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Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Executive Summary

This report estimates the types and ranges of economic impacts produced by nine NeighborWorks organizations in Ohio for the years 2008-2012, collectively the NeighborWorks Collaborative of Ohio. These economic impacts include direct, indirect, and induced effects. In addition, the data are used to calculate multipliers that may make the results more easily understood and applied to policy decisions.

The nine organizations studied were:

- St Mary Development Corporation – Dayton
- NeighborWorks Toledo Region – Toledo
- Homeport - Columbus
- Homeownership Center of Greater Cincinnati - Cincinnati
- Neighborhood Housing Services of Greater Cleveland - Cleveland
- Neighborhood Housing Services of Hamilton - Butler
- Neighborhood Development Services - Ravenna
- Neighborhood Housing Partnership of Greater Springfield – Springfield
- East Akron Neighborhood Development Corporation – Akron

Impacts studies are county impacts. In other words, while each organization clearly has an impact beyond its primary county service area, we focus solely on identifying impacts for one county per organization. The results, therefore are an underestimation of total national and statewide, regional and multi-county impacts.

We use the IMPLAN (IMpact analysis for PLANning) model for our calculations of economic impact. IMPLAN is an input-output (I/O) type model. In general, these models focus on the interactions among the sectors in the economy that are affected by spending. I/O models are the ones most frequently used for calculating economic impacts associated with spending events.

IMPLAN models several kinds of economic impacts. Definitions are included in the body of the report. *Direct Effect, Indirect Effect, Induced Effect, Total Effect, Employment, Labor income, Value added and Output.*

Below, are the sum of impacts for all nine NWOs, from 2008-2012.

2006-2010 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	5,400	217,363,976	442,251,027	696,969,198
Indirect Effect	1,268	52,106,812	88,455,886	150,312,903
Induced Effect	5,067	246,996,223	374,040,644	581,288,615
Total Effect	11,735	516,467,014	904,747,547	1,428,570,716

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Next, we show the sum of the top ten business sectors affected by the activities.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	1,934	36,157,931	258,371,314	340,868,151
37	Construction of new residential permanent site single- and multi-family structures	1,663	98,533,220	130,594,453	250,388,321
424	Grantmaking, giving, and social advocacy organizations	1,058	54,467,716	50,659,941	89,995,834
438	* Employment and payroll only (state & local govt, education)	525	29,578,494	33,666,273	34,532,830
437	* Employment and payroll only (state & local govt, non-education)	480	27,191,188	30,789,446	31,581,955
413	Food services and drinking places	494	9,819,825	14,184,357	27,571,967
401	Community food, housing, and other relief services, including rehabilitation services	427	14,391,208	14,387,211	23,573,004
397	Private hospitals	179	10,734,417	11,969,079	23,479,873
40	Maintenance and repair construction of residential structures	97	5,823,454	11,977,008	16,794,720

Finally, we report the tax impact of the nine organization from 2008-2012.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	1,572,151	-	58,345,290	13,208,670	1,687,419
Total Federal Tax	43,875,038	3,522,433	6,432,633	26,814,804	20,604,854

The above impacts can be used, along with the sum of the NWO annual operating budgets, summed for 2008-2012, to derive multipliers, which are shown below.

	<i>multiplier</i>
Total Economic Output/Total Annual Budget	8.9
Total Annual Budget/Total Jobs	\$13,672
Total Tax Revenue/Total Annual Budget	\$1.10

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget. It's the total of the 9 NOW operating budgets?

In summary, during the period 2008-2012 the nine NWOs have been responsible for over \$1.4 billion in economic activity as a result of their operations. \$697 million of this was a direct effect, \$150 million an indirect effect and \$581 million was an induced effect. On an annual basis, the organizations sustain over 2,347 jobs (11,735/5).

Introduction

This report estimates the types and ranges of economic impacts¹ produced by nine NeighborWorks organizations in Ohio for the years 2008-2012, collectively the NeighborWorks Collaborative of Ohio. These economic impacts include direct, indirect, and induced effects. In addition, the data are used to calculate multipliers that may make the results more easily understood and applied to policy decisions.

NeighborWorks is a national network of 235 independent, community-based nonprofit organizations serving more than 4,500 communities nationwide. The nine organizations combined conduct a spectrum of community economic development activities ranging from foreclosure counseling to affordable housing development. The nine organizations studied were:

- St Mary Development Corporation – Dayton
- NeighborWorks Toledo Region – Toledo
- Homeport - Columbus
- Homeownership Center of Greater Cincinnati - Cincinnati
- Neighborhood Housing Services of Greater Cleveland - Cleveland
- Neighborhood Housing Services of Hamilton - Butler
- Neighborhood Development Services - Ravenna
- Neighborhood Housing Partnership of Greater Springfield – Springfield
- East Akron Neighborhood Development Corporation – Akron

We study only those impacts occurring in the primary county in which the organization operates. Most, if not all of the organizations, operate primarily in one county. Where more than one county may be in the investment area of the organization, we assume that all activity occurs within the primary county. The counties associated with the organization are:

St Mary Development Corporation	Montgomery
NeighborWorks Toledo Region	Lucas
Homeport	Franklin
Homeownership Center of Greater Cincinnati	Hamilton
Neighborhood Housing Services of Greater Cleveland	Cuyahoga
Neighborhood Housing Services of Hamilton	Butler
Neighborhood Development Services	Portage
Neighborhood Housing Partnership of Greater Springfield	Clark
East Akron Neighborhood Development Corporation	Summit

This report:

1. develops and reports a methodology, explaining the input/output effects and multiplier concept, definitions, and data sources
2. provides annual and five-year budget and activity summaries for each NeighborWorks organization (NWO)
3. calculates total economic output generated by the business unit and by the total of primary activities

4. calculates the number of jobs generated (part-time and full-time, temporary and permanent, salary and fee-based) resulting from NWO operations and activities
5. calculates the amount of tax revenue² (federal, state and local) generated by the activities on an individual organization basis and the five organization total
6. calculates the multipliers of:
 - a. total impact
 - b. job creation
 - c. tax revenue - federal, state and local
7. quantifies, through the multipliers, the incremental impact of each additional dollar invested in a NWO

The main body of the report deals with top level output (5 year summaries). The **Appendix** provides additional details for each organization by year and in aggregate.

Methodology

We use the IMPLAN³ (IMpact analysis for PLANning) model for our calculations of economic impact. IMPLAN is an input-output (I/O) type model. In general, these models focus on the interactions among the sectors in the economy that are affected by spending. I/O models are the ones most frequently used for calculating economic impacts associated with spending events.⁴

Economic impact analysis involves applying a final demand change to a predictive economic input-output model,⁵ and then analyzing the resulting changes in the economy. A concise definition of impact analysis is: an assessment of change in overall economic activity as a result of some change in one or several economic activities.

In practice, economic impact analysis can mean many different things. It might measure the impacts of a new factory moving into an area. It might involve estimating the local impacts of a professional football team moving into an area or the effects of tourist spending. Governments use impact analysis for policy decisions and planning. Researchers use impact analysis to study relationships of different elements in an economy. An impact analysis begins by converting a topic of concern (or project) to a set of economic issues and actors (those involved with the impact). For example, our project might be the preservation of an endangered species. This might translate to the economic issues: withdrawal of natural resources from economic development, encouragement of recreational and educational uses of the land, and the development of an administrative and research structure to preserve and enhance the species. Once the issues have been identified, the actors involved can be identified and their actions converted to a set of expenditures. These expenditures are the initial changes that stimulate further economic activity. The actions and the economic activity they stimulate are the impact.

Changing demand in a business sector, e.g., construction or rehabilitation, causes the sector producing the good (output) to purchase inputs from other industrial sectors. These sectors, in turn, purchase labor as an additional input. Workers use wages to purchase goods and services

from other sectors of the economy. The initial expenditures create a ripple, or a multiplier effect throughout the economy. IMPLAN uses 440 economic sectors as a basis for analysis.

IMPLAN models several kinds of economic impacts:

- The *Direct Effect* consists of production changes associated with changes in demand for the good itself- it is an initial impact on the economy.
- The *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- The *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- The *Total Effect* is the sum of all of the above effects.

For each type of effect, modeling outputs are further categorized into:

- *Employment*, which does not distinguish between full and part time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Statewide impact statements are based upon statewide economic data. Aggregate impact statements are the sum of the individual organizational impacts. The sources of data used in the IMPLAN model are provided in **Attachment One**.

We use 2011 county IMPLAN data for Ohio, which is the most recent data set. All results are reported in 2013 dollars. Appropriate deflators are used for all prior years.

Input Activities

Each NWO may perform a different set of activities. Activities groupings may overlap. Our goal was to define these activities, determine the dollar level to be used as inputs and then calculate the outputs. We break down the activities/inputs into three classes.

Class One Inputs

These are the activities associated with the expenses of each organization.

We model NWO activities using a national and state set of data from similar businesses. Different businesses have different spending patterns and, despite the uniqueness of many NWOs, their activities can be patterned against similar business sectors. Generally, NWOs in this report are providing services or facilitating the provision of services, so output is modeled upon service provision companies/social advocacy groups. However several of the groups run real estate management divisions, so this part of their business is modeled after real estate management firms. In order to determine the breakdown, we looked at the annual operating statement and broke down business line expenses accordingly.

Class Two Inputs

These are activities associated with the types of community development operations the NWOs are engaged in. These activities cause events to happen, which will have their own impacts. For these activities, each NWO submitted detailed breakdowns of dollar levels. The Class Two inputs used in the analyses are provided below with a methodology for deriving the dollar input.

Homes Saved

The method we use to calculate the economic impact of one saved home is as follows: first, we assume that 20% of families who vacate a foreclosed upon home leave the county.⁶ This represents a loss of household income. Second, we use the median family income provided by the NWO. We multiply homes saved by .20 x family income, to arrive at a dollar figure that represents the amount of family income/purchase power retained in the community as a result of a home being saved.

Homes Sold

Modeled as real estate activities.

Relief Fund

These activities are modeled as overall consumer spending.

Loans

These activities are modeled as consumer financing.

Real Estate Management

These activities are modeled as real estate establishment business activity.

Rehabilitation

In addition to the direct lines of business providing capital for this work, we assume, where informed, that a specified amount of mortgage monies are used for repair and rehabilitation. Subsidy for improvements, where noted, equates to rehabilitation.

Real Estate Development

Total development cost less estimate for cost of land (when provided). Single and multi family construction is included as part of this category.

Capital Improvements

Dollar value used as input.

Limited Partnership Expenses

Operating expenses associated with managing real estate projects as a limited partner.

