The Local Economic Impact of ACHIEVEability

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EXECUTIVE SUMMARY

Founded in 1981, ACHIEVEability permanently breaks the generational cycle of poverty for low income, single parent, homeless families through higher education, affordable housing, supportive services, community and economic development, and accountability. ACHIEVEability develops and manages affordable housing, provides a wide variety of supportive services to families and the community, and engages in community organizing, commercial corridor development, and community-based participatory research in partnership with local universities.

ACHIEVEability's impact is not only on individuals and families, but also on the City of Philadelphia ("the City") and the Commonwealth of Pennsylvania ("the Commonwealth") as a whole, and it is also economic in nature:

- **Property Value Impact** – ACHIEVEability's construction work replaces blighted structures and vacant lots with new homes, which has a dramatic effect on the stability and value of the neighborhoods in which this work takes place. This **property value impact** is estimated at **$300 million more in household wealth**, potentially representing **$8 million more per year in property tax revenues to the City and for the School District of Philadelphia ("the School District")**.

- **Construction Impact** – ACHIEVEability's construction work in local communities represents net new infusions of construction activity and related employment, which result in further local stimulus as additional materials are purchased and as wages are spent. Over $27 million in construction projects is estimated to have generated about **$40 million in total one-time economic impact within the City, supporting about 170 jobs and generating about $400,000 in City taxes**, and about **$67 million in total one-time economic impact within the Commonwealth, supporting about 580 jobs and generating about $1.5 million in Commonwealth taxes**.

- **Operating Impact** – ACHIEVEability's annual operating expenditures also represent net new infusions of local spending, in the form of salaries paid and goods and services purchased for programmatic offerings, property management, and administrative oversight. ACHIEVEability's operating expenditures are estimated to generate about **$4 million in total economic impact within the City per year, supporting about 80 jobs and about $130,000 in City taxes**, and about **$6 million in total economic impact within the Commonwealth per year, supporting about 100 jobs and generating about $220,000 in Commonwealth taxes**.

- **Programmatic Impact** – ACHIEVEability's supportive services change lives in ways that result in higher earnings for families, which has a stimulative effect on the local economy by elevating purchasing power and increasing tax revenue generation. This is contrasted with the higher social costs that would have been borne had ACHIEVEability not intervened. The 92 families that left the program in 2008, 2009, and 2010 alone are estimated to have **reduced their public subsidies received by 25 percent, increased their earned income by 54 percent, and increased their taxes paid by 85 percent**, resulting in **an aggregate $250,000 difference in net government resources contributed** and **an aggregate $580,000 increase in earned income per year**.

- **Retail Corridor Impact** – Finally, ACHIEVEability's work in stabilizing neighborhoods has a positive effect on local retail corridors, which are weakened when residents are poorer and structures are degraded and which are strengthened when residents are richer and structures are improved. ACHIEVEability has played and continues to play an important role in **increasing the number of residents (and their purchasing power) proximate to the 60th Street corridor, and (by enhancing the area physically) increasing the number of shoppers who will consider 60th Street as an attractive shopping option**.

In summary, each dollar spent by ACHIEVEability on its construction projects has a multiplier effect, in the form of **household wealth gains to individual property owners, property tax revenues for the City and the School District,** and **economic and fiscal impacts within the City and the Commonwealth**. Each $1 million invested in ACHIEVEability's construction projects since 1984 has generated (see Table ES.1):

- **About $11 million in household wealth gains**, and potentially upwards of **about $300,000 in tax revenues for the City and School District.**

- **About $2.5 million in total economic impact within the Commonwealth, supporting about 20 jobs**, of which **$1.5 million of that total economic impact and about 6 of those jobs are within the City**.

- **About $15,000 in local tax revenues** and **about $55,000 in state tax revenues**.

Table ES.1 – Return on Investment on the $27 Million Spent by ACHIEVEability on Construction Projects Since 1984

Impact Category	Impact Components	Aggregate Impact	Return on Investment in ACHIEVEability (per $1M Spent on Rehabilitations)
Property value impact	One-time increase in household wealth	$300M	$11M
	Potential annual gain to City and School District in property tax revenues	$8M	$300K
Construction impact	One-time economic impact within the City	$40M	$1.5M
	Jobs supported within the City	170	6
	Tax revenues generated for the City	$400K	$15K
	One-time economic impact within the Commonwealth	$67M	$2.5M
	Jobs supported within the Commonwealth	580	21
	Tax revenues generated for the Commonwealth	$1.5M	$55K

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Furthermore, each dollar spent by ACHIEVEability on its annual operating budget has a multiplier effect, in terms of **economic and fiscal impacts within the City and the Commonwealth**, as well as of **increased earnings for ACHIEVEability families and increased net government contributions by ACHIEVEability families**. Each $1 million invested in ACHIEVEability's operating budget each year generates (see Table ES.2 and Table ES.3):

- **About $2.2 million in total economic impact within the Commonwealth, supporting about 40 jobs**, of which $**1.6 million of that total economic impact and about 30 of those jobs are within the City**.

- **About $85,000 in local tax revenues** and **about $50,000 in state tax revenues**.

- **About $100,000 in aggregate additional earnings each year in perpetuity for ACHIEVEability families**, and **about $45,000 in aggregate net government resources contributed in perpetuity by ACHIEVEability families**. At an individual family level, this can be expressed as follows – over a 10-year period, each family earns $63,000 more, pays $10,000 more in taxes, and receives $17,000 less in public subsidies, for a net gain of $36,000 per year to the family. For each family, various government jurisdictions pay out $17,000 less in public subsidies and receive $10,000 more in taxes, for a net gain of $27,000 to the governments.

Table ES.2 – Return on Investment on the $2.6 Million Spent by ACHIEVEability on Programs and Operations Each Year – Operating Impact

Impact Components	Annual Impact	Return on Investment in ACHIEVEability (per $1M Spent per Year on Programs and Operations)
Ongoing annual economic impact within the City	$4M	$1.6M
Jobs supported within the City	80	30
Tax revenues generated for the City	$130K	$50K
Ongoing annual economic impact within the Commonwealth	$6M	$2.2M
Jobs supported within the Commonwealth	100	40
Tax revenues generated for the Commonwealth	$220K	$85K

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table ES.3 – Return on Investment on the $2.6 Million Spent by ACHIEVEability on Programs and Operations Each Year – Programmatic Impact

Impact Components	Impact from Families Who Left ACHIEVEability in 2008, 2009, and 2010	Return on Investment in ACHIEVEability (per $1M Spent on Programs and Operations)
Annual increase in earnings, in perpetuity	$580K	$103K
Annual increase in taxes paid, in perpetuity	$100K	$18K
Annual decrease in public subsidies received, in perpetuity	$150K	$27K

Source: ACHIEVEability (2011), Econsult Corporation (2011)

In other words, ACHIEVEability's impact need not just be thought of in terms of individual lives changed and families served. Its work also has a significant economic impact within the City and the Commonwealth. ACHIEVEability's work generates a significant economic return to the families it serves, in the form of **increased earnings and decreased reliance on public subsidies**. It also generates a significant economic return to the City and the Commonwealth as a whole, in the form of **household wealth gains, jobs created, government expenditures on public subsidies reduced, tax revenues generated, and retail corridors strengthened**.

1. INTRODUCTION

Founded in 1981, ACHIEVEability permanently breaks the generational cycle of poverty for low income, single parent, homeless families through higher education, affordable housing, supportive services, community and economic development, and accountability. ACHIEVEability develops and manages affordable housing, provides a wide variety of supportive services to families and the community, and engages in community organizing, commercial corridor development, and community-based participatory research in partnership with local universities.

This report quantifies the impact within the City of Philadelphia ("the City") and the Commonwealth of Pennsylvania ("the Commonwealth") of ACHIEVEability's housing development activities, operations, and social service programs in economic terms, augmenting the anecdotal evidence of the impact of ACHIEVEability's impact on human lives and on local communities in a way that is tangible and financial in nature and that speaks to policymakers and residents. This report looks at five specific categories of economic impact:

- *Section 2 – Property Value Impact.* ACHIEVEability's construction work replaces blighted structures and vacant lots with new homes, which has a dramatic effect on the stability and value of the neighborhoods in which this work takes place. In that property values increase as a result of this work, this means increased wealth for local households and increased property tax revenues for the City and for the School District of Philadelphia ("the School District").

- *Section 3 – Construction Impact.* ACHIEVEability's construction work in local communities represents net new infusions of construction activity and related employment, which result in further local stimulus as additional materials are purchased and as wages are spent.

- *Section 4 – Operating Impact.* ACHIEVEability's annual operating expenditures also represent net new infusions of local spending, in the form of salaries paid and goods and services purchased for supportive services, property management, and administrative oversight.

- *Section 5 – Programmatic Impact*. ACHIEVEability's supportive services change lives in ways that result in higher earnings for families, which has a stimulative effect on the local economy by elevating purchasing power and increasing tax revenue generation. This is contrasted with the higher social costs that would have been borne had ACHIEVEability not intervened.

- *Section 6 – Retail Corridor Impact.* Finally, ACHIEVEability's work in stabilizing neighborhoods has a positive effect on local retail corridors, which are weakened when residents are poorer and structures are degraded and which are strengthened when residents are richer and structures are improved.

Each of the following five sections describes these economic impact categories in more detail: why they matter, how estimates were obtained, and what results ACHIEVEability can claim credit for. These results are not intended to be precise, since they necessarily involve estimates that are rough in nature; results are therefore rounded accordingly. Nevertheless, even at this level, they indicate that ACHIEVEability is responsible for considerable economic impact within the City.

2. PROPERTY VALUE IMPACT

Housing development – substantial rehabilitation of existing units and construction of new homes – is a major component of ACHIEVEability's mission. Between 1984 and 2010, ACHIEVEability developed 194 housing units in West Philadelphia at a total cost of $27.6 million (see Figure 2.1).[1]

Figure 2.1 – Locations of Selected ACHIEVEability Housing Units, 1984 to 2010



Source: ACHIEVEability (2011), Econsult Corporation (2011)

[1] All dollar figures are expressed in 2011 terms. See Appendix A for more detail on ACHIEVEability construction projects.





An important but often overlooked benefit of construction projects is **their positive impact on property values**. Each home completed by ACHIEVEability represents the replacement of a blighting influence with an aesthetically pleasing one, thus transforming each location from a disamenity that people will demand a discount to be near into an amenity that people will pay a premium to be near. Thus, ACHIEVEability's construction and management of properties leads to increased household wealth (as local residents see their major asset appreciate in value) and increased public revenues (as those higher values translate into more property tax revenues for the City and the School District).

The impact of ACHIEVEability's construction activities on nearby property values was estimated by employing hedonic regression techniques to isolate the effect of proximity to an ACHIEVEability home on property values over time. Specifically, the analysis considered whether there was a statistically significant increase in property values, after controlling for other potentially explanatory variables, associated with being near an ACHIEVEability-developed home.[2]

[2] Econometric techniques such as hedonic techniques attempt to isolate the marginal impact of some characteristic – in this case, proximity to an ACHIEVEability-developed home – on prices people are willing to pay for houses. By controlling for other potentially explanatory variables, such as the characteristics of the house itself and the other amenities and disamenities that it is proximate to, hedonic regressions can provide an estimate of how much more or less a house is worth based on its proximity to an ACHIEVEability-developed home.

The regression analysis clearly indicates two characteristics associated with houses near ACHIEVEability developed homes. First, relative to other houses in West Philadelphia, houses within a quarter-mile of a future ACHIEVEability developed homes sold at a discount, and that discount steepened for houses within a quarter-mile of multiple future ACHIEVEability developed homes. This suggests that houses and lots ACHIEVEability chose for development were having a blighting influence on their neighborhoods.

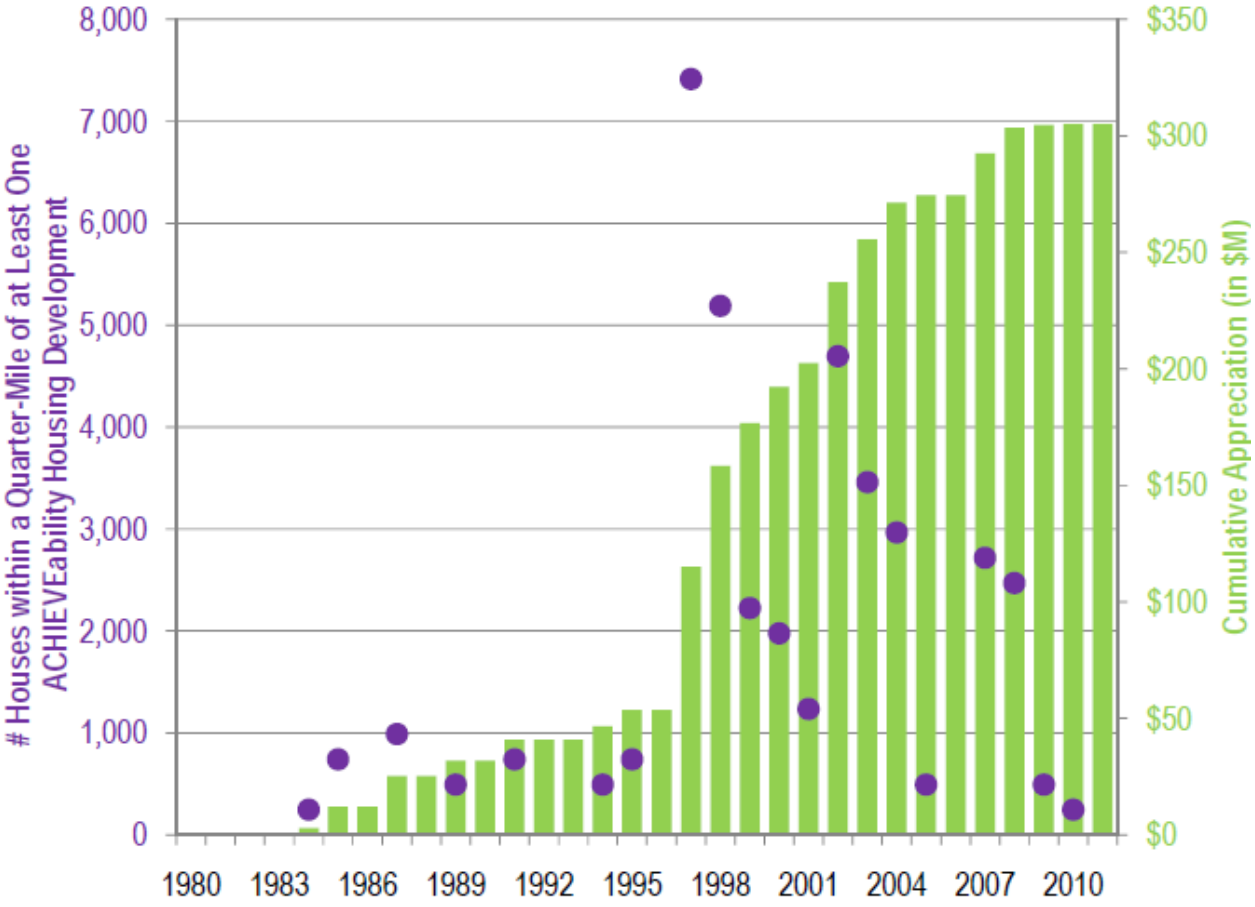
In the years after development, **houses within a quarter-mile of an ACHIEVEability-developed home appreciated at a rate 1.4 percent percentage points higher than the average house in West Philadelphia**. This suggests that ACHIEVEability's construction work transformed those sites from blighting influences into positive influences. Since there are about 40,000 houses in West Philadelphia that are within a quarter-mile of an ACHIEVEability-developed home, and since all of these houses are positively affected by ACHIEVEability housing development, this increased appreciation rate translates into **about $300 million in additional household wealth experienced by property owners as a result of ACHIEVEability housing development** (see Figure 2.2). If that increase in market value were properly accounted for in assessed values it would mean **an additional $8 million per year in property tax revenues to the City and School District**. [3]

If that characteristic is worth five percent, that does not mean that all such houses increased by five percent; rather, it means that, if such a house had not been proximate to an ACHIEVEability-developed home, it would have increased by five percent less. Thus, if similar houses were appreciating by 10 percent, that house, because it was proximate to an ACHIEVEability-developed home, would have appreciated by 15 percent; or, if similar houses were depreciating by 10 percent, that house, because it was proximate to an ACHIEVEability-developed home, would have depreciated by only 5 percent.

See Appendix B for more information on regression methodology and results.

[3] ACHIEVEability's construction projects increase home values (a "stock," or an upfront one-time increase), which potentially increases property tax revenues (a "flow," or an ongoing annual increase).

Figure 2.2 – Estimated Aggregate Household Wealth Increase as a Result of ACHIEVEability Housing Development (left axis = purple dots = # houses within ¼-mile of at least one ACHIEVEability site; right axis = green bars = cumulative appreciation in $millions)



Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

3. CONSTRUCTION IMPACT

An important way in which ACHIEVEability serves as an economic development engine is through the development of new homes. As noted previously, between 1984 and 2010, ACHIEVEability developed 194 housing units in West Philadelphia at a total cost of $27.6 million.





There is a growing realization of the significant economic stimulus that results from these projects. Housing development leads to construction employment opportunities, and creates initial expenditures whose economic impact ripples through entire local and regional economies, which creates jobs within the City and the Commonwealth and generates tax revenues for the City and the Commonwealth. This is particularly helpful at a time of slack construction demand, high unemployment, and distressed fiscal conditions.

To estimate the total economic impact associated with ACHIEVEability's housing development activities, an input-output model was used. The model, using multiplier data provided by US Department of Commerce, calculates the composition and scale of total expenditures, employment, and earnings resulting from the aggregate direct expenditures from all qualifying

projects.[4] Based on this model, it is estimated that ACHIEVEability's housing development generated an upfront total of about **$40 million in total expenditures, supporting about 170 jobs and about $6 million in earnings within the City, and generating $400,000 in local taxes for the City,** and a total of **about $67 million in total expenditures, supporting about 580 jobs and about $21 million in earnings within the Commonwealth, and generating $1.5 million in state taxes for the Commonwealth** (see Table 3.1).[5]

[4] Any expenditure generates additional economic activity in a particular geographic area via the mechanism of the Keynesian consumption multiplier, an established behavioral characterization of the nature of economic activity in a market economy. In other words, in measuring the total economic impact of an initiative, one must account for the countless inter-industry relationships within a region, and specifically the manner in which an increase in output in a particular industry results in increases in outputs by other industries.

