



Economics Research Associates

Project Report

**Economic Impact Analysis of
Ameriquest Field in Arlington**

Arlington, Texas

Prepared for

City of Arlington, Texas

Submitted by

Economics Research Associates

September 19, 2006

Project No. 16713

10990 Wilshire Boulevard Suite 1500
Los Angeles, CA 90024
310.477.9585 FAX 310.478.1950 www.econres.com
Los Angeles San Francisco San Diego
Chicago Washington DC New York London



TABLE OF CONTENTS

I. INTRODUCTION	1
Summary of Findings	1
II. MODELING METHODOLOGY	3
Overview	3
Analysis Framework	4
Bill-of-Goods Multiplier Method	4
Final-Demand Multiplier Method	4
Economic Multipliers	5
City-Specific Economic Impacts	5
III. MODEL INPUTS	7
On Site Expenditures	7
Initial Off-Site Expenditures	8
Stadium Patrons	8
Visiting Team and Personnel	10
Adjusted Regional Expenditures	10
Regional Adjustment	10
Producer's Price Adjustment	11
IV. ECONOMIC IMPACTS	12
Present Value	13
APPENDIX	15



I. Introduction

Economics Research Associates (ERA) was retained by the City of Arlington, Texas (City) to evaluate the economic impacts related to the operation of the Texas Rangers Major League Baseball (MLB) franchise (Rangers) at Amerquest Field. The City would like to understand the Rangers stadium’s economic impact on the City of Arlington across a thirty year period.

Opened in April 1994, Amerquest Field in Arlington is the current home of the Texas Rangers. The stadium is located on a 207-acre complex at the northeast corner of East Randol Mill Road and Ballpark way, less than a half-mile south of Interstate 30 Freeway. The Amerquest complex includes the Amerquest Field ballpark, a museum, youth ballpark, children’s learning center and mid-rise office building. For purposes of this study only the economic impacts of the stadium activities were analyzed.

The annual economic impacts estimated in this study are based on current stadium operations of 81 regular season game days per year. The present value of operations is evaluated across 30 years at a range of discount rates. All monetary figures are in 2006 constant dollars.

In completing this study, ERA utilized information provided by the Rangers related to their operations in Arlington. ERA also used Tarrant County wage information from the Texas Workforce Commission Labor Information and RIMS II economic multiplier data from the US Department of Commerce, Bureau of Economic Analysis.

Section II of this report details the analysis framework and methodologies used to calculate the economic impact of stadium activities. Section III describes the determination of model inputs. Section IV presents the economic impacts of the stadium on Tarrant County and the estimation of economic impacts captured in the City of Arlington. This section reviews the annual impacts as well as the long-term, thirty year impacts of the stadium. The Appendix includes tables detailing all model calculations.

Summary of Findings

Table I-1 presents the annual impacts to the City of Arlington and Tarrant County as a result of stadium operations.

**Table I -1
Annual Economic Impacts of Amerquest Field**

	Impacts		
	Output (000)	Earnings (000)	Employment (FTE Jobs)
CITY OF ARLINGTON IMPACTS	\$46,249	\$23,563	709
TARRANT COUNTY IMPACTS	\$76,068	\$30,412	972

Source: Economics Research Associates

As a result of the Rangers franchise operations at Amerquest Field, Tarrant County is estimated to capture an annual economic impact of \$76 million, including \$30 million in earnings to Tarrant County households and 972 full time equivalent (FTE) employees.



Based on the County estimated impact, the City of Arlington is estimated to capture an annual economic impact of \$46 million, including approximately \$24 million in earnings and 709 full time equivalent jobs within the City of Arlington.

Table I-2 shows the present value of the stadium’s economic impacts to the City of Arlington and Tarrant County across a 30-year period. ERA used an inflation rate of 2.5% and provides estimates for discount rates of 5, 10, and 12 percent.