Class Three Inputs

These are activities that NWOs engage in, and results that are more difficult to quantify in terms of dollars. One can place many of these activities on some spectrum of social impact. Few, if any, of these activities lend themselves to deriving a dollar input, given the data collection methodologies of the organizations. Many could be quantified if different information were collected from program recipients.

We will want to discuss the sale of a home, as most NWOs are engaged in activities that lead to a home sale. The sale of a home is an asset transfer, and little economic impact is associated with the direct sale. Essentially, the bulk of the impact associated with the home has been created when the home was built. Once built, transferring the asset from one owner to the next is paperwork, not wealth creation. There are minor effects, such as real estate commissions, deed recording, etc., but these are nominal at best. Neighborhood stabilization effects, both social and economic, resulting from the sale of a home are real, but an in-depth analysis is beyond the scope of this report.

The above statements are not intended to discount the value of home sales. From the NWO perspective, they facilitate the flow of capital into the community for the transaction, either directly, or through subsidy and education – these effects are more difficult to quantify, as discussed above.⁷

Analysis

In this section we begin our analysis. The analysis follows the progression listed below.

1. Annual operating and activities budgets are presented.
2. 2008-2012 summary analysis results are shown.
 - a. impact is shown by
 - direct effect
 - indirect effect
 - induced effect
 - jobs created (full and part time)
 - sectors affected (top 10 sectors affected by organization and activities impacts).
 - tax effects and breakout

Notes

1. The report tables show job numbers in aggregate; that is for the five year period. It would not be accurate to say, for instance, using St. Mary Development Corporation for example (on the next page), that this organization produced 1,893.6 jobs as a result of its Class One activities. It would be accurate to say that this organization contributed on average 378.7 (1893.6/5) jobs on an annual basis. The definition of job is provided elsewhere. This is an important distinction.
2. The **Appendix** provides this information by Class One and Class Two impacts, by year, by organization and total for all organizations.

St. Mary Development Corporation

Montgomery County

- *Direct Effect* consists of production changes associated with changes in demand for the good itself - it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect. *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for St. Mary Development Corporation are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

St. Mary Development Corporation	2008	2009	2010	2011	2012
mgmt & general/program services ⁸	934,159	1,985,630	2,342,660	2,256,141	2,114,372
fundraising ⁹	122,292	199,142	235,223	232,873	220,858
real estate development -s.f.	106,265	76,426	88,021	92,913	87,788
real estate development -multi	247,951	178,326	205,381	216,796	204,838
real estate property management	343,562	365,185	418,748	409,795	365,856
health care			8,172	1,616	50,800

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

The next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

St. Mary Development Corporation	2008	2009	2010	2011	2012
real estate development -s.f. ¹⁰	9,600,000	-	6,000,000	-	12,300,000
real estate development -multi homes saved ¹¹	-	19,050,000	16,650,000	3,750,000	27,000,000
homes sold ¹²	1,951,452	3,072,861	3,192,249	3,042,600	2,387,280
	129,000	633,000	744,000	828,000	630,000

Impact (2008-2012)

Sum of Impacts¹³

St. Mary Development Corporation

2008-2012 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	779.6	38,212,461	52,223,519	101,308,870
Indirect Effect	231	9,393,077	14,460,309	25,539,027
Induced Effect	883	41,091,362	64,126,610	103,065,750
Total Effect	1,893.60	88,696,899	130,810,438	229,913,647

Top 10 Sectors Affected (2008-2012)

The economic activities of St. Mary Development Corporation are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
37	Construction of new residential permanent site single- and multi-family structures	581.8	31,508,772	42,844,976	85,228,203
424	Grantmaking, giving, and social advocacy organizations	131.5	4,848,457	4,293,818	9,203,580
413	Food services and drinking places	88.2	1,597,499	2,377,080	4,766,337
360	Real estate establishments	69	1,215,176	9,138,400	12,078,331
425	Civic, social, professional, and similar organizations	62.9	2,276,123	2,052,008	3,312,882
437	* Employment and payroll only (state & local govt, non-education)	62	3,430,335	3,894,754	3,995,004
397	Private hospitals	50.6	2,905,170	3,253,484	6,497,163
438	* Employment and payroll only (state & local govt, education)	48.4	2,796,403	3,173,164	3,254,840
329	Retail Stores - General merchandise	46	1,124,156	1,928,555	2,557,935
324	Retail Stores - Food and beverage	39.3	1,113,080	1,466,462	2,165,934

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of St. Mary Development Corporation. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	205,908	-	7,278,733	2,348,633	177,385
Total Federal Tax	7,905,034	552,726	709,257	4,767,940	2,166,022

Multipliers

St. Mary Dev. Corp. Five Year Summary	multiplier
Total Economic Output/Total Annual Budget	16.3
Total Annual Budget/Total Jobs	\$7,452 ¹⁴
Total Tax Revenue/Total Annual Budget	\$1.85

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

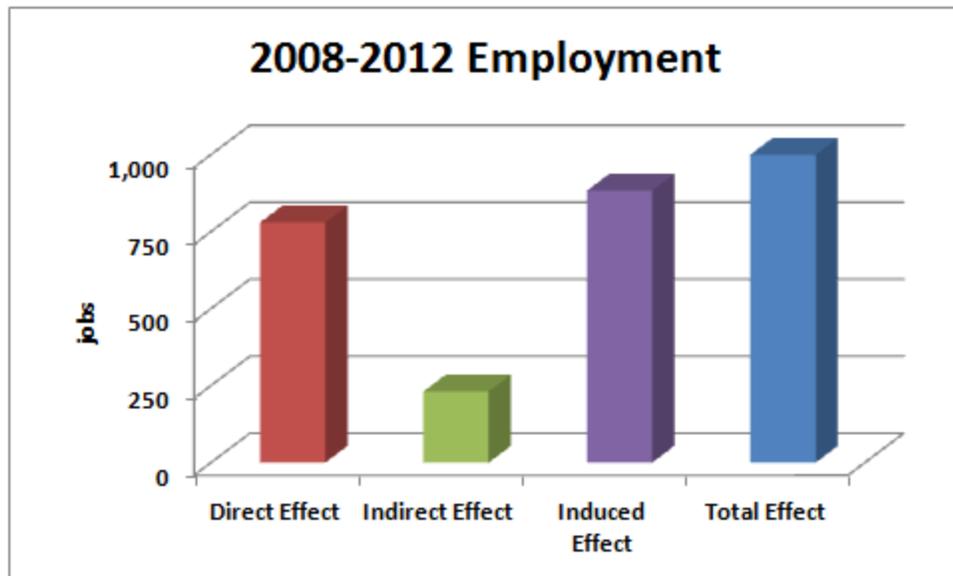
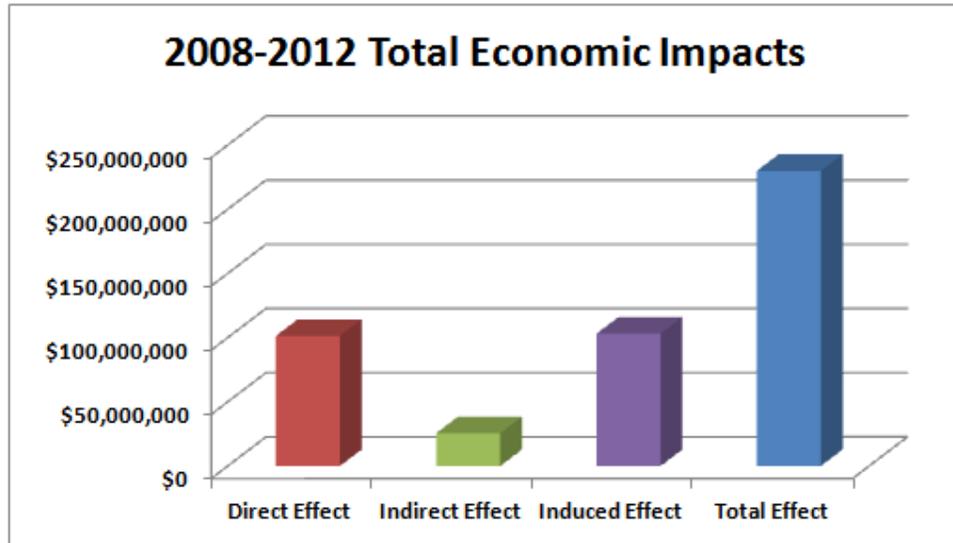
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 St. Mary Development Corporation has been responsible for approximately \$230 million in economic activity as a result of its operations. \$101.3 million of this was a direct effect, \$25.5 million an indirect effect and \$103.1 million was an induced effect. On an annual basis, the organization sustains over 379 jobs.



NeighborWorks Toledo Region

Lucas County

- *Direct Effect* consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.

- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for NTR Toledo are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

NTR Toledo	2008	2009	2010	2011	2012
management & general	1,793,586	2,241,263	362,080	2,563,670	1,742,433
utility & weatherization	2,099,829	3,149,170	6,429,545	4,401,473	3,951,992

The next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

NTR Toledo	2008	2009	2010	2011	2012
real estate development	802,380	916,228	988,108	1,395,583	1,073,191
homes saved	332,500	756,000	140,000	103,600	524,700
rehab	456,198	586,740	286,411	692,464	627,054

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Impact (2008-2012)

Sum of Impacts

NTR Toledo				
2008-2012 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	659.1	25,556,571	28,665,005	47,086,766
Indirect Effect	105.5	3,995,407	7,036,780	12,602,985
Induced Effect	375.4	16,565,273	26,943,611	45,421,372
Total Effect	1,140.00	46,117,252	62,645,396	105,111,123

Top 10 Sectors Affected (2008-2012)

The economic activities of NTR Toledo are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
401	Community food, housing, and other relief services, including rehabilitation services	427.2	14,391,208	14,387,211	23,573,004
424	Grantmaking, giving, and social advocacy organizations	183.3	8,042,826	7,399,787	14,232,363
413	Food services and drinking places	45.9	805,328	1,211,000	2,453,968
40	Maintenance and repair construction of residential structures	44.9	3,194,823	6,029,373	8,244,503
360	Real estate establishments	34.1	603,687	4,523,179	5,977,570
438	* Employment and payroll only (state & local govt, education)	26.1	1,598,266	1,801,098	1,847,457
437	* Employment and payroll only (state & local govt, non-education)	25.6	1,494,592	1,686,379	1,729,786
397	Private hospitals	21.7	1,224,336	1,373,949	2,766,522
382	Employment services	19.5	550,760	607,584	763,201
394	Offices of physicians, dentists, and other health practitioners	17.1	1,552,259	1,594,613	2,382,374

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of NTR Toledo. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	142,074	-	2,830,903	1,167,714	69,578
Total Federal Tax	4,439,318	194,392	300,078	2,370,565	849,612

