.
- ***Indirect benefits*** define the creation of additional economic activity that results from linked businesses, suppliers of goods and services, and provisions of operating inputs.
- ***Induced benefits*** measure the consumption expenditures of direct and indirect sector employees. Examples of induced benefits include employees' expenditures on items such as retail purchases, housing, banking, and medical services.

The total direct, indirect, and induced benefits arising due to the multiplier effect are presented in four ways:

- **Output** accounts for total revenues including all sources of income for a given time period for an industry in dollars. This the best overall measure of business and economic activity.
- **Employment** demonstrates the number of jobs generated and is calculated on a full-time equivalent annual basis.
- **Labor Income** includes all forms of employee compensation paid by employers, and includes proprietary income.
- **Indirect Business Taxes** consist of property taxes, excise taxes, fees, licenses, and sales taxes paid by businesses. Taxes on profits or income are not included.

The **multiplier effect** for sales and employment reflect the increased economic activity that comes from sales being generated, and expenses being incurred, by a business. When a business generates sales, it must use some of that money to purchase goods and services and hire people to meet the demand for its products and services. Purchases made by the business represent sales to other firms who must then also purchase goods and services and hire people to meet their new demand. The additional hiring to meet demand means more people will have income which they will use to purchase goods and services for their households. All of this brings added sales to firms in the community. The net effect is that sales dollars are recycled in the community through this process of sales requiring additional purchases and employment.

The IMPLAN model can be used to quantify the multiplier effect that occurs when new output or employment is added in the geographical area. The multiplier effect is generated when new output or employment is added in one sector, but generates additional output or employment in other sectors that supply goods and services (indirect impact) and consumer services to employees (induced impact).

To provide data for the IMPLAN analysis, the analyst developed a “feeder” economic model that specifically addresses the variables and critical issues. This model not only provides the data used in the IMPLAN analysis, but illustrates the economic impact at a more local level.

Definitions of Years

To obtain a picture of the economic impact St. HOPE has had on the GSA and OPA, it was decided to consider three time periods in the life of the organization and its entities. These are the “Current Years,” “Middle Years,” and “Early Years.”

Recognizing that expenditures in any given year may be more or less than other years, the analysis used an average of three years to define each time period. Selecting a particular

year for the impact analysis, while commonly done, would have made it possible to choose one that had the greatest expenditure levels and thereby the greatest economic impact. To be conservative in creating a picture of what St. HOPE has created in terms of economic impact, it was decided that an average of years would be more representative of St. HOPE's impact over time. The time periods were:

- Current Years: 2016, 2017, 2018
- Middle Years: 2005, 2006, 2007
- Early Years: 1991, 1992, 1993

It is important to note that neither St. HOPE Public Schools nor St. HOPE Development Company were operating in the "early years" of the organization. Additionally, in consultation with St. HOPE, some expenditures in the middle years were substantially discounted due to unique circumstances in those years that might not have been representative of that period. This served to reduce the economic impact of the middle years and make the overall analysis more conservative.

Data Sources

Data used to assess the economic impact came from a variety of sources. These include:

- Financial statements for St. HOPE, including Form 990, independent auditor's reports, and internal financial reports.
- Consumer spending patterns for the Western states from the United States Bureau of the Census.
- City of Sacramento and county budgets taken from their respective websites.

FINDINGS OF THE ANALYSES

The findings of this study are presented in four sections: St. HOPE expenditures used in the analyses, economic impact of St. HOPE in its most current years, economic impact of St. HOPE in its middle years, and economic impact of St. HOPE in its early years. Tabled data is presented at the end of this Summary Report.

St. HOPE Expenditures Used in the Analyses

St. HOPE provided the consultant with financial data for each of St. HOPE's entities. Information from financial statements was used to estimate expenditure levels by each entity within the Greater Sacramento Area and within the Oak Park Area. It is important to note that the impact analysis for the GSA includes the OPA since the latter is part of the broader region.

Net expenditures included in the analyses for each organization within St. HOPE are:

- **St. HOPE:** This the aggregate of qualified expenditures of the organization's three entities: St. HOPE Academy, St. HOPE Public Schools, and St. HOPE Development Company.
- **St. HOPE Academy:** All expenditures other than those which are either non-cash or not likely to be spent within the GSA. Excluded were such line items as bad debt, depreciation/amortization, payments to affiliates, pension expenses, and royalties.
- **St. HOPE Public Schools:** All expenditures other than those which are either non-cash or not likely to be spent within the GSA. Excluded were such line items as bad debt, depreciation/amortization, payments to affiliates, pension expenses, and royalties.
- **St. HOPE Development Company:** All expenditures other than those which are either non-cash or not likely to be spent within the GSA. Excluded were such line items as bad debt, depreciation/amortization, payments to affiliates, pension expenses, and royalties.

The specific expenditure levels are presented below. It is again important to note that the expenditures within the GSA include those within the OPA since the Oak Park area is inside the Greater Sacramento Area. Furthermore, only the St. HOPE Academy was in existence in St. HOPE's early years. Conservative estimates of how much of St. HOPE's expenditures remained in the GSA and OPA were made jointly by St. HOPE and the consultant. And, as previously indicated, the expenditures in the middle years were substantially discounted to ensure that they were conservative in representing normal operations in that time period.

	Current Years	Middle Years	Early Years
St. HOPE Academy			
Greater Sacramento Area*	\$1,176,755	\$1,546,401	\$55,637
Oak Park Area	\$559,798	\$ 740,140	\$17,743
St. HOPE Public Schools			
Greater Sacramento Area*	\$13,921,975	\$10,030,430	Not open
Oak Park Area	\$3,520,903	\$3,172,141	
St. HOPE Development Company			
Greater Sacramento Area*	\$604,222	\$360,034	Not open
Oak Park Area	\$155,382	\$69,716	

*Includes Oak Park Area

St. HOPE's Economic Impact in Current Years

Economic impact analyses were conducted for St. HOPE in total and for each of the three entities in their more current years, which were defined as an average of 2016, 2017, and 2018. In addition, an analysis was made for only the total average salaries and wages paid by St. HOPE. The findings for the Current Years are described below and the detailed data presented in Tables One through Eight. *It is important to note that these projections are based on annual expenditures, which means that this impact is what is expected each year that such spending occurs.*

St. HOPE's Impact in the Greater Sacramento Area

The Output, Employment, Labor Income, and Indirect Business Taxes for St. HOPE's three entities combined and individually for the Greater Sacramento Area are presented in Tables One through Five. This includes the direct spending by St. HOPE's three entities ("Direct"), the amount of additional business activity created by that spending ("Indirect"), and the amount of additional business activity created by people's spending caused by the incremental labor income ("Induced").

St. Hope's Total Impact in the GSA

The results of the analyses of St. HOPE's impact in total in the Greater Sacramento Area are described below and presented in detail in Tables One (annual impact) and Five (daily impact). These findings are based on St. HOPE's entities combined spending more than \$15.7 million annually in the GSA.

The overall Output, or the amount of business activity created, totals more than \$28.1 million within the Greater Sacramento Area in an average year. As previously indicated, this the best measure of economic impact. Over half of this (55.8%) is the direct result of

St. HOPE's expenditures. This Output, if averaged over 365 days, represents an overall impact of more than \$77,100 per day.

An additional 386 people are expected to be employed annually as a result of St. HOPE's spending. Most of this (77.2%) is the direct result of St. HOPE's entities expenditures.

Labor income resulting from additional people being employed is more than \$14.5 million in an average year. About 71.7% of this income is the direct result of spending by St. HOPE's entities. How these funds are likely to be spent based on consumer purchasing patterns is described later in this Summary Report. This labor income generates nearly \$39,800 per day for employees to spend.

Finally, more than \$1.5 million in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE's entities. These are tax dollars generated from businesses which benefit from the heightened economic activity and the increased employment. About 53.1% of this income is the direct result of spending by St. HOPE's entities. As is described later in this Summary Report, these tax dollars can be used for programs that further benefit the communities within the Greater Sacramento Area. These indirect business taxes averages nearly \$4,200 per day for government use to serve the community.

St. HOPE Academy's Impact in the GSA

The results of the analyses of St. HOPE Academy's impact in the Greater Sacramento Area are described below and presented in detail in Tables Two (annual) and Five (daily). These findings are based on St. HOPE Academy's spending nearly \$1.2 million annually in the GSA.

The overall Output, or the amount of business activity created, totals more than \$2.1 million within the Greater Sacramento Area in an average year. Over half of this (55.3%) is the direct result of St. HOPE Academy's expenditures. This Output, if averaged over 365 days, represents an overall impact of more than \$5,800 per day.

An additional 30 people are expected to be employed annually as a result of St. HOPE Academy's spending. Most of this (77.4%) is the direct result of St. HOPE Academy's expenditures.

Labor income resulting from additional people being employed is more than \$1.1 million in an average year. About 72.1% of this income is the direct result of spending by St. HOPE Academy. This labor income generates nearly \$3,100 per day for employees to spend.

Finally, nearly \$116,000 in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE Academy. About 52.8% of this income is the direct result of spending by St. HOPE Academy. These indirect business taxes average nearly \$320 per day for government use to serve the community.

St. HOPE Public Schools' Impact in the GSA

The results of the analyses of St. HOPE Public Schools' impact in the Greater Sacramento Area are described below and presented in detail in Tables Three (annual) and Five (daily). These findings are based on St. HOPE Public Schools' spending more than \$13.9 million annually in the GSA. As is apparent, St. HOPE Public Schools is the most significant individual entity within St. HOPE in terms of spending and therefore economic impact.

The overall Output, or the amount of business activity created, totals nearly \$25.1 million within the Greater Sacramento Area in an average year. Over half of this (55.3%) is the direct result of St. HOPE Public School's expenditures. This Output, if averaged over 365 days, represents an overall impact of more than \$68,900 per day.

An additional 352 people are expected to be employed annually as a result of St. HOPE Public Schools' spending. Most of this (77.4%) is the direct result of St. HOPE Public Schools' expenditures.

Labor income resulting from additional people being employed is nearly \$13.3 million in an average year. About 72.1% of this income is the direct result of spending by St. HOPE Public Schools. This labor income generates more than \$36,300 per day for employees to spend.

Finally, nearly \$1.4 million in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE Public Schools. About 52.8% of this income is the direct result of spending by St. HOPE Public Schools. These indirect business taxes average nearly \$3,800 per day for government use to serve the community.

St. HOPE Development Company's Impact in the GSA

The results of the analyses of St. HOPE Development Company's impact in the Greater Sacramento Area are described below and presented in detail in Tables Four (annual) and Five (daily). These findings are based on St. HOPE Development Company's spending more than \$604,000 annually in the GSA.

The overall Output, or the amount of business activity created, totals more than \$862,000 within the Greater Sacramento Area in an average year. More than two-thirds of this (70.1%) is the direct result of St. HOPE Development Company's expenditures. This Output, if averaged over 365 days, represents an overall impact of nearly \$2,400 per day.

An additional 5 people are expected to be employed annually as a result of St. HOPE Development Company's spending. Most of this (59.1%) is the direct result of St. HOPE Development Company expenditures.

Labor income resulting from additional people being employed is more than \$145,500 in an average year. About 40.0% of this income is the direct result of spending by St. HOPE

Development Company. This labor income generates nearly \$400 per day for employees to spend.

Finally, more than \$35,300 in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE Development Company. About 68.8% of this income is the direct result of spending by St. HOPE Development Company. These indirect business taxes average nearly \$100 per day for government use to serve the community.

St. HOPE's Impact in the Oak Park Area

The Output, Employment, Labor Income, and Indirect Business Taxes for St. HOPE's three entities combined and individually for the Oak Park Area are also presented in Tables One through Five. As in the case for the GSA, this includes the direct spending by St. HOPE's three entities ("Direct"), the amount of additional business activity created by that spending ("Indirect"), and the amount of additional business activity created by people's spending caused by the incremental labor income ("Induced").

St. Hope's Total Impact in the OPA

The results of the analyses of St. HOPE's total impact in the Oak Park Area are described below and presented in detail in Tables One (annual impact) and Five (daily impact). These findings are based on St. HOPE's spending more than \$4.2 million annually in the OPA.

The overall Output, or the amount of business activity created, totals nearly \$5.7 million within the Oak Park Area in an average year. As previously indicated, this the best measure of economic impact. Nearly three-fourths of this (74.5%) is the direct result of St. HOPE's expenditures. This Output, if averaged over 365 days, represents an overall impact of nearly \$15,600 per day.

An additional 87 people are expected to be employed annually as a result of St. HOPE's spending. Most of this (88.0%) is the direct result of St. HOPE's entities expenditures.

Labor income resulting from additional people being employed is nearly \$3.4 million in an average year. About 85.4% of this income is the direct result of spending by St. HOPE's entities. How these funds are likely to be spent based on consumer purchasing patterns is described later in this Summary Report. This labor income generates more than \$9,200 per day for employees to spend.

Finally, nearly \$307,400 in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE's entities. As indicated before, these are tax dollars generated from businesses which benefit from the heightened economic activity and the increased employment. About 67.2% of this income is the direct result of spending by St. HOPE's entities. As is described later in this Summary Report, these tax dollars can be used for programs that further benefit the communities within the City of Sacramento,

including the Oak Park Area. These indirect business taxes average more than \$840 per day for government use to serve this community.

St. HOPE Academy's Impact in the OPA

The results of the analyses of St. HOPE Academy's impact in the Oak Park Area are described below and presented in detail in Tables Two (annual impact) and Five (daily impact). These findings are based on St. HOPE Academy's spending nearly \$560,000 annually in the OPA.

The overall Output, or the amount of business activity created, totals nearly \$756,000 within the Oak Park Area in an average year. Nearly three-fourths of this (74.1%) is the direct result of St. HOPE Academy's expenditures. This Output, if averaged over 365 days, represents an overall impact of nearly \$2,100 per day.

An additional 12 people are expected to be employed annually as a result of St. HOPE Academy's spending. Most of this (88.1%) is the direct result of St. HOPE Academy's expenditures.

Labor income resulting from additional people being employed is nearly \$460,000 in an average year. About 85.6% of this income is the direct result of spending by St. HOPE Academy. This labor income generates nearly \$1,300 per day for employees to spend.

Finally, nearly \$41,200 in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE Academy. About 66.9% of this income is the direct result of spending by St. HOPE Academy. These indirect business taxes average nearly \$115 per day for government use to serve this community.

St. HOPE Public Schools' Impact in the OPA

The results of the analyses of St. HOPE Public Schools' impact in the Oak Park Area are described below and presented in detail in Tables Three (annual impact) and Five (daily impact). These findings are based on St. HOPE Public Schools' spending more than \$3.5 million annually in the OPA.

The overall Output, or the amount of business activity created, totals nearly \$4.8 million within the Oak Park Area in an average year. Nearly three-fourths of this (74.1%) is the direct result of St. HOPE Public Schools' expenditures. This Output, if averaged over 365 days, represents an overall impact of more than \$13,000 per day.

An additional 74 people are expected to be employed annually as a result of St. HOPE Public Schools' spending. Most of this (88.1%) is the direct result of St. HOPE Public Schools' expenditures.

Labor income resulting from additional people being employed is nearly \$2.9 million in an average year. About 85.6% of this income is the direct result of spending by St. HOPE

Public Schools. This labor income generates more than \$7,900 per day for employees to spend.

Finally, nearly \$259,000 in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE Public Schools. About 66.9% of this income is the direct result of spending by St. HOPE Public Schools. These indirect business taxes average more than \$700 per day for government use to serve this community.

St. HOPE Development Company's Impact in the OPA

The results of the analyses of St. HOPE Development Company's impact in the Oak Park Area are described below and presented in detail in Tables Four (annual impact) and Five (daily impact). These findings are based on St. HOPE Development Company's spending more than \$155,000 annually in the OPA.

The overall Output, or the amount of business activity created, totals more than \$178,600 within the Oak Park Area in an average year. About 87.0% is the direct result of St. HOPE Development Company's expenditures. This Output, if averaged over 365 days, represents an overall impact of nearly \$490 per day.

One additional person is expected to be employed annually as a result of St. HOPE Development Company's spending. Most of this (79.6%) is the direct result of St. HOPE Development Company expenditures.

Labor income resulting from additional people being employed is nearly \$22,300 in an average year. About 67.4% of this income is the direct result of spending by St. HOPE Development Company. This labor income generates more than \$60 per day for employees to spend.

Finally, more than \$7,200 in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE Development Company. About 81.0% of this income is the direct result of spending by St. HOPE's entities. These indirect business taxes average about \$20 per day for government use to serve this community.

The Impact of St. HOPE's Expenditures for Salaries and Wages

In addition to examining the economic impact of St. Hope and its entities net expenditures in the Greater Sacramento Area and in the Oak Park area, impact analyses were conducted of just St. HOPE's entities combined average annual expenditures for salaries and wages. These amounted to \$10,334,154 in the GSA and \$2,849,606 in the OPA in the current years. The overall impact of these expenditures are described below and shown in Table Six.