Table I -2
Present Value of the Amerquest Field across 30 Years
(\$2006 Millions)

	Net Present Value @ Discount Rate of		
	5%	10%	12%
City of Arlington	\$747	\$480	\$417
Tarrant County	\$1,228	\$789	\$686

Source: Economics Research Associates

Across 30 years, the Rangers at Amerquest Field are estimated to generate between \$417 million and \$747 million of total economic output in the City of Arlington, depending on the discount rate.

II. Modeling Methodology

Overview

Economic impact is the "umbrella" term for three subsets of specific impacts: Output, Earnings, and Jobs. The following definitions of terms will serve as a guide to understanding these three elements of economic impact and the underlying components used in the calculations:

1. Output: Direct 'output' equals the total of three components:
 - a. Vendor sales to the combined operations of the stadium
 - b. Wages paid to employees. (Wages are considered "sales" to the household sector of the economy), and
 - c. Sales of retailers and service providers to visitors in conjunction with trips to the stadium (both on and off-site)

Output can most readily be understood as the sum of economic activity associated with the stadium's existence within the study area. It combines vendor purchases, payroll, and visitor spending outside of the stadium.

2. Earnings are salaries and wages paid employees (not corporate earnings or net profit); the second type of impact calculated.
3. Jobs are employment levels sustained by an entity's current operations. Jobs are in FTE terms unless where noted.

These above components are driven by direct impacts of stadium operations as well as indirect and induced impacts resulting from the new economic activity. The total impact is given by a combination of the direct and indirect impacts.

- **Direct Economic Impact**, also called Initial Change, is the amount of money put into the economy through an entity's inter-industry relationships, for example, wages paid, and payments to suppliers. The direct impacts considers the actual dollars expended on purchases, payroll, and visitor spending elsewhere in the region that is a direct result of stadium activities and the actual number of area resident jobs at the stadium.
- **Indirect and Induced Economic Impact** is the continuing flow of money as transactions take place after initially being put into the economy, sometimes informally referred to as the "ripple effect" or "multiplier effect". For example, it quantifies dollars spent by stadium vendors on their own purchases and employment at other companies supported by their orders. It also quantifies additional employee earnings and numbers of jobs supported in those workplaces. In order to calculate indirect impact, we used multipliers specific to the area economy from an economic model developed by the U.S. Department of Commerce's Bureau of Economic Analysis (1997 edition). These multipliers are widely used in measuring indirect effect. Indirect impact is the product of the direct impact times the appropriate multiplier.

- **Total Annual Impact** is the sum of the direct and indirect calculations for the three types of economic impact - output, earnings and jobs. The total impacts quantify the entire spectrum of direct and indirect impacts.

Analysis Framework

This section describes the analysis and methods used to calculate Amerquest Stadium's total economic impact to the City of Arlington. In completing this study, ERA: (1) Defines the initial change as result of stadium activities; (2) Adjusts initial changes to account for local purchases and purchaser prices; and (3) Applies the multipliers to derive total economic impacts based on the initial change.

Due to limitations of the multipliers, economic impacts are only applicable to Tarrant County. The impacts to the City of Arlington are estimated based on County impacts. Impacts are then analyzed across a thirty year period.

Different multiplier methods are used to calculate economic impacts for operating expenditures of the facility, and the offsite stadium patron and visiting team expenditures. The bill-of-goods multiplier method is used to estimate the economic impact of operating expenditures of the facility and the final-demand multiplier method is used to estimate the economic impacts resulting from offsite stadium expenditures.

All monetary amounts shown are in constant 2006 dollars.

Bill-of-Goods Multiplier Method

In the bill-of-goods multiplier method, the purchases of goods and services (operating expenditures) are used to calculate the economic impacts, instead of final-demand ticket revenues. Using operating expenditures and the bill-of-goods method, instead of total ticket sales and the final-demand method, takes into account the actual dollars spent in the local economy and disregards stadium profits and margins that are often invested elsewhere. Though the approach provides conservative results, it is more realistic in terms of 'net' impacts to the local economy.

The directly purchased goods and services (including labor) are considered the 'initial change' in output in the local economy resulting from stadium operations. Total 'initial change' is then adjusted by applying appropriate factors to account for production and distribution cost components (for manufactured items) and direct expenditures made within the county (excluding imports from outside).