The economic impact model takes multiplier data from the US Department of Commerce's Regional Input-Output Modeling Systems (RIMS II) to produce estimates of the distribution of economic impact at the county and state level. The fiscal impact model estimates the tax revenue implications to the City and the Commonwealth of that scale and composition of economic impact. To be sure, impacts continue to ripple outward beyond the City and the Commonwealth, but only estimates for the City and the Commonwealth are shown in this report. See Appendix C for a summary of the Econsult team's economic and fiscal impact methodology.

[5] Since construction activity has a finite time period, these impacts are one-time and not ongoing in nature. This is contrasted against impacts from ongoing activities, which continue on into the future and therefore generate impacts that are ongoing and not one-time in nature.

While construction was by far the most impacted industry, other industries are also estimated to have benefitted: within the City, 32 percent of the expenditure impact and 34 percent of the employment impact were in industries besides construction, and within the Commonwealth, 59 percent of the expenditure impact and 55 percent of the employment impact were in industries besides construction.

ACHIEVEability's housing development additionally impacts the neighborhoods in which ACHIEVEability develops housing through ACHIEVEability's commitment to employing local residents and purchasing construction materials from local suppliers. ACHIEVEability has a similarly strong commitment to employing women and minorities and purchasing supplies from firms owned by women and by minorities, a commitment that is demonstrated in its high participation levels for recent ACHIEVEability construction projects.

See Appendix D for additional detail on the economic and fiscal impact of ACHIEVEability housing development activities.

Table 3.1 – Estimated One-Time Total Economic and Fiscal Impact Resulting from ACHIEVEability Housing Development, 1984 to 2010 (in 2011 $M)[6]

	City of Philadelphia	Commonwealth of Pennsylvania
Direct Expenditures	$27.6	$27.6
Indirect and Induced Expenditures	$13.0	$39.9
Total Expenditures	$40.6	$67.5
Total Employment	174	586
Total Earnings	$6.6	$21.6
Total Tax Revenues	$0.41	$1.49

Source: ACHIEVEability (2011), Econsult Corporation (2011)

To summarize the previous two sections, ACHIEVEability's $27 million in construction projects since 1984 has had two significant economic effects. It has led to **property value increases for nearby homes, with attendant household wealth gains for individual property owners and property tax revenue gains for the City and School District**. And, it has stimulated **additional economic activity, resulting in jobs created (in construction and in other industries) and tax revenues generated**.

From a "return on investment" standpoint, this impact can be summarized in the following manner. Each $1 million invested in ACHIEVEability construction projects since 1984 has generated:

- About $11 million in household wealth gains, and potentially upwards of about $300,000 in tax revenues for the City and School District.

- About $2.5 million in total economic impact within the Commonwealth, supporting about 20 jobs, of which $1.5 million of that total economic impact and about 6 of those jobs are within the City.

[6] Because Philadelphia is completely contained within in Pennsylvania, the Pennsylvania figures for expenditures, employment, and earnings include the Philadelphia figures; the difference between the two sets of figures thus represents the economic impact generated in the parts of Pennsylvania outside of Philadelphia. Because local taxes are different from state taxes, the Philadelphia figures for tax revenues are not included in the Pennsylvania figures, but rather each set of tax revenue figures represents the amounts going to those respective governments.

- About $15,000 in local tax revenues and about $55,000 in state tax revenues.

4. OPERATING IMPACT



ACHIEVEability's annual operating expenditures also stimulate the local economy, as salaries it pays and goods and services it purchases have a local impact in terms of jobs created and tax revenues generated. Between 2008 and 2010, ACHIEVEability averaged $2.6 million in annual operating expenditures, including the provision of social programs and the management of properties.[7]

This has a spillover effect on the local economy: purchases of products and services create a cascading effect of vendors ramping up in response to these demands, and payment of salaries supports individuals and families whose own purchasing in turn supports local businesses. It is estimated that ACHIEVEability's annual operating expenditures generate an economic impact of **$4.3 million in total expenditures per year, supporting 80 jobs and $1.7 million in earnings within the City, and generating $130,000 in local taxes for the City,** and a total of **$5.7 million in total expenditures per year, supporting 100 jobs and $2.2 million in earnings within the Commonwealth, and generating $220,000 in state taxes for the Commonwealth** (see Table 4.1).[8]

[7] All dollar figures are expressed in 2011 terms. Annual operating expenditures include ACHIEVEability and its subsidiaries and affiliates, with internal transfers accounted for to avoid double-counting.

[8] Since operating activity continues on into the future, these impacts are ongoing and not one-time in nature. This is contrasted against impacts from construction activities, which have a finite time period and therefore generate impacts that are one-time and not ongoing in nature. See Appendix E for additional detail on the economic and fiscal impact of ACHIEVEability annual operations.

Table 4.1 – Estimated Ongoing Total Economic and Fiscal Impact Resulting from ACHIEVEability Yearly Operating Expenditures, 2008 to 2010 Annual Average (in 2011 $M)[9]

	City of Philadelphia	Commonwealth of Pennsylvania
Direct Expenditures	$2.6	$2.6
Indirect and Induced Expenditures	$1.7	$3.1
Total Expenditures	$4.3	$5.7
Total Employment	81	96
Total Earnings	$1.7	$2.2
Total Tax Revenues	$0.13	$0.22

Source: ACHIEVEability (2011), Econsult Corporation (2011)

[9] Because Philadelphia is completely contained within in Pennsylvania, the Pennsylvania figures for expenditures, employment, and earnings include the Philadelphia figures; the difference between the two sets of figures thus represents the economic impact generated in the parts of Pennsylvania outside of Philadelphia. Because local taxes are different from state taxes, the Philadelphia figures for tax revenues are not included in the Pennsylvania figures, but rather each set of tax revenue figures represents the amounts going to those respective governments.

5. PROGRAMMATIC IMPACT

The aforementioned property value, economic, and fiscal impacts associated with the one-time construction projects and ongoing operating expenditures of ACHIEVEability are secondary to the core mission of ACHIEVEability, which is to permanently break the generational cycle of poverty for low income, single parent, homeless families through higher education, affordable housing, supportive services, community and economic development, and accountability. ACHIEVEability's holistic approach to the needs of low income families, and its provision of a comprehensive set of services, has turned around the lives of a multitude of individuals and families over the past 30 years. The social and emotional impact of ACHIEVEability's work cannot be adequately quantified, particularly by those who have directly benefited from ACHIEVEability's programs and services.

However, there are some aspects of these social and emotional gains that can be quantified, and that are enjoyed by society as a whole and not just by the families served by ACHIEVEability.[10] ACHIEVEability's programs and services result in three positive outcomes:

1. **Reduced dependence on public subsidies**, which shrinks the cost imposed on local, state, and federal governments and on taxpayers.

2. **Increased earned income**, which expands spending power and therefore has spillover impacts on local merchants and other businesses.

3. **Increased taxes paid**, which provides revenues to local, state, and federal governments.

"Before" and "after" data on the 92 families who left the program during 2008, 2009, or 2010 show that, as a result of their participation in ACHIEVEability's program, families reduced their reliance on public subsidies by 25 percent, increased their earned income by 54 percent, and increased their taxes paid by 85 percent (see Table 5.1).[11]

[10] See Appendix F for a summary of selected literature on the quantified impacts of programs similar to ACHIEVEability in other parts of the US.

[11] Public subsidies include Temporary Assistance to Needy Families, Supplemental Security Income, Earned Income Tax Credit, Supplemental Nutrition Assistance Program ("food stamps"), and Section 8 housing vouchers. Taxes paid include local (income, property), state (income, sales), and federal (income, Social Security, Medicare). See Appendix G for additional detail on before and after data on ACHIEVEability families.

Table 5.1 – Public Subsidies, Earned Income, and Taxes Paid by ACHIEVEability Families Who Ceased Participation between 2008 and 2010[12]

In 2011 $M	Public Subsidies	Earned Income	Taxes Paid
Entry	$0.60	$1.07	$0.11
Exit	$0.45	$1.64	$0.21
Difference	-$0.15	$0.58	$0.10

Per Participant	Public Subsidies	Earned Income	Taxes Paid
Entry	$6,528	$11,593	$1,234
Exit	$4,873	$17,868	$2,281
Difference	-$1,655	$6,275	$1,046
% Difference	-25%	+54%	+85%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

In the aggregate, these 92 families were responsible for $150,000 less in public subsidies received and $100,000 more in local, state, and federal taxes paid, for a total **$250,000 positive difference in net government resources contributed** from the time they commenced involvement with ACHIEVEability and the time they ceased involvement. These 92 families also **earned $580,000 more income per year as a result of their participation with ACHIEVEability**.

Another way of expressing this aggregate gain is first from the perspective of the families and then from the perspective of various government jurisdictions. These families earned $580,000 more income per year, received $150,000 less in public subsidies, and paid $100,000 more in taxes per year, for a net gain of $330,000. Various government jurisdictions paid out $150,000 less in public subsidies per year and received $100,000 more in taxes per year, for a net gain of $250,000. Essentially, ACHIEVEability's involvement with these 92 families contributed to their ability to earn an aggregate $580,000 more in income per year, of which about 57 percent was enjoyed by the families and about 43 percent was enjoyed by various government jurisdictions (and their taxpaying citizens).

The prospects are very good that these trends will continue into the future, meaning that ACHIEVEability's work in impacting individuals and families not only reduces public subsidies,

[12] Earned income is on an annual basis. Earned Income Tax Credit amounts are counted as public subsidies, and are backed out of taxes paid.

increases earned income, and increases taxes paid during participants' time with ACHIEVEability, but is also likely to continue to do so long after families have exited their involvement with ACHIEVEability. This is because of ACHIEVEability's focus on educational attainment, and the resources and programming it devotes to help families obtain academic credentials.

As noted above, the wage premium associated with additional educational credentialing will likely grow over time, so it seems safe to assume that these and other ACHIEVEability families will continue to reap higher incomes as a result of their academic achievements and other gains secured as a result of participation with ACHIEVEability.



Even without assuming higher rates of increased earning power over time, the difference between ACHIEVEability families and non-participants is great: **over a 10-year period, each ACHIEVEability family is estimated to earn over $63,000 more, pay $10,000 more in taxes, and receive $17,000 less in public subsidies in the aggregate than someone in the same circumstances who does not participate in ACHIEVEability programming** (see Figure 5.1).[13] In the likely event that ACHIEVEability families further accelerate their earning potential due to the educational resources and academic credentialing

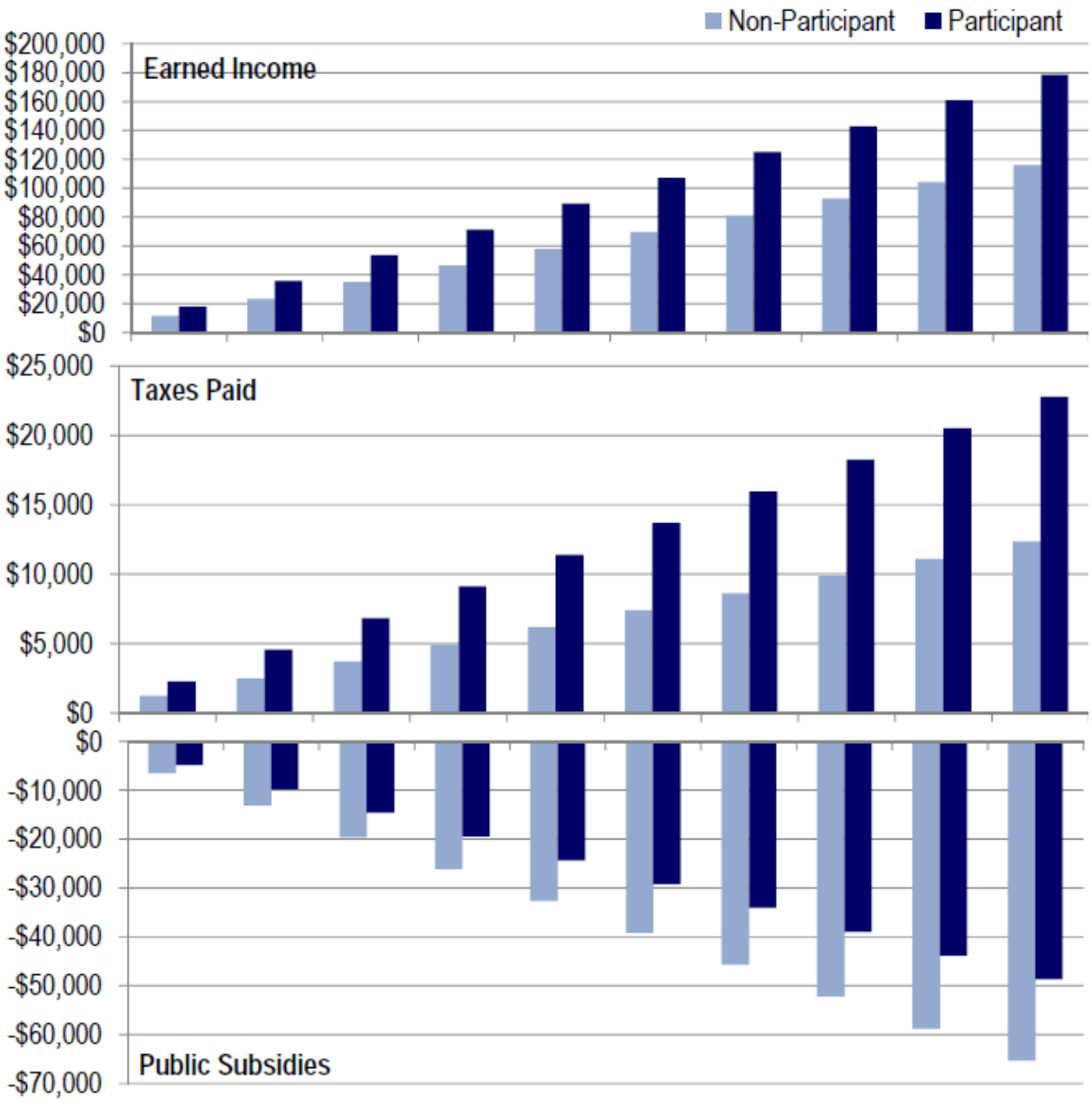
[13] These estimates are expressed in 2011 dollars. It is assumed, to simplify matters and to be conservative, that growth rates in earned income, taxes paid, and public subsidies received are equal to inflation rates, so there is no need to either discount or inflate estimates.

A non-participant is assumed to have the same level of earned income, taxes paid, and public subsidies received as the average ACHIEVEability family upon entry into ACHIEVEability programming, and to have those amounts grow at the rate of inflation, even though it is possible that earned income and taxes paid will grow at a rate less than inflation and that public subsidies received will grow at a rate greater than inflation, due to disinvestment in human capital from lack of access to educational and other supportive resources. A participating family is assumed to have the same level of earned income, taxes paid, and public subsidies received as the average ACHIEVEability family upon exit from ACHIEVEability programming, and to have those amounts grow at the rate of inflation, even though it is almost certain that earned income and taxes paid will grow at a rate greater than inflation and that public subsidies received will grow at a rate less than inflation, due to investment in human capital from access to educational and other supportive resources.

As noted previously, the 10-year difference at an individual family level can be expressed first from the perspective of the family and then from the perspective of various government jurisdictions. Each family earns $63,000 more, pays $10,000 more in taxes, and receives $17,000 less in public subsidies, for a net gain of $36,000 per year to the family. For each family, various government jurisdictions pay out $17,000 less in public subsidies and receive $10,000 more in taxes, for a net gain of $27,000 to the governments.

received as a result of participation in ACHIEVEability programming, while non-participants' earning potential stagnate or even deteriorate, those differences would be even greater, compounding the benefit to ACHIEVEability families and to society as a whole.

Figure 5.1 – Cumulative Earned Income, Taxes Paid, and Public Subsidies Received by the Average ACHIEVEability Participant, vs. Someone in the Same Circumstances Who Does Not Participate in ACHIEVEability Programming, Over a Ten-Year Period



Source: ACHIEVEability (2011), Econsult Corporation (2011)

Described from a "return on investment" standpoint, ACHIEVEability's operating expenditures on the provision of supportive services to families represent the investment, and the positive difference in net government resources contributed and in income earned represents the return on that investment. Importantly, these gains to ACHIEVEability families and to society as a whole are enjoyed in perpetuity: each grouping of ACHIEVEability families served generates these gains each year, for every year after they have left ACHIEVEability.[14] The investment of resources to serve each grouping of ACHIEVEability families thus generates an annual dividend or an annuity, producing annual impacts directly to ACHIEVEability families, in the form of increased earnings, as well as indirectly to society as a whole, in the form of net government resources contributed.

It is estimated that to serve the 92 families who left the program in 2008, 2009, and 2010, ACHIEVEability incurred about $5.6 million in operating expenditures.[15] This effort generated an annual dividend of $580,000 in aggregate increased earnings for the 92 families, as well as an annual dividend of $250,000 in aggregate net government resources contributed for society as a whole. Said another way, using these 92 families as a proxy for all of ACHIEVEability's work, it is estimated that **each $1 million investment in ACHIEVEability generates, each year in perpetuity, about $100,000 in aggregate additional earnings for ACHIEVEability families, and about $45,000 in aggregate net government resources contributed by ACHIEVEability families**.

Additionally, investments in ACHIEVEability also reap the economic and fiscal impact associated with ACHIEVEability's ongoing operating expenditures, as estimated in the previous section. Each $1 million investment in ACHIEVEability's annual operating budget generates:

- About $2.2 million in total economic impact within the Commonwealth, supporting about 40 jobs, of which $1.6 million of that total economic impact and about 30 of those jobs are within the City.