St. Hope's Total Impact in the GSA

Within the Greater Sacramento Area, St. HOPE's entities average expenditures for salaries and wages create an overall Output (i.e., total economic impact) of nearly \$18.7 million annually, or more than \$51,100 per day.

An additional 260 people are expected to be employed annually as a result of St. HOPE's spending for salaries and wages.

Labor income resulting from additional people being employed is more than \$9.8 million per year, or nearly \$26,900 per day.

Finally, more than \$1.0 million in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE's spending on salaries and wages. This averages nearly \$2,800 per day.

St. Hope's Total Impact in the OPA

Within the Oak Park Area, average total expenditures by St. HOPE for salaries and wages in the current years create an overall Output (i.e., total economic impact) of more than \$3.8 million annually, or more than \$10,500 per day.

An additional 60 people are expected to be employed annually as a result of St. HOPE's spending for salaries and wages.

Labor income resulting from additional people being employed is due to St. HOPE's employment is more than \$2.3 million per year, or nearly \$6,400 per day.

Finally, more than \$209,000 in additional indirect business taxes are created annually from the increased business activity caused by St. HOPE's spending on salaries and wages. This averages nearly \$600 per day.

Possible Diffusion of Labor Income Spending

The economic activity created by St. HOPE's combined three entities generates additional labor income. This derived from the increased economic activity that create new employment and additional employment for those already employed. As previously indicated, the total incremental Labor Income averages more than \$14.5 million annually in current years.

Consumer purchasing patterns as reported by the United States Bureau of the Census were used to compute how that additional \$14.5 million could be spent. This puts into perspective how the additional income can benefit a wide range of economic sectors within the Greater Sacramento Area. This was not computed for the Oak Park Area because it is difficult to consider how much of that spending would remain within the OPA.

Significant spending occurs in numerous sectors. The largest increases in spending based on household averages are for housing, healthcare, food at home, vehicle purchases, food away from home, and utilities. Selected items are shown below, and the full list is presented in Table Seven.

Annual Expenditures by Category	Spending per Year	Spending per Day
Shelter	\$3,109,164	\$8,518
Healthcare	\$1,045,864	\$2,865
Food at home	\$1,043,719	\$2,860
Vehicle purchases (net outlay)	\$942,876	\$2,583
Food away from home	\$839,352	\$2,300
Utilities, fuels, and public services	\$827,873	\$2,268
Entertainment	\$783,459	\$2,146
Household furnishings and equipment	\$466,235	\$1,277
Apparel and services	\$447,890	\$1,227
Personal care products and services	\$185,915	\$509

Possible Uses for Incremental Indirect Business Taxes Created

To further illustrate how St. HOPE’s three entities impact the Greater Sacramento Area, the indirect business taxes generated from the increased economic activity were evaluated in relation to the 2017/18 operating budgets for Sacramento, El Dorado, Placer, and Yolo counties. This same type of analysis was done with the indirect business taxes generated in the Oak Park Area for the City of Sacramento. Both sets of results are presented in Table Eight.

It is unknown, of course, how the more than \$1.5 million in incremental tax dollars annually generated are actually used to help pay for line-item County budget expenses. Shown below and in Table Eight are various combined line-item budgets of the four Counties and the percentages of these budgets that could have been funded by the entire incremental indirect business tax dollars generated as a result of St. HOPE’s activities. Selected illustrations are shown below.

Combined Sacramento, El Dorado Placer, Yolo County Budgets	Budget	% of Budget Paid
	Education	\$25,161,191
Recreation & Cultural Services	\$38,626,922	3.94%
Public Assistance	\$1,150,250,853	0.13%
Public Protection	\$1,665,783,432	0.09%

For example, the incremental tax dollars generated by St. HOPE could pay more than 6.0% of the Education budgets for the four Counties. Or, it could pay more than 3.9% of the combined county budgets for Recreation & Cultural Services.

The indirect business taxes generated in the Oak Park Area amount to an average of more than \$307,000 annually. Since the OPA is within the City of Sacramento, the amounts of the City’s budget for FY 2017/18 that could have been funded by the entire incremental indirect business tax dollars are also presented in Table Eight. Selected items are shown below.

City of Sacramento Budget		
	Budget	% of Budget Paid
Convention and Cultural Services	\$20,063,000	1.53%
Community Development	\$32,863,000	0.94%
Parks and Recreation	\$36,066,000	0.85%
Fire	\$108,535,000	0.28%
Utilities	\$128,219,000	0.24%
Police	\$131,666,000	0.23%

These examples only illustrate the significance of the approximately \$1.5 million in additional tax dollars generated by the increased economic activity caused by St. HOPE for the GSA and the \$307,000 for the OPA. Whether used for these or other purposes, the tax dollars could help governmental agencies to pay for existing community services or initiate programs that otherwise might not be financially viable.

St. HOPE’s Economic Impact in its Middle years

Economic impact analyses were conducted for St. HOPE in total and for each of its three entities in their middle years, which were defined as an average of the expenses for 2005, 2006, and 2007. The findings for the middle years are described below and the detailed data presented in Tables Nine through Fourteen. As previously shown, St. HOPE’s three entities spent on average more than \$11.9 million in the GSA and nearly \$4.0 million in the OPA per year. *It is important to note that these projections are based on annual expenditures, which means that this impact is what was expected each year that such spending occurred during the middle years of St. HOPE’s operations.*

St. HOPE’s Impact in the Greater Sacramento Area

The Output, Employment, Labor Income, and Indirect Business Taxes for St. HOPE’s three entities combined and individually for the Greater Sacramento Area are presented in Tables Nine through Fourteen. This includes the direct spending by St. HOPE’s three entities (“Direct”), the amount of additional business activity created by that spending (“Indirect”), and the amount of additional business activity created by people’s spending caused by the incremental labor income (“Induced”).

St. Hope’s Total Impact in the GSA

The results of the analyses of St. HOPE’s impact in total in the Greater Sacramento Area are described below and presented in detail in Tables Nine (annual impact) and Thirteen

(daily impact). These findings are based on St. HOPE's entities combined spending more than \$11.9 million annually in the GSA during these middle years.

The overall Output, or the amount of business activity created, totaled more than \$21.4 million within the Greater Sacramento Area in an average year. As previously indicated, this the best measure of economic impact. Over half of this (55.7%) was the direct result of the expenditures of St. HOPE's entities. This Output, if averaged over 365 days, represented an overall impact of more than \$58,700 per day.

An additional 295 people were expected to be employed annually as a result of St. HOPE's spending. Most of this (77.2%) was the direct result of St. HOPE's entities expenditures.

Labor income resulting from additional people being employed was more than \$11.1 million in an average year. About 71.8% of this income was the direct result of spending by St. HOPE's entities. How these funds were likely to have been spent based on consumer purchasing patterns is described later in this Summary Report. This labor income generated more than \$30,400 per day for employees to spend.

Finally, nearly \$1.2 million in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE's entities. These were tax dollars generated from businesses which benefited from the heightened economic activity and the increased employment. About 53.0% of this income was the direct result of spending by St. HOPE's entities. These indirect business taxes averaged nearly \$3,200 per day for government use to serve the community.

St. HOPE Academy's Impact in the GSA

The results of the analyses of St. HOPE Academy's impact in the Greater Sacramento Area are described below and presented in detail in Tables Ten (annual) and Thirteen (daily). These findings are based on St. HOPE Academy's spending more than \$1.5 million annually in the GSA during its middle years.

The overall Output, or the amount of business activity created, totaled nearly \$2.8 million within the Greater Sacramento Area in an average year. Over half of this (55.3%) was the direct result of St. HOPE Academy's expenditures. This Output, if averaged over 365 days, represented an overall impact of nearly \$7,700 per day

An additional 39 people were expected to be employed annually as a result of St. HOPE Academy's spending. Most of this (77.4%) was the direct result of St. HOPE Academy's expenditures.

Labor income resulting from additional people being employed was nearly \$1.5 million in an average year. About 72.1% of this income was the direct result of spending by St. HOPE Academy. This labor income generated more than \$4,000 per day for employees to spend.

Finally, nearly \$152,400 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE Academy. About 52.8% of this income was the direct result of spending by St. HOPE Academy. These indirect business taxes averaged nearly \$420 per day for government use to serve the community.

St. HOPE Public Schools' Impact in the GSA

The results of the analyses of St. HOPE Public Schools' impact in the Greater Sacramento Area are described below and presented in detail in Tables Eleven (annual) and Thirteen (daily). These findings are based on St. HOPE Public Schools' spending more than \$10.0 million annually in the GSA during its middle years.

The overall Output, or the amount of business activity created, totaled nearly \$18.1 million within the Greater Sacramento Area in an average year. Over half of this (55.3%) was the direct result of St. HOPE Public School's expenditures. This Output, if averaged over 365 days, represented an overall impact of about \$49,650 per day

An additional 253 people were expected to be employed annually as a result of St. HOPE Public Schools' spending. Most of this (77.4%) was the direct result of St. HOPE Public Schools' expenditures.

Labor income resulting from additional people being employed was more than \$9.5 million in an average year. About 72.1% of this income was the direct result of spending by St. HOPE Public Schools. This labor income generated more than \$26,000 per day for employees to spend.

Finally, nearly \$990,000 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE Public Schools. About 52.8% of this income was the direct result of spending by St. HOPE Public Schools. These indirect business taxes averaged more than \$2,700 per day for government use to serve the community.

St. HOPE Development Company's Impact in the GSA

The results of the analyses of St. HOPE Development Company's impact in the Greater Sacramento Area are described below and presented in detail in Tables Twelve (annual) and Thirteen (daily). These findings are based on St. HOPE Development Company's spending more than \$360,000 annually in the GSA during its middle years.

The overall Output, or the amount of business activity created, totaled nearly \$514,000 within the Greater Sacramento Area in an average year. More than two-thirds of this (70.1%) was the direct result of St. HOPE Development Company's expenditures. This Output, if averaged over 365 days, represented an overall impact of more than \$1,400 per day

An additional 3 people were expected to be employed annually as a result of St. HOPE Development Company's spending. Most of this (59.1%) was the direct result of St. HOPE Development Company expenditures.

Labor income resulting from additional people being employed was more than \$86,700 in an average year. About 40.0% of this income was the direct result of spending by St. HOPE Development Company. This labor income generated nearly \$240 per day for employees to spend.

Finally, more than \$21,000 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE Development Company. About 68.8% of this income was the direct result of spending by St. HOPE Development Company. These indirect business taxes averaged nearly \$60 per day for government use to serve the community.

St. HOPE's Impact in the Oak Park Area

The Output, Employment, Labor Income, and Indirect Business Taxes for St. HOPE's three entities combined and individually for the Oak Park Area are also presented in Tables Nine through Fourteen. As previously indicated, this includes the direct spending by St. HOPE's three entities ("Direct"), the amount of additional business activity created by that spending ("Indirect"), and the amount of additional business activity created by people's spending caused by the incremental labor income ("Induced").

St. Hope's Total Impact in the OPA

The results of the analyses of St. HOPE's total impact in the Oak Park Area in its middle years are described below and presented in detail in Tables Nine (annual impact) and Thirteen (daily impact). These findings are based on St. HOPE's spending nearly \$4.0 million annually in the OPA.

The overall Output, or the amount of business activity created, totaled nearly \$5.4 million within the Oak Park Area in an average year. Nearly three-fourths of this (74.2%) was the direct result of St. HOPE's expenditures. This Output, if averaged over 365 days, represented an overall impact of nearly \$14,700 per day.

An additional 83 people were expected to be employed annually as a result of St. HOPE's spending. Most of this (88.0%) was the direct result of St. HOPE's entities expenditures.

Labor income resulting from additional people being employed was more than \$3.2 million in an average year. About 85.5% of this income was the direct result of spending by St. HOPE's entities. This labor income generated more than \$8,800 per day for employees to spend.

Finally, more than \$291,000 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE's entities. About 67.0% of this

income was the direct result of spending by St. HOPE's entities. These indirect business taxes averaged nearly \$800 per day for government use to serve this community.

St. HOPE Academy's Impact in the OPA

The results of the analyses of St. HOPE Academy's impact in the Oak Park Area are described below and presented in detail in Tables Ten (annual impact) and Thirteen (daily impact). These findings are based on St. HOPE Academy's spending more than \$740,000 annually in the OPA during its middle years.

The overall Output, or the amount of business activity created, totaled nearly \$1.0 million within the Oak Park Area in an average year. Nearly three-fourths of this (74.1%) was the direct result of St. HOPE Academy's expenditures. This Output, if averaged over 365 days, represented an overall impact of more than \$2,700 per day.

An additional 16 people were expected to be employed annually as a result of St. HOPE Academy's spending. Most of this (88.1%) was the direct result of St. HOPE Academy's expenditures.

Labor income resulting from additional people being employed was nearly \$607,800 in an average year. About 85.6% of this income was the direct result of spending by St. HOPE Academy. This labor income generated nearly \$1,700 per day for employees to spend.

Finally, more than \$54,400 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE Academy. About 66.9% of this income was the direct result of spending by St. HOPE Academy. These indirect business taxes averaged nearly \$150 per day for government use to serve this community.

St. HOPE Public Schools' Impact in the OPA

The results of the analyses of St. HOPE Public Schools' impact in the Oak Park Area are described below and presented in detail in Tables Eleven (annual impact) and Thirteen (daily impact). These findings are based on St. HOPE Public Schools' spending nearly \$3.2 million annually in the OPA in its middle years.

The overall Output, or the amount of business activity created, totaled nearly \$4.3 million within the Oak Park Area in an average year. Nearly three-fourths of this (74.1%) was the direct result of St. HOPE Public Schools' expenditures. This Output, if averaged over 365 days, represented an overall impact of more than \$11,700 per day.

An additional 67 people were expected to be employed annually as a result of St. HOPE Public Schools' spending. Most of this (88.1%) was the direct result of St. HOPE Public Schools' expenditures.

Labor income resulting from additional people being employed was more than \$2.6 million in an average year. About 85.6% of this income was the direct result of spending by St.

HOPE Public Schools. This labor income generated more than \$7,100 per day for employees to spend.

Finally, more than \$233,000 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE Public Schools. About 66.9% of this income was the direct result of spending by St. HOPE Public Schools. These indirect business taxes averaged nearly \$640 per day for government use to serve this community.

St. HOPE Development Company's Impact in the OPA

The results of the analyses of St. HOPE Development Company's impact in the Oak Park Area are described below and presented in detail in Tables Twelve (annual impact) and Thirteen (daily impact). These findings are based on St. HOPE Development Company's spending more than \$69,700 annually in the OPA in its middle years.

The overall Output, or the amount of business activity created, totaled nearly \$80,200 within the Oak Park Area in an average year. About 87.0% was the direct result of St. HOPE Development Company's expenditures. This Output, if averaged over 365 days, represented an overall impact of about \$220 per day.

About one-half of a position (0.4) was expected to be created annually as a result of St. HOPE Development Company's spending. Most of this (79.6%) was the direct result of St. HOPE Development Company expenditures.

Labor income resulting from additional people being employed was nearly \$10,000 in an average year. About 67.4% of this income was the direct result of spending by St. HOPE Development Company. This labor income generated more than \$25 per day for employees to spend.

Finally, more than \$3,200 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE Development Company. About 81.0% of this income was the direct result of spending by St. HOPE's entities. These indirect business taxes averaged about \$10 per day for government use to serve this community.

Possible Diffusion of Labor Income Spending

The economic activity created by St. HOPE's combined three entities generated additional labor income. This derived from the increased economic activity that created new employment and additional employment for those already employed. As previously indicated, the total incremental Labor Income averages more than \$11.1 million annually in the middle years.

Consumer purchasing patterns as reported by the United States Bureau of the Census were used to compute how that additional \$11.1 million could have been spent. This puts into perspective how the additional income could have benefited a wide range of economic sectors within the Greater Sacramento Area. This was not computed for the Oak Park Area

because it is difficult to consider how much of that spending would have remained within the OPA.

Significant spending occurred in numerous sectors. The largest increases in spending based on household averages were for housing, vehicle purchases, food at home, utilities, food away from home, and entertainment. Selected items are shown below, and the full list is presented in Table Fourteen.