Next, economic multipliers are applied to the 'adjusted initial change.' In the bill-of-good method, this results in the induced and indirect impacts to the local economy. The initial change must be added to the indirect and induced impacts to obtain the total economic impacts from the stadium. Finally, ERA calculates city-specific economic impacts based on the city's share of county employment.

Final-Demand Multiplier Method

The final-demand multiplier method is used to calculate the economic impacts of offsite stadium spending by patrons and the visiting team.

Under this method, the initial change is the total of off-site purchases made by stadium patrons and the visiting team. These patron and visiting team expenditures include eating



and drinking, lodging, retail and transportation expenditures in locations outside the facility, but within the economic region.

Total ‘initial change’ is then adjusted by applying appropriate factors to account for direct expenditures made within the county (excluding imports from outside). Under the final-demand multiplier method, applying the economic multipliers to the initial change results in the total economic impact from the stadium. Induced and indirect impacts are the difference between the total economic impact and the initial change.

Economic Multipliers

In this analysis, ERA utilized RIMS II economic impact multipliers developed by the U.S. Department of Commerce Bureau of Economic Analysis (BEA). RIMS II multipliers are based on BEA’s Regional Input-Output (I-O) Modeling System, which projects the inputs purchased and sold by individual industries taken within a regional context.

RIMS II multipliers are not available at the city-level. In general, city-level impacts can be assessed analyzing the city economy relative to the county economy.

City-Specific Economic Impacts

As mentioned previously, RIMS II multipliers are only applicable on a county level. ERA utilizes the Tarrant County RIMS II multipliers to project the stadium’s economic impact on the county and then calculates Arlington-specific impacts based on the city’s share of county employment.

Table II-1 presents a comparison of the estimated employment base for the City of Arlington in contrast to total employment existing in Tarrant County.

Table II - 1
Employment Distributions by Industry

	Tarrant County	City of Arlington
Total Employed	985,109	155,953
% of County	100%	16%

Source: North Central Texas Council of Governments, Economics Research Associates

The City of Arlington contains 16 percent of Tarrant County’s current employment base. A breakout of Arlington’s employment base by business sector is not currently available; however, the 2004 Economic Census provides information on the breakout of the number of establishments in Arlington by industry is presented in Table II-2.

Diversity of an area’s economy is a major factor in determining the area’s capture of regional economic impact. As shown on Table II-2, Arlington’s diverse economic base should make it likely that the City is capturing a fair share of the resulting economic activity. Nonetheless, a conservative approach to estimating capture has been employed in order to not overstate local impact. ERA assumes the City of Arlington will be able to, at least, retain a portion of the estimated labor, goods and service expenditures generated by the stadium generally equivalent to its relative share of the County’s employment base of 16 percent.

Table II - 2
2004 Economic Census, Number of Business Establishments by Industry

Industry Description	City of Arlington	Industry Distribution
Accommodation & food services	632	9%
Admin, support & waste mgt services	448	6%
Arts, entertainment & recreation	72	1%
Construction	523	7%
Educational services	86	1%
Finance & insurance	544	7%
Health care and social assistance	837	11%
Information	147	2%
Management of companies & enterprises	44	1%
Manufacturing	278	4%
Retail trade	1,126	15%
Transportation & warehousing	128	2%
Wholesale trade	491	7%
Other Industries	1,963	27%
Total	7,319	100%

Source: 2004 Economic Census and Economics Research Associates

With the bill-of-goods approach for the economic impacts of the stadium operations, ERA is able to estimate City of Arlington total output, earnings, and employment impacts based on the City's share of the County's indirect and induced impacts. To evaluate the economic impacts of offsite spending, total County offsite impacts must be separated into initial change and induced and indirect impacts. The City's employment share of the County can then be applied to the induced impacts to calculate gross output. Earnings are derived as a share of gross output, and employment derived by applying the average offsite sector wage based on the RIMS II multipliers.