- About $85,000 in local tax revenues and about $50,000 in state tax revenues.

[14] "In perpetuity" means that these increases are enjoyed every year into the future, as a result of ACHIEVEability's past work with families it serves, and do not depend on additional outlays of resources by ACHIEVEability.

[15] ACHIEVEability estimates that it serves 160 families per year, and works with them for an average of 3.8 years. At an average annual operating budget of about $2.6 million, this works out to about $16,000 per family per year. Hence, the 92 families who left the program in 2008, 2009, and 2010 represent about $5.6 million: 92 families x $16,000 per family per year x 3.8 years per family = $5.6 million.

6. RETAIL CORRIDOR IMPACT AND OPPORTUNITY

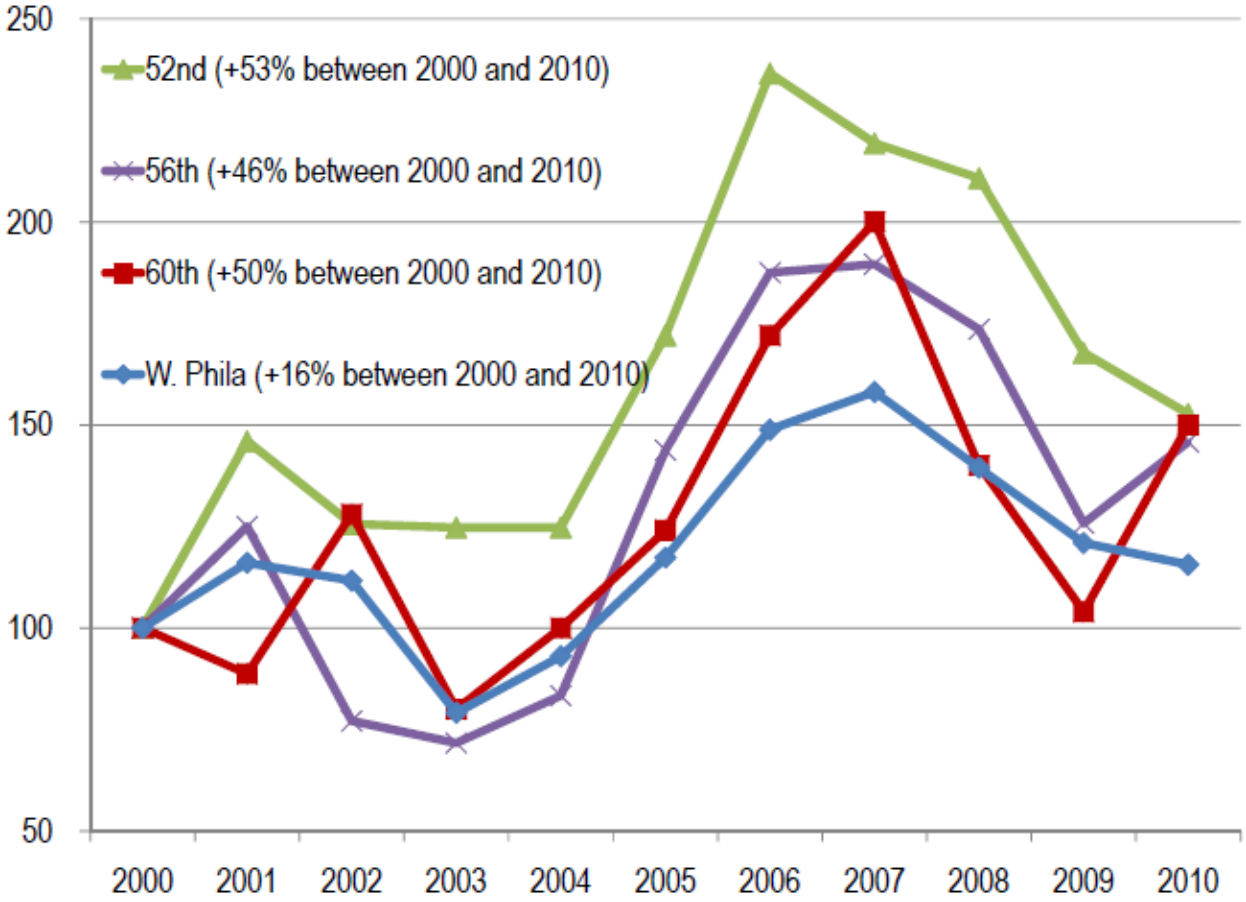
Strong retail clusters are both a cause and effect of stable neighborhoods, particularly in the many dense, mixed-use settings that are found within the City. A neighborhood on the decline represents a decrease in purchasing power for the immediate trade area from which retail stores draw, and may also lead to other problems, such as crime and blight, that further deter shoppers. And, as a retail corridor wanes in activity, it becomes less of an amenity to its nearby residential areas, diminishing the premium people might be willing to pay to be proximate to convenient shopping options. The reverse can happen as well: as neighborhoods improve, they may draw more and better retail choices, and more and better retail choices may make a neighborhood more desirable.[16]

The extent to which ACHIEVEability's work benefits local retail centers is, in a sense, already captured in previous sections. As it provides housing and supportive services to families, they are more likely to find and keep well-paying jobs, and some of their earnings can in turn be spent in local stores. ACHIEVEability's construction activity brings workers and their earnings to the immediate neighborhood, increasing the likelihood that spending will take place in nearby restaurants and shops. A similar dynamic occurs with ACHIEVEability's ongoing operations, which also draw in people and purchasing power.

Finally, the property value impact of ACHIEVEability's work reflects the premium people are willing to pay to live in a neighborhood in which blighted structures and vacant lots have been replaced by new homes. For example, median house prices near the 52nd, 56th, and 60th Street retail corridors increased by about 50 percent between 2000 and 2010, or about three times more than the price appreciation in all of West Philadelphia during the same time period (see Figure 6.1).

[16] These dynamics are borne out in "Commercial Corridors: A Strategic Investment Framework for Philadelphia," a three-year study of the 260+ retail centers in Philadelphia, which was conducted by LISC Philadelphia and Econsult Corporation for William Penn Foundation and completed in 2009.

Figure 6.1 – Median House Price in West Philadelphia and near Retail Corridors near ACHIEVEability, Indexed (2000 = 100)[17]



Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

[17] "West Philadelphia" does not include University City. "Near" retail corridors means within a quarter-mile of the retail corridor boundaries, as established by Econsult in conjunction with the Philadelphia City Planning Commission in Econsult's 2009 study of retail in Philadelphia.

The stabilizing and reconstructive effect of ACHIEVEability on retail corridors like 52nd Street, 56th Street, and 60th Street in West Philadelphia is of great significance. Smaller, pedestrian-oriented urban corridors have been negatively affected by a number of broad retail trends: as regions have become more decentralized and auto-centric, retail activity has tended to concentrate in suburban power centers, so not only have residential areas near corridors like 52nd Street, 56th Street, and 60th Street lost residents to the suburbs, but many of the remaining residents export their shopping dollars to the suburbs as well. While the City boasts of a vibrant diversity of retail options for residents, commuters, and visitors (a 2009 ranking of the City's 260+ retail centers by Econsult showed a wide range of corridor types at the top of the list), many of its older and more pedestrian-oriented options have declined precipitously (in that same ranking, the bottom 10 percent, each representing very low levels of retail activity, were almost all based in dense neighborhoods serving small trade areas). [18]

Looking ahead, ACHIEVEability is likely to find its biggest impacts on the local retail sector in two areas. The first area is more broadly focused: by continuing to help repopulate and stabilize its immediate neighborhood, ACHIEVEability **increases the number of residents proximate to 52nd Street, 56th Street, and 60th Street shops, as well as their purchasing power**.[19] This work, by enhancing the area physically, also increases the potential for **additional residents to move into the neighborhood**, and for **additional shoppers to consider these corridors as attractive shopping options.**[20]



The second area is more narrowly concentrated on the retail sector itself. To the extent that **ACHIEVEability can play a coordinating and marketing role with merchants in specific purchasing categories in which local consumption is high but local provision is low**, it can increase the possibility that those retailers will see the 52nd Street, 56th Street, and 60th Street area as a place of opportunity, resulting in less exporting of shopping dollars outside the

[18] "Commercial Corridors: A Strategic Investment Framework for Philadelphia," Econsult Corporation (2009). A briefing report on the 60th Street area, which summarizes data collected as part of this larger analysis, is provided as an addendum to this study, and is described in further detail in Appendix I.

[19] Demographic data provided by ESRI. See Appendix J for a map of the trade areas studied as part of this analysis, and Appendix K for a more detailed table of demographic profile.

[20] Econsult's 2009 study of retail in the City identified a strong correlation between retail success and the implementation of interventions that dealt with basic issues of safety, cleanliness, and aesthetics.

immediate area, greater retention of purchasing power for the benefit of local merchants, and more and better shopping choices for local residents.[21] A retail leakage analysis of the trade market around the 60th Street area, ACHIEVEability's primary retail corridor of interest, indicates that there are a number of retail categories in which current demand from local residents far outstrips current supply from local merchants (see Table 6.1).[22]

Table 6.1 – Selected Retail Categories in Which Current Local Demand Far Outstrips Current Local Supply in the 60th Street Area, as Measured by Difference in Consumption by Local Residents and Provision by Local Merchants within a Certain Radius of the Intersection of 60th and Market Streets (in $M)

Retail Category	Within ¼ mi	Within1 mi	Within 2 mi
Furniture & Home Furnishings Stores	$0.8	$8.2	$27.4
Electronics & Appliance Stores	$0.5	$6.8	$24.1
Building Material and Supplies Dealers	$0.9	$11.2	$21.9
Electronic Shopping and Mail-Order Houses	$0.9	$11.6	$35.9
Full-Service Restaurants	$0.3	$13.3	$70.1

Source: ESRI (2011), Econsult Corporation (2011)

[21] Econsult's 2009 study of retail in the City estimated that of shoppers originating from zip codes 19139 or 19143, over half of their shopping trips took place outside of those zip codes.

[22] Retail leakage data provided by ESRI. See Appendix L for a more detailed table of estimated retail supply and retail demand.

7. CONCLUSION



In summary, ACHIEVEability's impact is not only on individuals and families, but also on the City and the Commonwealth as a whole. And, it is also economic in nature (see Table 7.1 and Table 7.2):

- ACHIEVEability's housing development replaces blighted structures and vacant lots with new homes, which has a dramatic effect on the stability and value of the neighborhoods in which this work takes place, translating into higher property values, which yields more wealth for individual households and more property tax revenues for the City and School District.

- ACHIEVEability's housing development in West Philadelphia represents net new infusions of construction activity and related employment, which result in further local stimulus as additional materials are purchased and as wages are spent. ACHIEVEability's annual operating expenditures also represent net new infusions of local spending, in the form of salaries paid and goods and services purchased for programmatic offerings, property management, and administrative oversight. Both the upfront construction expenditures and the ongoing operating expenditures in turn lead to a wide range of economic activity in many industries, supporting local employment and generating local tax revenues.

- ACHIEVEability changes lives in ways that result in higher earnings for families, which has a stimulative effect on the local economy by elevating purchasing power and increasing tax revenue generation.

- And, finally, ACHIEVEability's work in stabilizing neighborhoods has a positive effect on local retail corridors, which are strengthened when residents are richer and structures are improved.

In summary, each dollar spent by ACHIEVEability on its construction projects has a multiplier effect, in the form of **household wealth gains to individual property owners, property tax revenues for the City and the School District,** and **economic and fiscal impacts within the City**

and the Commonwealth. Each $1 million invested in ACHIEVEability's construction projects since 1984 has generated (see Table 7.1):

- About $11 million in household wealth gains, and potentially upwards of about $300,000 per year in tax revenues for the City and School District.

- About $2.5 million in total economic impact within the Commonwealth, supporting about 20 jobs, of which $1.5 million of that total economic impact and about 6 of those jobs are within the City.

- About $15,000 in local tax revenues and about $55,000 in state tax revenues.

Table 7.1 – Return on Investment on the $27 Million Spent by ACHIEVEability on Construction Projects Since 1984

Impact Category	Impact Components	Aggregate Impact	Return on Investment in ACHIEVEability (per $1M Spent on Rehabilitations)
Property value impact[23]	One-time increase in household wealth	$300M	$11M
	Potential annual gain to City and School District in property tax revenues	$8M	$300K
Construction impact[24]	One-time economic impact within the City	$40M	$1.5M
	Jobs supported within the City	170	6
	Tax revenues generated for the City	$400K	$15K
	One-time economic impact within the Commonwealth	$67M	$2.5M
	Jobs supported within the Commonwealth	580	21
	Tax revenues generated for the Commonwealth	$1.5M	$55K

Source: ACHIEVEability (2011), Econsult Corporation (2011)

[23] ACHIEVEability's construction projects increase home values (a "stock," or an upfront one-time increase), which potentially increases property tax revenues (a "flow," or an ongoing annual increase).

[24] Since construction activity has a finite time period, these impacts are one-time and not ongoing in nature. This is contrasted against impacts from ongoing activities, which continue on into the future and therefore generate impacts that are ongoing and not one-time in nature.

Because Philadelphia is completely contained within in Pennsylvania, the Pennsylvania figures for expenditures, employment, and earnings include the Philadelphia figures; the difference between the two sets of figures thus represents the economic impact generated in the parts of Pennsylvania outside of Philadelphia. Because local taxes are different from state taxes, the Philadelphia figures for tax revenues are not included in the Pennsylvania figures, but rather each set of tax revenue figures represents the amounts going to those respective governments.

And, each dollar spent by ACHIEVEability on its annual operating budget has a multiplier effect, in terms of **economic and fiscal impacts within the City and the Commonwealth**, as well as of **increased earnings for ACHIEVEability families and increased net government contributions by ACHIEVEability families**. Each $1 million invested in ACHIEVEability's operating budget each year generates (see Table 7.2 and Table 7.3):

- About $2.2 million in total economic impact within the Commonwealth, supporting about 40 jobs, of which $1.6 million of that total economic impact and about 30 of those jobs are within the City.

- About $85,000 in local tax revenues and about $50,000 in state tax revenues.

- About $100,000 in aggregate additional earnings each year in perpetuity for ACHIEVEability families, and about $45,000 in aggregate net government resources contributed in perpetuity by ACHIEVEability families. At an individual family level, this can be expressed as follows – over a 10-year period, each family earns $63,000 more, pays $10,000 more in taxes, and receives $17,000 less in public subsidies, for a net gain of $36,000 per year to the family. For each family, various government jurisdictions pay out $17,000 less in public subsidies and receive $10,000 more in taxes, for a net gain of $27,000 to the governments.

Table 7.2 – Return on Investment on the $2.6 Million Spent by ACHIEVEability on rograms and Operations Each Year – Operating Impact[25]

Impact Components	Annual Impact	Return on Investment in ACHIEVEability (per $1M Spent per Year on Programs and Operations)
Ongoing annual economic impact within the City	$4M	$1.6M
Jobs supported within the City	80	30
Tax revenues generated for the City	$130K	$50K
Ongoing annual economic impact within the Commonwealth	$6M	$2.2M
Jobs supported within the Commonwealth	100	40
Tax revenues generated for the Commonwealth	$220K	$85K

Source: ACHIEVEability (2011), Econsult Corporation (2011)

[25] Since operating activity continues on into the future, these impacts are ongoing and not one-time in nature. This is contrasted against impacts from construction activities, which have a finite time period and therefore generate impacts that are one-time and not ongoing in nature.

Because Philadelphia is completely contained within in Pennsylvania, the Pennsylvania figures for expenditures, employment, and earnings include the Philadelphia figures; the difference between the two sets of figures thus represents the economic impact generated in the parts of Pennsylvania outside of Philadelphia. Because local taxes are different from state taxes, the Philadelphia figures for tax revenues are not included in the Pennsylvania figures, but rather each set of tax revenue figures represents the amounts going to those respective governments.

Table 7.3 – Return on Investment on the $2.6 Million Spent by ACHIEVEability on Programs and Operations Each Year – Programmatic Impact[26]

Impact Components	Impact from Families Who Left ACHIEVEability in 2008, 2009, and 2010	Return on Investment in ACHIEVEability (per $1M Spent on Programs and Operations)
Annual increase in earnings, in perpetuity	$580K	$103K
Annual increase in taxes paid, in perpetuity	$100K	$18K
Annual decrease in public subsidies received, in perpetuity	$150K	$27K

Source: ACHIEVEability (2011), Econsult Corporation (2011)

In other words, ACHIEVEability's impact need not just be thought of in terms of individual lives changed and families served. Its work also has a significant economic impact within the City and the Commonwealth. ACHIEVEability's work generates a significant economic return to the families it serves, in the form of **increased earnings and decreased reliance on public subsidies**. It also generates a significant economic return to the City and the Commonwealth as a whole, in the form of **household wealth gains, jobs created, government expenditures on public subsidies reduced, tax revenues generated, and retail corridors strengthened**.

[26] "In perpetuity" means that these increases are enjoyed every year into the future, as a result of ACHIEVEability's past work with families it serves, and do not depend on additional outlays of resources by ACHIEVEability.