Annual Expenditures by Category	Spending per Year	Spending per Day
Shelter	\$2,443,053	\$6,693
Vehicle purchases (net outlay)	\$888,383	\$2,434
Food at home	\$755,125	\$2,069
Utilities, fuels, and public services	\$610,763	\$1,673
Food away from home	\$599,658	\$1,643
Entertainment	\$599,658	\$1,643
Healthcare	\$555,239	\$1,521
Other vehicle expenses	\$544,135	\$1,491
Household furnishings and equipment	\$455,296	\$1,247
Gasoline, other fuels, and motor oil	\$455,296	\$1,247

St. HOPE’s Economic Impact in its Early Years

Economic impact analyses were conducted for St. HOPE in its early years of operation, which were defined as an average of 1991, 1992, and 1993. As previously indicated, St. HOPE was founded in 1989, with St. HOPE Development Company and St. HOPE Public Schools being founded in 2001 and 2003 respectively. It was determined that using the averages of 1991 through 1993 provided a good reflection of St. HOPE’s early years after it became fully operational. The findings for the early years are described below and the detailed data presented in Tables Fifteen through Seventeen.

St. HOPE in the early years consisted solely of St. HOPE Academy. Average expenditures in the Greater Sacramento Area were computed to be \$55,637 and \$17,743 in the Oak Park Area. *It is important to note that these projections are based on annual expenditures, which means that this impact is what was expected in each year that such spending occurred during St. HOPE’s early years of operation.* It is also important to note that while these dollar amounts may appear to be relatively small today, the time period was the early 1990s.

St. HOPE’s Impact in the Greater Sacramento Area

The Output, Employment, Labor Income, and Indirect Business Taxes for St. HOPE for the Greater Sacramento Area are presented in Tables Fifteen and Sixteen. This includes the direct spending by St. HOPE (“Direct”), the amount of additional business activity created by that spending (“Indirect”), and the amount of additional business activity created by people’s spending caused by the incremental labor income (“Induced”).

The results of the analyses of St. HOPE's impact in the Greater Sacramento Area are described below and presented in detail in Tables Fifteen (annual impact) and Sixteen (daily impact). These findings are based on St. HOPE'S spending more than \$55,600 annually in the GSA during its early years.

The overall Output, or the amount of business activity created, totaled more than \$100,500 within the Greater Sacramento Area in an average year. As previously indicated, this the best measure of economic impact. Over half of this (55.4%) was the direct result of St. HOPE's expenditures. This Output, if averaged over 365 days, represented in an overall impact of about \$275 per day.

One additional person was expected to be employed annually as a result of St. HOPE's spending. Most of this (67.2%) was the direct result of St. HOPE's entities expenditures.

Labor income resulting from additional people being employed was nearly \$53,000 in an average year. About 72.1% of this income was the direct result of spending by St. HOPE. How these funds were likely to have been spent based on consumer purchasing patterns is described later in this Summary Report. This labor income generated about \$145 per day for employees to spend.

Finally, nearly \$5,500 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE. As indicated before, these were tax dollars generated from businesses which benefited from the heightened economic activity and the increased employment. About 52.8% of this income was the direct result of spending by St. HOPE. These indirect business taxes averaged about \$15 per day for government use to serve the community.

St. HOPE's Impact in the Oak Park Area

The results of the analyses of St. HOPE's impact in the Oak Park Area are described below and presented in detail in Tables Fifteen (annual impact) and Sixteen (daily impact). These findings are based on St. HOPE's spending nearly \$18,000 annually in the OPA in its early years.

The overall Output, or the amount of business activity created, totaled nearly \$24,000 within the Oak Park Area in an average year. Nearly three-fourths of this (74.0%) was the direct result of St. HOPE's expenditures. This Output, if averaged over 365 days, represented an overall impact of about \$66 per day.

About one-third of a full time position (0.37) was expected to be created annually as a result of St. HOPE's spending. Most of this (88.1%) was the direct result of St. HOPE's entities expenditures.

Labor income resulting from additional people being employed was nearly \$14,600 in an average year. About 85.6% of this income was the direct result of spending by St. HOPE. This labor income generated about \$40 per day for employees to spend.

Finally, more than \$1,300 in additional indirect business taxes were created annually from the increased business activity caused by St. HOPE. About 66.9% of this income was the direct result of spending by St. HOPE. These indirect business taxes averaged about \$4 per day for government use to serve the community.

Possible Diffusion of Labor Income Spending

The economic activity created by St. HOPE generated additional labor income. This was derived from the increased economic activity that created new employment and additional employment for those already employed. As previously indicated, the total incremental Labor Income was nearly \$53,000 annually during the early years.

Consumer purchasing patterns as reported by the United States Bureau of the Census were used to compute how that additional \$53,000 could have been spent. This puts into perspective how the additional income could have benefited a wide range of economic sectors within the Greater Sacramento Area. This was not computed for the Oak Park Area because it is difficult to consider how much of that spending would have remained in the OPA.

Significant spending occurred in numerous sectors. The largest increases in spending based on household averages were for housing, food at home, vehicle purchase and other vehicle expenses, and entertainment. Selected items are shown below, and the full list in Table Seventeen.

Annual Expenditures by Category	Spending per Year	Spending per Day
Shelter	\$10,955	\$30
Food at home	\$4,436	\$12
Vehicle purchases (net outlay)	\$3,958	\$11
Other vehicle expenses	\$3,269	\$9
Entertainment	\$3,132	\$9
Utilities, fuels, and public services	\$2,883	\$8
Food away from home	\$2,723	\$7
Apparel and services	\$2,679	\$7
Household furnishings and equipment	\$2,057	\$6
Gasoline, other fuels, and motor oil	\$1,643	\$5

SUMMARY AND CONCLUSIONS

Based on the analyses conducted, the following summary points and conclusions appear to be warranted:

Economic Impact of an Average Current Year

- St. HOPE Academy, St. HOPE Public Schools, and St. HOPE Development Company spent a combined total of nearly \$15.7 million in the Greater Sacramento Area (GSA) in an average current year, using 2016, 2017, and 2018 as the bases for analyses. St. HOPE and these entities spent an average of more than \$4.2 million annually in the Oak Park Area (OPA). These local expenditure levels were used in computing St. HOPE’s economic impact on the GSA and OPA for the more current years of operation. To the extent that these annual average expenditures continue, it can be expected that St. HOPE’s impact will occur each year.
- The total economic impact in terms of business activity created by St. HOPE’s expenditures in the GSA is more than \$28.1 million and nearly \$5.7 million in the OPA. This equates to more than \$77,100 per day for every day of the year in the GPA and nearly \$15,600 per day in the OPA. Shown below is the impact this has on various economic sectors in an average year in the GSA and OPA in the current years:

TOTAL FOR ST. HOPE	Output Total for GSA	Output Total for OPA
Retailing	\$1,515,053	\$256,549
Arts, entertainment, recreation	\$397,924	\$28,256
Accommodations, food services	\$648,430	\$110,052
Real Estate	\$3,463,025	\$502,904
Construction	\$200,809	\$23,789
Professional Services/Administrative	\$3,483,002	\$149,990
Health	\$1,272,501	\$216,603
Education	\$15,274,468	\$4,127,447
Manufacturing/Mining/Milling	\$481,725	\$95,260
Wholesaling	\$597,701	\$76,161
Farming & Forestry	\$9,129	\$401
Other	\$798,235	\$101,951
Total	\$28,142,003	\$5,689,364

- The economic activities St. HOPE annually creates nearly 390 new jobs or expanded existing jobs in the Greater Sacramento Area and nearly 87 jobs in the Oak Park Area. These are computed on a full-time-equivalent basis. Shown below is how many jobs are created for the year in various economic sectors in the GSA and OPA:

TOTAL FOR ST. HOPE	Employment Total in GSA	Employment Total in OPA
Retailing	16.90	2.79
Arts, entertainment, recreation	4.13	0.16
Accommodations, food services	9.50	1.41
Real Estate	13.14	1.63
Construction	1.16	0.14
Professional Services/Administrative	24.05	1.39
Health	10.98	1.73
Education	298.97	76.33
Manufacturing/Mining/Milling	0.77	0.16
Wholesaling	2.67	0.32
Farming & Forestry	0.10	0.00
Other	3.60	0.50
Total	385.95	86.56

- The total economic impact in terms of business activity created by St. HOPE's annual expenditures just for salaries and wages is more than \$14.5 million in the Greater Sacramento Area and nearly \$3.4 million in the Oak Park Area. This equates to more than \$68,900 per day for every day of the year in the GSA and more than \$9,200 per day in the OPA. How some of this additional household income could be spent in select various sectors of the economy on an annual basis and per day in the GSA and OPA are illustrated below:

Annual Expenditures by Category	Spending per Year in GSA	Spending per Year in OPA
Food at home	\$1,043,719	\$242,553
Food away from home	\$839,352	\$195,059
Shelter	\$3,109,164	\$722,547
Utilities, fuels, and public services	\$827,873	\$192,392
Household furnishings and equipment	\$466,235	\$108,350
Apparel and services	\$447,890	\$104,087
Vehicle purchases (net outlay)	\$942,876	\$219,118
Public and other transportation	\$184,842	\$42,956
Healthcare	\$1,045,864	\$243,051
Entertainment	\$783,459	\$182,070
Personal care products and services	\$185,915	\$43,205
Education	\$332,458	\$77,261

- The economic activities of St. HOPE also generate more than \$1.5 million in additional indirect business taxes each year, or nearly \$3,800 every day of the year. These tax dollars can help fund existing and/or new programs to benefit residents within the GSA's four counties and the City of Sacramento.
- The economic impacts in terms of business activity created by each of St. HOPE's entities also are significant:

- ***St. HOPE Academy*** creates a total of more than \$2.1 million in economic activity annually in the GSA, or an average of about \$5,825 every day of the year. In the OPA, it generates nearly \$756,000 in economic activity annually, or an average of nearly \$2,100 per day. In the GSA, St. HOPE also annually creates nearly 30 jobs, generates more than \$1.1 million in additional labor income, and creates more than \$115,900 in indirect business taxes. Within the OPA, it annually creates nearly 12 jobs, nearly \$460,000 in additional labor income, and nearly \$41,200 in indirect business taxes.

- ***St. HOPE Public Schools*** creates a total of nearly \$25.2 million in economic activity annually in the GSA, or an average of more than \$68,900 every day of the year. In the OPA, St. HOPE generates nearly \$4.8 million in economic activity annually, or an average of more than \$13,000 per day. In the GSA, it also annually creates more than 350 jobs, generates more than \$13.5 million in additional labor income, and creates nearly \$1.4 million in indirect business taxes. Within the OPA, it annually creates nearly 74 jobs, nearly \$2.9 million in additional labor income, and nearly \$259,000 in indirect business taxes.

- ***St. HOPE Development Company*** creates a total of nearly \$862,500 in economic activity annually in the GSA, or an average of nearly \$2,400 every day of the year. In the OPA, it generates more than \$178,600 in economic activity annually, or an average of nearly \$490 per day. In the GSA, St. HOPE also annually creates nearly 5 jobs, generates more than \$145,500 in additional labor income, and creates more than \$35,300 in indirect business taxes. Within the OPA, it annually creates nearly one job, nearly \$22,300 in additional labor income, and more than \$7,200 in indirect business taxes.

Overall, St. HOPE's current years' average expenditures have a significant economic impact on the Greater Sacramento Area and the Oak Park Area. Its operations generate business activity in a wide variety of economic sectors. In turn, this creates jobs, results in additional income for residents of the area, and creates additional indirect business tax dollars from the increased business activity that can be used by the four Counties and the City of Sacramento to fund existing and/or new programs for their communities.

In comparing the current years with those of the early years, St. HOPE's impact on the GSA and OPA has grown immensely. On a compounded annual growth rate basis, comparing the early years' average to its current years' average, St. HOPE's:

- Output has grown 25.28% per year.

- Employment has grown 27.06% per year.

- Labor Income generated has grown 25.17% per year.
- Indirect Business Taxes generated 25.24% per year.

On a compounded annual growth rate basis, comparing the middle years' average to its current years' average, St. HOPE's:

- Output has grown 2.51% per year.
- Employment has grown 2.47% per year.
- Labor Income generated has grown 2.46% per year.
- Indirect Business Taxes generated 2.49% per year.

It is very important to note that while the more recent growth rates appear to be considerably smaller than when comparing the early to the current years, the impacts in the early years were very small which greatly distorts the comparative growth rates. It is, for example, it is easier to grow from \$100 to \$125 (a 25% growth rate) than it is from \$1,000,000 to \$1,250,000 (also a 25% growth rate).

Given its average annual expenditures within the GSA and OPA within the last three years used for these analyses, it seems reasonable to conclude that St. HOPE will continue to increase its economic impact within these areas.

Economic Impact of Average Middle and Early Years

- In its *middle years*, defined as 2005, 2006, and 2007, St. HOPE Academy, St. HOPE Public Schools, and St. HOPE Development Company spent a combined total of more than \$11.9 million in the Greater Sacramento Area (GSA). St. HOPE and these entities spent an average of nearly \$4.0 million annually in the Oak Park Area (OPA). These expenditure levels were used in the computation of St. HOPE's economic impact on the GSA and OPA for its middle years of operation. The economic impacts in terms of business activity created by each of St. HOPE's entities in its middle years also were significant:
 - ***St. HOPE's combined entities*** created a total of more than \$21.4 million in economic activity annually in the GSA, or an average of more than \$58,700 every day of the year. In the OPA, it generated nearly \$5.4 million in economic activity annually, or an average of nearly \$14,700 per day. In the GSA, it also created more than 295 jobs, generated more than \$11.1 million in additional labor income, and created nearly \$1.2 million in indirect business taxes. Within the OPA, it created nearly 83 jobs, more than \$3.2 million in additional labor income, and more than \$291,000 in indirect business taxes.

- ***St. HOPE Academy*** created a total of nearly \$2.8 million in economic activity annually in the GSA, or an average of nearly \$7,700 every day of the year. In the OPA, it generated nearly \$1.0 million in economic activity annually, or an average of more than \$2,700 per day. In the GSA, it also created more than 39 jobs, generated nearly \$1.5 million in additional labor income, and created nearly \$152,400 in indirect business taxes. Within the OPA, it created nearly 16 jobs, nearly \$607,800 in additional labor income, and more than \$54,400 in indirect business taxes.
- ***St. HOPE Public Schools*** created a total of more than \$18.1 million in economic activity annually in the GSA, or an average of about \$49,650 every day of the year. In the OPA, it generated nearly \$4.3 million in economic activity annually, or an average of more than \$11,700 per day. In the GSA, it also created more than 253 jobs, generated more than \$9.5 million in additional labor income, and created more than \$988,000 in indirect business taxes. Within the OPA, it created nearly 67 jobs, more than \$2.6 million in additional labor income, and more than \$233,000 in indirect business taxes.
- ***St. HOPE Development Company*** created a total of nearly \$514,000 in economic activity annually in the GSA, or an average of more than \$1,400 every day of the year. In the OPA, it generated more than \$80,000 in economic activity annually, or an average of about \$220 per day. In the GSA, it also created nearly 3 jobs, generated nearly \$87,000 in additional labor income, and created more than \$21,000 in indirect business taxes. Within the OPA, it created nearly one job, nearly \$10,000 in additional labor income, and more than \$3,200 in indirect business taxes.
- In its *early years*, St. HOPE spent a total of more than \$55,600 in the Greater Sacramento Area (GSA) in an average early year, using the years 1991, 1992, and 1993 as the bases for analyses. St. HOPE Public Schools and St. Hope Development Company were not in existence during that time period. St. HOPE spent an average of more than \$17,700 annually in the Oak Park Area (OPA). These expenditure levels were used in the computation of St. HOPE's economic impact on the GSA and OPA for the early years of operation. It must be realized that while these numbers may seem relatively small today, the time period was the early 1990s.

St. HOPE created a total of more than \$100,500 in economic activity annually in the GSA, or an average of about \$275 every day of the year. In the OPA, it generated nearly \$24,000 in economic activity annually, or an average of about \$66 per day. In the GSA, St. HOPE also annually created about one full-time-equivalent job, generated nearly \$53,000 in additional labor income, and created nearly \$5,000 in indirect business taxes. Within the OPA, it annually created about one-third of a full-time-equivalent job, nearly \$14,600 in additional labor income, and more than \$1,300 in indirect business taxes.

