# Economic Impact Worksheet
# XCD

## I. Local Business Volume

### A. Non-personnel expenditures for the fiscal year

- 1. Your non-personnel budget total: $100,000.00.
- 2. 85% of this is $85,000.00.

### B. Personnel expenditures for the fiscal year

- 3. Your total budget for staff wages and benefits (excluding instructors): $50,000.00
- Withholding: $5,000.00
- 4. Disposable Income = Your total wage and benefit budget less withholding: $45,000.00

### C. Expenditures by Visitors from outside the area (Seminars & Conferences, Special Events, etc.)

- 5. Average Amount spent per day X average number of days in the community: $5,000.00

### D. Expenditures by non-credit/enrichment class attended

- 6. Number of participants per year x the average number of sessions per year x average amount (non-fee) spent per session attended (vending, meals, parking supplies, etc. : $150,000.00
- 7. Direct business impact on Community (2 + 4 + 5 + 6): $135,000.00
- Local business volume generated by program: $405,000.00

## II. Cost Savings to Business and Industry

- 8. Number of people who regularly participate in fitness related programs (yoga, aerobics, belly dance, ballroom dance, etc.) in your program: 500.00

- 9. Multiply the number of participants by $225 to determine savings in health care costs to local employers: $112,500.00

## III. Measure the productivity increases facilitated by your program

- 10. Average number of professionals who participate in your training programs: 500.00
- 11. Average salary for the professionals attending your training programs: $40,000.00
- 12. Multiply the average salary of professional participants (10) x the number of participants (8) x .04 for a conservative estimate of productivity increase. (Studies have found that greater increases can occur).: $800,000.00
- 13. Number of participants you serve in non-credit business classes: 1000.00.
- 14. Average salary of these participants: $50,000.00.
- 15. Multiply the average salary of non-credit business class attendees (13) x the number of participants (12) x .04 for a conservative estimate of productivity increase: $20,000.00
- 16. Add the numbers you got in items 12 and 15 to determine the total dollars saved in increased productivity: $820,000.00

## IV. Total Cost Savings to Business and Industry

- 17. Add items 9 and 16 to determine the total cost savings in health care and productivity to businesses and industry: $932,500.00

## Jobs Created

- 18. your total non-personnel expense budget: $100,000.00
- 19. Multiply your non-personnel expense budget x .45 (based on percentage of total expenditures that are local): $90,000.00
- 20. Multiply the number in 19 x .00008 to determine how many jobs, in addition to your staff, are created by your organization: 7

## VI. Total personal income to regional residents

- Total Salary for instructors: $100,000.00
- 21. Total salary for instructors x 0.939 (the percent spent in the local area):$93,900.00

## VII. Total expansion of local credit base

- Your total budget: $500,000.00
- 22. Your total budget x .24: $120,000.00 (primary credit base expansion)
- 23. Number in item 22 x 8.1: $972,000.00 (secondary credit base expansion)

- 24. Add 22 + 23 for total credit base expansion: $1,092,000.00

# VIII. Total Economic Impact

- Add items 7 + 17 + 21 + 24 to determine total economic impact of your program: $2,523,400.00.