APPENDIX A – ADDITIONAL DETAIL ON ACHIEVEABILITY CONSTRUCTION PROJECTS

Table A.1 – ACHIEVEability Construction Efforts by Year and Zip Code (Number of Units)

	19104	19131	19139	19143	19151	Total
1984				1		1
1985				4		4
1987	2				6	8
1989				3		3
1990			25			25
1991			4			4
1994			1		1	2
1995		1	2			3
1997		4	24		2	30
1998		3	15	1	2	21
1999			9			9
2000		1	9			10
2001		3	2			5
2002		1	11	4	3	19
2003			11	2	1	14
2004		3	7	2		12
2005						
2007		1	10			11
2008			6	1	3	10
2009		1			1	2
2010		1				1
Grand Total	2	19	136	18	19	194

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table A.2 – ACHIEVEability Construction Efforts by Year and Zip Code
(Total Project Costs, in $M)

	19104	19131	19139	19143	19151	Grand Total
1984	$0.00	$0.00	$0.00	$0.01	$0.00	$0.01
1985	$0.00	$0.00	$0.00	$0.19	$0.00	$0.19
1987	$0.19	$0.00	$0.00	$0.00	$0.36	$0.55
1989	$0.00	$0.00	$0.00	$0.10	$0.00	$0.10
1990	$0.00	$0.00	$4.06	$0.00	$0.00	$4.06
1991	$0.00	$0.00	$0.29	$0.00	$0.00	$0.29
1994	$0.00	$0.00	$0.11	$0.00	$0.03	$0.15
1995	$0.00	$0.02	$0.08	$0.00	$0.00	$0.10
1997	$0.00	$0.54	$3.51	$0.00	$0.24	$4.30
1998	$0.00	$0.30	$1.92	$0.12	$0.19	$2.53
1999	$0.00	$0.00	$1.37	$0.00	$0.00	$1.37
2000	$0.00	$0.18	$1.18	$0.00	$0.00	$1.36
2001	$0.00	$0.15	$0.22	$0.00	$0.00	$0.36
2002	$0.00	$0.18	$1.64	$0.66	$0.54	$3.02
2003	$0.00	$0.00	$1.78	$0.23	$0.09	$2.10
2004	$0.00	$0.58	$1.29	$0.37	$0.00	$2.24
2005	$0.00	$0.00	$0.27	$0.00	$0.00	$0.27
2007	$0.00	$0.20	$2.18	$0.00	$0.00	$2.39
2008	$0.00	$0.00	$1.24	$0.18	$0.61	$2.03
2009	$0.00	$0.07	$0.00	$0.00	$0.03	$0.10
2010	$0.00	$0.12	$0.00	$0.00	$0.00	$0.12
Grand Total	$0.19	$2.35	$21.14	$1.86	$2.09	$27.62

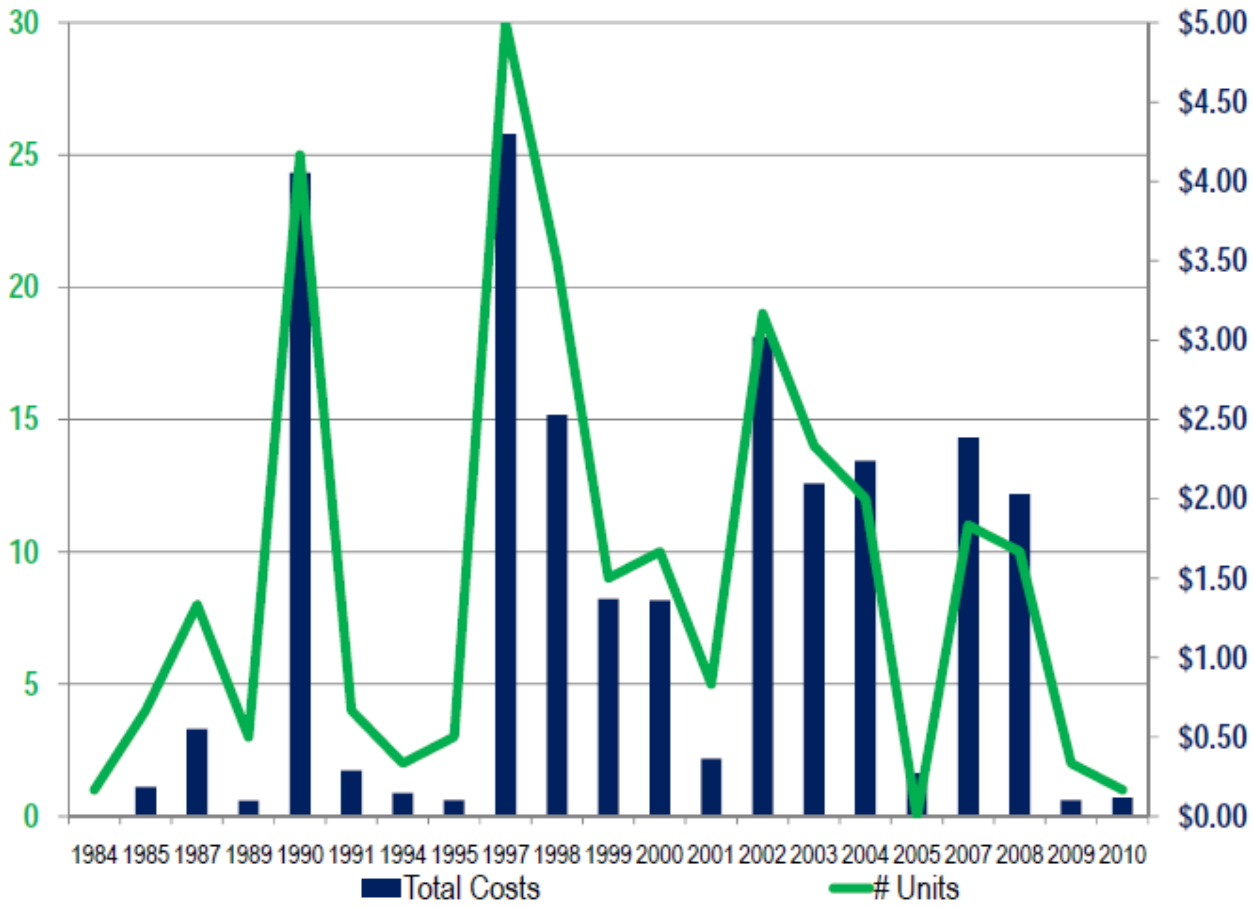
Source: ACHIEVEability (2011), Econsult Corporation (2011)

Figure A.1 – Location and Size of All ACHIEVEability Construction Efforts, 1984 to 2010



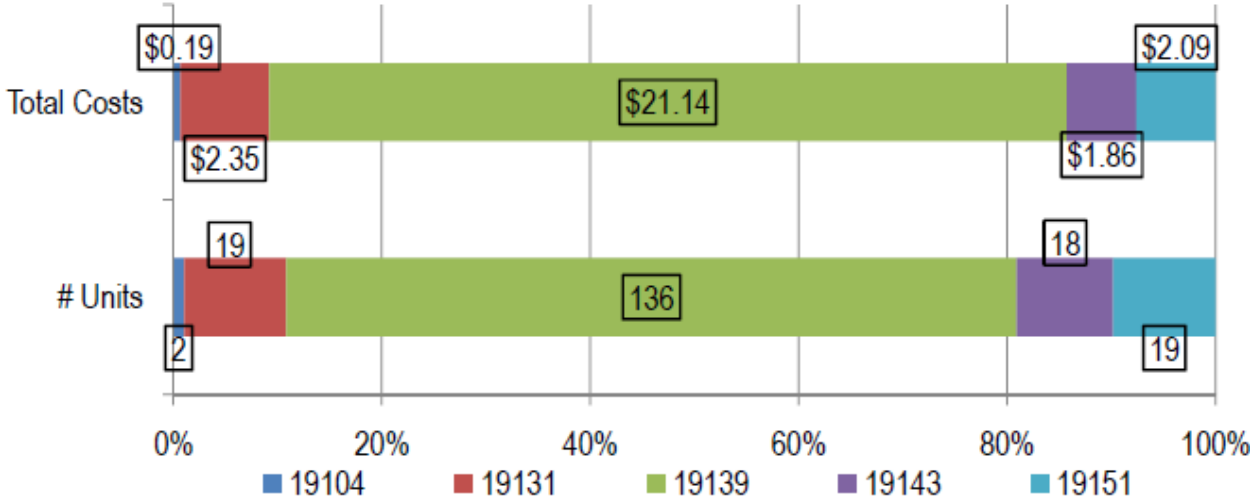
Source: ACHIEVEability (2011), Econsult Corporation (2011)

Figure A.2 – ACHIEVEability Construction Efforts by Year (Total Costs in 2011 $M)



Source: ACHIEVEability (2011), Econsult Corporation (2011)

Figure A.3 – ACHIEVEability Construction Efforts by Zip Code (Total Costs in 2011 $M)



Source: ACHIEVEability (2011), Econsult Corporation (2011)

APPENDIX B – ADDITIONAL DETAIL ON PROPERTY VALUE ANALYSIS METHODOLOGY AND RESULTS

B.1 Overall Methodological Approach

Hedonic regression analyses presume that house prices represent a buyer's willingness to pay for a bundle of attributes – some positive and some negative – associated with the house. Some are related to the structure itself – number of bedrooms and bathrooms, age and condition of systems, existence of various desirable features like a pool or a patio. Some are related to the mix of costs and services associated with the governing jurisdictions within which the house is located – tax levels, the caliber of public schools, the quality of police and fire. Finally, some are related to proximity to various amenities and disamenities – distance to the nearest park, playground, landfill. Econometric techniques can be used to isolate the influence of each of these factors on the overall price buyers are willing to pay for a house.

The analytical approach to determine the effect of ACHIEVEability's construction work in West Philadelphia proceeds in two steps. First, a hedonic regression is performed to isolate the impact on house prices of proximity to an ACHIEVEability construction project. This establishes whether these sites were, prior to rehabilitation by ACHIEVEability, a positive or negative influence on surrounding properties. One would suspect that these sites are negative influences, since they are in need of rehabilitation.

Second, an "event study" regression analysis is performed to measure the level and trend in house prices before and after nearby rehabilitation by ACHIEVEability, to determine if the rehabilitation by ACHIEVEability led to a change in the level and trend of house prices nearby. One would suspect that rehabilitations by ACHIEVEability would lead to a positive change in the level and/or trend of house prices nearby, since they represent improvements of sites from blighted to renovated.

B.2 Analytical Steps Undertaken

To test these two hypotheses, the following actions were undertaken. First, utilizing data provided by ACHIEVEability, the 194 units that ACHIEVEability has developed since 1984 were geocoded, thus identifying each observation with the following characteristics: location, date of rehabilitation, and project cost. The 65,000 arms-length house sales transactions that took place in West Philadelphia between 1980 and the end of the first quarter of 2011 were similarly geocoded, using data obtained from the City of Philadelphia Department of Records and the City of Philadelphia Office of Property Assessment. Each sale was identified with a number of

characteristics, including location, date and price of sale, and characteristics of the house and lot (lot size, building size, and other physical characteristics). For each of these 65,000 sales, it was determined whether it took place within a quarter-mile of an ACHIEVEability construction project, as well as the number of ACHIEVEability construction projects located within a quarter-mile.

Three regression analyses were then conducted. The first two sought to determine the effect of proximity to ACHIEVEability developed homes on house prices. The first analysis included a variable called "dist_qtr_ACH," which represents whether the sale took place within a quarter-mile of an ACHIEVEability developed home (see Table B.1). The second analysis included that variable, plus another variable called "count," which represents the number of ACHIEVEability developed homes located within a quarter-mile (see Table B.2).

Table B.1 – Regression #1 = Impact on House Sales of Proximity to an ACHIEVEability Home, As Measured By Whether or Not the Sale Took Place within a Quarter-Mile of an ACHIEVEability Home

N=65,283, Adj. R-sq=0.5763

Variable	Parameter Estimate	Standard Error	t Value
Intercept	9.0056	0.0547	164.75
dist_qtr_ACH	-0.1115	0.0053	-20.91
Lot_Sqft	0.0000	0.0000	4.69
bldg_sqft	0.0003	0.0000	28.17
FAR	-0.2107	0.0197	-10.69
ratio_frt_sqft	-18.3358	1.2673	-14.47
one_fire	0.0880	0.1051	0.84
two_fire	0.1841	0.2691	0.68
dist_cbd	0.2023	0.0030	66.47
UCity	1.0462	0.0124	84.56
corner_dum	0.0432	0.0222	1.95
cond_superior	0.4265	0.0367	11.61
cond_above_avg	0.2922	0.0199	14.65
cond_below_avg	-0.2775	0.0129	-21.51
cond_inferior	-0.3788	0.0131	-28.89
central_air	0.2063	0.0308	6.71
rental	-0.3280	0.0055	-59.67
garage	0.2735	0.0061	44.63
brick	-0.1761	0.1714	-1.03
frame	-0.3548	0.0503	-7.05
masother	0.1325	0.0158	8.40
stone	0.0160	0.0231	0.69

N=65,283, Adj. R-sq=0.5763

Variable	Parameter Estimate	Standard Error	t Value
oneh_story	-0.2734	0.1206	-2.27
two_story	-0.1823	0.0310	-5.89
twoh_story	0.1127	0.0760	1.48
three_story	-0.0420	0.0334	-1.26
threeplus_story	-0.0018	0.0459	-0.04
apt_house	0.2289	0.0105	21.90
detached	-0.4188	0.0415	-10.08
row_house	-0.3498	0.0312	-11.20
semi_detached	-0.3794	0.0317	-11.95
abate_imprvd	0.3078	0.0837	3.68
abate_new	0.5252	0.3474	1.51
spring	-0.0125	0.0071	-1.77
summer	0.0337	0.0068	4.97
autumn	0.0288	0.0069	4.15
repsale1	0.2765	0.0085	32.72
repsale2	0.1402	0.0100	14.05
repsale3	0.0792	0.0088	8.96
repsale4	-0.0060	0.0085	-0.71
year_2	0.0418	0.0250	1.67
year_3	0.0260	0.0257	1.01
year_4	0.1294	0.0247	5.25
year_5	0.2314	0.0245	9.43
year_6	0.3088	0.0239	12.94
year_7	0.4162	0.0238	17.51
year_8	0.5002	0.0238	21.00
year_9	0.5380	0.0238	22.57
year_10	0.6179	0.0237	26.07
year_11	0.6288	0.0237	26.55
year_12	0.6074	0.0243	25.00
year_13	0.6480	0.0247	26.26
year_14	0.7427	0.0241	30.84
year_15	0.7932	0.0229	34.70
year_16	0.6333	0.0232	27.30
year_17	0.6780	0.0229	29.64
year_18	0.6554	0.0224	29.30
year_19	0.7405	0.0221	33.47
year_20	0.8246	0.0220	37.49
year_21	0.8629	0.0223	38.76
year_22	1.0131	0.0234	43.37
year_23	1.0183	0.0226	45.11
year_24	0.8188	0.0218	37.56
year_25	0.9639	0.0213	45.25

N=65,283, Adj. R-sq=0.5763

Variable	Parameter Estimate	Standard Error	t Value
year_26	1.2981	0.0213	60.91
year_27	1.6892	0.0216	78.17
year_28	1.7598	0.0219	80.46
year_29	1.6506	0.0228	72.49
year_30	1.5608	0.0238	65.64
year_31	1.5082	0.0237	63.62
year_32	1.4944	0.0383	39.00

Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

Table B.2 – Regression #2 = Impact on House Sales of Proximity to an ACHIEVEability Home, As Measured By Whether or Not the Sale Took Place within a Quarter-Mile of an ACHIEVEability Home and How Many ACHIEVEability Homes Took Place within a Quarter-Mile

N=65,283, Adj. R-sq=0.5782

Variable	Parameter Estimate	Standard Error	t Value
Intercept	8.9894	0.0546	164.79
Lot_Sqft	0.0000	0.0000	5.11
dist_qtr_ACH	-0.0523	0.0064	-8.25
count	-0.0081	0.0005	-17.12
bldg_sqft	0.0003	0.0000	28.14
FAR	-0.2066	0.0197	-10.50
ratio_frt_sqft	-17.2240	1.2661	-13.60
one_fire	0.0938	0.1048	0.89
two_fire	0.1871	0.2685	0.70
dist_cbd	0.2010	0.0030	66.20
UCity	1.0433	0.0124	84.50
corner_dum	0.0404	0.0221	1.83
cond_superior	0.4246	0.0366	11.59
cond_above_avg	0.2780	0.0199	13.96
cond_below_avg	-0.2817	0.0129	-21.88
cond_inferior	-0.3839	0.0131	-29.33
central_air	0.2007	0.0307	6.54
rental	-0.3265	0.0055	-59.53
garage	0.2651	0.0061	43.23
brick	-0.1787	0.1710	-1.05
frame	-0.3531	0.0502	-7.03
masother	0.1172	0.0158	7.44

N=65,283, Adj. R-sq=0.5782

Variable	Parameter Estimate	Standard Error	t Value
stone	0.0115	0.0230	0.50
oneh_story	-0.2747	0.1204	-2.28
two_story	-0.1850	0.0309	-5.99
twoh_story	0.1105	0.0759	1.46
three_story	-0.0537	0.0334	-1.61
threeplus_story	-0.0125	0.0458	-0.27
apt_house	0.2281	0.0104	21.86
detached	-0.4065	0.0414	-9.81
row_house	-0.3397	0.0312	-10.90
semi_detached	-0.3660	0.0317	-11.55
abate_imprvd	0.3041	0.0836	3.64
abate_new	0.5169	0.3466	1.49
spring	-0.0135	0.0071	-1.91
summer	0.0328	0.0068	4.85
autumn	0.0284	0.0069	4.10
repsale1	0.2753	0.0084	32.66
repsale2	0.1394	0.0100	14.00
repsale3	0.0774	0.0088	8.78
repsale4	-0.0065	0.0084	-0.77
year_2	0.0428	0.0249	1.71
year_3	0.0301	0.0256	1.17
year_4	0.1336	0.0246	5.43
year_5	0.2326	0.0245	9.50
year_6	0.3116	0.0238	13.09
year_7	0.4168	0.0237	17.58
year_8	0.5006	0.0238	21.07
year_9	0.5410	0.0238	22.75
year_10	0.6198	0.0237	26.21
year_11	0.6299	0.0236	26.66
year_12	0.6092	0.0242	25.13
year_13	0.6507	0.0246	26.43
year_14	0.7427	0.0240	30.91
year_15	0.7929	0.0228	34.76
year_16	0.6346	0.0232	27.42
year_17	0.6767	0.0228	29.65
year_18	0.6560	0.0223	29.40
year_19	0.7403	0.0221	33.53
year_20	0.8272	0.0220	37.69
year_21	0.8645	0.0222	38.92
year_22	1.0140	0.0233	43.51
year_23	1.0183	0.0225	45.21
year_24	0.8204	0.0218	37.72