TABLE ONE: ANNUAL ECONOMIC IMPACT OF ST. HOPE IN CURRENT YEARS

Greater Sacramento Area—Total For St. HOPE

Output

TOTAL FOR ST. HOPE	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$320,361	\$1,194,692	\$1,515,053
Arts, entertainment, recreation		\$181,430	\$216,494	\$397,924
Accommodations, food services		\$82,262	\$566,168	\$648,430
Real Estate	\$604,222	\$909,205	\$1,949,598	\$3,463,025
Construction		\$76,418	\$124,391	\$200,809
Professional Services/Administrative		\$1,088,105	\$2,394,896	\$3,483,002
Health		\$39	\$1,272,462	\$1,272,501
Education	\$15,098,730	\$83,840	\$91,899	\$15,274,468
Manufacturing/Mining/Milling		\$235,718	\$246,007	\$481,725
Wholesaling		\$233,121	\$364,581	\$597,701
Farming & Forestry		\$608	\$8,521	\$9,129
Other		\$311,907	\$486,328	\$798,235
Total	\$15,702,952	\$3,523,012	\$8,916,038	\$28,142,003

Employment

TOTAL FOR ST. HOPE	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		3.66	13.24	16.90
Arts, entertainment, recreation		2.27	1.86	4.13
Accommodations, food services		1.21	8.29	9.50
Real Estate		5.80	4.64	13.14
Construction		0.45	0.72	1.16
Professional Services/Administrative		8.65	15.40	24.05
Health		0.00	10.97	10.98
Education	295.17	2.01	1.79	298.97
Manufacturing/Mining/Milling		0.37	0.40	0.77
Wholesaling		1.04	1.63	2.67
Farming & Forestry		0.01	0.09	0.10
Other		1.16	2.44	3.60
Total	297.87	26.63	61.46	385.95

Labor Income

TOTAL FOR ST. HOPE	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$165,757	\$507,337	\$673,094
Arts, entertainment, recreation		\$39,449	\$73,188	\$112,637
Accommodations, food services		\$34,848	\$226,805	\$261,652
Real Estate	\$58,259	\$120,603	\$97,270	\$276,131
Construction		\$29,149	\$46,515	\$75,663
Professional Services/Administrative		\$478,543	\$850,079	\$1,328,622
Health		\$23	\$769,026	\$769,050
Education	\$10,355,064	\$53,042	\$57,585	\$10,465,691
Manufacturing/Mining/Milling		\$51,508	\$33,597	\$85,105
Wholesaling		\$67,879	\$106,157	\$174,036
Farming & Forestry		\$269	\$3,653	\$3,922
Other		\$106,596	\$183,309	\$289,905
Total	\$10,413,323	\$1,147,666	\$2,954,520	\$14,515,510

Indirect Business Taxes

TOTAL FOR ST. HOPE	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$21,193	\$192,737	\$213,930
Arts, entertainment, recreation		\$2,941	\$4,665	\$7,605
Accommodations, food services		\$4,847	\$34,275	\$39,122
Real Estate	\$24,299	\$34,191	\$155,173	\$213,663
Construction		\$480	\$579	\$1,059
Professional Services/Administrative		\$23,734	\$74,674	\$98,407
Health		\$0	\$12,859	\$12,860
Education	\$785,126	\$709	\$2,447	\$788,282
Manufacturing/Mining/Milling		\$21,863	\$15,158	\$37,021
Wholesaling		\$47,046	\$73,576	\$120,622
Farming & Forestry		(\$3)	\$20	\$18
Other		(\$5,121)	(\$4,507)	(\$9,628)
Total	\$809,425	\$151,879	\$561,656	\$1,522,960

Oak Park Area—Total For St. HOPE

Output

TOTAL FOR ST. HOPE	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$51,654	\$204,896	\$256,549
Arts, entertainment, recreation		\$10,207	\$18,048	\$28,256
Accommodations, food services		\$14,893	\$95,159	\$110,052
Real Estate	\$155,382	\$55,349	\$292,173	\$502,904
Construction		\$6,668	\$17,121	\$23,789
Professional Services/Administrative		\$48,396	\$101,593	\$149,990
Health		\$3	\$216,600	\$216,603
Education	\$4,080,701	\$17,667	\$29,080	\$4,127,447
Manufacturing/Mining/Milling		\$28,858	\$66,403	\$95,260
Wholesaling		\$31,704	\$44,457	\$76,161
Farming & Forestry		\$3	\$398	\$401
Other		\$41,090	\$60,861	\$101,951
Total	\$4,236,083	\$306,492	\$1,146,789	\$5,689,364

Employment

TOTAL FOR ST. HOPE	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.57	2.21	2.79
Arts, entertainment, recreation		0.07	0.09	0.16
Accommodations, food services		0.19	1.21	1.41
Real Estate	0.65	0.60	0.38	1.63
Construction		0.04	0.10	0.14
Professional Services/Administrative		0.40	0.99	1.39
Health		0.00	1.73	1.73
Education	75.52	0.38	0.43	76.33
Manufacturing/Mining/Milling		0.03	0.13	0.16
Wholesaling		0.13	0.19	0.32
Farming & Forestry		0.00	0.00	0.00
Other		0.18	0.32	0.50
Total	76.17	2.60	7.79	86.56

Labor Income

TOTAL FOR ST. HOPE	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$27,561	\$83,428	\$110,989
Arts, entertainment, recreation		\$3,012	\$7,733	\$10,745
Accommodations, food services		\$5,544	\$32,807	\$38,350
Real Estate	\$15,009	\$11,397	\$7,402	\$33,808
Construction		\$2,483	\$6,212	\$8,694
Professional Services/Administrative		\$24,009	\$43,153	\$67,162
Health		\$2	\$123,531	\$123,533
Education	\$2,867,224	\$11,789	\$17,763	\$2,896,776
Manufacturing/Mining/Milling		\$3,550	\$8,979	\$12,529
Wholesaling		\$9,801	\$13,744	\$23,545
Farming & Forestry		\$1	\$93	\$93
Other		\$19,246	\$27,830	\$47,076
Total	\$2,882,233	\$118,394	\$372,673	\$3,373,301

Indirect Business Taxes

TOTAL FOR ST. HOPE	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$3,547	\$35,052	\$38,599
Arts, entertainment, recreation		\$169	\$127	\$297
Accommodations, food services		\$889	\$5,830	\$6,719
Real Estate	\$5,840	\$1,680	\$27,915	\$35,435
Construction		\$39	\$61	\$99
Professional Services/Administrative		\$1,165	\$2,316	\$3,480
Health		\$0	\$1,414	\$1,415
Education	\$200,740	\$134	\$807	\$201,681
Manufacturing/Mining/Milling		\$3,086	\$5,177	\$8,263
Wholesaling		\$6,098	\$8,550	\$14,648
Farming & Forestry		\$0	\$3	\$3
Other		(\$1,448)	(\$1,821)	(\$3,269)
Total	\$206,579	\$15,358	\$85,431	\$307,369

TABLE TWO: ANNUAL ECONOMIC IMPACT OF ST. HOPE ACADEMY IN CURRENT YEARS

Greater Sacramento Area—Total For St. HOPE Academy

Output

ST. HOPE ACADEMY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$24,635	\$92,185	\$116,820
Arts, entertainment, recreation		\$13,992	\$16,704	\$30,697
Accommodations, food services		\$6,179	\$43,687	\$49,866
Real Estate		\$67,703	\$150,431	\$218,133
Construction		\$4,303	\$9,598	\$13,901
Professional Services/Administrative		\$79,312	\$184,802	\$264,113
Health		\$3	\$98,192	\$98,195
Education	\$1,176,755	\$6,533	\$7,089	\$1,190,377
Manufacturing/Mining/Milling		\$17,442	\$18,983	\$36,425
Wholesaling		\$17,987	\$28,132	\$46,119
Farming & Forestry		\$41	\$658	\$699
Other		\$23,218	\$37,528	\$60,746
Total	\$1,176,755	\$261,348	\$687,988	\$2,126,091

Employment

ST. HOPE ACADEMY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.28	1.02	1.30
Arts, entertainment, recreation		0.18	0.14	0.32
Accommodations, food services		0.09	0.64	0.73
Real Estate		0.42	0.36	0.78
Construction		0.03	0.06	0.08
Professional Services/Administrative		0.63	1.19	1.82
Health		0.00	0.85	0.85
Education	23.00	0.16	0.14	23.30
Manufacturing/Mining/Milling		0.03	0.03	0.06
Wholesaling		0.08	0.13	0.21
Farming & Forestry		0.00	0.01	0.01
Other		0.09	0.19	0.28
Total	23.00	1.98	4.74	29.72

Labor Income

ST. HOPE ACADEMY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$12,762	\$39,147	\$51,909
Arts, entertainment, recreation		\$3,018	\$5,647	\$8,665
Accommodations, food services		\$2,622	\$17,501	\$20,123
Real Estate		\$8,821	\$7,506	\$16,327
Construction		\$1,642	\$3,589	\$5,231
Professional Services/Administrative		\$34,805	\$65,595	\$100,400
Health		\$2	\$59,343	\$59,345
Education	\$807,046	\$4,133	\$4,442	\$815,622
Manufacturing/Mining/Milling		\$3,893	\$2,592	\$6,485
Wholesaling		\$5,237	\$8,191	\$13,429
Farming & Forestry		\$18	\$282	\$300
Other		\$7,979	\$14,145	\$22,124
Total	\$807,046	\$84,932	\$227,981	\$1,119,959

Indirect Business Taxes

ST. HOPE ACADEMY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$1,615	\$14,872	\$16,487
Arts, entertainment, recreation		\$228	\$360	\$587
Accommodations, food services		\$363	\$2,645	\$3,008
Real Estate		\$2,557	\$11,973	\$14,530
Construction		\$27	\$45	\$72
Professional Services/Administrative		\$1,733	\$5,762	\$7,495
Health		\$0	\$992	\$992
Education	\$61,191	\$55	\$189	\$61,435
Manufacturing/Mining/Milling		\$1,607	\$1,170	\$2,777
Wholesaling		\$3,630	\$5,677	\$9,307
Farming & Forestry		\$0	\$2	\$1
Other		-\$401	-\$348	-\$749
Total	\$61,191	\$11,415	\$43,338	\$115,944

Oak Park Area—Total For St. HOPE Academy

Output

ST. HOPE ACADEMY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$7,028	\$27,918	\$34,945
Arts, entertainment, recreation		\$1,353	\$2,459	\$3,812
Accommodations, food services		\$1,987	\$12,965	\$14,952
Real Estate		\$7,144	\$39,806	\$46,951
Construction		\$476	\$2,333	\$2,809
Professional Services/Administrative		\$6,347	\$13,842	\$20,189
Health		\$0	\$29,514	\$29,515
Education	\$559,798	\$2,423	\$3,961	\$566,183
Manufacturing/Mining/Milling		\$3,323	\$9,048	\$12,371
Wholesaling		\$4,320	\$6,058	\$10,377
Farming & Forestry		\$0	\$54	\$55
Other		\$5,519	\$8,293	\$13,812
Total	\$559,798	\$39,920	\$156,252	\$755,970

Employment

ST. HOPE ACADEMY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.08	0.30	0.38
Arts, entertainment, recreation		0.01	0.01	0.02
Accommodations, food services		0.03	0.17	0.19
Real Estate		0.07	0.05	0.13
Construction		0.00	0.01	0.02
Professional Services/Administrative		0.05	0.14	0.19
Health		0.00	0.24	0.24
Education	10.36	0.05	0.06	10.47
Manufacturing/Mining/Milling		0.00	0.02	0.02
Wholesaling		0.02	0.03	0.04
Farming & Forestry		0.00	0.00	0.00
Other		0.02	0.04	0.07
Total	10.36	0.34	1.06	11.76

Labor Income

ST. HOPE ACADEMY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$3,755	\$11,367	\$15,122
Arts, entertainment, recreation		\$392	\$1,054	\$1,445
Accommodations, food services		\$742	\$4,470	\$5,212
Real Estate		\$1,424	\$1,008	\$2,433
Construction		\$177	\$846	\$1,024
Professional Services/Administrative		\$3,137	\$5,880	\$9,016
Health		\$0	\$16,832	\$16,833
Education	\$393,331	\$1,617	\$2,420	\$397,368
Manufacturing/Mining/Milling		\$413	\$1,224	\$1,636
Wholesaling		\$1,335	\$1,873	\$3,208
Farming & Forestry		\$0	\$13	\$13
Other		\$2,597	\$3,792	\$6,389
Total	\$393,331	\$15,589	\$50,778	\$459,699

Indirect Business Taxes

ST. HOPE ACADEMY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$479	\$4,776	\$5,255
Arts, entertainment, recreation		\$23	\$17	\$40
Accommodations, food services		\$118	\$794	\$913
Real Estate		\$220	\$3,803	\$4,023
Construction		\$3	\$8	\$11
Professional Services/Administrative		\$154	\$316	\$470
Health		\$0	\$193	\$193
Education	\$27,538	\$18	\$110	\$27,666
Manufacturing/Mining/Milling		\$349	\$705	\$1,054
Wholesaling		\$831	\$1,165	\$1,996
Farming & Forestry		\$0	\$0	\$0
Other		-\$197	-\$248	-\$445
Total	\$27,538	\$1,998	\$11,640	\$41,176

TABLE THREE: ANNUAL ECONOMIC IMPACT OF ST. HOPE PUBLIC SCHOOLS IN CURRENT YEARS

Greater Sacramento Area—Total For St. HOPE Public Schools

Output

ST. HOPE PUBLIC SCHOOLS	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$291,454	\$1,090,622	\$1,382,076
Arts, entertainment, recreation		\$165,540	\$197,628	\$363,168
Accommodations, food services		\$73,103	\$516,850	\$589,953
Real Estate		\$800,980	\$1,779,721	\$2,580,701
Construction		\$50,906	\$113,556	\$164,462
Professional Services/Administrative		\$938,325	\$2,186,359	\$3,124,685
Health		\$35	\$1,161,693	\$1,161,728
Education	\$13,921,975	\$77,293	\$83,867	\$14,083,135
Manufacturing/Mining/Milling		\$206,351	\$224,589	\$430,940
Wholesaling		\$212,803	\$332,830	\$545,632
Farming & Forestry		\$489	\$7,780	\$8,269
Other		\$274,683	\$443,988	\$718,671
Total	\$13,921,975	\$3,091,963	\$8,139,481	\$25,153,419

Employment

ST. HOPE PUBLIC SCHOOLS	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		3.33	12.08	15.41
Arts, entertainment, recreation		2.08	1.70	3.78
Accommodations, food services		1.08	7.56	8.64
Real Estate		5.01	4.23	9.24
Construction		0.30	0.65	0.95
Professional Services/Administrative		7.42	14.06	21.48
Health		0.00	10.02	10.02
Education	272.16	1.85	1.63	275.65
Manufacturing/Mining/Milling		0.32	0.37	0.69
Wholesaling		0.95	1.49	2.43
Farming & Forestry		0.01	0.08	0.09
Other		1.04	2.23	3.27
Total	272.16	23.39	56.11	351.66

Labor Income

ST. HOPE PUBLIC SCHOOLS	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$150,987	\$463,145	\$614,132
Arts, entertainment, recreation		\$35,706	\$66,809	\$102,514
Accommodations, food services		\$31,024	\$207,048	\$238,072
Real Estate		\$104,361	\$88,802	\$193,163
Construction		\$19,422	\$42,463	\$61,885
Professional Services/Administrative		\$411,774	\$776,042	\$1,187,816
Health		\$21	\$702,076	\$702,098
Education	\$9,548,018	\$48,901	\$52,551	\$9,649,470
Manufacturing/Mining/Milling		\$46,055	\$30,671	\$76,727
Wholesaling		\$61,963	\$96,912	\$158,875
Farming & Forestry		\$210	\$3,335	\$3,545
Other		\$94,394	\$167,350	\$261,743
Total	\$9,548,018	\$1,004,818	\$2,697,204	\$13,250,040

Indirect Business Taxes

ST. HOPE PUBLIC SCHOOLS	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$19,107	\$175,949	\$195,056
Arts, entertainment, recreation		\$2,692	\$4,258	\$6,950
Accommodations, food services		\$4,299	\$31,289	\$35,588
Real Estate		\$30,257	\$141,646	\$171,903
Construction		\$321	\$529	\$849
Professional Services/Administrative		\$20,508	\$68,170	\$88,677
Health		\$0	\$11,740	\$11,740
Education	\$723,935	\$653	\$2,233	\$726,822
Manufacturing/Mining/Milling		\$19,015	\$13,838	\$32,854
Wholesaling		\$42,946	\$67,168	\$110,114
Farming & Forestry		-\$4	\$19	\$15
Other		-\$4,740	-\$4,116	-\$8,856
Total	\$723,935	\$135,054	\$512,723	\$1,371,712

Oak Park Area—Total For St. HOPE Public Schools

Output

ST. HOPE PUBLIC SCHOOLS	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$44,202	\$175,592	\$219,793
Arts, entertainment, recreation		\$8,509	\$15,467	\$23,975
Accommodations, food services		\$12,498	\$81,546	\$94,044
Real Estate		\$44,936	\$250,366	\$295,302
Construction		\$2,993	\$14,672	\$17,665
Professional Services/Administrative		\$39,918	\$87,063	\$126,981
Health		\$3	\$185,632	\$185,635
Education	\$3,520,903	\$15,242	\$24,915	\$3,561,059
Manufacturing/Mining/Milling		\$20,901	\$56,910	\$77,811
Wholesaling		\$27,170	\$38,100	\$65,270
Farming & Forestry		\$2	\$341	\$343
Other		\$34,710	\$52,159	\$86,869
Total	\$3,520,903	\$251,083	\$982,761	\$4,754,747