III. Model Inputs

This section describes how the initial change and the adjusted regional change are determined. Initial change is analyzed in two parts: (1) Onsite expenditures – the initial change in the economy due to stadium operations; and (2) Offsite expenditures – the initial change in the economy due to stadium patron and visiting team spending. ERA first determines total expenditures in the economy attributed to the Rangers operation and then later adjusts these expenditures for expenditures made within Tarrant County.

Detailed tables are attached in the Appendix of this report.

On Site Expenditures

In completing this study, ERA reviewed actual 2003 - 2005 financials provided by the Rangers franchise, verifying that figures used in this study were reasonable and in line with other nationwide MLB franchises and stadiums. Gross expenses for the operation of Amerquest Field are derived from revenues provided by the Rangers franchise. Due to issues of confidentiality the Rangers financials are not provided in this report.

Total operating expenditures are separated into facility operating expenditures and event operations. Facility operating expenditures relate to the year-round maintenance and operation of the stadium. Event operations include game day-specific expenditures. (This economic model assumes 81 regular season game days per year.)

Expenditures are further separated into wage and non-wage components. Players’ salaries, as well as other non-stadium franchise expenses, are not included in this analysis because this spending is not likely to take place in the study area.

Table III - 1
Stadium Operating Expenditures
(000's)

	Gross Expense	Wages	Non-Wage	FTE Employees
Facility Operations	\$17,450	\$13,510	\$3,940	263
Event Operations	\$13,583	\$6,481	\$7,102	287
Total Stadium Operations	\$31,033	\$19,991	\$11,042	550

Source: Economics Research Associates

As shown in Table III-1, gross facility operations expenses are approximately \$17.5 million per year, \$13.5 million in wages and \$3.9 million in non-wage expenditures. Facility operations generate an estimated 263 full time equivalent (FTE) employees per year.

Event operation expenditures are an estimated \$13.6 million in additional gross expense, \$6.5 million in wage expenditures and \$7.1 in non-wage expenditures. Approximately 1,500 people are employed part-time on game days at Amerquest Field, 287 on an FTE basis.

Total facility operation expenditures are \$31 million, generating approximately 550 full time equivalent jobs.

Table A-1 in the Appendix provides a more detailed distribution of operating expenditures for stadium operations.

Initial Off-Site Expenditures

In addition to on-site spending, Ameritrust Field also generates significant economic benefits to the City of Arlington as a result of stadium patron’s and visiting team’s offsite spending. Stadium patrons and each visiting team will spend funds on gas and public transportation on their way to and from the ballpark, eating and drinking outside of the ballpark, and on lodging.

Stadium Patrons

In order to determine the geographic distribution of stadium patrons, ERA used zip code level visitor origination data provided by the Rangers. A map showing visitor origination is presented in Figure III – 1.

Table A-2 in the Appendix shows offsite expenditures from stadium patrons visiting from the Dallas-Forth Worth area and from outside of the local area. The primary market (the Dallas-Fort Worth area) is roughly defined by Dallas County and Tarrant County. ERA separately analyzes offsite expenditures from stadium patrons visiting from outside of the Dallas-Forth Worth area and Dallas-Forth Worth residents because visitors living outside of the primary market are likely to spend more in the area before returning home, in net ‘new’ expenditures.

Total attendance for Ameritrust Field was 2,540,000 for the 2005 Rangers Season. Based on industry standards for the ratio of ticket sales to actual attendance, ERA estimates that approximately 70%, or 1,800,000, ticket holders will attend games annually. From an analysis of ticket purchaser addresses, ERA found nearly 55% of Ameritrust ticket holders were located within Dallas and Tarrant County and 45% were located out of the area.

Table III-2 presents the estimated per day spending factors for visitors coming from within Dallas and Tarrant County and for out-of-area visitors who are traveling from beyond Dallas and Tarrant County to attend Ranger events.