N=65,283, Adj. R-sq=0.5782

Variable	Parameter Estimate	Standard Error	t Value
year_25	0.9656	0.0213	45.42
year_26	1.2986	0.0213	61.07
year_27	1.6898	0.0216	78.37
year_28	1.7598	0.0218	80.64
year_29	1.6523	0.0227	72.73
year_30	1.5613	0.0237	65.81
year_31	1.5097	0.0237	63.83
year_32	1.4944	0.0382	39.08

Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

The third regression sought to determine the before-and-after effect of the actual ACHIEVEability construction work, by comparing house price levels and trends before construction versus after construction (see Table B.3). This analysis included the following variables:

- pre_ACH – house price levels before construction
- pre_ACHt – house price appreciation rates before construction
- post_ACH – house price levels after construction
- post_ACHT – house price appreciation rates after construction

Table B.3 – Regression #3 = Before-and-After Impact on House Sales of Proximity to an ACHIEVEability Home, As Measured By Changes in Level and Trend of House Prices Before and After Construction

N=65,283, Adj. R-sq=0.5870

Variable	Parameter Estimate	Standard Error	t Value
Intercept	9.0210	0.0548	164.60
Lot_Sqft	0.0000	0.0000	4.57
pre_ACH	-0.1960	0.0133	-14.73
pre_ACHt	0.0054	0.0008	6.68
post_ACH	-0.0060	0.0164	-0.36
post_ACHt	0.0144	0.0010	14.46
bldg_sqft	0.0003	0.0000	28.28
FAR	-0.2099	0.0197	-10.67
ratio_frt_sqft	-18.1895	1.2649	-14.38

N=65,283, Adj. R-sq=0.5870

Variable	Parameter Estimate	Standard Error	t Value
one_fire	0.1005	0.1049	0.96
two_fire	0.1974	0.2686	0.74
dist_cbd	0.2056	0.0031	66.89
UCity	1.0499	0.0124	84.92
corner_dum	0.0432	0.0221	1.95
cond_superior	0.4280	0.0367	11.68
cond_above_avg	0.2811	0.0199	14.11
cond_below_avg	-0.2785	0.0129	-21.63
cond_inferior	-0.3827	0.0131	-29.23
central_air	0.2091	0.0308	6.80
rental	-0.3286	0.0055	-59.86
garage	0.2708	0.0061	44.24
brick	-0.1752	0.1711	-1.02
frame	-0.3530	0.0502	-7.03
masother	0.1302	0.0158	8.26
stone	0.0190	0.0231	0.83
oneh_story	-0.2681	0.1204	-2.23
two_story	-0.1784	0.0309	-5.77
twoh_story	0.1151	0.0759	1.52
three_story	-0.0391	0.0334	-1.17
threeplus_story	-0.0044	0.0458	-0.10
apt_house	0.2269	0.0104	21.74
detached	-0.4239	0.0415	-10.23
row_house	-0.3566	0.0312	-11.44
semi_detached	-0.3851	0.0317	-12.16
abate_imprvd	0.2983	0.0836	3.57
abate_new	0.5195	0.3467	1.50
spring	-0.0128	0.0071	-1.81
summer	0.0333	0.0068	4.93
autumn	0.0289	0.0069	4.18
repsale1	0.2761	0.0084	32.73
repsale2	0.1397	0.0100	14.03
repsale3	0.0796	0.0088	9.02
repsale4	-0.0056	0.0084	-0.67
year_2	0.0419	0.0249	1.68
year_3	0.0266	0.0256	1.04
year_4	0.1245	0.0246	5.06
year_5	0.2239	0.0245	9.13
year_6	0.2984	0.0239	12.50
year_7	0.4025	0.0238	16.90
year_8	0.4854	0.0239	20.31
year_9	0.5222	0.0239	21.82

N=65,283, Adj. R-sq=0.5870

Variable	Parameter Estimate	Standard Error	t Value
year_10	0.6001	0.0239	25.16
year_11	0.6089	0.0239	25.51
year_12	0.5850	0.0245	23.86
year_13	0.6229	0.0249	24.99
year_14	0.7153	0.0244	29.33
year_15	0.7642	0.0232	32.89
year_16	0.6031	0.0236	25.53
year_17	0.6459	0.0233	27.67
year_18	0.6235	0.0229	27.24
year_19	0.7087	0.0227	31.25
year_20	0.7924	0.0226	35.06
year_21	0.8272	0.0229	36.14
year_22	0.9759	0.0240	40.67
year_23	0.9845	0.0232	42.40
year_24	0.7852	0.0225	34.87
year_25	0.9290	0.0220	42.15
year_26	1.2594	0.0220	57.13
year_27	1.6487	0.0224	73.76
year_28	1.7175	0.0226	75.99
year_29	1.6100	0.0234	68.73
year_30	1.5158	0.0244	62.13
year_31	1.4596	0.0243	59.99
year_32	1.4351	0.0387	37.07

Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

B.3 Regression Analysis Results

As the regression results indicate, both hypotheses are correct (see Table B.4:

Table B.4 – Summary Regression Results and Implications for Impacts on House Prices of Proximity to ACHIEVEability Homes

Regression	Variable	Coefficient	Log Coeff.[27]	Statistically Significant?
1	dist_qtr_ACH	-0.1115	-10.6%	Yes
2	dist_qtr_ACH	-0.0523	-5.1%	Yes
2	count	-0.0081	-0.8%	Yes
3	pre_ACH	-0.1960	-17.8%	Yes
3	pre_ACHt	0.0054	0.5%	Yes
3	post_ACH	-0.0060	-0.6%	No
3	post_ACHt	0.0144	1.4%	Yes

Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

- Regression 1 - Houses within a quarter-mile of a future ACHIEVEability home sold for 10.6 percent less than other houses in West Philadelphia.

- Regression 2 – Houses within a quarter-mile of a future ACHIEVEability home sold for 5.1 percent less than other houses in West Philadelphia,[28] and each additional ACHIEVEability home within a quarter-mile of the house meant an additional 0.8 percent decline in prices.

- Regression 3 – Houses within a quarter-mile of a future ACHIEVEability home sold for 17.8 percent less than other houses in West Philadelphia,[29] and were appreciating at a rate 0.5 percentage points higher than other houses in West Philadelphia. After the ACHIEVEability construction took place, those same houses appreciated at a rate 1.4 percentage points higher than other houses in West Philadelphia.

[27] Because these regressions use the natural log of price, results can be expressed in percentage terms by raising e to the power of each coefficient's value and then subtracting 1.

[28] This result differs from the one above because of the slightly different ways in which each regression analysis was constructed: the first considered whether or not a house was located within a quarter-mile of a future ACHIEVEability home, while the second considered that as well as how many such future ACHIEVEability homes it was near.

[29] This result differs from the ones above because of the slightly different ways in which each regression analysis was constructed: the first considered whether or not a house was located within a quarter-mile of a future ACHIEVEability home, the second considered that as well as how many such future ACHIEVEability homes it was near, and the third differentiated between sale prices before and after ACHIEVEability construction work.

The variable "post_ACH" is not statistically significant, meaning that there was no meaningful difference in house prices between houses within a quarter-mile of an ACHIEVEability home and other houses within West Philadelphia. This is itself a meaningful conclusion, for it means that the previous difference, estimated at 17.8 percent, was eliminated as a result of the ACHIEVEability construction.

B.4 Property Value Impact

To better express these regression results, these percentages can be converted into dollars, and an illustrative example can be charted. In this illustrative case, the ACHIEVEability construction took place in 2000 (see Figure B.1):

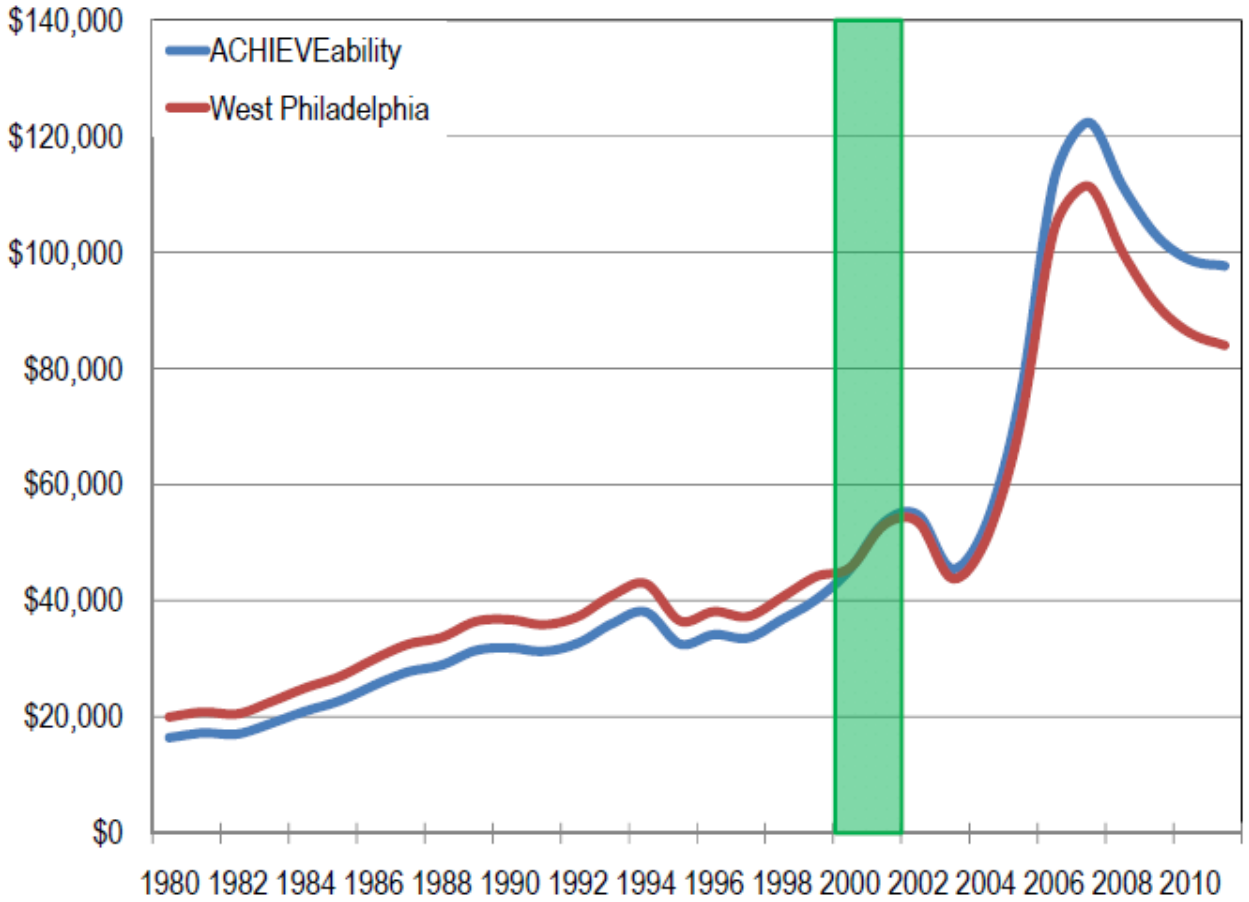
- The average house in West Philadelphia sold for $20,000 in 1980. The average house within a quarter-mile of an ACHIEVEability home sold for 17.8 percent less, or $16,440.

- The average house within a quarter-mile of an ACHIEVEability home was appreciating at a rate 0.8 percentage points higher than the average house in West Philadelphia between 1980 and 2000, but because of the 17.8 percent starting difference, the average house within a quarter-mile of an ACHIEVEability home was still worth less than the average house in West Philadelphia in 2000.

- Immediately following the nearby ACHIEVEability construction in 2000, both houses within a quarter-mile of an ACHIEVEability home and houses in West Philadelphia saw similarly sized price increase, in percentage terms.

- In the years after 2000, houses within a quarter-mile of an ACHIEVEability home appreciated at a rate 1.4 percent percentage points higher than the average house in West Philadelphia.

Figure B.1 – House Price Index for West Philadelphia vs. Houses within a Quarter-Mile of an ACHIEVEability Home (shaded area represents illustrative construction taking place in 2000)



Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

In this illustrative example, the average house within a quarter-mile of an ACHIEVEability home is now worth $97,000, while the average house in West Philadelphia is now worth $84,000. This represents an additional $13,000 gain in household wealth for homeowners within a quarter-mile of an ACHIEVEability home. To the extent that that higher property value is properly accounted for in property assessments, that translates into an additional $300 to $400 in property tax revenues each year to the City and School District.

Multiplying out by the 40,000 houses in West Philadelphia that are located within a quarter-mile of at least one ACHIEVEability home (since all such houses are positively affected by ACHIEVEability construction projects), and accounting for the years in which ACHIEVEability construction projects took place, that means that ACHIEVEability development has led to an

aggregate $300 million increase in household wealth (see Table B.5 and Figure B.2).[30] If assessed values were properly adjusted to account for these increases, that would mean an additional $8 million in property tax revenues each year to the City and School District.[31]

Table B.5 – Estimated Aggregate Household Wealth Increase as a Result of ACHIEVEability Home

	Average House Price in West Philadelphia	# Houses within ¼-mile of at Least One ACHIEVEability Home	Net Appreciation as of 2011 (in $M)
1980	$20,000		$0.0
1981	$20,855		$0.0
1982	$20,540		$0.0
1983	$22,651		$0.0
1984	$25,019	247	$2.9
1985	$26,954	742	$9.0
1986	$29,911		$0.0
1987	$32,496	989	$13.2
1988	$33,715		$0.0
1989	$36,445	494	$6.7
1990	$36,769		$0.0

[30] This estimate is derived by taking the 1.4 percentage point increase in house price appreciation that is enjoyed by houses within a quarter-mile from at least one ACHIEVEability home, compounding that percentage point increase over the number of years from the construction year to the present, and multiplying by the number of houses near that year's ACHIEVEability construction projects and by the average house price in West Philadelphia for that year.

So, for example, in 1984, there were 247 houses in West Philadelphia that were a quarter-mile from at least one ACHIEVEability home. As a result of the ACHIEVEability rehabilitation, those 247 houses began to appreciate by 1.4 percentage points more than other houses in West Philadelphia. As of 2011, that means 27 years' worth of additional house price appreciation. Assuming as a starting house price the average house price in West Philadelphia for that year, of $25,019, that is an aggregate house price appreciation for those 247 houses of $2.9 million. This calculation is then repeated for all 40,045 properties, based on what year's ACHIEVEability housing developments they were near.

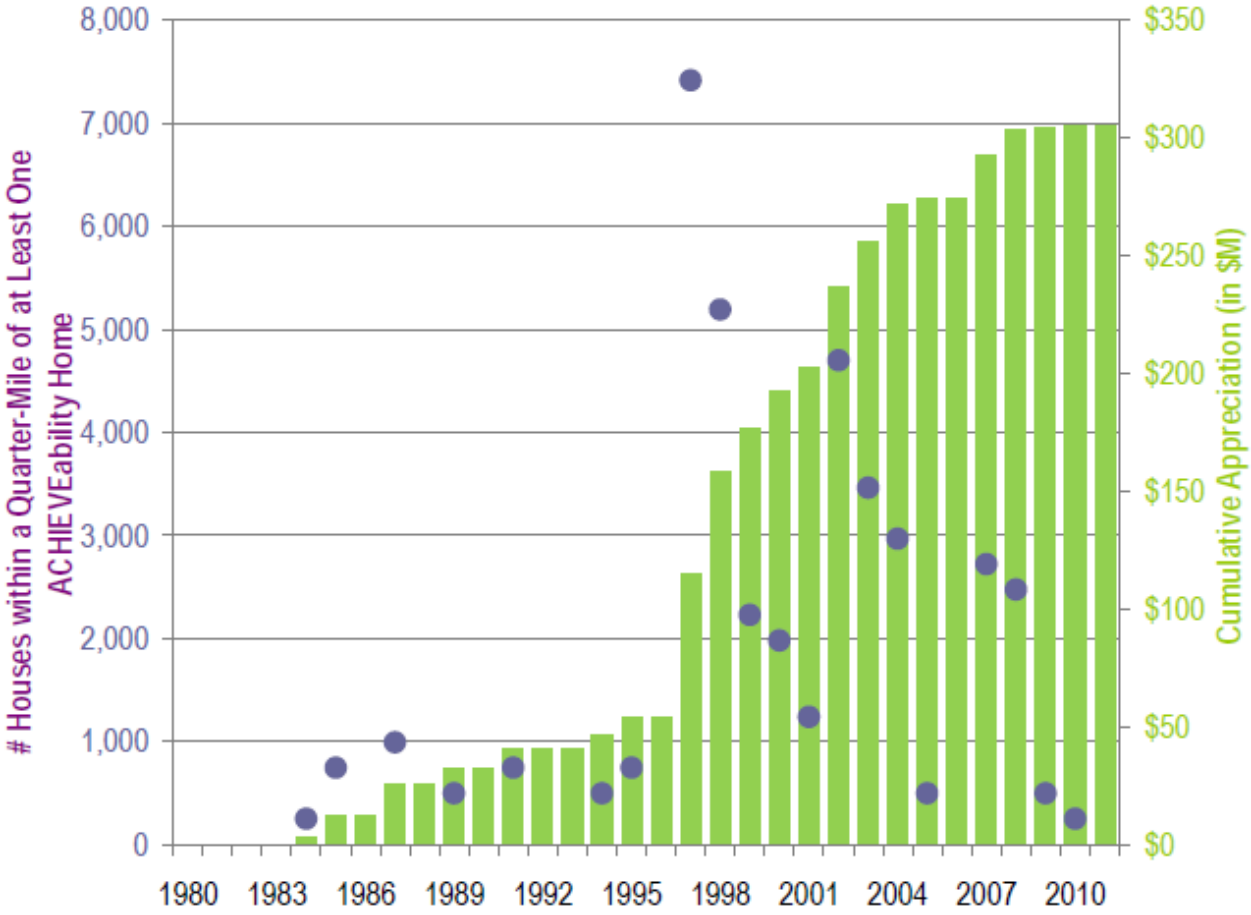
The aggregate household wealth increase is actually probably even higher than the estimated $300 million. These calculations do not take into account that some of these 40,000 houses are near more than one ACHIEVEability home, and therefore their annual increase in house price appreciation is probably greater than 1.4 percentage points.