Employment

ST. HOPE PUBLIC SCHOOLS	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.49	1.90	2.39
Arts, entertainment, recreation		0.06	0.07	0.13
Accommodations, food services		0.16	1.04	1.20
Real Estate		0.47	0.33	0.79
Construction		0.02	0.08	0.10
Professional Services/Administrative		0.33	0.85	1.18
Health		0.00	1.48	1.48
Education	65.16	0.33	0.36	65.85
Manufacturing/Mining/Milling		0.02	0.11	0.14
Wholesaling		0.12	0.16	0.28
Farming & Forestry		0.00	0.00	0.00
Other		0.16	0.28	0.43
Total	65.16	2.15	6.68	73.99

Labor Income

ST. HOPE PUBLIC SCHOOLS	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$23,614	\$71,496	\$95,110
Arts, entertainment, recreation		\$2,465	\$6,626	\$9,091
Accommodations, food services		\$4,669	\$28,113	\$32,782
Real Estate		\$8,959	\$6,343	\$15,302
Construction		\$1,114	\$5,323	\$6,437
Professional Services/Administrative		\$19,728	\$36,980	\$56,708
Health		\$2	\$105,870	\$105,871
Education	\$2,473,893	\$10,170	\$15,219	\$2,499,283
Manufacturing/Mining/Milling		\$2,595	\$7,696	\$10,290
Wholesaling		\$8,400	\$11,778	\$20,178
Farming & Forestry		\$0	\$80	\$80
Other		\$16,334	\$23,851	\$40,185
Total	\$2,473,893	\$98,050	\$319,375	\$2,891,318

Indirect Business Taxes

ST. HOPE PUBLIC SCHOOLS	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$3,014	\$30,039	\$33,053
Arts, entertainment, recreation		\$145	\$109	\$254
Accommodations, food services		\$745	\$4,996	\$5,741
Real Estate		\$1,383	\$23,921	\$25,304
Construction		\$17	\$52	\$69
Professional Services/Administrative		\$970	\$1,984	\$2,954
Health		\$0	\$1,212	\$1,212
Education	\$173,202	\$116	\$691	\$174,009
Manufacturing/Mining/Milling		\$2,193	\$4,437	\$6,630
Wholesaling		\$5,226	\$7,328	\$12,553
Farming & Forestry		\$0	\$2	\$2
Other		-\$1,240	-\$1,561	-\$2,800
Total	\$173,202	\$12,569	\$73,211	\$258,982

TABLE FOUR: ANNUAL ECONOMIC IMPACT OF ST. HOPE DEVELOPMENT COMPANY IN CURRENT YEARS

Greater Sacramento Area—Total For St. HOPE Development Company

Output

ST. HOPE DEVELOPMENT COMPANY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$4,272	\$11,886	\$16,157
Arts, entertainment, recreation		\$1,898	\$2,162	\$4,060
Accommodations, food services		\$2,980	\$5,631	\$8,611
Real Estate	\$604,222	\$40,522	\$19,446	\$664,191
Construction		\$21,209	\$1,237	\$22,446
Professional Services/Administrative		\$70,468	\$23,736	\$94,204
Health		\$0	\$12,578	\$12,578
Education		\$13	\$943	\$956
Manufacturing/Mining/Milling		\$11,925	\$2,435	\$14,360
Wholesaling		\$2,331	\$3,619	\$5,950
Farming & Forestry		\$77	\$84	\$161
Other		\$14,006	\$4,812	\$18,818
Total	\$604,222	\$169,701	\$88,569	\$862,492

Employment

ST. HOPE DEVELOPMENT COMPANY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.05	0.13	0.18
Arts, entertainment, recreation		0.02	0.02	0.04
Accommodations, food services		0.05	0.08	0.13
Real Estate	2.70	0.37	0.05	3.11
Construction		0.12	0.01	0.13
Professional Services/Administrative		0.60	0.15	0.75
Health		0.00	0.11	0.11
Education		0.00	0.02	0.02
Manufacturing/Mining/Milling		0.02	0.00	0.02
Wholesaling		0.01	0.02	0.03
Farming & Forestry		0.00	0.00	0.00
Other		0.04	0.02	0.06
Total	2.70	1.26	0.61	4.57

Labor Income

ST. HOPE DEVELOPMENT COMPANY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$2,008	\$5,045	\$7,053
Arts, entertainment, recreation		\$725	\$732	\$1,457
Accommodations, food services		\$1,201	\$2,256	\$3,457
Real Estate	\$58,259	\$7,421	\$962	\$66,641
Construction		\$8,085	\$462	\$8,548
Professional Services/Administrative		\$31,964	\$8,443	\$40,407
Health		\$0	\$7,607	\$7,607
Education		\$8	\$591	\$599
Manufacturing/Mining/Milling		\$1,560	\$333	\$1,893
Wholesaling		\$679	\$1,054	\$1,732
Farming & Forestry		\$41	\$36	\$77
Other		\$4,224	\$1,814	\$6,038
Total	\$58,259	\$57,916	\$29,336	\$145,511

Indirect Business Taxes

ST. HOPE DEVELOPMENT COMPANY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$471	\$1,917	\$2,387
Arts, entertainment, recreation		\$21	\$47	\$67
Accommodations, food services		\$185	\$341	\$526
Real Estate	\$24,299	\$1,376	\$1,554	\$27,229
Construction		\$132	\$6	\$138
Professional Services/Administrative		\$1,493	\$742	\$2,234
Health		\$0	\$127	\$127
Education		\$0	\$25	\$25
Manufacturing/Mining/Milling		\$1,241	\$150	\$1,391
Wholesaling		\$470	\$730	\$1,201
Farming & Forestry		\$2	\$0	\$2
Other		\$19	-\$43	-\$24
Total	\$24,299	\$5,410	\$5,595	\$35,304

Oak Park Area—Total For St. HOPE Development Company

Output

ST. HOPE DEVELOPMENT COMPANY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$424	\$1,386	\$1,811
Arts, entertainment, recreation		\$346	\$123	\$469
Accommodations, food services		\$408	\$648	\$1,056
Real Estate	\$155,382	\$3,269	\$2,000	\$160,651
Construction		\$3,199	\$117	\$3,316
Professional Services/Administrative		\$2,131	\$688	\$2,820
Health		\$0	\$1,453	\$1,453
Education		\$2	\$204	\$206
Manufacturing/Mining/Milling		\$4,634	\$444	\$5,078
Wholesaling		\$214	\$300	\$514
Farming & Forestry		\$0	\$3	\$3
Other		\$861	\$409	\$1,270
Total	\$155,382	\$15,489	\$7,776	\$178,646

Employment

ST. HOPE DEVELOPMENT COMPANY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.00	0.01	0.02
Arts, entertainment, recreation		0.00	0.00	0.00
Accommodations, food services		0.01	0.01	0.01
Real Estate	0.65	0.06	0.00	0.71
Construction		0.02	0.00	0.02
Professional Services/Administrative		0.02	0.01	0.03
Health		0.00	0.01	0.01
Education		0.00	0.00	0.00
Manufacturing/Mining/Milling		0.00	0.00	0.00
Wholesaling		0.00	0.00	0.00
Farming & Forestry		0.00	0.00	0.00
Other		0.00	0.00	0.00
Total	0.65	0.11	0.05	0.82

Labor Income

ST. HOPE DEVELOPMENT COMPANY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$192	\$564	\$756
Arts, entertainment, recreation		\$155	\$53	\$208
Accommodations, food services		\$133	\$223	\$356
Real Estate	\$15,009	\$1,014	\$50	\$16,073
Construction		\$1,191	\$42	\$1,234
Professional Services/Administrative		\$1,145	\$293	\$1,438
Health		\$0	\$829	\$829
Education		\$1	\$125	\$126
Manufacturing/Mining/Milling		\$542	\$60	\$602
Wholesaling		\$66	\$93	\$159
Farming & Forestry		\$0	\$1	\$1
Other		\$315	\$187	\$503
Total	\$15,009	\$4,755	\$2,520	\$22,284

Indirect Business Taxes

ST. HOPE DEVELOPMENT COMPANY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$53	\$237	\$290
Arts, entertainment, recreation		\$1	\$1	\$2
Accommodations, food services		\$26	\$40	\$65
Real Estate	\$5,840	\$77	\$192	\$6,108
Construction		\$19	\$0	\$19
Professional Services/Administrative		\$41	\$16	\$56
Health		\$0	\$10	\$10
Education		\$0	\$6	\$6
Manufacturing/Mining/Milling		\$544	\$35	\$579
Wholesaling		\$41	\$58	\$99
Farming & Forestry		\$0	\$0	\$0
Other		-\$11	-\$12	-\$24
Total	\$5,840	\$790	\$581	\$7,210

TABLE FIVE: DAILY IMPACT OF ST. HOPE'S CURRENT YEARS

Greater Sacramento Area

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$4,151	n.a.	\$1,844	\$586
Arts, entertainment, recreation	\$1,090	n.a.	\$309	\$21
Accommodations, food services	\$1,777	n.a.	\$717	\$107
Real Estate	\$9,488	n.a.	\$757	\$585
Construction	\$550	n.a.	\$207	\$3
Professional Services/Administrative	\$9,542	n.a.	\$3,640	\$270
Health	\$3,486	n.a.	\$2,107	\$35
Education	\$41,848	n.a.	\$28,673	\$2,160
Manufacturing/Mining/Milling	\$1,320	n.a.	\$233	\$101
Wholesaling	\$1,638	n.a.	\$477	\$330
Farming & Forestry	\$25	n.a.	\$11	\$0
Other	\$2,187	n.a.	\$794	-\$26
Total	\$77,101	n.a.	\$39,769	\$4,172

ST. HOPE ACADEMY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$320	n.a.	\$142	\$45
Arts, entertainment, recreation	\$84	n.a.	\$24	\$2
Accommodations, food services	\$137	n.a.	\$55	\$8
Real Estate	\$598	n.a.	\$45	\$40
Construction	\$38	n.a.	\$14	\$0
Professional Services/Administrative	\$724	n.a.	\$275	\$21
Health	\$269	n.a.	\$163	\$3
Education	\$3,261	n.a.	\$2,235	\$168
Manufacturing/Mining/Milling	\$100	n.a.	\$18	\$8
Wholesaling	\$126	n.a.	\$37	\$25
Farming & Forestry	\$2	n.a.	\$1	\$0
Other	\$166	n.a.	\$61	-\$749
Total	\$5,825	n.a.	\$3,068	\$318

ST. HOPE PUBLIC SCHOOLS	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$3,787	n.a.	\$1,683	\$534
Arts, entertainment, recreation	\$995	n.a.	\$281	\$19
Accommodations, food services	\$1,616	n.a.	\$652	\$98
Real Estate	\$7,070	n.a.	\$529	\$471
Construction	\$451	n.a.	\$170	\$2
Professional Services/Administrative	\$8,561	n.a.	\$3,254	\$243
Health	\$3,183	n.a.	\$1,924	\$32
Education	\$38,584	n.a.	\$26,437	\$1,991
Manufacturing/Mining/Milling	\$1,181	n.a.	\$210	\$90
Wholesaling	\$1,495	n.a.	\$435	\$302
Farming & Forestry	\$23	n.a.	\$10	\$0
Other	\$1,969	n.a.	\$717	-\$24
Total	\$68,913	n.a.	\$36,301	\$3,758

ST. HOPE DEVELOPMENT COMPANY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$44	n.a.	\$19	\$7
Arts, entertainment, recreation	\$11	n.a.	\$4	\$0
Accommodations, food services	\$24	n.a.	\$9	\$1
Real Estate	\$1,820	n.a.	\$183	\$75
Construction	\$61	n.a.	\$23	\$0
Professional Services/Administrative	\$258	n.a.	\$111	\$6
Health	\$34	n.a.	\$21	\$0
Education	\$3	n.a.	\$2	\$0
Manufacturing/Mining/Milling	\$39	n.a.	\$5	\$4
Wholesaling	\$16	n.a.	\$5	\$3
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$52	n.a.	\$17	\$0
Total	\$2,363	n.a.	\$399	\$97

Oak Park Area

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$703	n.a.	\$304	\$106
Arts, entertainment, recreation	\$77	n.a.	\$29	\$1
Accommodations, food services	\$302	n.a.	\$105	\$18
Real Estate	\$1,378	n.a.	\$93	\$97
Construction	\$65	n.a.	\$24	\$0
Professional Services/Administrative	\$411	n.a.	\$184	\$10
Health	\$593	n.a.	\$338	\$4
Education	\$11,308	n.a.	\$7,936	\$553
Manufacturing/Mining/Milling	\$261	n.a.	\$34	\$23
Wholesaling	\$209	n.a.	\$65	\$40
Farming & Forestry	\$1	n.a.	\$0	\$0
Other	\$279	n.a.	\$129	-\$9
Total	\$15,587	n.a.	\$9,242	\$842

ST. HOPE ACADEMY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$96	n.a.	\$41	\$14
Arts, entertainment, recreation	\$10	n.a.	\$4	\$0
Accommodations, food services	\$41	n.a.	\$14	\$3
Real Estate	\$129	n.a.	\$7	\$11
Construction	\$8	n.a.	\$3	\$0
Professional Services/Administrative	\$55	n.a.	\$25	\$1
Health	\$81	n.a.	\$46	\$1
Education	\$1,551	n.a.	\$1,089	\$76
Manufacturing/Mining/Milling	\$34	n.a.	\$4	\$3
Wholesaling	\$28	n.a.	\$9	\$5
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$38	n.a.	\$18	-\$1
Total	\$2,071	n.a.	\$1,259	\$113

ST. HOPE PUBLIC SCHOOLS	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$602	n.a.	\$261	\$91
Arts, entertainment, recreation	\$66	n.a.	\$25	\$1
Accommodations, food services	\$258	n.a.	\$90	\$16
Real Estate	\$809	n.a.	\$42	\$69
Construction	\$48	n.a.	\$18	\$0
Professional Services/Administrative	\$348	n.a.	\$155	\$8
Health	\$509	n.a.	\$290	\$3
Education	\$9,756	n.a.	\$6,847	\$477
Manufacturing/Mining/Milling	\$213	n.a.	\$28	\$18
Wholesaling	\$179	n.a.	\$55	\$34
Farming & Forestry	\$1	n.a.	\$0	\$0
Other	\$238	n.a.	\$110	-\$8
Total	\$13,027	n.a.	\$7,921	\$710

ST. HOPE DEVELOPMENT COMPANY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$5	n.a.	\$2	\$1
Arts, entertainment, recreation	\$1	n.a.	\$1	\$0
Accommodations, food services	\$3	n.a.	\$1	\$0
Real Estate	\$440	n.a.	\$44	\$17
Construction	\$9	n.a.	\$3	\$0
Professional Services/Administrative	\$8	n.a.	\$4	\$0
Health	\$4	n.a.	\$2	\$0
Education	\$1	n.a.	\$0	\$0
Manufacturing/Mining/Milling	\$14	n.a.	\$2	\$2
Wholesaling	\$1	n.a.	\$0	\$0
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$3	n.a.	\$1	\$0
Total	\$489	n.a.	\$61	\$20

TABLE SIX: ANNUAL ECONOMIC IMPACT OF ST. HOPE'S EMPLOYMENT EXPENDITURES IN CURRENT YEARS

Greater Sacramento Area—Total For St. HOPE

Annual Impact

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Bus. Taxes Total
Retailing	\$1,023,268	11.41	\$454,687	\$144,423
Arts, entertainment, recreation	\$268,873	2.80	\$75,916	\$5,145
Accommodations, food services	\$436,896	6.40	\$176,306	\$26,355
Real Estate	\$1,948,818	7.02	\$146,884	\$128,790
Construction	\$122,999	0.71	\$46,289	\$637
Professional Services/Administrative	\$2,316,936	15.94	\$881,035	\$65,727
Health	\$860,065	7.42	\$519,786	\$8,692
Education	\$10,417,104	203.90	\$7,137,579	\$537,619
Manufacturing/Mining/Milling	\$319,622	0.51	\$56,867	\$24,385
Wholesaling	\$403,952	1.80	\$117,621	\$81,521
Farming & Forestry	\$6,126	0.06	\$2,627	\$11
Other	\$532,719	2.42	\$193,970	(\$6,552)
Total	\$18,657,378	260.39	\$9,809,566	\$1,016,753