Multipliers

NTR Toledo	multiplier
Total Economic Output/Total Annual Budget	3.62
Total Annual Budget/Total Jobs	\$25,442
Total Tax Revenue/Total Annual Budget	\$0.43

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

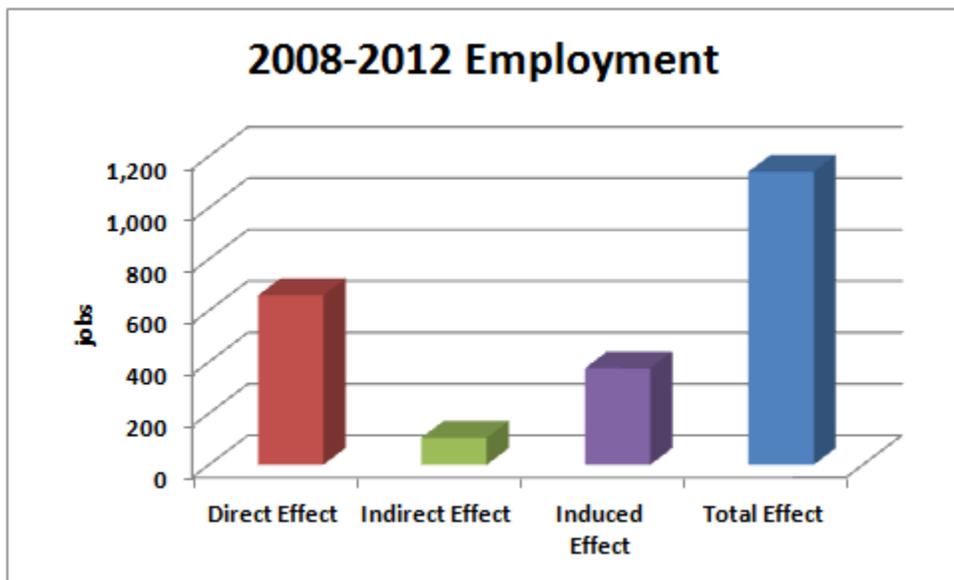
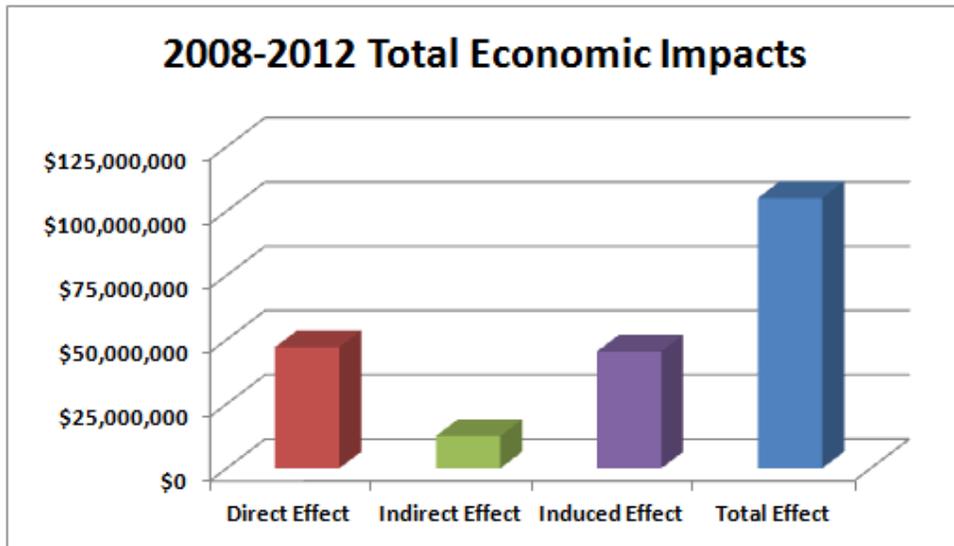
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 NTR Toledo has been responsible for approximately \$105 million in economic activity as a result of its operations. \$47 million of this was a direct effect, \$12 million an indirect effect and \$45 million was an induced effect. On an annual basis, the organization sustains over 228 jobs.



Homeport

Franklin County

- *Direct Effect* consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for Homeport are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

Homeport	2008	2009	2010	2011	2012
program admin and other	4,676,162	4,415,654	5,019,924	5,267,883	5,817,723
rental	2,384,781	3,999,188	3,985,842	6,105,152	5,258,747

The next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

Homeport	2008	2009	2010	2011	2012
single family expense	5,161,474	5,456,783	4,977,524	2,507,085	3,250,431
homes saved	2,581,178	1,785,433	2,117,679	1,448,615	1,645,560
rental expense	14,007,001	14,567,022	14,934,899	12,122,542	12,747,726
multi family expense	8,845,527	9,110,239	9,957,375	9,615,457	9,497,295
home sales	48,450				

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Impact (2008-2012)

Sum of Impacts

Homeport				
2008-2012 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	1,353	67,362,299	143,946,048	\$214,162,226
Indirect Effect	356	16,500,582	27,339,180	\$44,780,603
Induced Effect	1,940	106,542,879	152,884,413	\$227,719,503
Total Effect	3,649	190,405,760	324,169,641	486,662,332

Top 10 Sectors Affected (2008-2012)

The economic activities of Homeport are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	688.2	13,160,532	92,235,942	121,598,954
37	Construction of new residential permanent site single- and multi-family structures	494.8	39,424,541	48,906,194	84,251,579
424	Grantmaking, giving, and social advocacy organizations	280.1	17,782,296	16,601,123	26,992,858
437	* Employment and payroll only (state & local govt, non-education)	236.8	14,039,458	15,813,774	16,220,815
438	* Employment and payroll only (state & local govt, education)	218.7	12,584,762	14,287,591	14,655,349
413	Food services and drinking places	155.9	3,583,257	4,961,719	9,196,126
397	Private hospitals	72.3	4,442,630	4,940,245	9,582,979
394	Offices of physicians, dentists, and other health practitioners	67.3	6,416,697	6,583,547	9,694,888
329	Retail Stores - General merchandise	64.3	1,634,259	2,758,833	3,638,594
324	Retail Stores - Food and beverage	60	1,829,533	2,369,705	3,438,632

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of Homeport. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	601,283	-	19,584,657	4,540,420	583,413
Total Federal Tax	15,299,000	1,325,253	2,580,095	9,217,467	7,123,976

Multipliers

Homeport	multiplier
Total Economic Output/Total Annual Budget	10.4
Total Annual Budget/Total Jobs	\$12,866
Total Tax Revenue/Total Annual Budget	\$1.30

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

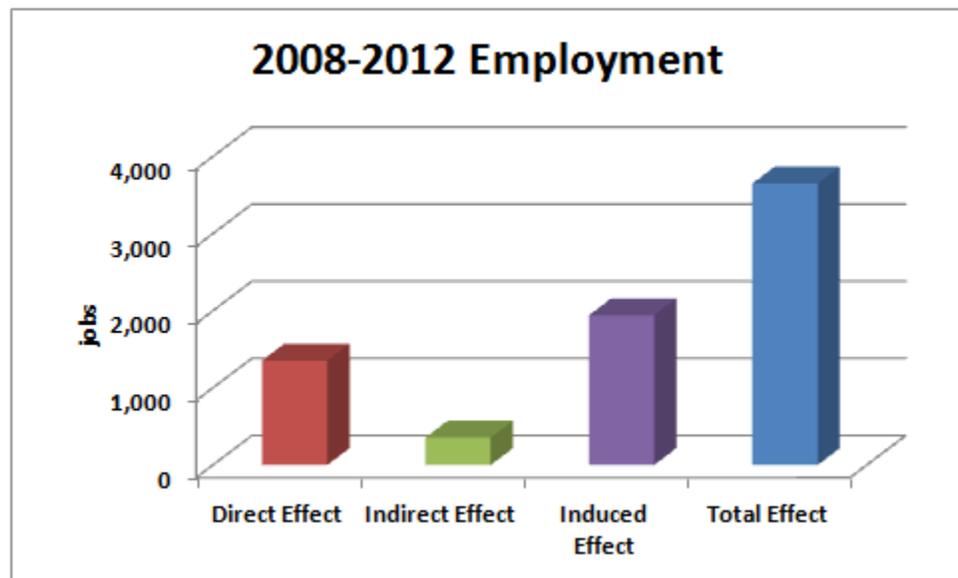
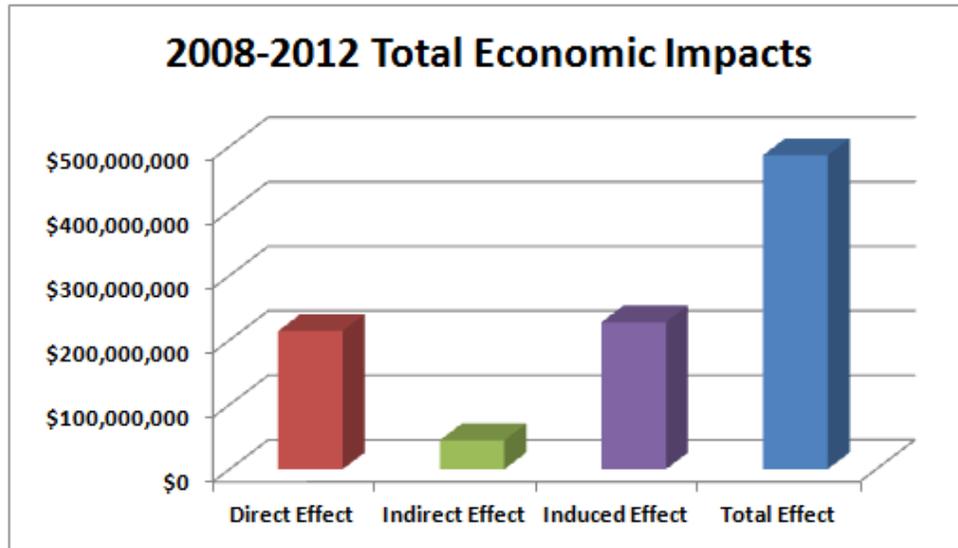
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 Homeport has been responsible for over \$486.7 million in economic activity as a result of its operations. \$214 million of this was a direct effect, \$44.8 million an indirect effect and \$227.7 million was an induced effect. On an annual basis, the organization sustains over 729 jobs.



**The Home Ownership Center of Greater Cincinnati, Inc. (HOC)
Hamilton County**

Direct Effect consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.

- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for HOC are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

HOC	2008	2009	2010	2011	2012
program services	1,078,485	1,339,291	1,179,367	976,613	1,046,135
management & general	227,404	228,152	286,213	233,431	208,431
fundraising	72,942	76,120	56,664	54,125	80,284

This next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

HOC	2008	2009	2010	2011	2012
rehab	133,907	374,446	10,856	121,024	140,159
homes sold	-	15,014,405	8,092,840	3,894,612	7,138,266

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Impact (2008-2012)

Sum of Impacts¹⁵

HOC				
2008-2012 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	284.2	10,115,959	33,053,924	44,731,724
Indirect Effect	62.6	3,194,613	5,615,389	8,882,944
Induced Effect	249.8	13,978,910	20,037,756	30,622,883
Total Effect	596.6	27,289,483	58,707,068	84,237,551

Top 10 Sectors Affected (2008-2012)

The economic activities of The Home Ownership Center of Greater Cincinnati, Inc. are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	216.2	5,522,782	30,367,979	39,623,137
424	Grantmaking, giving, and social advocacy organizations	77	4,557,042	4,323,182	7,181,681
438	* Employment and payroll only (state & local govt, education)	24.6	1,415,330	1,607,061	1,648,426
437	* Employment and payroll only (state & local govt, non-education)	23.4	1,274,494	1,449,514	1,486,824
413	Food services and drinking places	22.8	500,819	702,781	1,322,868
397	Private hospitals	11.5	762,238	841,344	1,581,070
394	Offices of physicians, dentists, and other health practitioners	8.7	851,820	873,431	1,276,986
382	Employment services	8.5	305,071	330,004	399,130
388	Services to buildings and dwellings	8.3	233,228	277,558	498,961
329	Retail Stores - General merchandise	6.6	173,279	288,569	378,748

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of The Home Ownership Center of Greater Cincinnati. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	42,221	-	4,391,148	664,856	138,155
Total Federal Tax	2,368,890	189,456	488,258	1,349,718	1,686,990

Multipliers

HOC	multiplier
Total Economic Output/Total Annual Budget	11.79
Total Annual Budget/Total Jobs	\$11,794
Total Tax Revenue/Total Annual Budget	\$1.58

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

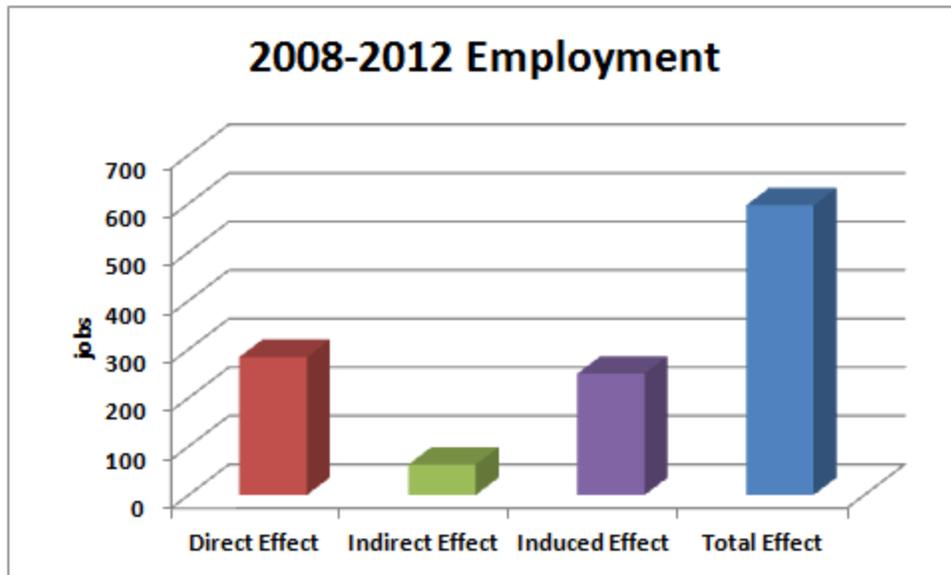
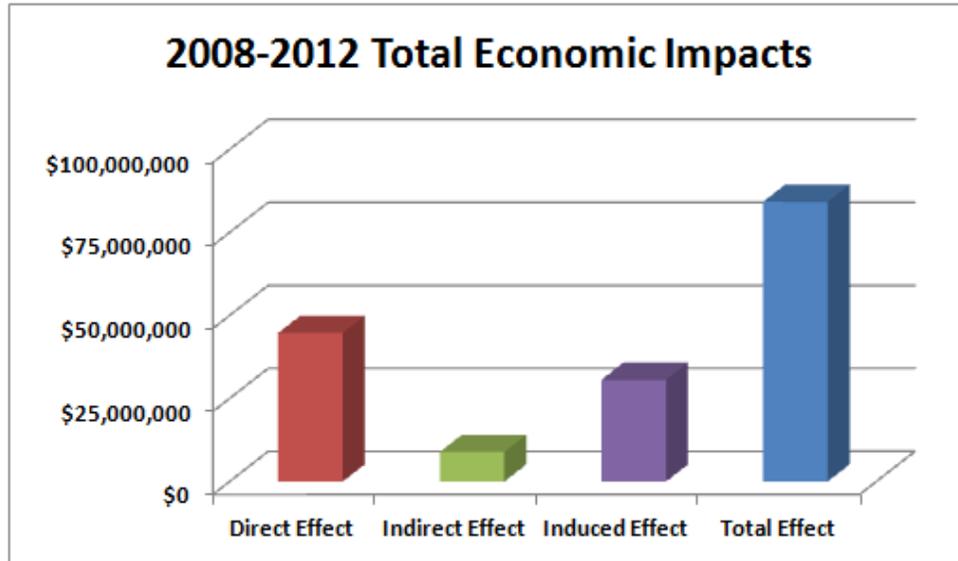
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 The Home Ownership Center of Greater Cincinnati, Inc. has been responsible for approximately \$84 million in economic activity as a result of its operations. \$44.7 million of this was a direct effect, \$8.9 million an indirect effect and \$30.6 million was an induced effect. On an annual basis, the organization sustains over 119 jobs.



**Neighborhood Housing Services of Greater Cleveland, Inc. (NHS Greater Cleveland)
Cuyahoga County**

- *Direct Effect* consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for NHS Greater Cleveland are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

NHS Greater Cleveland	2008	2009	2010	2011	2012
homeownership center	192,625	294,951	220,774	302,015	387,365
foreclosure assistance	204,574	424,937	1,256,808	699,549	667,035
loans & loan administration	264,689	326,399	224,486	315,361	332,956
management & general	75,466	106,328	146,227	201,189	223,674

This next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

NHS Greater Cleveland	2008	2009	2010	2011	2012
home sales	-	7,617,039	9,756,360	9,648,786	7,297,180
homes saved	223,790	1,088,078	1,350,056	1,491,744	818,216
rehab	-	-	96,782	176,826	149,462

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Impact (2008-2012)

Sum of Impacts

NHS Greater Cleveland

2007-2012 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	303.3	10,588,940	34,307,010	47,088,716
Indirect Effect	64.1	3,265,806	5,666,769	8,988,025
Induced Effect	397.9	22,492,349	32,479,824	49,424,539
Total Effect	765.3	36,347,096	72,453,603	105,501,281

Top 10 Sectors Affected (2008-2012)

The economic activities of NHS Greater Cleveland are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	228	5,442,614	31,639,729	41,390,426
424	Grantmaking, giving, and social advocacy organizations	67.1	3,510,743	3,293,680	5,787,269
437	* Employment and payroll only (state & local govt, non-education)	40.5	2,406,996	2,710,556	2,780,324
413	Food services and drinking places	34.7	805,401	1,112,611	2,056,397
438	* Employment and payroll only (state & local govt, education)	31.1	1,942,642	2,184,444	2,240,671
397	Private hospitals	19.6	1,400,864	1,535,795	2,800,547
39	Maintenance and repair construction of nonresidential structures	18.5	1,341,315	1,412,468	2,194,108
355	Nondepository credit intermediation and related activities	17.4	1,100,645	1,017,932	1,931,100
394	Offices of physicians, dentists, and other health practitioners	15.7	1,304,902	1,343,735	2,062,843
382	Employment services	12	367,468	402,357	498,295

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of NHS Greater Cleveland. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	77,977	-	5,139,600	883,678	158,606
Total Federal Tax	3,208,568	236,621	578,274	1,793,947	1,936,718

Multipliers

NHS Greater Cleveland	multiplier
Total Economic Output/Total Annual Budget	15.4
Total Annual Budget/Total Jobs	\$8,973
Total Tax Revenue/Total Annual Budget	\$0.91

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

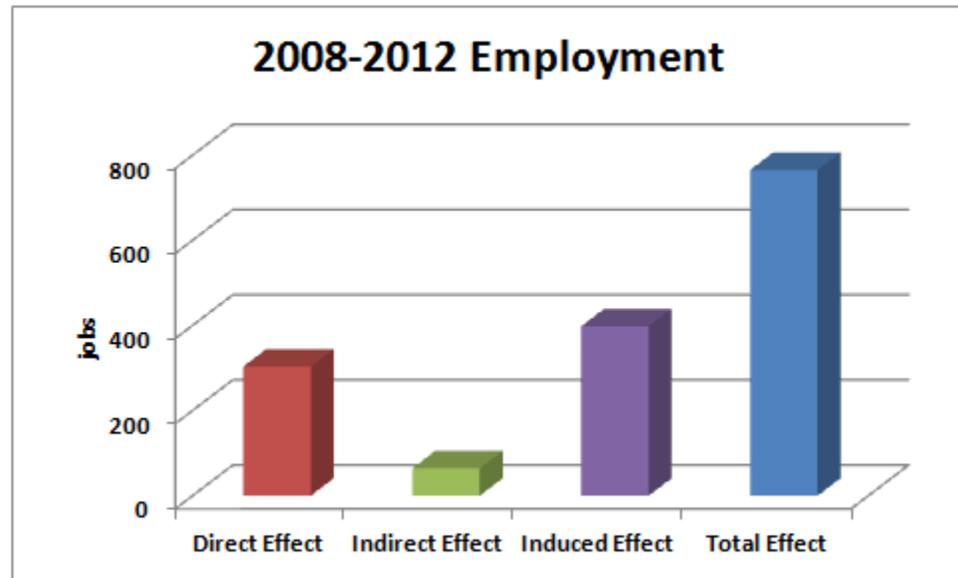
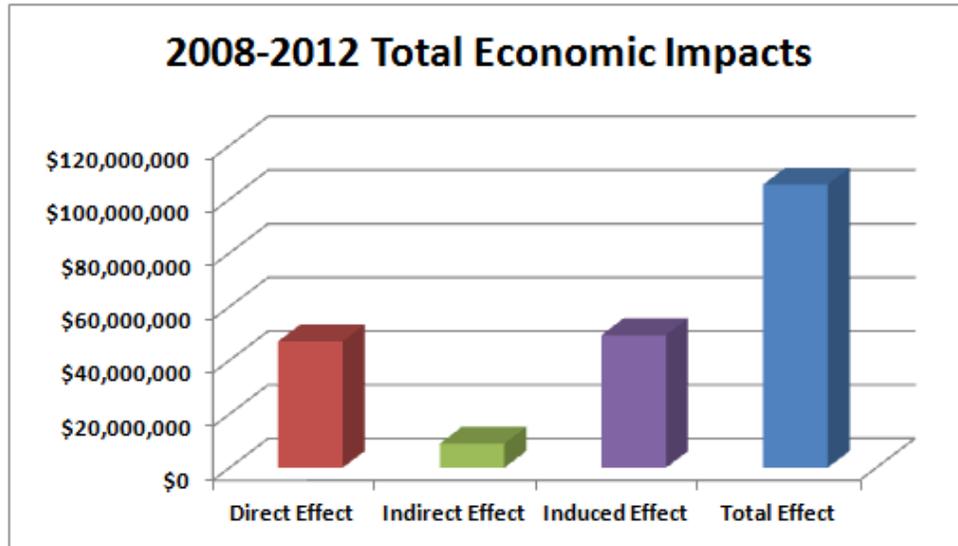
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 NHS Greater Cleveland has been responsible for approximately \$105.5 million in economic activity as a result of its operations. \$47 million of this was a direct effect, \$9 million an indirect effect and \$49.4 million was an induced effect. On an annual basis, the organization sustains over 153 jobs.