[31] If that aggregate $300 million increase in house prices were correctly accounted for in assessed values, then the property tax revenue increase would be $300 million x the City's current 32 percent conversion from market value to assessed value x 8.264 percent property tax rate = $8.1 million per year.

	Average House Price in West Philadelphia	# Houses within ¼-mile of at Least One ACHIEVEability Home	Net Appreciation as of 2011 (in $M)
1991	$35,901	742	$8.9
1992	$37,287		$0.0
1993	$40,898		$0.0
1994	$42,946	494	$5.9
1995	$36,555	742	$7.0
1996	$38,153		$0.0
1997	$37,310	7,416	$61.6
1998	$40,626	5,191	$43.3
1999	$44,172	2,225	$18.5
2000	$45,740	1,977	$15.5
2001	$53,069	1,236	$10.1
2002	$53,532	4,697	$34.7
2003	$43,857	3,461	$18.5
2004	$50,638	2,966	$15.9
2005	$70,469	494	$3.1
2006	$104,002		$0.0
2007	$111,412	2,719	$17.9
2008	$100,057	2,472	$10.9
2009	$91,059	494	$1.3
2010	$86,082	247	$0.3
2011	$84,005		$0.0
Total		40,045	$305.0

Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

Figure B.2 – Estimated Aggregate Household Wealth Increase as a Result of ACHIEVEability Housing Development
(left axis = purple dots = # houses within ¼-mile of at least one ACHIEVEability site; right axis = green bars = cumulative appreciation in $millions)



Source: City of Philadelphia Department of Records (2011), City of Philadelphia Office of Property Assessment (2011), Econsult Corporation (2011)

APPENDIX C – ECONOMIC AND FISCAL IMPACT MODEL METHODOLOGY

C.1 Economic Impact Model

The methodology and input-output model used in this economic impact analysis are considered standard for estimating such expenditure impacts, and the results are typically recognized as reasonable and plausible effects, based on the assumptions (including data) used to generate the impacts. In general, one can say that any economic activity can be described in terms of the total output generated from every dollar of direct expenditures. If an industry in a given region sells $1 million of its goods, there is a direct infusion of $1 million into the region. These are referred to as *direct expenditures*.

However, the economic impact on the region does not stop with that initial direct expenditure. Regional suppliers to that industry have also been called upon to increase their production to meet the needs of the industry to produce the $1 million in goods sold. Further, suppliers of these same suppliers must also increase production to meet their increased needs as well. These are referred to as *indirect expenditures*. In addition, these direct and indirect expenditures require workers, and these workers must be paid for their labor. These wages and salaries will, in turn, be spent in part on goods and services produced locally, engendering another round of impacts. These are referred to as *induced expenditures*.

Direct expenditures are fed into a model constructed by Econsult Corporation and based on data provided by the US Department of Commerce's Bureau of Economic Analysis through its Regional Input-Output Modeling System (RIMS II). The model then produces a calculation of the total expenditure effect on the regional economy. This total effect includes the initial direct expenditure effect, as well as the ripple effects described, the indirect and induced expenditure effects.

Part of the total expenditure effect is actually the increase in total wages and salaries (usually referred to as earnings), which the model can separate from the expenditure estimates. Direct payroll estimates are fed into the "household' industry of the input-output model. Impacts of this industry are estimated using the personal consumption expenditure breakdown of the national input-output table and are adjusted to account for regional consumption spending and leakages from personal taxes and savings. The direct, indirect, and induced earnings represent a component of the total economic impact attributable to wages and salaries. Finally, the model calculates the total expenditures affecting the various industries and translates this estimate into an estimate of the total labor (or jobs) required to produce this output.[32]

[32] In the input-output model, the estimate of increased employment will always be in terms of the employment required for a given level of production, usually referred to as *person-years* of employment. As such, these estimates cannot be interpreted as specifying *permanent jobs.*

In short, the input-output model estimates the total economic activity in a region that can be attributed to the direct demand for the goods or services of various industries. This type of approach is used to estimate the total economic activity attributable to the expenditures associated with various types of spending in the region.

C.2 Fiscal Impact Model

The RIMS II model provides estimates of the economic impact of a new project or program on the regional economy. It does not, however, estimate the fiscal impact of the increased economic activity on state and local governments. Econsult has constructed a model that takes the output from the RIMS II model and generates detailed estimates of the increases in state and local tax collections that arise from the new project. Those revenues are in fact a part of the total economic impact of a new project that is often ignored in conventional economic impact analyses.

The RIMS II model provides estimates of direct, indirect, and induced expenditures, earnings, and employment within the defined region. The Econsult fiscal impact model combines the RIMS II output with U. S. Census Bureau County Business Patterns data to produce estimates of the distribution of additional employment and earnings by county. In addition, the 2000 Census "Journey to Work" data on commuting flows are utilized to estimate income earned by residents of each county within the region, regardless of where they work. The fiscal model can then estimate the increase in earned income taxes by county and for the state as a whole resulting from the new project. For complex cases, like Philadelphia, the model can differentiate between residents and nonresidents and apply the proper wage tax rate. Pennsylvania state business and sales taxes, as well as business taxes in Philadelphia, are estimated based on the most recent data on average sales tax base per employee by major industry, as contained in publications from the Pennsylvania Department of Revenue.

Figure C.1 – Glossary of Terms for Input-Output Models

Multiplier Effect – the notion that initial outlays have a ripple effect on a local economy, to the extent that direct expenditures lead to indirect and induced expenditures.

Economic Impacts – total expenditures, employment, and earnings generated.

Fiscal Impacts – local and/or state tax revenues generated.

Direct Expenditures – initial outlays usually associated with the project or activity being modeled; examples: one-time upfront construction and related expenditures associated with a new or renovated facility, annual expenditures associated with ongoing facility maintenance and/or operating activity.

Direct Employment – the full time equivalent jobs associated with the direct expenditures.

Direct Earnings – the salaries and wages earned by employees and contractors as part of the direct expenditures.

Indirect Expenditures – indirect and induced outlays resulting from the direct expenditures; examples: vendors increasing production to meet new demand associated with the direct expenditures, workers spending direct earnings on various purchases within the local economy.

Indirect Employment – the full time equivalent jobs associated with the indirect expenditures.

Indirect Earnings – the salaries and wages earned by employees and contractors as part of the indirect expenditures.

Total Expenditures – the sum total of direct expenditures and indirect expenditures.

Total Employment – the sum total of direct employment and indirect employment.

Total Earnings – the sum total of direct earnings and indirect earnings.

Source: Econsult Corporation (2009)

APPENDIX D – ADDITIONAL DETAIL ON COMPOSITION OF ECONOMIC IMPACT ASSOCIATED WITH ACHIEVEABILITY REHABILITATION PROJECTS

Table D.1 – Estimated Industry Composition of Total One-Time Expenditure Impact within City of Philadelphia Associated with ACHIEVEability Construction Projects (in 2011 $M)

Rank	Industry	Output	% Total
1	Construction	$27.7	68.1%
2	Professional, scientific, and technical services	$2.1	5.3%
3	Manufacturing	$1.9	4.7%
4	Real estate and rental and leasing	$1.6	3.9%
5	Finance and insurance	$1.3	3.3%
6-19	All other industries	$6.0	15%
	Total	$40.6	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table D.2 – Estimated Industry Composition of Total One-Time Expenditure Impact within Commonwealth of Pennsylvania Associated with ACHIEVEability Construction Projects (in 2011 $M)

Rank	Industry	Output	% Total
1	Construction	$27.8	41.2%
2	Manufacturing	$9.7	14.3%
3	Real estate and rental and leasing	$4.0	5.9%
4	Retail trade	$3.7	5.5%
5	Professional, scientific, and technical services	$3.5	5.3%
6-19	All other industries	$6.6	9.8%
	Total	$67.5	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table D.3 – Estimated Industry Composition of Total One-Time Employment Impact within City of Philadelphia Associated with ACHIEVEability Construction Projects

Rank	Industry	Employment	% Total
1	Construction	114	65.8%
2	Retail trade	11	6.2%
3	Professional, scientific, and technical services	8	4.5%
4	Health care and social assistance	6	3.7%
5	Accommodation and food services	6	3.5%
6-19	All other industries	9	4.9%
	Total	174	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table D.4 – Estimated Industry Composition of Total One-Time Employment Impact within Commonwealth of Pennsylvania Associated with ACHIEVEability Construction Projects

Rank	Industry	Employment	% Total
1	Construction	261	44.5%
2	Retail trade	61	10.4%
3	Manufacturing	45	7.7%
4	Health care and social assistance	42	7.1%
5	Professional, scientific, and technical services	27	4.6%
6-19	All other industries	54	9.2%
	Total	586	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table D.5 – Estimated Total One-Time Fiscal Impact Associated with ACHIEVEability Construction Projects (in 2011 $M)

City Tax Revenue Type	Amount	State Tax Revenue Type	Amount
Wage and Earnings	$0.24	Personal Income	$0.66
Sales	$0.03	Sales and Use	$0.65
Business Privilege	$0.14	Corporate Net Income	$0.17
Total City Tax Revenues	$0.41	Total State Tax Revenues	$1.49

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table D.6 – Inclusive Participation Results for Selected ACHIEVEability Housing Developments[33]

	Contract Amount	Neighborhood	Minority	Women
Cecil Housing (2006)	$1.3M	38%	25%	10%
Woodcrest Housing (2005)	$1.1M	30%	18%	7%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

[33] "Neighborhood" is defined as a "Section 3" business, per the Housing and Urban Development Act of 1968. "Minority" is defined as a certified Minority Business Enterprise (MBE). "Women" is defined as a certified Women Business Enterprise (WBE).

APPENDIX E – ADDITIONAL DETAIL ON COMPOSITION OF ECONOMIC IMPACT ASSOCIATED WITH ACHIEVEABILITY OPERATING EXPENDITURES

Table E.1 – Estimated Industry Composition of Total Annual Expenditure Impact within City of Philadelphia Associated with ACHIEVEability Operating Expenditures (in 2011 $M)

Rank	Industry	Output	% Total
1	Health care and social assistance	$1.8	42.0%
2	Real estate and rental and leasing	$0.7	16.2%
3	Administrative and waste management services	$0.6	15.0%
4	Finance and insurance	$0.2	4.6%
5	Information	$0.2	4.4%
6-19	All other industries	$0.8	17.8%
	Total	$4.3	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table E.2 – Estimated Industry Composition of Total Annual Expenditure Impact within Commonwealth of Pennsylvania Associated with ACHIEVEability Operating Expenditures (in 2011 $M)

Rank	Industry	Output	% Total
1	Health care and social assistance	$1.9	34.0%
2	Real estate and rental and leasing	$0.8	14.0%
3	Administrative and waste management services	$0.7	12.2%
4	Manufacturing	$0.5	9.0%
5	Finance and insurance	$0.3	5.2%
6-19	All other industries	$1.5	26%
	Total	$5.7	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table E.3 – Estimated Industry Composition of Total Annual Employment Impact within City of Philadelphia Associated with ACHIEVEability Operating Expenditures

Rank	Industry	Employment	% Total
1	Health care and social assistance	60	74.2%
2	Administrative and waste management services	11	13.1%
3	Accommodation and food services	2	2.1%
4	Real estate and rental and leasing	1	1.8%
5	Retail trade	1	1.3%
6-19	All other industries	6	7.5%
	Total	81	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table E.4 – Estimated Industry Composition of Total Annual Employment Impact within Commonwealth of Pennsylvania Associated with ACHIEVEability Operating Expenditures

Rank	Industry	Employment	% Total
1	Health care and social assistance	57	59.5%
2	Administrative and waste management services	14	14.4%
3	Retail trade	4	4.5%
4	Accommodation and food services	3	2.8%
5	Manufacturing	3	2.7%
6-19	All other industries	15	16.0%
	Total	96	100.0%

Source: ACHIEVEability (2011), Econsult Corporation (2011)

Table E.5 – Estimated Total Annual Fiscal Impact Associated with ACHIEVEability Operating Expenditures (in 2011 $M)

City Tax Revenue Type	Amount	State Tax Revenue Type	Amount
Wage and Earnings	$0.10	Personal Income	$0.12
Sales	$0.01	Sales and Use	$0.08
Business Privilege	$0.02	Corporate Net Income	$0.02
Total City Tax Revenues	$0.13	Total State Tax Revenues	$0.22

Source: ACHIEVEability (2011), Econsult Corporation (2011)

APPENDIX F – SUMMARY OF SELECTED LITERATURE ON QUANTIFIED IMPACTS OF PROGRAMS SIMILAR TO ACHIEVEABILITY

There is a rich body of research literature on the positive effects of various social service programming on important health, developmental, economic, and quality of life indicators. Many of these studies involved significant primary research, data collection, and longitudinal analysis. Selected reports are referenced here, and are organized to correspond with different components of ACHIEVEability's programmatic offerings, to provide some sense of the potential impact resulting from various services and resources provided by ACHIEVEability.

Importantly, ACHIEVEability's holistic approach to its service to low-income individuals and families is such that overall programmatic impact is likely greater than the sum of the impact from individual components of the whole array of services. This should be taken into consideration when considering the overall impact of ACHIEVEability in terms of reducing social costs and effecting positive personal and communal impacts, and results from these other studies should be interpreted and extrapolated accordingly.

F.1 Tuition Assistance

ACHIEVEability Programming – ACHIEVEability helps families access scholarships and government financial assistance. If a client is unable to secure financial aid by the time school starts, we assist them in the interim with tuition payments and book expenses.

Impact Highlight – Tuition assistance makes it easier to achieve a post-secondary degree – studies have shown that a $1,000 investment in tuition aid increases attendance by 3 to 6 percent. In addition, assistance in filling out forms has been shown to increase college enrollment. The degree achieved leads to positive economic impacts through increased income and thus less reliance on social safety nets.

Relevant Study #1 – "Into College, Out of Poverty? Policies to Increase the Postsecondary Attainment of the Poor," Targeting Investments in Children: Fighting Poverty When Resources are Limited. NBER (September 18, 2009).

Study #1 Findings – People with a bachelor's degree earn 60 percent more than those with a high school diploma. Assistance in filling out forms increased college enrollment substantially for both recent HS grads and older students. An evaluation of a federal program showed that a $1000 investment in tuition aid increases college attendance by 4 percentage points. Multiple studies of state programs showed a 3 to 6 percent increase in attendance for every $1000 of additional aid. Aid eligibility also appears to increase completion rates.

F.2 Tutoring

ACHIEVEability Programming –ACHIEVEability provides, to both parents and children, tutoring, academic assessments, college preparatory assistance, and study skills training.

Impact Highlight – Study showed a 3800 percent ROI over the lifetime of a student for tutoring. Another study showed benefits ranging from $1.87-$2.72 depending on measurements for youth mentoring programs.

Relevant Study #1 – "Educational Outcomes of Tutoring: A Meta-analysis of Findings" American Educational Research Journal (Summer 1982).

Study #1 Findings – In 45 of 52 achievement studies, the exam performance of tutored students was better than that of students in a conventional class. In 8 studies, student attitudes were more positive in classrooms with tutoring programs.

Relevant Study #2 – "The Educational Attainment of the Nation's Young Black Men and Their Recent Labor Market Experiences: What Can Be Done to Improve Their Future Labor Market and Educational Prospects?" Center for Labor Market Studies Publications, Northeastern University (July 14, 2008).

Study #2 Findings – The study found that dropping out of high school leads to lower average annual earnings, higher rates of year-round joblessness. The average black male high school dropout with receive $190,000 more cash and in-kind benefits than he pays in payroll and income taxes. The average black male with a Bachelor's degree will pay almost $500,000 more in taxes than he receives in benefits.

Relevant Study #3 – "The Case for Tutoring. An Economic Perspective on the Financial Impact on Society of Educational Attainment," Saint Paul Public Schools Foundation (March 5, 2010).

Study #3 Findings – The average incremental cost per student was $750 per year over three years for a total cost of $2250. The study estimates that the graduation rate for students in the program will increase by 25 percent. Multiplying 25 percent by the incremental value of a high school diploma ($350,000) yielded a return per student of $87,500 over the life of the student. This return represents a 3800 percent ROI. The study found that the return is greater if the student pursues a college degree.

Relevant Study #4 - "Analyzing the Social Return on Investments in Youth Mentoring Programs. A framework for Minnesota," Wilder Research (March 2007).

Study #4 Findings – The study evaluated a Minnesota youth mentoring program. Based on conservative assumptions, the representative program returns benefits of $2.72 for every dollar of resources used; $2.08 for every dollar of cost if the value of mentors' time is excluded from

the estimated benefits; and returns $1.87 of public benefits (public cost savings and increased tax revenues) for every dollar spent on the program.

F.3 Computer/Internet Access via Lab

ACHIEVEability Programming – The center, located near most ACHIEVEability homes, has networked computers and multimedia equipment. Staff and volunteers provide individual and group instruction on academic, computer, and multimedia topics.

Relevant Study #1 – "The Impact of Home Computer Use on Children's Activities and Development," The Future of Children (Autumn-Winter 2000).

Study #1 Findings – Computer games can be an important building block to computer literacy (helpful in science and technology fields later), enhances children's ability to read and visualize images in three-dimensional space and track multiple images simultaneously. Home computer use is linked to slightly better academic performance – better grades in math and English. Computer-based after-school program resulted in greater advances in reading, math, computer knowledge, following direction, and grammar and had higher scores on school achievement tests

Relevant Study #2 – "Who's Wired and Who's Not: Children's Access to and Use of Computer Technology," The Future of Children (Autumn-Winter 2000).