Daily Impact

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Bus. Taxes Total
Retailing	\$2,803	n.a.	\$1,246	\$396
Arts, entertainment, recreation	\$737	n.a.	\$208	\$14
Accommodations, food services	\$1,197	n.a.	\$483	\$72
Real Estate	\$5,339	n.a.	\$402	\$353
Construction	\$337	n.a.	\$127	\$2
Professional Services/Administrative	\$6,348	n.a.	\$2,414	\$180
Health	\$2,356	n.a.	\$1,424	\$24
Education	\$28,540	n.a.	\$19,555	\$1,473
Manufacturing/Mining/Milling	\$876	n.a.	\$156	\$67
Wholesaling	\$1,107	n.a.	\$322	\$223
Farming & Forestry	\$17	n.a.	\$7	\$0
Other	\$1,460	n.a.	\$531	-\$18
Total	\$51,116	n.a.	\$26,876	\$2,786

Oak Park Area—Total For St. HOPE

Annual Impact

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Bus. Taxes Total
Retailing	\$176,930	1.92	\$76,559	\$26,609
Arts, entertainment, recreation	\$19,333	0.11	\$7,334	\$205
Accommodations, food services	\$75,738	0.97	\$26,400	\$4,624
Real Estate	\$256,921	0.72	\$14,254	\$21,085
Construction	\$14,605	0.08	\$5,325	\$58
Professional Services/Administrative	\$102,433	0.95	\$45,767	\$2,382
Health	\$149,423	1.19	\$85,219	\$976
Education	\$2,863,052	52.95	\$2,009,393	\$139,901
Manufacturing/Mining/Milling	\$63,175	0.11	\$8,346	\$5,400
Wholesaling	\$52,538	0.22	\$16,242	\$10,104
Farming & Forestry	\$276	0.00	\$64	\$2
Other	\$69,995	0.35	\$32,369	(\$2,254)
Total	\$3,844,419	59.58	\$2,327,273	\$209,092

Daily Impact

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Bus. Taxes Total
Retailing	\$485	n.a.	\$210	\$73
Arts, entertainment, recreation	\$53	n.a.	\$20	\$1
Accommodations, food services	\$208	n.a.	\$72	\$13
Real Estate	\$704	n.a.	\$39	\$58
Construction	\$40	n.a.	\$15	\$0
Professional Services/Administrative	\$281	n.a.	\$125	\$7
Health	\$409	n.a.	\$233	\$3
Education	\$7,844	n.a.	\$5,505	\$383
Manufacturing/Mining/Milling	\$173	n.a.	\$23	\$15
Wholesaling	\$144	n.a.	\$44	\$28
Farming & Forestry	\$1	n.a.	\$0	\$0
Other	\$192		\$89	-\$6
Total	\$10,533	n.a.	\$6,376	\$573

**TABLE SEVEN: POSSIBLE DIFFUSION OF ANNUAL
LABOR INCOME SPENDING BY HOUSEHOLDS BASED
ON ST. HOPE'S OPERATIONS IN CURRENT YEARS**

Greater Sacramento Area—Total for St. HOPE

Labor Income Generated	\$14,515,510	
Annual Expenditures by Category	Spending per Year	Spending per Day
Food at home	\$1,043,719	\$2,860
Food away from home	\$839,352	\$2,300
Shelter	\$3,109,164	\$8,518
Utilities, fuels, and public services	\$827,873	\$2,268
Household operations	\$338,037	\$926
Housekeeping supplies	\$181,087	\$496
Household furnishings and equipment	\$466,235	\$1,277
Apparel and services	\$447,890	\$1,227
Vehicle purchases (net outlay)	\$942,876	\$2,583
Gasoline, other fuels, and motor oil	\$472,886	\$1,296
Other vehicle expenses	\$629,407	\$1,724
Public and other transportation	\$184,842	\$506
Healthcare	\$1,045,864	\$2,865
Entertainment	\$783,459	\$2,146
Personal care products and services	\$185,915	\$509
Reading	\$28,214	\$77
Education	\$332,458	\$911
Miscellaneous	\$2,656,231	\$7,277
Total	\$14,515,510	\$39,769

Greater Sacramento Area—Total from Employment Expenditures Only

Labor Income Generated		\$9,809,566
Annual Expenditures by Category	Spending per Year	Spending per Day
Food at home	\$705,344	\$1,932
Food away from home	\$567,233	\$1,554
Shelter	\$2,101,170	\$5,757
Utilities, fuels, and public services	\$559,476	\$1,533
Household operations	\$228,445	\$626
Housekeeping supplies	\$122,379	\$335
Household furnishings and equipment	\$315,081	\$863
Apparel and services	\$302,684	\$829
Vehicle purchases (net outlay)	\$637,195	\$1,746
Gasoline, other fuels, and motor oil	\$319,576	\$876
Other vehicle expenses	\$425,352	\$1,165
Public and other transportation	\$124,916	\$342
Healthcare	\$706,794	\$1,936
Entertainment	\$529,461	\$1,451
Personal care products and services	\$125,641	\$344
Reading	\$19,067	\$52
Education	\$224,675	\$616
Miscellaneous	\$1,795,078	\$4,918
Total	\$9,809,566	\$26,876

TABLE EIGHT: PERCENT OF LOCAL GOVERNMENT BUDGETS THAT COULD BE PAID FOR FROM INDIRECT BUSINESS TAXES GENERATED BY ST. HOPE IN CURRENT YEARS

Greater Sacramento Area

Indirect Business Taxes Generated	\$1,522,960
--	--------------------

Combined Sacramento, El Dorado, Placer, Yolo County Budgets in FY 2017/18		
	Budget	% of Budget Paid
General Government	\$246,300,341	0.62%
Public Protection	\$1,665,783,432	0.09%
Public Ways & Facilities	\$390,103,314	0.39%
Health & Sanitation	\$1,087,008,460	0.14%
Public Assistance	\$1,150,250,853	0.13%
Education	\$25,161,191	6.05%
Recreation & Cultural Services	\$38,626,922	3.94%
Total	\$5,066,537,787	0.03%

Oak Park Area

Indirect Business Taxes from Oak Park Area	\$307,369
---	------------------

City of Sacramento Budget FY 2017/18		
	Budget	% of Budget Paid
Community Development	\$32,863,000	0.94%
Convention and Cultural Services	\$20,063,000	1.53%
Finance	\$16,251,000	1.89%
Fire	\$108,535,000	0.28%
Human Resources	\$38,037,000	0.81%
Information Technology	\$22,255,000	1.38%
Parks and Recreation	\$36,066,000	0.85%
Police	\$131,666,000	0.23%
Public Works	\$165,151,000	0.19%
Utilities	\$128,219,000	0.24%
Citywide and Community Support	\$143,472,000	0.21%
Total	\$842,578,000	0.04%

TABLE NINE: ANNUAL ECONOMIC IMPACT OF ST. HOPE IN ITS MIDDLE YEARS

Greater Sacramento Area—Total For St. HOPE

Output

TOTAL FOR ST. HOPE	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$244,904	\$913,990	\$1,158,894
Arts, entertainment, recreation		\$138,785	\$165,626	\$304,411
Accommodations, food services		\$62,565	\$433,142	\$495,707
Real Estate	\$360,034	\$690,201	\$1,491,516	\$2,541,751
Construction		\$54,969	\$95,164	\$150,133
Professional Services/Administrative		\$822,255	\$1,832,212	\$2,654,466
Health		\$30	\$973,501	\$973,530
Education	\$11,576,831	\$64,281	\$70,301	\$11,711,413
Manufacturing/Mining/Milling		\$178,697	\$188,208	\$366,905
Wholesaling		\$178,345	\$278,921	\$457,266
Farming & Forestry		\$453	\$6,519	\$6,972
Other		\$236,759	\$372,066	\$608,825
Total	\$11,936,865	\$2,672,243	\$6,821,166	\$21,430,274

Employment

TOTAL FOR ST. HOPE	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		2.8	10.1	12.9
Arts, entertainment, recreation		1.7	1.4	3.2
Accommodations, food services		0.9	6.3	7.3
Real Estate	1.6	4.4	3.5	9.5
Construction		0.3	0.5	0.9
Professional Services/Administrative		6.5	11.8	18.3
Health		0.0	8.4	8.4
Education	226.3	1.5	1.4	229.2
Manufacturing/Mining/Milling		0.3	0.3	0.6
Wholesaling		0.8	1.2	2.0
Farming & Forestry		0.0	0.1	0.1
Other		0.9	1.9	2.8
Total	227.9	20.2	47.0	295.1

Labor Income

TOTAL FOR ST. HOPE	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$126,750	\$388,134	\$514,884
Arts, entertainment, recreation		\$30,123	\$55,991	\$86,114
Accommodations, food services		\$26,514	\$173,515	\$200,029
Real Estate	\$34,714	\$91,203	\$74,416	\$200,334
Construction		\$20,968	\$35,586	\$56,554
Professional Services/Administrative		\$361,457	\$650,349	\$1,011,806
Health		\$18	\$588,345	\$588,363
Education	\$7,939,663	\$40,668	\$44,051	\$8,024,383
Manufacturing/Mining/Milling		\$39,227	\$25,703	\$64,930
Wholesaling		\$51,930	\$81,215	\$133,145
Farming & Forestry		\$199	\$2,795	\$2,994
Other		\$81,010	\$140,241	\$221,251
Total	\$7,974,377	\$870,067	\$2,260,342	\$11,104,786

Indirect Business Taxes

TOTAL FOR ST. HOPE	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$16,169	\$147,452	\$163,621
Arts, entertainment, recreation		\$2,251	\$3,569	\$5,820
Accommodations, food services		\$3,685	\$26,221	\$29,906
Real Estate	\$14,479	\$25,980	\$118,712	\$159,171
Construction		\$346	\$443	\$789
Professional Services/Administrative		\$17,942	\$57,129	\$75,071
Health		\$0	\$9,838	\$9,838
Education	\$601,989	\$543	\$1,872	\$604,404
Manufacturing/Mining/Milling		\$16,552	\$11,596	\$28,148
Wholesaling		\$35,992	\$56,289	\$92,281
Farming & Forestry		(\$2)	\$16	\$13
Other		-\$3,930	-\$3,448	-\$7,378
Total	\$616,468	\$115,528	\$429,689	\$1,161,685

Oak Park Area—Total For St. HOPE

Output

TOTAL FOR ST. HOPE	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$49,305	\$195,732	\$245,037
Arts, entertainment, recreation		\$9,610	\$17,241	\$26,851
Accommodations, food services		\$14,070	\$90,901	\$104,971
Real Estate	\$69,716	\$51,397	\$279,094	\$400,207
Construction		\$4,761	\$16,355	\$21,116
Professional Services/Administrative		\$45,312	\$97,049	\$142,361
Health		\$3	\$206,919	\$206,922
Education	\$3,912,281	\$16,937	\$27,776	\$3,956,993
Manufacturing/Mining/Milling		\$25,303	\$63,436	\$88,739
Wholesaling		\$30,287	\$42,469	\$72,756
Farming & Forestry		\$2	\$381	\$383
Other		\$38,955	\$58,140	\$97,095
Total	\$3,981,997	\$285,942	\$1,095,492	\$5,363,431

Employment

TOTAL FOR ST. HOPE	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.55	2.12	2.66
Arts, entertainment, recreation		0.07	0.08	0.15
Accommodations, food services		0.18	1.16	1.34
Real Estate	0.29	0.55	0.36	1.20
Construction		0.03	0.09	0.12
Professional Services/Administrative		0.37	0.95	1.32
Health		0.00	1.65	1.65
Education	72.40	0.37	0.41	73.18
Manufacturing/Mining/Milling		0.03	0.13	0.16
Wholesaling		0.13	0.18	0.31
Farming & Forestry		0.00	0.00	0.00
Other		0.2	0.3	0.5
Total	72.70	2.44	7.44	82.58

Labor Income

TOTAL FOR ST. HOPE	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$26,325	\$79,697	\$106,022
Arts, entertainment, recreation		\$2,809	\$7,387	\$10,195
Accommodations, food services		\$5,247	\$31,339	\$36,586
Real Estate	\$6,734	\$10,410	\$7,071	\$24,214
Construction		\$1,773	\$5,934	\$7,706
Professional Services/Administrative		\$22,434	\$41,222	\$63,657
Health		\$2	\$118,010	\$118,011
Education	\$2,748,887	\$11,301	\$16,967	\$2,777,155
Manufacturing/Mining/Milling		\$3,127	\$8,578	\$11,705
Wholesaling		\$9,363	\$13,129	\$22,492
Farming & Forestry		\$1	\$89	\$89
Other		\$18,291	\$26,586	\$44,877
Total	\$2,755,621	\$111,083	\$356,007	\$3,222,711

Indirect Business Taxes

TOTAL FOR ST. HOPE	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$3,373	\$33,485	\$36,858
Arts, entertainment, recreation		\$162	\$122	\$283
Accommodations, food services		\$839	\$5,569	\$6,409
Real Estate	\$2,620	\$1,571	\$26,666	\$30,857
Construction		\$28	\$58	\$86
Professional Services/Administrative		\$1,096	\$2,212	\$3,308
Health		\$0	\$1,351	\$1,351
Education	\$192,455	\$129	\$771	\$193,354
Manufacturing/Mining/Milling		\$2,681	\$4,946	\$7,626
Wholesaling		\$5,825	\$8,168	\$13,993
Farming & Forestry		\$0	\$2	\$2
Other		-\$1,383	-\$1,740	-\$3,122
Total	\$195,075	\$14,321	\$81,609	\$291,005

TABLE TEN: ANNUAL ECONOMIC IMPACT OF ST. HOPE ACADEMY IN ITS MIDDLE YEARS

Greater Sacramento Area—Total For St. HOPE Academy

Output

ST. HOPE ACADEMY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$32,374	\$121,142	\$153,516
Arts, entertainment, recreation		\$18,388	\$21,952	\$40,339
Accommodations, food services		\$8,120	\$57,410	\$65,530
Real Estate		\$88,970	\$197,684	\$286,654
Construction		\$5,654	\$12,613	\$18,268
Professional Services/Administrative		\$104,226	\$242,852	\$347,078
Health		\$4	\$129,036	\$129,040
Education	\$1,546,401	\$8,585	\$9,316	\$1,564,302
Manufacturing/Mining/Milling		\$22,921	\$24,946	\$47,867
Wholesaling		\$23,637	\$36,969	\$60,607
Farming & Forestry		\$54	\$864	\$918
Other		\$30,511	\$49,316	\$79,827
Total	\$1,546,401	\$343,444	\$904,101	\$2,793,945

Employment

ST. HOPE ACADEMY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.4	1.3	1.7
Arts, entertainment, recreation		0.2	0.2	0.4
Accommodations, food services		0.1	0.8	1.0
Real Estate		0.6	0.5	1.0
Construction		0.0	0.1	0.1
Professional Services/Administrative		0.8	1.6	2.4
Health		0.0	1.1	1.1
Education	30.2	0.2	0.2	30.6
Manufacturing/Mining/Milling		0.0	0.0	0.1
Wholesaling		0.1	0.2	0.3
Farming & Forestry		0.0	0.0	0.0
Other		0.1	0.2	0.4
Total	30.2	2.6	6.2	39.1

Labor Income

ST. HOPE ACADEMY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$16,771	\$51,444	\$68,215
Arts, entertainment, recreation		\$3,966	\$7,421	\$11,387
Accommodations, food services		\$3,446	\$22,998	\$26,444
Real Estate		\$11,592	\$9,864	\$21,456
Construction		\$2,157	\$4,717	\$6,874
Professional Services/Administrative		\$45,738	\$86,200	\$131,938
Health		\$2	\$77,984	\$77,986
Education	\$1,060,558	\$5,432	\$5,837	\$1,071,827
Manufacturing/Mining/Milling		\$5,116	\$3,407	\$8,523
Wholesaling		\$6,883	\$10,765	\$17,647
Farming & Forestry		\$23	\$370	\$394
Other		\$10,485	\$18,589	\$29,073
Total	\$1,060,558	\$111,611	\$299,595	\$1,471,764

Indirect Business Taxes

ST. HOPE ACADEMY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$2,122	\$19,544	\$21,666
Arts, entertainment, recreation		\$299	\$473	\$772
Accommodations, food services		\$478	\$3,475	\$3,953
Real Estate		\$3,361	\$15,734	\$19,094
Construction		\$36	\$59	\$94
Professional Services/Administrative		\$2,278	\$7,572	\$9,850
Health		\$0	\$1,304	\$1,304
Education	\$80,412	\$73	\$248	\$80,733
Manufacturing/Mining/Milling		\$2,112	\$1,537	\$3,649
Wholesaling		\$4,770	\$7,461	\$12,231
Farming & Forestry		\$0	\$2	\$2
Other		-\$527	-\$457	-\$984
Total	\$80,412	\$15,001	\$56,951	\$152,364