Neighborhood Housing Services of Hamilton, Inc. (NHS Hamilton)

Butler County

- *Direct Effect* consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for NHS Hamilton are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

NHS Hamilton	2008	2009	2010	2011	2012
homeownership		266,836	326,340	218,550	175,884
foreclosure program	30,969	84,879	132,359	111,135	83,977
CHDO	303,956				
Middletown	232,431	192,525	121,463	198,360	199,994
construction	156,484	115,472	232,893	468,798	226,101
fundraising	16,500	36,332	25,753	26,537	16,197
management & general	533,837	309,436	194,076	227,085	192,310

The next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

NHS Hamilton	2008	2009	2010	2011	2012
home sales	1,349,600	2,719,700	3,990,818	4,927,199	3,857,800
relief fund			14,946	22,321	4,143
rehabilitation	245,692	152,596	372,330		
rescue loans	63,986	30,545	3,000		
homes saved	155,241	397,136	544,988	225,990	54,918
s.f. home construction	1,273,849	310,932	451,586		
multi-family construction				829,353	467,000

Impact (2008-2012)

Sum of Impacts

NHS Hamilton 2008-2012 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	192.9	5,405,929	19,210,840	27,835,244
Indirect Effect	44.3	1,568,830	3,052,178	5,209,412
Induced Effect	43.9	1,555,954	3,009,180	5,148,218
Total Effect	281.1	8,530,713	25,272,190	38,192,872

Top 10 Sectors Affected (2008-2012)

The economic activities of NHS Hamilton are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	123.8	1,666,639	15,893,208	21,161,092
424	Grantmaking, giving, and social advocacy organizations	47.5	1,826,031	1,692,902	3,463,490
37	Construction of new residential permanent site single- and multi-family structures	21.4	1,440,528	1,850,500	3,380,885
413	Food services and drinking places	8.3	156,113	229,095	452,853
382	Employment services	4.8	122,913	137,012	175,440
40	Maintenance and repair construction of residential structures	4.6	370,164	663,785	892,929
355	Nondepository credit intermediation and related activities	4.6	297,334	275,532	516,284
388	Services to buildings and dwellings	3.7	132,583	152,707	253,620
356	Securities, commodity contracts, investments, and related activities	3.5	27,547	34,181	415,522
397	Private hospitals	3.2	168,708	190,854	396,614

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of NHS Hamilton. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	22,735	-	2,259,097	249,203	74,104
Total Federal Tax	647,219	94,584	304,782	505,905	904,876

Multipliers

NHS Hamilton	multiplier
Total Economic Output/Total Annual Budget	7.00
Total Annual Budget/Total Jobs	\$19,422
Total Tax Revenue/Total Annual Budget	\$0.93

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

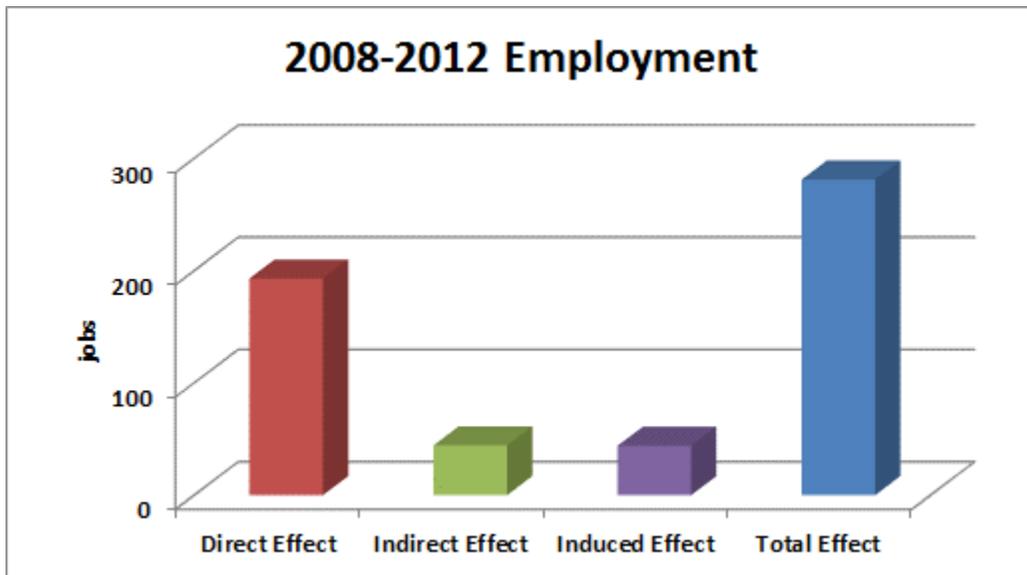
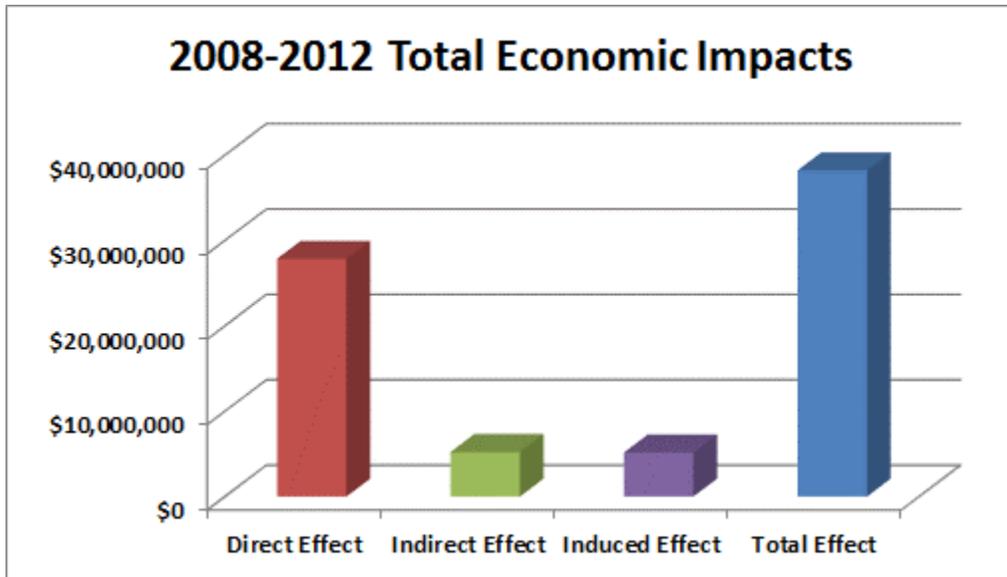
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 NHS Hamilton has been responsible for approximately \$38.2 million in economic activity as a result of its operations. \$27.8 million of this was a direct effect, \$5.2 million an indirect effect and \$5.1 million was an induced effect. On an annual basis, the organization sustains over 56.2 jobs.



Neighborhood Development Services (NDS)

Portage County

- *Direct Effect* consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for NDS are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

NDS	2008	2009	2010	2011	2012
housing rehabilitation	429,506	635,287	862,138	863,607	458,700
economic development	312,368	462,027	627,010	628,078	333,600
administrative services	1,210,425	1,790,353	2,429,663	2,433,803	1,292,700

The next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

NDS	2008	2009	2010	2011	2012
economic development loans	1,479,422	1,476,154	1,660,844	2,175,280	1,235,774
rehabilitation loans	654,892	1,092,130	971,921	1,049,139	756,901
other loans	1,735,482	1,253,353	1,723,437	269,511	160,613
homes saved ¹⁶	985,920	1,124,729	984,960	1,115,200	837,900
homes sold	4,018,745	4,284,800	5,588,127	8,578,027	2,728,075
real estate management	2,706,556	2,841,968	3,046,904	2,916,704	2,742,899
capital improvements	3,101	-	42,020	8,746	-
multi family development	7,592,179	4,722,588	30,121,372	2,420,235	-

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Impact (2008-2012)

Sum of Impacts

NDS				
2008-2012 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	867.7	28,935,996	74,894,211	121,127,043
Indirect Effect	209.2	6,888,757	12,418,495	22,093,564
Induced Effect	815.5	31,228,185	50,900,984	80,680,674
Total Effect	1,892.40	67,052,939	138,213,689	223,901,281

Top 10 Sectors Affected (2008-2012)

The economic activities of NDS are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	359.9	5,067,836	46,419,905	61,736,687
37	Construction of new residential permanent site single- and multi-family structures	354.8	14,397,159	21,195,478	46,648,536
438	* Employment and payroll only (state & local govt, education)	162.7	8,573,775	9,840,472	10,093,762
424	Grantmaking, giving, and social advocacy organizations	101.1	6,201,452	5,891,537	9,641,522
413	Food services and drinking places	86.4	1,451,415	2,215,344	4,555,174
437	* Employment and payroll only (state & local govt, non-education)	73.9	3,697,440	4,251,193	4,360,617
40	Maintenance and repair construction of residential structures	47.9	2,258,467	5,283,850	7,657,288
375	Environmental and other technical consulting services	37.9	1,408,963	1,631,952	2,688,049
329	Retail Stores - General merchandise	36.2	839,127	1,471,919	1,967,126
324	Retail Stores - Food and beverage	34.5	855,710	1,166,276	1,781,256