Study #3 Findings – The study found a huge digital divide separating children in socioeconomically advantaged homes from children in socioeconomically disadvantaged homes. Income, education and ethnicity are key predictors of access. It is possible that those users of home computers are gaining skills, knowledge and educational advantages compared with those who lack such access. Gains from access to computers depend on the frequency and duration of use.

F.4 Employment Opportunities with ACHIEVEability

ACHIEVEability Programming – ACHIEVEability believes in building capacity from within our client base. Thirty-one percent of ACHIEVEability's staff consists of current or former families, including two self-sufficiency coaches and a housing and community development associate.

Impact Highlight – The provision of employment opportunities with ACHIEVEability keeps people unemployed who might have been otherwise, especially considering the current economic crisis.

Relevant Study #1 – "Underemployment problems in the U.S. labor market in 2009: predicting the probabilities of underemployment for key age, gender, race, nativity, educational attainment, and occupational subgroups of U.S. workers," Center for Labor Market Studies Publications, Northeastern University (February 1, 2010).

Study #1 Findings – Studies show record highs of unemployment and underemployment in 2009. Underemployment problems have affected both genders to the same degree (6.4 percent for women). Underemployment rates correlates with level of formal schooling.

Relevant Study #2 – "Improving the Safety Net for Single Mothers Who Face Serious Barriers to Work," The Future of Children (Fall 2007).

Study #2 Findings – 57 percent of welfare leavers have multiple barriers to work. Women who cannot find stable employment have less education, are more likely to have past problems with substance abuse, higher rates of depression, mental illness and physical health problems, tend to have younger children or larger families, and are more likely to report a history of domestic violence. Their economic instability, poverty and joblessness affect their children's life opportunities

Relevant Study #3 – "The Fiscal Cost of Low-Skill Households to the U.S. Taxpayer," The Heritage Foundation (April 4, 2007).

Study #3 Findings – Households headed by persons without a high school diploma (or low-skill households) received an average of $32,138 per household in direct benefits, means-tested benefits, education, and population-based services in FY 2004. Low-skill households paid only $9,689 in taxes. Thus, low-skill households received at least three dollars in benefits and services for each dollar in taxes paid. Assuming an average 50-year adult life span for heads of household, the average lifetime costs to the taxpayer will be $1.1 million for each low-skill household, net of any taxes paid.

F.5 Skill Assessment (for both academics and life skills)

ACHIEVEability Programming – At entry, all parents undergo academic skills assessments. Parents are then provided with a skills development plan so that they can earn their GEDs within one year or get ready for college work. Families who may be facing additional challenges in going back to school undergo additional assessments on learning styles and aptitudes and are provided with additional supports to help them succeed. ACHIEVEability parents and youth enhance their life skills by participating in these and other workshops and seminars: relationships; financial topics; self-esteem; teen pregnancy; peer pressure; parenting; breast cancer; decision-making; career development; conflict resolution; nutrition; non-violence; study

and test-taking skills; domestic abuse; and anger management. At home management workshops, families learn home maintenance and repair -- from changing light bulbs, cleaning refrigerators and stoves, and replacing batteries in smoke detectors, to more advanced topics such as changing vinyl tiles and staining wood floors.

Impact Highlight – For women, the benefits of training programs are nearly twice the costs. In addition, students are less likely to drop out of community college if they have access to help and support. Community college graduates make more money than those with a HS diploma.

Relevant Study #1 – "Workforce Development as an Antipoverty Strategy What Do We Know? What Should We Do? The Urban Institute (October 2008).

Study #1 Findings – More positive impacts of training programs for adult woman than for men. The returns per net dollar spend were impressive. Gains represent a near doubling of benefits relative to costs (p.12). Job search assistance generated fairy sizable increases in employment rates and fairly large impacts per dollar spent. Moderately effective training may be at least as socially efficient as the EITC. The evidence for adults indicates that modest training and work experience programs can generate modest impacts that are cost-effective even though they do not dramatically improve the lives of the poor.

Relevant Study #2 – "Community College Student Survey. Summary of Results," Pearson Foundation (2010).

Study #2 Findings – Approximately 1 in 6 community college students reported that he or she had either dropped out or seriously considered dropping out, generally because of struggles with courses or balancing family and work issues. Having access to academic advisors is a helpful factor for success. One in five students said he or she was struggling with coursework but could not get the necessary help.

F.6 Transportation Subsidies

ACHIEVEability Programming – ACHIEVEability provides transportation assistance to families by subsidizing transportation costs of parents involved in training, education and employment activities.

Impact Highlight - Transportation expenses as a percentage of income for low-income families are higher than for middle- and high-income families. Access to high quality public transportation increases labor participation and reduction of fares would connect workers to urban employment opportunities.

Relevant Study #1 – "Evaluating Transportation Equity. Guidance For Incorporating Distributional Impacts in Transportation Planning," Victoria Transport Policy Institute (February 4, 2011).

Study #1 Findings – Transportation is a major financial burden to lower-income households – spend a far higher portion of income on transportation ($5-10K – 30%, $10-15K – 25%, $15-20K – 23%; numbers are approximate). Disadvantaged benefit more from a diverse transportation system than auto access alone. High quality public transit increases labor participation.

Relevant Study #2 – "Reconsidering Social Equity in Public Transit," Berkeley Planning Journal (1999).

Study #2 Findings – For people without regular access to cars, "transit dependents", the continued availability of public mass transit is vital for access to jobs, schooling, medical care etc. Transit riders are on average much poorer than the general population. Current transit subsidy policies have not been consistent with demographic trends in urban transit use. Reduction of fares would connect workers without cars to urban employment opportunities. Declining revenues and increasing costs place pressure on transit operators to cut existing bus service or raise fares.

F.7 Child Care Subsidies

ACHIEVEability Programming – ACHIEVEability provides child care to families by subsidizing -- as justified by each family's budget -- daily, after-school, evening and weekend child care. These child care subsidies ensure that children are in nurturing environments as their parents work toward self-sufficiency.

Impact Highlight – Subsidies help reduce expenses for low-income single mothers who, on average, spend around 13 percent of income on child care. Childcare subsidies reduce a significant barrier to steady employment. A 2010 study showed that "for every dollar invested in preschool for at-risk children, society at large reaps somewhere between eight and nine dollars in return."

Relevant Study #1 – "Child Care Expenses of America's Families" Urban Institute Occasional Paper (December 2000).

Study #1 Findings – Single parent households pay a substantial proportion of their income towards childcare; this study indicates, that without proper subsidy, on average, it appears that single parent households are only able to afford the bare minimum in childcare, and not the high quality childcare "at-risk" (low income) children benefit the most.

Relevant Study #2 – "The Negotiation of Child Care and Employment Demands Among Low-Income Parents," Journal of Social Issues (2000).

Study #2 Findings – Childcare constitutes a greater share of earnings for low-income mothers than their non-poor counterparts (20 percent for welfare, 13 percent for single low-income, 9 percent for married low-income). Only 18 percent of working-poor families with preschool children had subsidized care. Low-income parents disproportionately use informal child care due to limited resources and options. Fragile child care arrangements may compromise job performance and stability.

Relevant Study #3 – "An 800 percent return on investment," SEIU Early Learning Professionals (August 19, 2010).

Study #3 Findings – Economic study of the study of the benefits of a good preschool program for low income children, particular that "for every dollar invested in preschool for at-risk children, society at large reaps somewhere between eight and nine dollars in return." This is an 800-900 percent return on investment.

F.8 Drug, Alcohol, and Other Counseling

ACHIEVEability Programming – For families in recovery from disabling drug and alcohol addictions, ACHIEVEability's full-time drug and alcohol counselor provides group and individual counseling and is available to provide crisis support. ACHIEVEability also provides individual and family counseling services as well as developmental assessments for preschool and school-age children and specialized educational assessments for adults.

Impact Highlight – Drug and alcohol counseling leads to social benefits through increased employment and earnings and reduced costs of crime.

Relevant Study #1 – "Benefit-cost in the California Outcome Project (CalTOP): Does substance abuse treatment pay for itself?" Health Services Research (2006).

Study #1 Findings – Washington State Institute for Public Policy found that every $1.00 spent on community based drug treatment provided $18.52 in benefits for society. The National Institute on Drug Abuse found that every dollar invested in addiction treatment programs yields a return of $4-$7 in reduced drug related crimes. The California Treatment Outcome Project found that on average substance abuse treatment costs $1,583 and provides a monetary benefit to society of $11,487 representing a greater than 7:1 ratio of benefits to costs, mostly due to reduced costs of crime and increased employment earnings.

Relevant Study #2 – "Substance Abuse Treatment and Public Safety," Justice Policy Institute (2008).

Relevant Study #3 – "Treat the Addict, Cut the Crime Rate," Washington Post (August 19, 2006).

F.9 Family Activities

ACHIEVEability Programming – ACHIEVEability offers educational, recreational and cultural activities for families. These activities allow families to spend quality time and enjoyable moments together while exposing children to a myriad of experiences they might not otherwise encounter.

Relevant Study #1 – "Contingency management treatments that reinforce completion of goal-related activities: Participation in family activities and its association with outcomes" Drug and Alcohol Dependence (2005).

Study #1 Findings – Participants of contingency management programs for cocaine addiction who engaged in family activities remained in treatment longer (11 v. 8.5 weeks), were abstinent for more weeks (9 v. 6 weeks), more negative toxicology screens (88.5 percent v. 52.3 percent) and reported greater reduction in family conflict (-3 v. -.45 days)

Relevant Study #2 – "The Economic Costs of Drug Abuse in the United States 1992-2002" Executive Office of the President, Office of National Drug Control Policy (December 2004)

Study #2 Findings – The overall cost of drug abuse in 2002 was $180.8B. This figure is mainly composed of productivity losses and health care costs.

F.10 Mentoring (meeting with local businessmen/women)

ACHIEVEability Programming – ACHIEVEability families at advanced levels on the self-sufficiency scale participate in regular meetings throughout the year with successful professionals and business people. These meetings provide additional mentoring and networking opportunities to position families for further success.

Relevant Study #1 – "Educational Mentoring: Is it worth the effort?" Education, Research and Perspectives (2003).

Study #1 Findings – 90 percent of studies attributed some positive effect associated with mentoring activities. 17.6 percent of studies stated that mentoring facilitated professional

development among mentors. Benefits for mentees include increased self-confidence and interpersonal skill development

F.11 Out of School Activities

ACHIEVEability Programming – ACHIEVEability's after-school and summer children's program are held in one of its local buildings conveniently located within walking distance of most of our housing. The program provides children with homework assistance, arts and crafts activities, computer instruction in the ACHIEVEability computer center, educational games, recreational activities, nutritious snacks, and field trips.

Impact Highlight #1 – Studies show multiple benefits from after-school programs including a reduction in crime, drug use and teen pregnancy, improvements in academic performance and self-esteem.

Relevant Study #1 – *"*Big Brothers-Big Sisters," Public/Private Ventures Report (1995).

Study #1 Findings – After 18 months of participation, program youth were 46 percent less likely to start using illegal drugs and 27 percent less likely to initiate alcohol use. Minority participants were 70 percent less likely to initiate drug use. Program youth were 32 percent less likely to report hitting someone during the previous 12 months. Program youth earned moderately higher grades, skipped half as many days of school, skipped fewer classes, and felt more competent about doing their schoolwork.

Relevant Study #2 – "Quantum Opportunities Program," The Brookings Institute Roundtable on Children (February 2003)

Study #2 Findings – Program participants were significantly more likely to have graduated from high school or received their graduate equivalency diploma (63 percent vs. 42 percent), be in a postsecondary school (43 percent vs. 16 percent), and have fewer children (24 percent vs. 38 percent).

Relevant Study #3 – "Afterschool Programs: A Wise Public Investment," Afterschool Alliance (November 2005).

Study #3 Findings – Every dollar invested in after school programs will save taxpayers approximately $3 (Rose Institute at Claremont McKenna College). Schools in New Hampshire saved $72,000 over three years because of students in after school programs avoiding being held back a year or placed in special education (U.S. Department of Education and U.S. Department of Justice). Effective after-school programs save between $1.87 and $5.29 for

every $1 spent because participants commit fewer crimes (Washington State Institute for Public Policy 2001).

Impact Highlight #2 – Summer child care costs low income families 11 percent of total earnings. Attending summer camp can improve a student's academic performance.

Relevant Study #4 – "What Happens When the School Year Is Over? The Use and Costs of Child Care for School-Age Children during the Summer Months," The Urban Institute Occasional Paper (June 2002).

Study #4 Findings – 44 percent of families below 200 percent of FPL pay for summer child care with monthly expenses of $170+. This cost is 11 percent of total earnings. A greater percentage of families below 200 percent of FPL pay for child care in the summer than in the school year (44 percent v. 37 percent) at a lower cost per month ($170 v. $223).

Relevant Study #5 – "The Summer Training and Education Program (STEP)," Public/Private Ventures Report (1992).

Study #5 Findings – Reading and math test scores after the first summer were about half a grade higher for program youth. STEP youth had the same dropout rate, college entrance, teen pregnancy, and employment rate as controls (long –term).

APPENDIX G – ADDITIONAL DETAIL ON BEFORE AND AFTER PUBLIC SUBSIDIES, EARNED INCOME, AND TAXES PAID BY ACHIEVEABILITY PARTICIPANTS

Figure G.1 – Additional Detail on Before and After Public Subsidies, Earned Income, and Taxes Paid by ACHIEVEability Participants

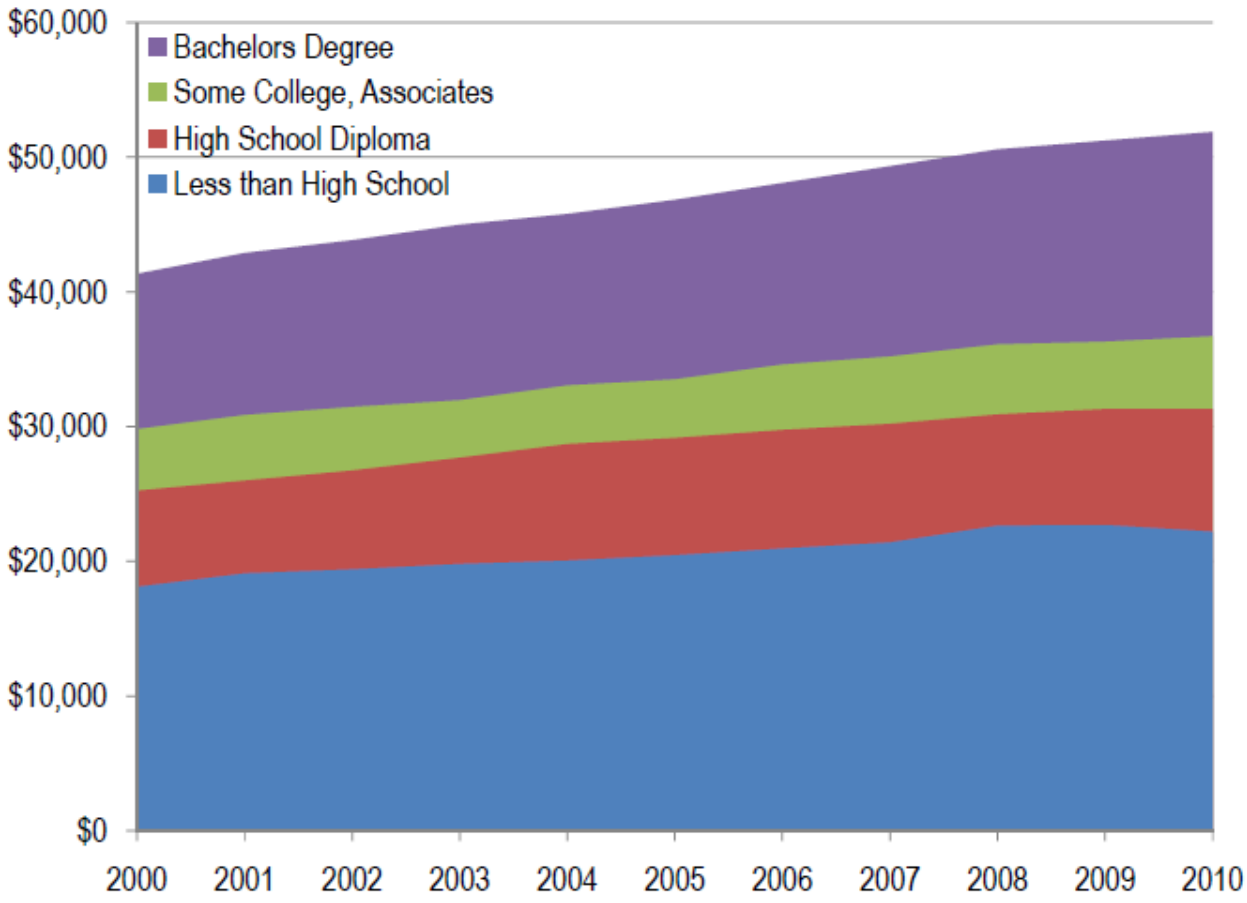
	Before Participation with ACHIEVEability			After Participation with ACHIEVEability		
Year Leaving Program	2010	2009	2008	2010	2009	2008
# Families	28	33	31	28	33	31
Temporary Assistance for Needy Families	$41,159	$47,834	$66,573	$27,167	$13,125	$62,692
Supplemental Security Income	$6,662	$19,971	$7,028	$2,002	$15,124	$7,028
Earned Income Tax Credit	$59,338	$80,985	$70,350	$57,719	$88,228	$55,576
Food Stamps	$57,232	$65,350	$71,163	$28,762	$10,885	$64,934
Section 8	$0	$0	$6,884	$7,416	$7,638	$0
Earned Income	$359,614	$431,588	$275,340	$630,566	$721,971	$291,345
City Taxes Paid	$14,133	$16,961	$10,821	$24,781	$28,373	$11,450
State Taxes Paid	$4,727	$4,668	$2,145	$12,634	$11,236	$2,973
Federal Taxes Paid	-$92,091	-$114,852	-$98,088	-$89,877	-$128,121	-$83,259
Social Security	$22,352	$26,873	$17,372	$39,931	$44,993	$18,152
Medicare	$4,947	$6,215	$4,062	$9,092	$10,410	$4,188
Sales Taxes Paid	$21,594	$26,680	$24,376	$29,645	$35,039	$22,391
Real Estate Taxes Paid	$0	$0	$0	$0	$3,395	$874

Source: ACHIEVEability (2011), Econsult Corporation (2011)

APPENDIX H – ADDITIONAL DETAIL ON THE CHANGE IN WAGE PREMIUM FROM HIGHER LEVELS OF EDUCATIONAL ATTAINMENT

According to the US Bureau of Labor Statistics, the wage premium for each successive level of educational credentialing is significant, and, in an increasingly knowledge-based economy, that premium is increasing: between 2000 and 2010, at a time of relatively flat overall wage growth, the gap in median earnings between those without a high school diploma and those with one has grown by 27 percent, and the gap in median earnings between those with some college or an associates degree and those with a bachelors degree has grown by 32 percent (see Figure H.1 and Table H.1).