**Table III - 2
Off-Site Stadium Patron Spending - Per Day Factors**

Item	Out-of-Area Visitors	Dallas & Tarrant County Residents
Eating and Drinking	\$8.00	\$2.67
Transportation (Gas, Transit)	\$3.50	\$1.17
Lodging	\$30.00	-
Other Retail	\$2.50	\$0.83

Source: Economics Research Associates

ERA estimates that out-of-area visitors will spend \$8.00 per day in offsite eating and drinking establishments, \$3.50 per day on transportation including gas and transit, and \$2.50 per day in retail. A modest 5% of out of area visitors are expected to stay overnight at a lodging charge of \$30.00 per person per day.

Visitors living in the Dallas-Fort Worth area are assumed to have some off-site spending, but substantially less than out of area visitors. Residents are projected to spend approximately \$3.00 per day in food and drinking establishments, \$1.00 per day on transportation, and almost \$1.00 per day in retail spending.

As shown on Table A-2 in the Appendix, total spending due to stadium patrons is expected to be \$17 million per year.

Visiting Team and Personnel

Based on the assumption of 81 home games, ERA has included local expenditures made by visiting teams and their accompanying personnel. As shown in Table III – 3 visiting team and personnel are estimated to spend \$45.00 per day in eating and drinking establishments, \$35.00 per day on transportation, \$90.00 per day on lodging, and \$20.00 in retail expenditures.

Table III - 3
Off-Site Visiting Team Spending - Per Day Factors

Item	Visiting Team & Personnel
Eating and Drinking	\$45.00
Transportation (Gas, Transit)	\$35.00
Lodging	\$90.00
Other Retail	\$20.00

Source: Economics Research Associates

As shown on Table A-3 in the Appendix, total spending due to visiting teams and their personnel is projected to be \$616,000 per year.

Adjusted Regional Expenditures

Expenditure information must be adjusted to account for locally purchased goods and services and adjusted to reflect purchasers’ prices.

Table A-4 in the Appendix presents initial change expenditures and adjusted regional expenditures by industry from all sources resulting from stadium operations. ERA has noted the corresponding industry type as defined by RIMS II for each of the expenditure items. The table is organized in three parts; 1) non-wage expenditures, 2) wages to households, and 3) offsite expenditures by stadium patrons and the visiting teams.

Regional Adjustment

Table III-4 shows ERA’s assumptions regarding the capture rates anticipated for onsite and offsite spending at the county level.

**Table III - 4
County Expenditure Capture Rates**

	Percent in County
Onsite	
Facility Operations	36%
Event Operations	41%
Wage Expenditures	70%
Offsite	
Offsite Visitor & Resident Expenditures	70%
Offsite Visiting Team Expenditures	75%

Source: Economics Research Associates

Tarrant County is expected to receive a significant portion of visitor spending such as accommodations, retail, eating and drinking spending, and wage expenses, but given the stadium’s proximity to Dallas County, ERA assumes a lower percentage of goods and services are purchased specifically within Tarrant County.

Producer’s Price Adjustment

Event-specific operation expenditures are adjusted to account for the cost of manufacturing, wholesale trade margins, and transportation in Table A-4 in the Appendix. Separated into production-cost and distribution-cost components, these figures reflect expenditures in terms of producers’ prices. RIMS II distribution cost information was used in estimating these adjustments.

Tarrant County Adjusted Regional Expenditures

Adjusted for regional purchases in producers’ prices, the stadium is projected to produce initial onsite and offsite spending of almost \$31 million within Tarrant County, approximately and \$13 million in wages and salaries for Tarrant County residents and \$18 million in non-wage spending (Table A-4).

IV. Economic Impacts

Total economic impacts to Tarrant County as a result of Ranger events at Amerquest Field are shown on Table A-5 in the Appendix. Calculations of the stadium’s impact on the City of Arlington are detailed in Table A-6 through Table A-10 in the Appendix.

Adjusted regional expenditures are multiplied by the RIMS II multipliers to calculate the indirect and induced county impact for stadium operations. Initial changes are added to the indirect and induced changes for total impact from onsite operations. For offsite expenditures, adjusted regional expenditures are multiplied by RIMS II multiplier producing the total impact from offsite expenditures to Tarrant County.