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of NDS. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	352,848	-	10,548,542	1,854,968	311,813
Total Federal Tax	5,254,527	586,819	856,084	3,765,754	3,807,510

Multipliers

NDS	multiplier
Total Economic Output/Total Annual Budget	15.2
Total Annual Budget/Total Jobs	\$7,805
Total Tax Revenue/Total Annual Budget	\$1.85

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

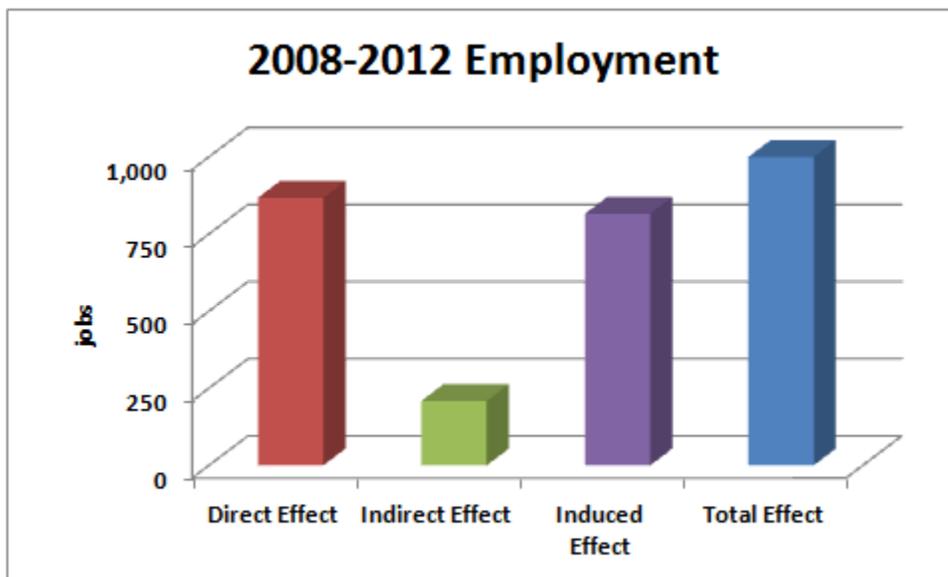
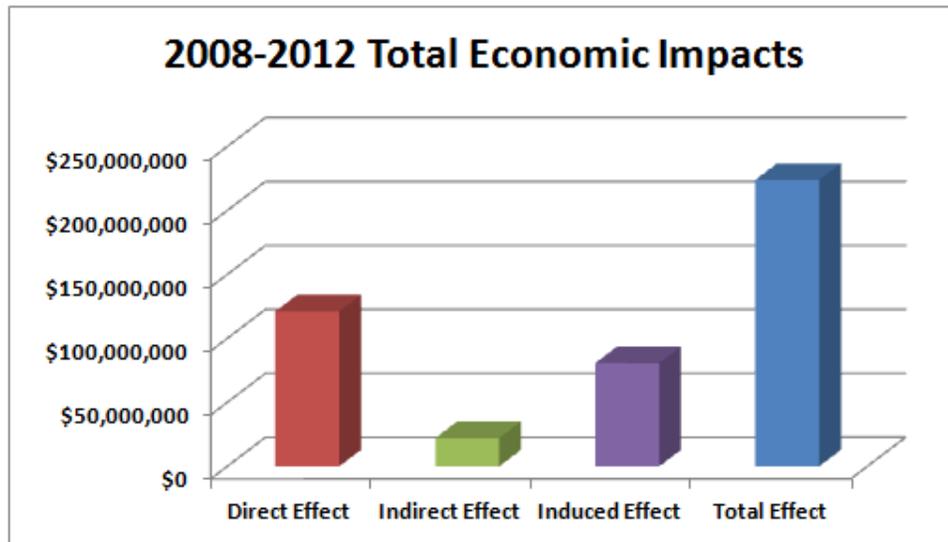
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 NDS has been responsible for approximately \$224 million in economic activity as a result of its operations. \$121 million of this was a direct effect, \$22 million an indirect effect and \$80.6 million was an induced effect. On an annual basis, the organization sustains over 378 jobs.



**Neighborhood Housing Partnership of Greater Springfield
Clark County**

- *Direct Effect* consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for Neighborhood Housing Partnership of Greater Springfield are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

NHP Springfield	2008	2009	2010	2011	2012
Program services	839,321	896,729	783,289	787,787	915,850
management & general	50,103	53,820	66,335	72,365	79,640

The next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

NHP Springfield	2008	2009	2010	2011	2012
emergency loans	25,903	34,176	35,280	15,278	3,512
single family construction	4,738	11,293	98,709		
senior housing		12,614		392,203	1,210,851
Home sales	1,980,325	4,562,250	4,390,163	4,761,250	5,786,500
Homes saved ¹⁷	665,000	679,000	651,000	987,000	721,000
rehabilitation					301,982
down payment assistance	21,161	27,035	15,087	31,374	14,990

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Impact (2008-2012)

Sum of Impacts

NHP Springfield 2008-2012 Impact Type				
	Employment	Labor Income	Value Added	Output
Direct Effect	152.3	4,760,482	14,035,177	20,636,144
Indirect Effect	29.2	872,314	1,777,362	3,076,989
Induced Effect	188.4	6,955,396	11,584,401	19,052,194
Total Effect	370	12,588,192	27,396,940	42,765,327

Top 10 Sectors Affected (2008-2012)

The economic activities of Neighborhood Housing Partnership of Greater Springfield are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	86.6	1,350,526	11,295,392	14,981,754
424	Grantmaking, giving, and social advocacy organizations	59	3,030,321	2,873,039	5,065,796
413	Food services and drinking places	20.8	357,285	540,980	1,103,723
437	* Employment and payroll only (state & local govt, non-education)	18.1	847,873	983,276	1,008,585
37	Construction of new residential permanent site single- and multi-family structures	14.7	502,406	783,800	1,838,090
438	* Employment and payroll only (state & local govt, education)	13.5	667,316	772,443	792,325
394	Offices of physicians, dentists, and other health practitioners	8.5	575,884	596,849	981,639
397	Private hospitals	8.2	490,640	546,997	1,072,433
398	Nursing and residential care facilities	7.2	220,798	256,337	413,116
382	Employment services	7.1	150,133	170,783	226,669

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of Neighborhood Housing Partnership of Greater Springfield. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	37,948	-	2,250,634	343,056	64,225
Total Federal Tax	1,245,795	60,566	184,967	696,435	784,241

Multipliers

NHP Springfield	multiplier
Total Economic Output/Total Annual Budget	9.3
Total Annual Budget/Total Jobs	\$12,448
Total Tax Revenue/Total Annual Budget	\$1.23

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

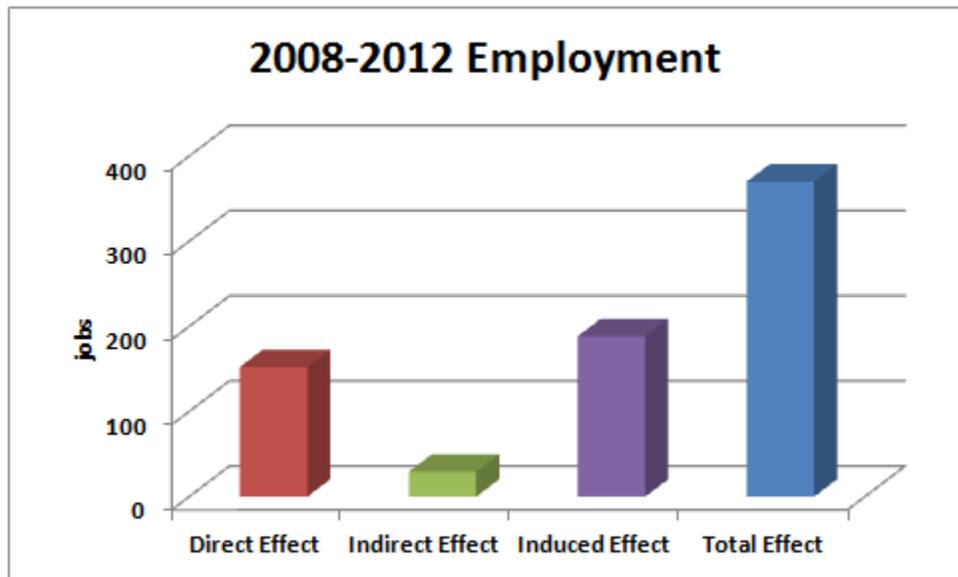
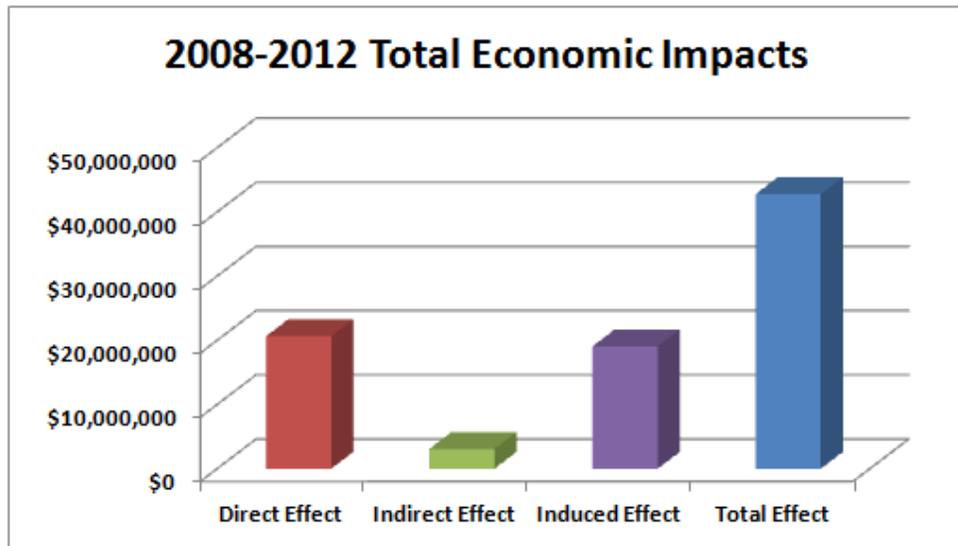
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 the Neighborhood Housing Partnership of Greater Springfield has been responsible for approximately \$42.8 million in economic activity as a result of its operations. \$20.6 million of this was a direct effect, \$3.1 million an indirect effect and \$19.1 million was an induced effect. On an annual basis, the organization sustains over 74 jobs.