Figure H.1 – Median Annual Earnings in the US, by Level of Educational Attainment



Source: US Bureau of Labor Statistics (2011)

Table H.1 – Difference in Median Annual Earnings in the US between Successive Levels of Educational Attainment

With Each Successive Level of Educational Attainment	2000	2010	% Chg
Between no High School Diploma and High School Diploma	+$7,150	+$9,100	27%
Between High School Diploma and Some College or Associates	+$4,550	+$5,400	19%
Between Some College or Associates and Bachelors Degree	+$11,550	+$15,200	32%

Source: US Bureau of Labor Statistics (2011)

Out of the 92 families that left the program in 2008, 2009, or 2010, **27 of them attained some educational credential during their participation with ACHIEVEability: 3 earned high school degrees, 14 earned associate degrees, and 10 earned bachelor degrees**.[34] Applying the wage premiums to these families' educational attainment results in an estimated $255,000 per year in additional income, just from three years' worth of ACHIEVEability participants (see Table H.2). This number will grow as these families continue to achieve higher and higher levels of educational attainment, and as other families served by ACHIEVEability are included.

Table H.2 – Wage Premium Applied to 2008-2010 ACHIEVEability Families

With Each Successive Level of Educational Attainment	ACHIEVEability Families	Annual Wage Premium	Aggregate Annual Wage Premium (in $K)
Between no High School Diploma and High School Diploma	3	+$9,100	$9,000
Between High School Diploma and Some College or Associates	14	+$5,400	$76,000
Between Some College or Associates and Bachelors Degree	10	+$15,200	$152,000
Total Wage Premium per Year	27		$255,000

Source: US Bureau of Labor Statistics (2011), ACHIEVEability (2011)

[34] "High school degree" includes both earning a high school diploma and passing the General Educational Development test. "Associates degree" includes becoming a Registered Nurse and becoming a Licensed Practical Nurse.

APPENDIX I – DESCRIPTION OF RETAIL BRIEFING REPORT ON THE 60TH STREET AREA

As an addendum to this study, a retail briefing report on the 60th Street area is provided. This briefing report summarizes data from "Commercial Corridors: A Strategic Investment Framework for Philadelphia," a three-year study of the 260+ retail centers in Philadelphia, which was conducted by LISC Philadelphia and Econsult Corporation for William Penn Foundation and completed in 2009. The briefing report contains the following information specific to the 60th Street area:

- Corridor characteristics
- Neighborhood characteristics
- Corridor competition
- Corridor interventions
- Consumer choice characteristics
- Retail sales characteristics
- Real Estate characteristics

The briefing reports also zooms in on data collected from a large household survey conducted as part of the three-year study. Maps provided include the following:

- Where shoppers to the 60th Street area came from
- Where people potentially inclined to shop within the 60th Street area come from[35]
- What mode of transportation was used by shoppers who started their shopping trip within the 60th Street area

[35] The data provided by the large household survey enabled Econsult to construct a shopper choice model that estimated the ranking and relative attractiveness of each of the City's 260 retail centers to over 6,000 illustrative shoppers located throughout the City. "Potentially inclined to shop" in this case means that these shoppers did not go to the 60th Street area, but the 60th Street area was in their top ten, suggesting that they might more easily be persuaded than the typical City shopper to consider changing their shopping patterns and going to the 60th Street area.

- What type of good was purchased by shoppers who started their shopping trip within the 60th Street area

- What mode of transportation was used by shoppers who ended their shopping trip within the 60th Street area

- What type of good was purchased by shoppers who ended their shopping trip within the 60th Street area

APPENDIX J – ACHIEVEABILITY TRADE AREAS STUDIED AS PART OF THIS ANALYSIS



Source: ESRI (2011), Econsult Corporation (2011)

APPENDIX K – ADDITIONAL DETAIL ON DEMOGRAPHIC PROFILE AROUND THE 60TH STREET AREA

Focal Point:	S 60th St & Market St, Philadelphia, PA 19139								
Radius (mi):	0.25			0.50			1.00		
Land Area (sq mi):	0.20			0.79			3.14		
	2010 actual	2000-2010 CAGR	2010-2015 CAGR	2010 actual	2000-2010 CAGR	2010-2015 CAGR	2010 actual	2000-2010 CAGR	2010-2015 CAGR
Population	5,046	-1.0%	-0.4%	68,097	-0.8%	-0.4%	212,676	-0.7%	-0.3%
Households	1,939	-0.9%	-0.4%	26,175	-0.7%	-0.3%	82,587	-0.6%	-0.3%
Families	1,188	-1.2%	-0.5%	16,297	-0.9%	-0.4%	49,045	-0.8%	-0.4%
Average Household Size	2.6	-0.1%	0.0%	3	-0.2%	0.0%	3	-0.1%	0.0%
Owner Occupied Housing Units	1,212	-1.0%	-0.4%	16,650	-0.8%	-0.3%	47,614	-0.7%	-0.3%
Renter Occupied Housing Units	727	-0.7%	-0.3%	9,525	-0.4%	-0.3%	34,972	-0.4%	-0.3%
Median Household Income	$30,218	2.6%	0.9%	$33,021	2.7%	1.5%	$37,737	3.1%	1.6%
Average Household Income	$40,289	1.7%	1.7%	$42,651	2.4%	1.3%	$47,516	2.6%	1.3%
Per Capita Income	$16,048	1.6%	1.8%	$16,634	2.5%	1.3%	$18,709	2.7%	1.3%
% Households <$50K	73.6%			67.8%			62.9%		
% Households >$200K	2.0%			1.2%			0.0%		
	2000 actual	2010 actual	2015 estimated	2000 actual	2010 actual	2015 estimated	2000 actual	2010 actual	2015 estimated
Median Age	34	35	35	36	37	37	34	35	35
% Population <20	33.0%	32.0%	31.3%	30.9%	29.1%	28.2%	30.2%	28.6%	27.8%
% Population >55	23.0%	25.0%	27.1%	24.8%	26.7%	29.5%	21.5%	24.2%	26.8%
% Population White	1.1%	0.8%	0.7%	5.1%	3.7%	3.3%	17.8%	13.8%	12.3%
% Population Black	96.3%	96.3%	96.2%	88.2%	88.5%	88.4%	74.9%	77.4%	78.2%
% Population Asian	0.5%	0.5%	0.6%	4.0%	4.7%	5.0%	4.1%	5.1%	5.6%
% Population Other	2.1%	2.4%	2.5%	2.7%	3.1%	3.3%	3.0%	3.7%	3.9%
% Population Hispanic	0.9%	1.4%	1.6%	1.4%	2.1%	2.1%	1.6%	2.6%	3.1%

Source: ESRI (2011), Econsult Corporation (2011)

APPENDIX L – ADDITIONAL DETAIL ON RETAIL SUPPLY AND RETAIL DEMAND AROUND THE 60TH STREET AREA

Retail supply and demand were estimated for three concentric circles from 60th and Market Streets (1/4-mile, 1/2-mile and 1-mile radiuses), for a number of retail industry categories and sub-categories. Retail supply represents the estimated sales of merchants located within each circle. Retail demand represents the estimated consumption of residents located within each circle. Green-highlighted cells represent demand amounts significantly greater than supply amounts while red-highlighted cells represent supply amounts significantly greater than demand amounts (in raw dollar terms or percentage terms).

Focal Point:	S 60th St & Market St, Philadelphia, PA 19139											
Radius (mi):	0.25				0.50				1.00			
Land Area (sq mi):	0.20				0.79				3.14			
		if > than	$1	400%		if > than	$14	400%		if > than	$48	400%
		if < than	-$1	25%		if < than	-$14	25%		if < than	-$48	25%
Industry Group	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	$30.1	$22.5	$7.6	134%	$410.9	$325.5	$85.3	126%	$1,451.6	$909.2	$542.4	160%
Total Retail Trade (NAICS 44-45)	$25.3	$19.0	$6.3	133%	$345.4	$271.6	$73.7	127%	$1,221.8	$747.7	$474.1	163%
Total Food & Drink (NAICS 722)	$4.8	$3.5	$1.3	138%	$65.5	$53.9	$11.6	122%	$229.7	$161.5	$68.3	142%
Motor Vehicle & Parts Dealers (NAICS 441)	*$5.3*	*$0.8*	*$4.6*	*699%*	*$74.3*	*$19.6*	*$54.7*	*378%*	*$271.6*	*$101.5*	*$170.1*	*268%*

Focal Point:	S 60th St & Market St, Philadelphia, PA 19139											
Radius (mi):	0.25				0.50				1.00			
Land Area (sq mi):	0.20				0.79				3.14			
		if > than	$1	400%		if > than	$14	400%		if > than	$48	400%
		if < than	-$1	25%		if < than	-$14	25%		if < than	-$48	25%
	Demand (Retail Potential)	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*
Automobile Dealers (NAICS 4411)	$4.8	$0.8	$4.0	624%	$66.3	$17.5	$48.8	380%	$242.0	$91.8	$150.2	264%
Other Motor Vehicle Dealers (NAICS 4412)	$0.2	$0.0	$0.2	Supply = 0	$3.2	$0.0	$3.2	Supply = 0	$13.1	$0.0	$13.1	Supply = 0
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	$0.4	$0.0	$0.4	Supply = 0	$4.8	$2.2	$2.6	220%	$16.5	$9.7	$6.7	169%
Furniture & Home Furnishings Stores (NAICS 442)	*$0.8*	*$0.0*	*$0.8*	*7293%*	*$10.9*	*$2.8*	*$8.2*	*394%*	*$38.7*	*$11.3*	*$27.4*	*342%*
Furniture Stores (NAICS 4421)	$0.5	$0.0	$0.5	Supply = 0	$6.3	$2.5	$3.8	254%	$22.9	$8.2	$14.7	280%
Home Furnishings Stores (NAICS 4422)	$0.3	$0.0	$0.3	3147%	$4.6	$0.3	$4.3	1576%	$15.8	$3.1	$12.7	506%
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	*$0.6*	*$0.1*	*$0.5*	*904%*	*$8.0*	*$1.3*	*$6.8*	*637%*	*$29.9*	*$5.7*	*$24.1*	*522%*
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	*$0.9*	*$0.1*	*$0.9*	*1415%*	*$12.7*	*$1.4*	*$11.3*	*922%*	*$43.6*	*$20.8*	*$22.7*	*209%*
Building Material and Supplies Dealers (NAICS 4441)	$0.9	$0.1	$0.9	1404%	$12.6	$1.4	$11.2	911%	$42.8	$20.8	$21.9	205%
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	$0.0	$0.0	$0.0	Supply = 0	$0.1	$0.0	$0.1	Supply = 0	$0.8	$0.0	$0.8	4953%
Food & Beverage Stores (NAICS 445)	*$4.9*	*$3.2*	*$1.7*	*154%*	*$68.2*	*$111.7*	*-$43.5*	*61%*	*$244.2*	*$224.6*	*$19.6*	*109%*
Grocery Stores (NAICS 4451)	$4.3	$2.9	$1.4	150%	$59.7	$108.6	-$48.9	55%	$214.7	$210.4	$4.4	102%
Specialty Food Stores (NAICS 4452)	$0.3	$0.3	$0.0	86%	$3.9	$1.3	$2.6	297%	$13.1	$4.9	$8.2	266%
Beer, Wine, and Liquor Stores (NAICS 4453)	$0.3	$0.0	$0.3	Supply = 0	$4.6	$1.8	$2.8	257%	$16.3	$9.3	$7.0	175%

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		if > than	$1	400%		if > than	$14	400%		if > than	$48	400%
		if < than	-$1	25%		if < than	-$14	25%		if < than	-$48	25%
	Demand (Retail Potential)	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*
Health & Personal Care Stores (NAICS 446/NAICS 4461)	*$1.1*	*$0.2*	*$0.8*	*450%*	*$14.8*	*$40.4*	*-$25.7*	*37%*	*$54.3*	*$65.9*	*-$11.5*	*83%*
Gasoline Stations (NAICS 447/NAICS 4471)	*$3.7*	*$1.4*	*$2.4*	*275%*	*$50.5*	*$12.3*	*$38.3*	*412%*	*$179.3*	*$97.3*	*$82.0*	*184%*
Clothing and Clothing Accessories Stores (NAICS 448)	*$1.5*	*$1.2*	*$0.3*	*122%*	*$20.2*	*$22.4*	*-$2.2*	*90%*	*$68.7*	*$46.2*	*$22.5*	*149%*
Clothing Stores (NAICS 4481)	$1.2	$1.1	$0.1	110%	$16.3	$18.2	-$1.9	89%	$55.3	$39.2	$16.1	141%
Shoe Stores (NAICS 4482)	$0.2	$0.1	$0.0	131%	$2.4	$3.6	-$1.3	65%	$7.9	$7.9	$5.3	100%
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	$0.1	$0.0	$0.1	Supply = 0	$1.5	$0.5	$1.0	283%	$5.6	$1.8	$1.8	316%
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	*$0.3*	*$0.0*	*$0.3*	*703%*	*$4.3*	*$2.5*	*$1.8*	*170%*	*$16.0*	*$8.1*	*$7.9*	*198%*
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	$0.2	$0.0	$0.1	370%	$2.3	$1.1	$1.1	202%	$8.5	$2.5	$5.9	334%
Book, Periodical, and Music Stores (NAICS 4512)	$0.1	$0.0	$0.1	Supply = 0	$2.0	$1.4	$0.6	145%	$7.6	$5.6	$2.0	136%
General Merchandise Stores (NAICS 452)	*$4.2*	*$11.6*	*-$7.4*	*36%*	*$56.5*	*$54.3*	*$2.2*	*104%*	*$193.9*	*$124.6*	*$69.3*	*156%*
Department Stores Excluding Leased Depts. (NAICS 4521)	$1.2	$0.5	$0.6	219%	$16.8	$6.7	$10.1	250%	$62.0	$41.2	$20.9	151%
Other General Merchandise Stores (NAICS 4529)	$3.0	$11.1	-$8.1	27%	$39.7	$47.6	-$7.9	83%	$131.8	$83.4	$48.4	158%
Miscellaneous Store Retailers (NAICS 453)	*$0.5*	*$0.4*	*$0.1*	*134%*	*$7.0*	*$1.9*	*$5.1*	*364%*	*$24.7*	*$14.6*	*$10.1*	*169%*

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		if < than	-$1	25%		if < than	-$14	25%		if < than	-$48	25%
	Demand (Retail Potential)	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*	*Demand (Retail Potential)*	*Supply (Retail Sales)*	*Demand Less Supply*	*Demand Divided by Supply*
Florists (NAICS 4531)	$0.1	$0.0	$0.1	Supply = 0	$1.0	$0.4	$0.6	228%	$3.4	$1.6	$1.8	215%
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	$0.2	$0.2	$0.0	105%	$2.6	$0.6	$2.0	407%	$9.5	$5.9	$3.6	160%
Used Merchandise Stores (NAICS 4533)	$0.0	$0.0	$0.0	59%	$0.2	$0.1	$0.1	173%	$0.9	$1.3	-$0.4	70%
Other Miscellaneous Store Retailers (NAICS 4539)	$0.2	$0.2	$0.1	135%	$3.1	$0.7	$2.4	447%	$10.9	$5.8	$5.1	188%
Nonstore Retailers (NAICS 454)	*$1.4*	*$0.0*	*$1.4*	*Supply = 0*	*$18.0*	*$1.0*	*$17.0*	*1784%*	*$56.8*	*$27.0*	*$29.8*	*210%*
Electronic Shopping and Mail-Order Houses (NAICS 4541)	$0.9	$0.0	$0.9	Supply = 0	$11.6	$0.0	$11.6	Supply = 0	$35.9	$0.0	$35.9	Supply = 0
Vending Machine Operators (NAICS 4542)	$0.1	$0.0	$0.1	Supply = 0	$0.9	$0.4	$0.5	251%	$3.5	$1.3	$2.2	269%
Direct Selling Establishments (NAICS 4543)	$0.4	$0.0	$0.4	Supply = 0	$5.5	$0.7	$4.8	842%	$17.5	$25.7	-$8.2	68%
Food Services & Drinking Places (NAICS 722)	*$4.8*	*$3.5*	*$1.3*	*138%*	*$65.5*	*$53.9*	*$11.6*	*122%*	*$229.7*	*$161.5*	*$68.3*	*142%*
Full-Service Restaurants (NAICS 7221)	$2.8	$2.5	$0.3	111%	$39.4	$26.1	$13.3	151%	$145.4	$75.3	$70.1	193%
Limited-Service Eating Places (NAICS 7222)	$1.2	$0.1	$1.1	834%	$15.4	$18.6	-$3.1	83%	$49.3	$54.0	-$4.6	91%
Special Food Services (NAICS 7223)	$0.5	$0.0	$0.5	Supply = 0	$5.9	$1.8	$4.1	321%	$19.1	$13.6	$5.5	141%
Drinking Places - Alcoholic Beverages (NAICS 7224)	$0.4	$0.8	-$0.5	42%	$4.7	$7.3	-$2.6	64%	$15.9	$18.6	-$2.7	86%

Source: ESRI (2011), Econsult Corporation (2011)