The stadium’s economic impacts on the City of Arlington are estimated as a share of the County’s economic impact. For the economic impacts of stadium operations, the City share of County employment can be applied directly to the induced and indirect output, earnings, and employment impacts. To calculate economic impacts for offsite expenditures, the City share of County employment is applied to the induced and indirect output of the County, but earnings and employment are derived based on the onsite earnings share of output and the RIMS II average wage for offsite spending.

Table IV - 1
Annual Economic Impacts of Amerquest Field

	Impacts		
	Output (000)	Earnings (000)	Employment (FTE Jobs)
CITY OF ARLINGTON IMPACTS	\$46,249	\$23,563	709
TARRANT COUNTY IMPACTS	\$76,068	\$30,412	972

Source: Economics Research Associates

As shown in Table IV – 1, the stadium is estimated to provide Tarrant County with annual economic output of \$76 million, \$30 million in annual earnings and approximately 972 full-time equivalent employees.

ERA estimates that the City of Arlington captures \$46 million of the County’s annual economic output, nearly \$24 million in annual earnings and 709 full-time equivalent jobs.

Table IV -2, shows the economic impacts from the City of Arlington and Tarrant County in terms of initial change and indirect and induced impact. Tarrant County’s initial change due to the stadium is \$43.5 million. Induced and indirect impacts are estimated at \$32.5 million. Initial spending in the City of Arlington is estimated at \$41 million. Induced and indirect impacts are estimated at \$5 million in Arlington.



Table IV - 2
Breakdown of Annual Economic Impacts

	Initial Change (000)	Induced & Indirect Impacts Output (000)	Total Impact Output (000)
City of Arlington	\$41,097	\$5,152	\$46,249
Tarrant County	\$43,526	\$32,541	\$76,068

Source: Economics Research Associates

Present Value

The City of Arlington is also interested in the long term, 30-year impact of the Rangers franchise at Amerquest Field.

ERA analyzes the economic impacts of Amerquest Field over a thirty year period at 5 percent, 10 percent, and 12 percent discount rates. Annual economic impacts are inflated at by a factor of 2.5%¹.

The present value of the annual economic impacts to the City of Arlington and Tarrant County are shown in the table below. Across a 30 year period, the Rangers franchise at Amerquest Field is projected to generate between \$417 million and \$747 million, depending on the discount rate.

Table IV - 3
Present Value of the Amerquest Field across 30 Years
(\$Millions)

	Net Present Value @ Discount Rate of		
	5%	10%	12%
City of Arlington	\$747	\$480	\$417
Tarrant County	\$1,228	\$789	\$686

Source: Economics Research Associates

¹ The Dallas-Forth Worth MSA had an average annual inflation factor of 2.46% across the last 10 years. Source: Bureau of Labor Statistics, Consumer Price Index (1982-84=100), Not Seasonally Adjusted.



General Limiting Conditions

Every reasonable effort has been made to ensure that the data contained in this study reflect the most accurate and timely information possible, and they are believed to be reliable. This study is based on estimates, assumptions and other information reviewed and evaluated by Economics Research Associates from its consultations with the client and the client's representatives and within its general knowledge of the industry. No responsibility is assumed for inaccuracies in reporting by the client, the client's agent and representatives or any other data source used in preparing or presenting this study.

This report is based on information that was current as of September 2006 or as noted in the report, and Economics Research Associates has not undertaken any update of its research effort since such date.

No warranty or representation is made by Economics Research Associates that any of the projected values or results contained in this study will actually be achieved.

Possession of this study does not carry with it the right of publication thereof or to use the name of "Economics Research Associates" in any manner without first obtaining the prior written consent of Economics Research Associates. No abstracting, excerpting or summarization of this study may be made without first obtaining the prior written consent of Economics Research Associates. This report is not to be used in conjunction with any public or private offering of securities or other similar purpose where it may be relied upon to any degree by any person other than the client without first obtaining the prior written consent of Economics Research Associates. This study may not be used for purposes other than that for which it is prepared or for which prior written consent has first been obtained from Economics Research Associates.