**East Akron Neighborhood Development Corporation
Summit County**

- *Direct Effect* consists of production changes associated with changes in demand for the good itself: it is an initial impact on the economy.
- *Indirect Effect* is the secondary impact caused by changing input needs of directly affected industries. For example, building homes requires the purchase of lumber, cement, and architectural services. These transactions are captured within the indirect effect.
- *Induced Effect* is the impact caused by household change in spending due to additional employment caused by direct and indirect effects. For example, as construction workers are paid, they will use that money to shop at the grocery store or buy clothing. These transactions are captured within the induced effect.
- *Total Effect* is the sum of all of the above effects.
- *Employment*, full and part time, temporary and full time jobs.
- *Labor income*, the sum of employee compensation and proprietor income.
- *Value added*, meaning payments made by industry to workers, interest, profits and indirect business taxes. (Labor income is a sub-category of value added).
- *Output*, the total economic activity generated by the project. Output equals value added plus intermediate outlays (which are the goods and services purchased during the project).

Input 2008-2012

Expense numbers for Homeport are shown below. Outputs are reported in 2013 dollars. These are annual operating budget numbers.

East Akron NDC	2008	2009	2010	2011	2012
Arlington homes	447,105	177,395	105,848	100,226	104,502
Middlebury	1,362,033	1,340,750	1,041,752	1,028,971	1,061,902
energy services	1,388,247	2,520,851	3,211,408	2,487,994	1,833,655
lead based paint	991,352	799,178	956,185	1,134,000	1,522,447
affordable housing operations	491,734	562,096	576,569	1,794,289	571,351
affordable housing development	231,238	637,135	619,391	163,807	142,958
economic development	108,436	81,618	75,019	49,218	54,938
Center for Homeownership	276,455	325,195	254,870	213,620	227,574
EABDC contractors				443,140	20,297
management & general	76,710	87,491	98,282	42,662	41,531

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

The next table shows Class Two activities, or dollar values associated with the activities performed by the organization.

East Akron NDC	2008	2009	2010	2011	2012
limited partnership housing expense		2,392,874	2,717,521	2,994,388	2,786,491
new construction	5,567,940	5,397,338	9,009,879	7,814,219	

Impact (2008-2012)

Sum of Impacts¹⁸

East Akron NDC				
2006-2010 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	807.9	26,425,339	41,915,293	72,992,465
Indirect Effect	166	6,427,426	11,089,424	19,139,354
Induced Effect	173.4	6,585,915	12,073,865	20,153,482
Total Effect	1,147.20	39,438,680	65,078,582	112,285,302

Top 10 Sectors Affected (2008-2012)

The economic activities of East Akron NDC are spread out among the many sectors in which the organization operates. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
401	Community food, housing, and other relief services, including rehabilitation services	398.6	8,840,531	8,836,802	17,345,377
37	Construction of new residential permanent site single- and multi-family structures	195.9	11,259,814	15,013,505	29,041,028
360	Real estate establishments	128.2	2,128,139	16,857,580	22,320,200
424	Grantmaking, giving, and social advocacy organizations	111	4,668,548	4,290,873	8,427,275
413	Food services and drinking places	30.7	562,708	833,747	1,664,521
382	Employment services	18.9	511,492	566,628	717,319
356	Securities, commodity contracts, investments, and related activities	13.7	281,536	307,294	1,783,644
324	Retail Stores - Food and beverage	13.4	375,361	495,808	734,226
397	Private hospitals	11.8	740,695	822,206	1,583,092
329	Retail Stores - General merchandise	11.7	271,571	475,959	635,906

Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Tax Impact (2008-2012)

Tax impacts are associated with the economic activity of East Akron NDC. The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	89,157	-	4,061,976	1,156,142	110,140
Total Federal Tax	3,506,687	282,016	430,838	2,347,073	1,344,909

Multipliers

East Akron NDC	multiplier
Total Economic Output/Total Annual Budget	3.54
Total Annual Budget/Total Jobs	\$27,580
Total Tax Revenue/Total Annual Budget	\$.42

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

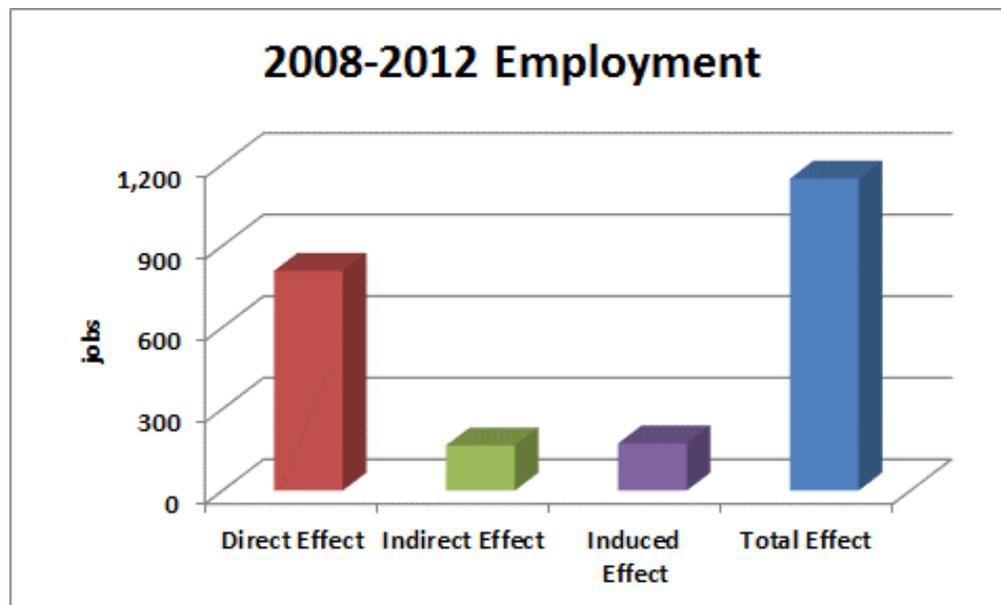
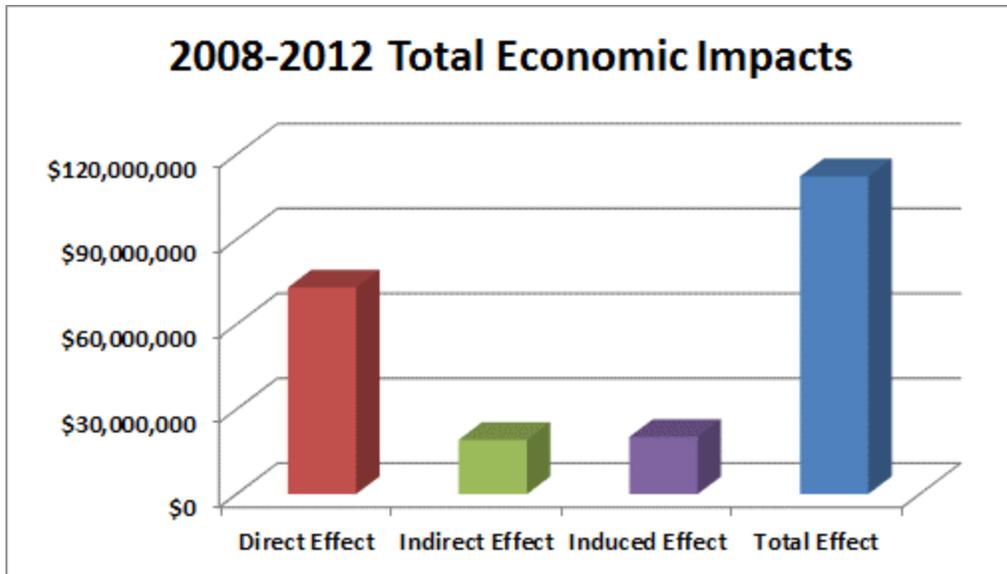
This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

Summary

During the period 2008-2012 East Akron NDC has been responsible for over \$112.3 million in economic activity as a result of its operations. \$73 million of this was a direct effect, \$19 million an indirect effect and \$20 million was an induced effect. On an annual basis, the organization sustains over 229 jobs.



Economic Impacts of the NeighborWorks® Collaborative of Ohio: 2008-2012

Nine NWOs

Impact (2008-2012)

Sum of Impacts

2006-2010 Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	5,400	217,363,976	442,251,027	696,969,198
Indirect Effect	1,268	52,106,812	88,455,886	150,312,903
Induced Effect	5,067	246,996,223	374,040,644	581,288,615
Total Effect	11,735	516,467,014	904,747,547	1,428,570,716

Top 10 Sectors Affected (2008-2012)

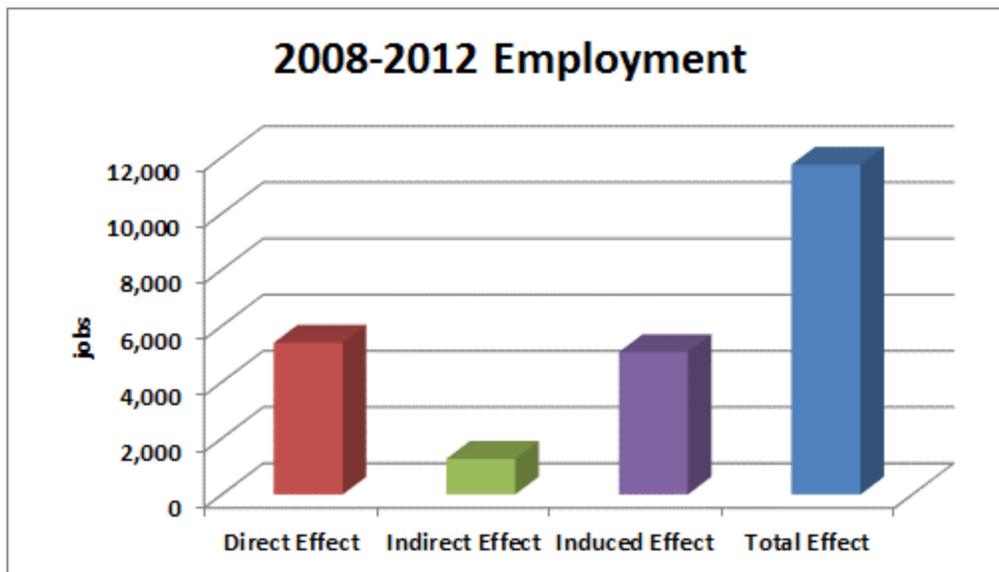
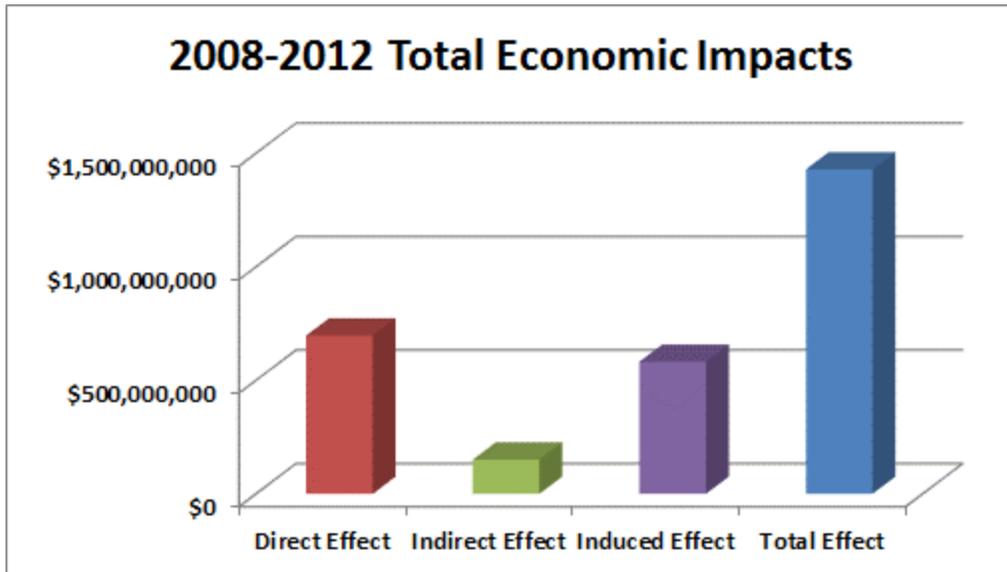
The economic activities are spread out among the many sectors in which the organizations operate. The top ten sectors for the study period are shown below with the associated dollar impacts.

