



# Haymeadow Development Fiscal Impact Analysis

*Presented to:*



**Town of Eagle,  
Colorado**

*Presented by:*



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# Haymeadow Fiscal Impact

## Study Objectives:

- What is the effect of Haymeadow's development on town finances?
- Why ?
- General Fund & Capital Fund

## Project:

- 787 total units
  - 442 Single Family (\$599,000)
  - 345 Multifamily (\$374,000)
- Pace
  - By Yr. 6: 68 units/yr.
  - 15 year build out



# Haymeadow Fiscal Impact Analysis

## ■ General Fund

- Positive during early construction (until yr. 8)
- Annual loss at build out {\$98,00}
- Key assumptions: sales tax/building permits
- RETA (.25%) ensures positive effects

## ■ Capital Fund

- Use tax: \$650,000/yr.
- Street impact Fee: \$58,000/yr.
- Total: \$8.1 million

## ■ Additional Jobs/Spending/Scale/Retail Support



# Net Fiscal Impact

	Year 3	Year 7	Year 10	Build-Out
<b>General Fund Impact</b>				
Total Revenues	\$ 257,022	\$ 678,367	\$ 915,940	\$ 915,841
Total Expenditures	239,935	669,694	932,667	1,014,506
<b>Net Surplus / (Deficit)</b>	<b>\$ 17,086</b>	<b>\$ 8,673</b>	<b>\$ (16,727)</b>	<b>\$ (98,665)</b>
<b>Real Estate Transfer Assessment (RETA)</b>				
.25% of 1.0% RETA	0.25%	49,818	136,870	168,922
<b>Net Surplus / (Deficit) with RETA Offset</b>	<b>\$ 66,905</b>	<b>\$ 145,543</b>	<b>\$ 152,195</b>	<b>\$ 24,328</b>



# Eagle Sales Tax by Category

	2007	2012
<b>Food</b>	<b>790,777</b>	<b>906,214</b>
<b>Retail</b>	<b>378,642</b>	<b>349,025</b>
<b>Restaurant &amp; Bars</b>	<b>605,360</b>	<b>546,324</b>
<b>Liquor Stores</b>	<b>126,751</b>	<b>123,567</b>
<b>Building Materials</b>	<b>422,091</b>	<b>144,020</b>
<b>Hotels</b>	<b>315,267</b>	<b>196,768</b>
<b>Utilities</b>	<b>393,547</b>	<b>393,738</b>
<b>Auto Repair</b>	<b>90,965</b>	<b>72,712</b>
<b>Miscellaneous</b>	<b>91,965</b>	<b>50,067</b>
<b>Total</b>	<b>3,215,369</b>	<b>2,782,439</b>



# Sales Tax Check

<b>2012 Sales Tax Revenue</b>	<b>\$2,782,439</b>
<b>% Attributable to Eagle Residents</b>	<b>60%</b>
<b>Resident Sales</b>	<b>\$1,669,463</b>
<b>Units</b>	<b>2,400</b>
<b>Sales per Unit</b>	<b>\$695</b>
<b>BBC Forecast Amount per Unit</b>	<b>\$558</b>



# Questions

- Retail capture rate – no ERS
- Household income
- Comparison with past model
- Property tax
- Sales tax
- Utilities
- Variable / fixed costs
- Use tax – calculations
- RETA



# Conclusions

- Haymeadow will be modestly positive during development period—negative at completion
- RETA (¼ percent) removes all general fund deficits
- Eagle is well structured to benefit from growth
- Capital fund is a significant beneficiary
  - Use Tax and Street Improvement fees
  - \$8.1 million over life of development
- Upside: “retail follows roof tops”
- Construction jobs and economic stimulation