Oak Park Area—Total For St. HOPE Academy

Output

ST. HOPE ACADEMY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$9,292	\$36,912	\$46,203
Arts, entertainment, recreation		\$1,789	\$3,251	\$5,040
Accommodations, food services		\$2,627	\$17,142	\$19,769
Real Estate		\$9,446	\$52,630	\$62,076
Construction		\$629	\$3,084	\$3,713
Professional Services/Administrative		\$8,391	\$18,302	\$26,693
Health		\$1	\$39,022	\$39,023
Education	\$740,140	\$3,204	\$5,237	\$748,581
Manufacturing/Mining/Milling		\$4,394	\$11,963	\$16,357
Wholesaling		\$5,712	\$8,009	\$13,721
Farming & Forestry		\$0	\$72	\$72
Other		\$7,297	\$10,964	\$18,261
Total	\$740,140	\$52,781	\$206,589	\$999,510

Employment

ST. HOPE ACADEMY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.1	0.4	0.5
Arts, entertainment, recreation		0.0	0.0	0.0
Accommodations, food services		0.0	0.2	0.3
Real Estate		0.1	0.1	0.2
Construction		0.0	0.0	0.0
Professional Services/Administrative		0.1	0.2	0.2
Health		0.0	0.3	0.3
Education	13.7	0.1	0.1	13.8
Manufacturing/Mining/Milling		0.0	0.0	0.0
Wholesaling		0.0	0.0	0.1
Farming & Forestry		0.0	0.0	0.0
Other		0.0	0.1	0.1
Total	13.7	0.5	1.4	15.6

Labor Income

ST. HOPE ACADEMY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$4,964	\$15,029	\$19,993
Arts, entertainment, recreation		\$518	\$1,393	\$1,911
Accommodations, food services		\$981	\$5,910	\$6,891
Real Estate		\$1,883	\$1,333	\$3,217
Construction		\$234	\$1,119	\$1,353
Professional Services/Administrative		\$4,147	\$7,774	\$11,921
Health		\$0	\$22,255	\$22,255
Education	\$520,045	\$2,138	\$3,199	\$525,382
Manufacturing/Mining/Milling		\$545	\$1,618	\$2,163
Wholesaling		\$1,766	\$2,476	\$4,242
Farming & Forestry		\$0	\$17	\$17
Other		\$3,434	\$5,014	\$8,447
Total	\$520,045	\$20,611	\$67,137	\$607,793

Indirect Business Taxes

ST. HOPE ACADEMY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$634	\$6,315	\$6,948
Arts, entertainment, recreation		\$30	\$23	\$53
Accommodations, food services		\$157	\$1,050	\$1,207
Real Estate		\$291	\$5,028	\$5,319
Construction		\$4	\$11	\$15
Professional Services/Administrative		\$204	\$417	\$621
Health		\$0	\$255	\$255
Education	\$36,409	\$24	\$145	\$36,579
Manufacturing/Mining/Milling		\$461	\$933	\$1,394
Wholesaling		\$1,098	\$1,540	\$2,639
Farming & Forestry		\$0	\$0	\$0
Other		-\$261	-\$328	-\$589
Total	\$36,409	\$2,642	\$15,390	\$54,441

TABLE ELEVEN: ANNUAL ECONOMIC IMPACT OF ST. HOPE PUBLIC SCHOOLS IN ITS MIDDLE YEARS

Greater Sacramento Area—Total For St. HOPE Public Schools

Output

ST. HOPE PUBLIC SCHOOLS	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$209,985	\$785,765	\$995,751
Arts, entertainment, recreation		\$119,267	\$142,386	\$261,653
Accommodations, food services		\$52,669	\$372,377	\$425,046
Real Estate		\$577,086	\$1,282,244	\$1,859,330
Construction		\$36,677	\$81,814	\$118,491
Professional Services/Administrative		\$676,040	\$1,575,216	\$2,251,256
Health		\$25	\$836,970	\$836,995
Education	\$10,030,430	\$55,688	\$60,424	\$10,146,542
Manufacturing/Mining/Milling		\$148,670	\$161,811	\$310,481
Wholesaling		\$153,319	\$239,795	\$393,114
Farming & Forestry		\$352	\$5,605	\$5,957
Other		\$197,902	\$319,882	\$517,784
Total	\$10,030,430	\$2,227,681	\$5,864,290	\$18,122,401

Employment

ST. HOPE PUBLIC SCHOOLS	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		2.4	8.7	11.1
Arts, entertainment, recreation		1.5	1.2	2.7
Accommodations, food services		0.8	5.5	6.2
Real Estate		3.6	3.0	6.7
Construction		0.2	0.5	0.7
Professional Services/Administrative		5.3	10.1	15.5
Health		0.0	7.2	7.2
Education	196.1	1.3	1.2	198.6
Manufacturing/Mining/Milling		0.2	0.3	0.5
Wholesaling		0.7	1.1	1.8
Farming & Forestry		0.0	0.1	0.1
Other		0.7	1.6	2.4
Total	196.1	16.9	40.4	253.4

Labor Income

ST. HOPE PUBLIC SCHOOLS	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$108,783	\$333,684	\$442,467
Arts, entertainment, recreation		\$25,725	\$48,134	\$73,859
Accommodations, food services		\$22,352	\$149,173	\$171,525
Real Estate		\$75,189	\$63,979	\$139,169
Construction		\$13,993	\$30,594	\$44,586
Professional Services/Administrative		\$296,673	\$559,118	\$855,791
Health		\$15	\$505,828	\$505,843
Education	\$6,879,105	\$35,232	\$37,862	\$6,952,199
Manufacturing/Mining/Milling		\$33,182	\$22,098	\$55,280
Wholesaling		\$44,643	\$69,823	\$114,465
Farming & Forestry		\$151	\$2,403	\$2,554
Other		\$68,008	\$120,571	\$188,579
Total	\$6,879,105	\$723,946	\$1,943,267	\$9,546,318

Indirect Business Taxes

ST. HOPE PUBLIC SCHOOLS	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$13,766	\$126,766	\$140,533
Arts, entertainment, recreation		\$1,940	\$3,068	\$5,008
Accommodations, food services		\$3,097	\$22,543	\$25,640
Real Estate		\$21,799	\$102,053	\$123,852
Construction		\$231	\$381	\$612
Professional Services/Administrative		\$14,775	\$49,115	\$63,890
Health		\$0	\$8,458	\$8,458
Education	\$521,577	\$471	\$1,609	\$523,657
Manufacturing/Mining/Milling		\$13,700	\$9,970	\$23,670
Wholesaling		\$30,941	\$48,393	\$79,334
Farming & Forestry		-\$3	\$13	\$11
Other		-\$3,415	-\$2,966	-\$6,381
Total	\$521,577	\$97,303	\$369,404	\$988,284

Oak Park Area—Total For St. HOPE Public Schools

Output

ST. HOPE PUBLIC SCHOOLS	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$39,823	\$158,198	\$198,022
Arts, entertainment, recreation		\$7,666	\$13,935	\$21,600
Accommodations, food services		\$11,260	\$73,468	\$84,728
Real Estate		\$40,485	\$225,566	\$266,051
Construction		\$2,697	\$13,218	\$15,915
Professional Services/Administrative		\$35,964	\$78,439	\$114,403
Health		\$2	\$167,245	\$167,247
Education	\$3,172,141	\$13,732	\$22,447	\$3,208,320
Manufacturing/Mining/Milling		\$18,831	\$51,273	\$70,104
Wholesaling		\$24,479	\$34,326	\$58,805
Farming & Forestry		\$2	\$308	\$309
Other		\$31,272	\$46,992	\$78,264
Total	\$3,172,141	\$226,212	\$885,414	\$4,283,767

Employment

ST. HOPE PUBLIC SCHOOLS	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.4	1.7	2.2
Arts, entertainment, recreation		0.1	0.1	0.1
Accommodations, food services		0.1	0.9	1.1
Real Estate		0.4	0.3	0.7
Construction		0.0	0.1	0.1
Professional Services/Administrative		0.3	0.8	1.1
Health		0.0	1.3	1.3
Education	58.7	0.3	0.3	59.3
Manufacturing/Mining/Milling		0.0	0.1	0.1
Wholesaling		0.1	0.1	0.3
Farming & Forestry		0.0	0.0	0.0
Other		0.1	0.2	0.4
Total	58.7	1.9	6.0	66.7

Labor Income

ST. HOPE PUBLIC SCHOOLS	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$21,275	\$64,414	\$85,689
Arts, entertainment, recreation		\$2,221	\$5,970	\$8,191
Accommodations, food services		\$4,206	\$25,329	\$29,535
Real Estate		\$8,072	\$5,715	\$13,786
Construction		\$1,004	\$4,796	\$5,800
Professional Services/Administrative		\$17,774	\$33,317	\$51,091
Health		\$1	\$95,383	\$95,384
Education	\$2,228,842	\$9,163	\$13,712	\$2,251,717
Manufacturing/Mining/Milling		\$2,338	\$6,933	\$9,271
Wholesaling		\$7,568	\$10,612	\$18,179
Farming & Forestry		\$0	\$72	\$72
Other		\$14,716	\$21,488	\$36,204
Total	\$2,228,842	\$88,338	\$287,739	\$2,604,920

Indirect Business Taxes

ST. HOPE PUBLIC SCHOOLS	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$2,716	\$27,064	\$29,779
Arts, entertainment, recreation		\$131	\$98	\$229
Accommodations, food services		\$671	\$4,501	\$5,173
Real Estate		\$1,246	\$21,551	\$22,797
Construction		\$16	\$47	\$62
Professional Services/Administrative		\$874	\$1,788	\$2,662
Health		\$0	\$1,092	\$1,092
Education	\$156,045	\$104	\$623	\$156,773
Manufacturing/Mining/Milling		\$1,976	\$3,997	\$5,973
Wholesaling		\$4,708	\$6,602	\$11,310
Farming & Forestry		\$0	\$2	\$2
Other		-\$1,117	-\$1,406	-\$2,523
Total	\$156,045	\$11,324	\$65,959	\$233,329

TABLE TWELVE: ANNUAL ECONOMIC IMPACT OF ST. HOPE DEVELOPMENT COMPANY IN ITS MIDDLE YEARS

Greater Sacramento Area—Total For St. HOPE Development Company

Output

ST. HOPE DEVELOPMENT COMPANY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$2,545	\$7,082	\$9,628
Arts, entertainment, recreation		\$1,131	\$1,288	\$2,419
Accommodations, food services		\$1,776	\$3,355	\$5,131
Real Estate	\$360,034	\$24,146	\$11,587	\$395,767
Construction		\$12,637	\$737	\$13,375
Professional Services/Administrative		\$41,989	\$14,143	\$56,133
Health		\$0	\$7,495	\$7,495
Education		\$8	\$562	\$570
Manufacturing/Mining/Milling		\$7,106	\$1,451	\$8,557
Wholesaling		\$1,389	\$2,156	\$3,545
Farming & Forestry		\$46	\$50	\$96
Other		\$8,346	\$2,867	\$11,213
Total	\$360,034	\$101,119	\$52,775	\$513,928

Employment

ST. HOPE DEVELOPMENT COMPANY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.0	0.1	0.1
Arts, entertainment, recreation		0.0	0.0	0.0
Accommodations, food services		0.0	0.0	0.1
Real Estate	1.6	0.2	0.0	1.9
Construction		0.1	0.0	0.1
Professional Services/Administrative		0.4	0.1	0.4
Health		0.0	0.1	0.1
Education		0.0	0.0	0.0
Manufacturing/Mining/Milling		0.0	0.0	0.0
Wholesaling		0.0	0.0	0.0
Farming & Forestry		0.0	0.0	0.0
Other		0.0	0.0	0.0
Total	1.6	0.7	0.4	2.7

Labor Income

ST. HOPE DEVELOPMENT COMPANY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$1,196	\$3,006	\$4,202
Arts, entertainment, recreation		\$432	\$436	\$868
Accommodations, food services		\$716	\$1,344	\$2,060
Real Estate	\$34,714	\$4,422	\$573	\$39,709
Construction		\$4,818	\$276	\$5,093
Professional Services/Administrative		\$19,046	\$5,031	\$24,077
Health		\$0	\$4,533	\$4,533
Education		\$5	\$352	\$357
Manufacturing/Mining/Milling		\$930	\$199	\$1,128
Wholesaling		\$404	\$628	\$1,032
Farming & Forestry		\$25	\$22	\$46
Other		\$2,517	\$1,081	\$3,598
Total	\$34,714	\$34,510	\$17,480	\$86,705

Indirect Business Taxes

ST. HOPE DEVELOPMENT COMPANY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$280	\$1,142	\$1,422
Arts, entertainment, recreation		\$12	\$28	\$40
Accommodations, food services		\$110	\$203	\$313
Real Estate	\$14,479	\$820	\$926	\$16,225
Construction		\$79	\$3	\$82
Professional Services/Administrative		\$889	\$442	\$1,331
Health		\$0	\$76	\$76
Education		\$0	\$15	\$15
Manufacturing/Mining/Milling		\$739	\$89	\$829
Wholesaling		\$280	\$435	\$715
Farming & Forestry		\$1	\$0	\$1
Other		\$12	-\$26	-\$14
Total	\$14,479	\$3,224	\$3,334	\$21,036

Oak Park Area—Total For St. HOPE Development Company

Output

ST. HOPE DEVELOPMENT COMPANY	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$190	\$622	\$812
Arts, entertainment, recreation		\$155	\$55	\$210
Accommodations, food services		\$183	\$291	\$474
Real Estate	\$69,716	\$1,467	\$897	\$72,080
Construction		\$1,435	\$52	\$1,488
Professional Services/Administrative		\$956	\$309	\$1,265
Health		\$0	\$652	\$652
Education		\$1	\$91	\$92
Manufacturing/Mining/Milling		\$2,079	\$199	\$2,278
Wholesaling		\$96	\$135	\$231
Farming & Forestry		\$0	\$1	\$1
Other		\$386	\$184	\$570
Total	\$69,716	\$6,949	\$3,489	\$80,154

Employment

ST. HOPE DEVELOPMENT COMPANY	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.0	0.0	0.0
Arts, entertainment, recreation		0.0	0.0	0.0
Accommodations, food services		0.0	0.0	0.0
Real Estate	0.3	0.0	0.0	0.3
Construction		0.0	0.0	0.0
Professional Services/Administrative		0.0	0.0	0.0
Health		0.0	0.0	0.0
Education		0.0	0.0	0.0
Manufacturing/Mining/Milling		0.0	0.0	0.0
Wholesaling		0.0	0.0	0.0
Farming & Forestry		0.0	0.0	0.0
Other		0.0	0.0	0.0
Total	0.3	0.1	0.0	0.4

Labor Income

ST. HOPE DEVELOPMENT COMPANY	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$86	\$253	\$339
Arts, entertainment, recreation		\$70	\$24	\$93
Accommodations, food services		\$60	\$100	\$160
Real Estate	\$6,734	\$455	\$22	\$7,211
Construction		\$534	\$19	\$553
Professional Services/Administrative		\$514	\$132	\$645
Health		\$0	\$372	\$372
Education		\$1	\$56	\$56
Manufacturing/Mining/Milling		\$243	\$27	\$270
Wholesaling		\$30	\$42	\$71
Farming & Forestry		\$0	\$0	\$0
Other		\$141	\$84	\$225
Total	\$6,734	\$2,133	\$1,131	\$9,998

Indirect Business Taxes

ST. HOPE DEVELOPMENT COMPANY	Indirect Business Taxes Direct	Indirect Business Taxes Indirect	Indirect Business Taxes Induced	Indirect Business Taxes Total
Retailing		\$24	\$106	\$130
Arts, entertainment, recreation		\$1	\$0	\$1
Accommodations, food services		\$11	\$18	\$29
Real Estate	\$2,620	\$34	\$86	\$2,740
Construction		\$8	\$0	\$9
Professional Services/Administrative		\$18	\$7	\$25
Health		\$0	\$4	\$4
Education		\$0	\$3	\$3
Manufacturing/Mining/Milling		\$244	\$16	\$260
Wholesaling		\$18	\$26	\$44
Farming & Forestry		\$0	\$0	\$0
Other		-\$5	-\$5	-\$11
Total	\$2,620	\$355	\$260	\$3,235

TABLE THIRTEEN: DAILY IMPACT OF ST. HOPE'S MIDDLE YEARS

Greater Sacramento Area

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$3,175	n.a.	\$1,411	\$448
Arts, entertainment, recreation	\$834	n.a.	\$236	\$16
Accommodations, food services	\$1,358	n.a.	\$548	\$82
Real Estate	\$6,964	n.a.	\$549	\$436
Construction	\$411	n.a.	\$155	\$2
Professional Services/Administrative	\$7,273	n.a.	\$2,772	\$206
Health	\$2,667	n.a.	\$1,612	\$27
Education	\$32,086	n.a.	\$21,985	\$1,656
Manufacturing/Mining/Milling	\$1,005	n.a.	\$178	\$77
Wholesaling	\$1,253	n.a.	\$365	\$253
Farming & Forestry	\$19	n.a.	\$8	\$0
Other	\$1,668	n.a.	\$606	-\$20
Total	\$58,713	n.a.	\$30,424	\$3,183