Sector	Description	Employment	Labor Income	Value Added	Output
360	Real estate establishments	1,934	36,157,931	258,371,314	340,868,151
37	Construction of new residential permanent site single- and multi-family structures	1,663	98,533,220	130,594,453	250,388,321
424	Grantmaking, giving, and social advocacy organizations	1,058	54,467,716	50,659,941	89,995,834
438	* Employment and payroll only (state & local govt, education)	525	29,578,494	33,666,273	34,532,830
437	* Employment and payroll only (state & local govt, non-education)	480	27,191,188	30,789,446	31,581,955
413	Food services and drinking places	494	9,819,825	14,184,357	27,571,967
401	Community food, housing, and other relief services, including rehabilitation services	427	14,391,208	14,387,211	23,573,004
397	Private hospitals	179	10,734,417	11,969,079	23,479,873
40	Maintenance and repair construction of residential structures	97	5,823,454	11,977,008	16,794,720

Tax Impact (2008-2012)

The 2008-2012 summary tax outputs are shown in the table below.

Description	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations
Total State and Local Tax	1,572,151	-	58,345,290	13,208,670	1,687,419
Total Federal Tax	43,875,038	3,522,433	6,432,633	26,814,804	20,604,854



Multipliers

	<i>multiplier</i>
Total Economic Output/Total Annual Budget	\$8.90
Total Annual Budget/Total Jobs	\$13,672
Total Tax Revenue/Total Annual Budget	\$1.10

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for all impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget. It's the total of the 9 NOW operating budgets?

Summary

During the period 2008-2012 the nine NWOs have been responsible for over \$1.4 billion in economic activity as a result of their operations. \$697 million of this was a direct effect, \$150 million an indirect effect and \$581 million was an induced effect. On an annual basis, the organizations sustain over 2,347 jobs.

Multiplier Summary

Multipliers can be used as a shorthand for discussing economic impacts. We calculate these multipliers below.

The multipliers below are calculated as follows:

- *Total Economic Output/Total Annual Budget*
five year sum of total economic output for the Class One and Class Two impacts divided by five year sum of annual operating budgets

The multiplier above can be read as the total economic output for every \$1 of NWO annual budget.

- *Total Annual Budget/Total Jobs*
five year sum of annual operating budgets divided by five year sum of total full and part time permanent and temporary jobs

This multiplier can be read as the dollars of an annual budget associated with one job.

- *Total Tax Revenue/Total Annual Budget*
five year sum of total tax revenue divided by five year sum of annual operating budgets

This multiplier can be read as total federal state and local taxes collected for each dollar of a NWO operating budget.

St. Mary Development Corporation

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	16.3
Total Annual Budget/Total Jobs	\$7,452
Total Tax Revenue/Total Annual Budget	\$1.85

NeighborWorks Toledo Region

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	3.6
Total Annual Budget/Total Jobs	\$25,442
Total Tax Revenue/Total Annual Budget	\$0.43

Homeport

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	10.4
Total Annual Budget/Total Jobs	\$12,866
Total Tax Revenue/Total Annual Budget	\$1.30

Homeownership Center of Greater Cincinnati

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	11.8
Total Annual Budget/Total Jobs	\$11,794
Total Tax Revenue/Total Annual Budget	\$1.58

Neighborhood Housing Partnership of Greater Springfield

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	9.3
Total Annual Budget/Total Jobs	\$12,448
Total Tax Revenue/Total Annual Budget	\$1.23

East Akron Neighborhood Development Corporation

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	3.5
Total Annual Budget/Total Jobs	\$27,580
Total Tax Revenue/Total Annual Budget	\$.42

Neighborhood Housing Services of Greater Cleveland

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	15.4
Total Annual Budget/Total Jobs	\$8,973
Total Tax Revenue/Total Annual Budget	\$0.91

Neighborhood Housing Services of Hamilton

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	7.0
Total Annual Budget/Total Jobs	\$19,422
Total Tax Revenue/Total Annual Budget	\$0.93

Neighborhood Development Services

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	15.2
Total Annual Budget/Total Jobs	\$7,805
Total Tax Revenue/Total Annual Budget	\$1.85

Nine NWO Organizations

Five Year Summary	<i>multiplier</i>
Total Economic Output/Total Annual Budget	8.9
Total Annual Budget/Total Jobs	\$13,672
Total Tax Revenue/Total Annual Budget	\$1.10

Attachment One Sources of Data

- US Bureau of Economic Analysis Benchmark I/O Accounts of the US
- US Bureau of Economic Analysis Output Estimates
- US Bureau of Economic Analysis REIS Program
- US Bureau of Labor Statistics Covered Employment and Wages (ES202) Program
- US Bureau of Labor Statistics Consumer Expenditure Survey
- US Census Bureau County Business Patterns
- US Census Bureau Decennial Census and Population Surveys
- US Census Bureau Economic Censuses and Surveys
- US Department of Agriculture Crop and Livestock Statistics
- US Geological Survey

Attachment Two Industry Benchmarks

Below, we show comparative industry multipliers. These can be used to benchmark each organization and all organizations.

construction of single family homes	<i>multiplier</i>
Total Economic Output/Total Annual Budget	2.2
Total Annual Budget/Total Jobs	\$59,172
Total Tax Revenue/Total Annual Budget	\$0.25

construction other residential structures	<i>multiplier</i>
Total Economic Output/Total Annual Budget	2.2
Total Annual Budget/Total Jobs	\$58,140
Total Tax Revenue/Total Annual Budget	\$0.21

maintenance & repair of residential structures	<i>multiplier</i>
Total Economic Output/Total Annual Budget	2.3
Total Annual Budget/Total Jobs	\$49,504
Total Tax Revenue/Total Annual Budget	\$0.24

real estate establishments	<i>multiplier</i>
Total Economic Output/Total Annual Budget	2.3
Total Annual Budget/Total Jobs	\$43,478
Total Tax Revenue/Total Annual Budget	\$0.44

homeless shelters	<i>multiplier</i>
Total Economic Output/Total Annual Budget	2.5
Total Annual Budget/Total Jobs	\$28,818
Total Tax Revenue/Total Annual Budget	\$0.24

social advocacy organizations	<i>multiplier</i>
Total Economic Output/Total Annual Budget	2.4
Total Annual Budget/Total Jobs	\$41,841
Total Tax Revenue/Total Annual Budget	\$0.24

Endnotes

¹ The accuracy of all dollar amounts shown can be interpreted as follows: for each sector analyzed, the impacts are calculated based on the average results of the IMPLAN I/O model. There may be variation within each sector. As an example, if an impact is calculated for rehabilitation of single family homes, this impact is based on the total dollar value of the economic impact produced by rehabilitation of single family homes in the county divided by the total rehabilitation of single family homes input. This multiplier is applied to the dollar amount of this activity conducted by the organization. As such, there may be variation, however given a large enough sample (which we have with these groups) the variation will tend towards \$0.

² Tax revenue assumes NWO does not pay tax on corporate profits. Corporate profit taxes reported are for indirect and induced effects only.

³ For a more detailed description of the IMPLAN model, see http://implan.com/v3/index.php?option=com_kb&task=article&article=108&Itemid=166.

⁴ The seminal text for I/O models and their explanation is Wassily W. Leontief, *Input-Output Economics, 2nd ed.*, New York: Oxford University Press, 1986.

⁵ Much of this section is taken from IMPLAN Manual, vol.2, 3rd edition, 2000.

⁶ See Molloy, Raven and Shan, Hui: *The Post-Foreclosure Experience of U.S. Households*, Federal Reserve Board of Governors, May, 2011.

⁷ Some areas where data could and should be collected in order to determine an economic impact include: homeownership classes, education outcomes such as debt reduction, neighborhood stability; neighborhood social stability, e.g., less use of public services such as police and fire. A follow up project would include analyzing all data collected by each organization, the assigning of each data source to an economic impact or activity and, once an impact can be identified, the development of data intake forms to collect the impact data.

⁸ 2008-2011 operations numbers were derived from audits. 2012 numbers were not audited. Most audits show operation expense broken down as follows: management & general, program services and fundraising. We subtract the expenses associated with the lines of business, e.g., real estate development, property management from the program services line item. Whatever is left is added to management & general and those numbers are presented in the table.

⁹ Modeled as Sector 424, Social Services Organization.

¹⁰ TDC less acquisition.

¹¹ See explanation at the beginning of this report for the methodology used in calculating these numbers.

¹² Closing costs associated with transaction. Total sales price equals \$71,253,000 (2008-2012).

¹³ Jobs are summed up for 5 years for Class One and Class Two.

¹⁴ This can be read as follows: "A St. Mary Development Corporation operating expenditure of \$7,452 sustains one job for 5 years.

¹⁵ Jobs are summed up for 5 years for Class One and Class Two.

¹⁶ See explanation at the beginning of this report for the methodology used in calculating these numbers.

¹⁷ We were not provided with median income numbers, so we use \$35,000.

¹⁸ Jobs are summed up for 5 years for Class One and Class Two.