ST. HOPE ACADEMY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$421	n.a.	\$187	\$59
Arts, entertainment, recreation	\$111	n.a.	\$31	\$2
Accommodations, food services	\$180	n.a.	\$72	\$11
Real Estate	\$785	n.a.	\$59	\$52
Construction	\$50	n.a.	\$19	\$0
Professional Services/Administrative	\$951	n.a.	\$361	\$27
Health	\$354	n.a.	\$214	\$4
Education	\$4,286	n.a.	\$2,937	\$221
Manufacturing/Mining/Milling	\$131	n.a.	\$23	\$10
Wholesaling	\$166	n.a.	\$48	\$34
Farming & Forestry	\$3	n.a.	\$1	\$0
Other	\$219	n.a.	\$80	-\$3
Total	\$7,655	n.a.	\$4,032	\$417

ST. HOPE PUBLIC SCHOOLS	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$2,728	n.a.	\$1,212	\$385
Arts, entertainment, recreation	\$717	n.a.	\$202	\$14
Accommodations, food services	\$1,165	n.a.	\$470	\$70
Real Estate	\$5,094	n.a.	\$381	\$339
Construction	\$325	n.a.	\$122	\$2
Professional Services/Administrative	\$6,168	n.a.	\$2,345	\$175
Health	\$2,293	n.a.	\$1,386	\$23
Education	\$27,799	n.a.	\$19,047	\$1,435
Manufacturing/Mining/Milling	\$851	n.a.	\$151	\$65
Wholesaling	\$1,077	n.a.	\$314	\$217
Farming & Forestry	\$16	n.a.	\$7	\$0
Other	\$1,419	n.a.	\$517	-\$17
Total	\$49,650	n.a.	\$26,154	\$2,708

ST. HOPE DEVELOPMENT COMPANY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$26	n.a.	\$12	\$4
Arts, entertainment, recreation	\$7	n.a.	\$2	\$0
Accommodations, food services	\$14	n.a.	\$6	\$1
Real Estate	\$1,084	n.a.	\$109	\$44
Construction	\$37	n.a.	\$14	\$0
Professional Services/Administrative	\$154	n.a.	\$66	\$4
Health	\$21	n.a.	\$12	\$0
Education	\$2	n.a.	\$1	\$0
Manufacturing/Mining/Milling	\$23	n.a.	\$3	\$2
Wholesaling	\$10	n.a.	\$3	\$2
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$31	n.a.	\$10	\$0
Total	\$1,408	n.a.	\$238	\$58

Oak Park Area

TOTAL FOR ST. HOPE	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$671	n.a.	\$290	\$101
Arts, entertainment, recreation	\$74	n.a.	\$28	\$1
Accommodations, food services	\$288	n.a.	\$100	\$18
Real Estate	\$1,096	n.a.	\$66	\$85
Construction	\$58	n.a.	\$21	\$0
Professional Services/Administrative	\$390	n.a.	\$174	\$9
Health	\$567	n.a.	\$323	\$4
Education	\$10,841	n.a.	\$7,609	\$530
Manufacturing/Mining/Milling	\$243	n.a.	\$32	\$21
Wholesaling	\$199	n.a.	\$62	\$38
Farming & Forestry	\$1	n.a.	\$0	\$0
Other	\$266	n.a.	\$123	-\$9
Total	\$14,694	n.a.	\$8,829	\$797

ST. HOPE ACADEMY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$127	n.a.	\$55	\$19
Arts, entertainment, recreation	\$14	n.a.	\$5	\$0
Accommodations, food services	\$54	n.a.	\$19	\$3
Real Estate	\$170	n.a.	\$9	\$15
Construction	\$10	n.a.	\$4	\$0
Professional Services/Administrative	\$73	n.a.	\$33	\$2
Health	\$107	n.a.	\$61	\$1
Education	\$2,051	n.a.	\$1,439	\$100
Manufacturing/Mining/Milling	\$45	n.a.	\$6	\$4
Wholesaling	\$38	n.a.	\$12	\$7
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$50	n.a.	\$23	-\$2
Total	\$2,738	n.a.	\$1,665	\$149

ST. HOPE PUBLIC SCHOOLS	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$543	n.a.	\$235	\$82
Arts, entertainment, recreation	\$59	n.a.	\$22	\$1
Accommodations, food services	\$232	n.a.	\$81	\$14
Real Estate	\$729	n.a.	\$38	\$62
Construction	\$44	n.a.	\$16	\$0
Professional Services/Administrative	\$313	n.a.	\$140	\$7
Health	\$458	n.a.	\$261	\$3
Education	\$8,790	n.a.	\$6,169	\$430
Manufacturing/Mining/Milling	\$192	n.a.	\$25	\$16
Wholesaling	\$161	n.a.	\$50	\$31
Farming & Forestry	\$1	n.a.	\$0	\$0
Other	\$214	n.a.	\$99	-\$7
Total	\$11,736	n.a.	\$7,137	\$639

ST. HOPE DEVELOPMENT COMPANY	Output Total	Employment Total	Labor Income Total	Indirect Business Taxes Total
Retailing	\$2	n.a.	\$1	\$0
Arts, entertainment, recreation	\$1	n.a.	\$0	\$0
Accommodations, food services	\$1	n.a.	\$0	\$0
Real Estate	\$197	n.a.	\$20	\$8
Construction	\$4	n.a.	\$2	\$0
Professional Services/Administrative	\$3	n.a.	\$2	\$0
Health	\$2	n.a.	\$1	\$0
Education	\$0	n.a.	\$0	\$0
Manufacturing/Mining/Milling	\$6	n.a.	\$1	\$1
Wholesaling	\$1	n.a.	\$0	\$0
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$2	n.a.	\$1	\$0
Total	\$220	n.a.	\$27	\$9

**TABLE FOURTEEN: POSSIBLE DIFFUSION OF ANNUAL
LABOR INCOME SPENDING BY HOUSEHOLDS BASED
ON ST. HOPE'S OPERATIONS IN ITS MIDDLE YEARS**

Greater Sacramento Area

Labor Income Generated	\$11,104,786	
Annual Expenditures by Category	Spending per Year	Spending per Day
Food at home	\$755,125	\$2,069
Food away from home	\$599,658	\$1,643
Shelter	\$2,443,053	\$6,693
Utilities, fuels, and public services	\$610,763	\$1,673
Household operations	\$199,886	\$548
Housekeeping supplies	\$133,257	\$365
Household furnishings and equipment	\$455,296	\$1,247
Apparel and services	\$410,877	\$1,126
Vehicle purchases (net outlay)	\$888,383	\$2,434
Gasoline, other fuels, and motor oil	\$455,296	\$1,247
Other vehicle expenses	\$544,135	\$1,491
Public and other transportation	\$144,362	\$396
Healthcare	\$555,239	\$1,521
Entertainment	\$599,658	\$1,643
Personal care products and services	\$133,257	\$365
Reading	\$33,314	\$91
Education	\$188,781	\$517
Miscellaneous	\$1,954,442	\$5,355
Total	\$11,104,786	\$30,424

TABLE FIFTEEN: ANNUAL ECONOMIC IMPACT OF ST. HOPE IN ITS EARLY YEARS

Greater Sacramento Area—Total For St. HOPE

Output

TOTAL FOR ST. HOPE (ACADEMY)	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$1,165	\$4,358	\$5,523
Arts, entertainment, recreation		\$662	\$790	\$1,451
Accommodations, food services		\$292	\$2,066	\$2,358
Real Estate		\$3,201	\$7,112	\$10,313
Construction		\$203	\$454	\$657
Professional Services/Administrative		\$3,750	\$8,737	\$12,487
Health		\$0	\$4,643	\$4,643
Education	\$55,637	\$309	\$335	\$56,281
Manufacturing/Mining/Milling		\$825	\$898	\$1,722
Wholesaling		\$850	\$1,330	\$2,181
Farming & Forestry		\$2	\$31	\$33
Other		\$1,098	\$1,774	\$2,872
Total	\$55,637	\$12,357	\$32,528	\$100,522

Employment

TOTAL FOR ST. HOPE (ACADEMY)	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.01	0.05	0.06
Arts, entertainment, recreation		0.01	0.01	0.02
Accommodations, food services		0.00	0.03	0.03
Real Estate		0.02	0.02	0.04
Construction		0.00	0.00	0.00
Professional Services/Administrative		0.03	0.06	0.09
Health		0.00	0.04	0.04
Education	0.65	0.01	0.01	0.66
Manufacturing/Mining/Milling		0.00	0.00	0.00
Wholesaling		0.00	0.01	0.01
Farming & Forestry		0.00	0.00	0.00
Other		0.00	0.01	0.01
Total	0.65	0.09	0.22	0.97

Labor Income

TOTAL FOR ST. HOPE (ACADEMY)	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$603	\$1,851	\$2,454
Arts, entertainment, recreation		\$143	\$267	\$410
Accommodations, food services		\$124	\$827	\$951
Real Estate		\$417	\$355	\$772
Construction		\$78	\$170	\$247
Professional Services/Administrative		\$1,646	\$3,101	\$4,747
Health		\$0	\$2,806	\$2,806
Education	\$38,157	\$195	\$210	\$38,563
Manufacturing/Mining/Milling		\$184	\$123	\$307
Wholesaling		\$248	\$387	\$635
Farming & Forestry		\$1	\$13	\$14
Other		\$377	\$669	\$1,046
Total	\$38,157	\$4,016	\$10,779	\$52,952

Indirect Business Taxes

TOTAL FOR ST. HOPE (ACADEMY)	Business Taxes Direct	Business Taxes Indirect	Business Taxes Induced	Indirect Bus. Taxes Total
Retailing		\$76	\$703	\$780
Arts, entertainment, recreation		\$11	\$17	\$28
Accommodations, food services		\$17	\$125	\$142
Real Estate		\$121	\$566	\$687
Construction		\$1	\$2	\$3
Professional Services/Administrative		\$82	\$272	\$354
Health		\$0	\$47	\$47
Education	\$2,893	\$3	\$9	\$2,905
Manufacturing/Mining/Milling		\$76	\$55	\$131
Wholesaling		\$172	\$268	\$440
Farming & Forestry		(\$0)	\$0	\$0
Other		(\$19)	(\$16)	(\$35)
Total	\$2,893	\$540	\$2,049	\$5,482

Oak Park Area—Total For St. HOPE

Output

TOTAL FOR ST. HOPE (ACADEMY)	Output Direct	Output Indirect	Output Induced	Output Total
Retailing		\$223	\$885	\$1,108
Arts, entertainment, recreation		\$43	\$78	\$121
Accommodations, food services		\$63	\$411	\$474
Real Estate		\$226	\$1,262	\$1,488
Construction		\$15	\$74	\$89
Professional Services/Administrative		\$201	\$439	\$640
Health		\$0	\$935	\$935
Education	\$17,743	\$77	\$126	\$17,945
Manufacturing/Mining/Milling		\$105	\$287	\$392
Wholesaling		\$137	\$192	\$329
Farming & Forestry		\$0	\$2	\$2
Other		\$175	\$263	\$438
Total	\$17,743	\$1,265	\$4,952	\$23,961

Employment

TOTAL FOR ST. HOPE (ACADEMY)	Employment Direct	Employment Indirect	Employment Induced	Employment Total
Retailing		0.00	0.01	0.01
Arts, entertainment, recreation		0.00	0.00	0.00
Accommodations, food services		0.00	0.01	0.01
Real Estate		0.00	0.00	0.00
Construction		0.00	0.00	0.00
Professional Services/Administrative		0.00	0.00	0.01
Health		0.00	0.01	0.01
Education	0.33	0.00	0.00	0.33
Manufacturing/Mining/Milling		0.00	0.00	0.00
Wholesaling		0.00	0.00	0.00
Farming & Forestry		0.00	0.00	0.00
Other		0.00	0.00	0.00
Total	0.33	0.01	0.03	0.37

Labor Income

TOTAL FOR ST. HOPE (ACADEMY)	Labor Income Direct	Labor Income Indirect	Labor Income Induced	Labor Income Total
Retailing		\$119	\$360	\$479
Arts, entertainment, recreation		\$12	\$33	\$46
Accommodations, food services		\$24	\$142	\$166
Real Estate		\$45	\$32	\$77
Construction		\$6	\$27	\$32
Professional Services/Administrative		\$99	\$186	\$286
Health		\$0	\$534	\$534
Education	\$12,467	\$51	\$77	\$12,595
Manufacturing/Mining/Milling		\$13	\$39	\$52
Wholesaling		\$42	\$59	\$102
Farming & Forestry		\$0	\$0	\$0
Other		\$82	\$120	\$203
Total	\$12,467	\$494	\$1,609	\$14,570

Indirect Business Taxes

TOTAL FOR ST. HOPE (ACADEMY)	Business Taxes Direct	Business Taxes Indirect	Business Taxes Induced	Indirect Bus. Taxes Total
Retailing		\$15	\$151	\$167
Arts, entertainment, recreation		\$1	\$1	\$1
Accommodations, food services		\$4	\$25	\$29
Real Estate		\$7	\$121	\$128
Construction		\$0	\$0	\$0
Professional Services/Administrative		\$5	\$10	\$15
Health		\$0	\$6	\$6
Education	\$873	\$1	\$3	\$877
Manufacturing/Mining/Milling		\$11	\$22	\$33
Wholesaling		\$26	\$37	\$63
Farming & Forestry		\$0	\$0	\$0
Other		(\$6)	(\$8)	(\$14)
Total	\$873	\$63	\$369	\$1,305

TABLE SIXTEEN: DAILY IMPACT OF ST. HOPE'S EARLY YEARS

Greater Sacramento Area

TOTAL FOR ST. HOPE (ACADEMY)	Output Total	Employment Total	Labor Income Total	Indirect Bus. Taxes Total
Retailing	\$15	n.a.	\$7	\$2
Arts, entertainment, recreation	\$4	n.a.	\$1	\$0
Accommodations, food services	\$6	n.a.	\$3	\$0
Real Estate	\$28	n.a.	\$2	\$2
Construction	\$2	n.a.	\$1	\$0
Professional Services/Administrative	\$34	n.a.	\$13	\$1
Health	\$13	n.a.	\$8	\$0
Education	\$154	n.a.	\$106	\$8
Manufacturing/Mining/Milling	\$5	n.a.	\$1	\$0
Wholesaling	\$6	n.a.	\$2	\$1
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$8	n.a.	\$3	\$0
Total	\$275	n.a.	\$145	\$15

Oak Park Area

TOTAL FOR ST. HOPE (ACADEMY)	Output Total	Employment Total	Labor Income Total	Indirect Bus. Taxes Total
Retailing	\$3	n.a.	\$1	\$0
Arts, entertainment, recreation	\$0	n.a.	\$0	\$0
Accommodations, food services	\$1	n.a.	\$0	\$0
Real Estate	\$4	n.a.	\$0	\$0
Construction	\$0	n.a.	\$0	\$0
Professional Services/Administrative	\$2	n.a.	\$1	\$0
Health	\$3	n.a.	\$1	\$0
Education	\$49	n.a.	\$35	\$2
Manufacturing/Mining/Milling	\$1	n.a.	\$0	\$0
Wholesaling	\$1	n.a.	\$0	\$0
Farming & Forestry	\$0	n.a.	\$0	\$0
Other	\$1	n.a.	\$1	\$0
Total	\$66	n.a.	\$40	\$4

**TABLE SEVENTEEN: POSSIBLE DIFFUSION OF
ANNUAL LABOR INCOME SPENDING BY HOUSEHOLDS
BASED ON ST. HOPE'S OPERATIONS IN ITS EARLY
YEARS**

Greater Sacramento Area

Labor Income Generated	\$52,952	
Annual Expenditures by Category	Spending per Year	Spending per Day
Food at home	\$4,436	\$12
Food away from home	\$2,723	\$7
Shelter	\$10,955	\$30
Utilities, fuels, and public services	\$2,883	\$8
Household operations	\$990	\$3
Housekeeping supplies	\$663	\$2
Household furnishings and equipment	\$2,057	\$6
Apparel and services	\$2,679	\$7
Vehicle purchases (net outlay)	\$3,958	\$11
Gasoline, other fuels, and motor oil	\$1,643	\$5
Other vehicle expenses	\$3,269	\$9
Public and other transportation	\$642	\$2
Healthcare	\$253	\$1
Entertainment	\$3,132	\$9
Personal care products and services	\$644	\$2
Reading	\$269	\$1
Education	\$672	\$2
Miscellaneous	\$11,086	\$30
Total	\$52,952	\$145