This study is qualified in its entirety by, and should be considered in light of, these limitations, conditions and considerations.



APPENDIX



Table A-1
Direct Operating Expenditures (000)

Facility Operations				
Item	Gross Expense	Wages	Non-Wage Expenses	FTE Employees On-site
Direct Employees				
Administration Employees	\$6,000	\$5,100	\$900	51
Stadium Operations Employees	\$8,000	\$7,600	\$400	210
Subtotal Direct Employees	\$14,000	\$12,700	\$1,300	261
Utilities, Supplies & Equipment				
Utilities	\$2,250	\$0	\$2,250	-
Supplies & Equipment	\$200	\$60	\$140	2
Subtotal Utilities/Supplies & Equipment	\$2,450	\$60	\$2,390	2
Other Admin, Sales and G & A	\$1,000	\$750	\$250	-
Total Facility Operations	\$17,450	\$13,510	\$3,940	263
Event Operations				
Item	Gross Expense	Wages	Non-Wage Expenses	FTE Employees On-site
Concessions	\$10,437	\$5,219	\$5,219	231
Merchandise	\$2,690	\$807	\$1,883	36
Publications	\$97	\$29	\$68	1
Parking	\$455	\$455	\$0	20
Total Event Related Operations	\$13,583	\$6,481	\$7,102	287
TOTAL OPERATIONS	\$31,033	\$19,991	\$11,042	550

Source: Economics Research Associates, Rangers Franchise, Texas Workforce Commission Labor Market Information



**Table A-2
Off Site Expenditure (Visitor and Resident Attendees)**

Estimated Annual Attendance ¹ =			1,800,000
<u>Visitor Origin Estimates:</u>			
	Outside of Area =	45%	810,000
	Dallas and Tarrant County Residents =	55%	990,000
<u>Net New Out-of-Area Visitor Offsite Expenditures:</u>			
Item	Per Day Factor	Visitor Nights ²	Total (000)
Eating and Drinking	\$ 8.00	810,000	\$ 6,480
Transportation (Gas, Transit)	\$ 3.50	810,000	\$ 2,835
Lodging ³	\$ 30.00	40,500	\$ 1,215
Other Retail	\$ 2.50	810,000	\$ 2,025
Total			\$ 12,555
<u>Net New Dallas and Tarrant County Resident Off-Site Expenditures:</u>			
Item	Per Day Factor ⁴	Visitor Nights ⁵	Total (000)
Eating and Drinking	\$ 2.67	990,000	\$ 2,640
Transportation (Gas, Transit)	\$ 1.17	990,000	\$ 1,155
Other Retail	\$ 0.83	990,000	\$ 825
Total			\$ 4,620
Total New Off-Site Expenditures in Tarrant County			\$ 17,175

Notes:

¹Turnstile Attendance estimated at approximately 70% of ticket attendance

²Average Visitor Length of Stay estimated at 1.0 night

³Applied to 5% of out of Dallas and Tarrant County visitors

⁴Dallas and Tarrant County Resident per day factors projected at one third of out-of-area visitor per day factors

⁵Average Resident attendee Length of Stay estimated at 1.0 nights

Source: Economics Research Associates



Table A-3
Visiting Team and Team Personnel Expenditure

Visiting Team and Event Personnel=			40	
Avg. Length of Stay =			1.0	nights
Home Game Days =			81	
Net New Off-Site Visiting Team and Event Persons Expenditures				
Item		Per Day Factor	Visitor Nights	Total (000)
Eating and Drinking	\$	45.00	3,240	\$ 146
Transportation (Gas, Transit)		35.00	3,240	113
Lodging		90.00	3,240	292
Other Retail		20.00	3,240	65
Total New Visiting Team and Event Persons Off-Site Expenditures				\$ 616

Source: Economics Research Associates



Table A-4
Initial and Adjusted Regional Purchases by Industry (000)

Item ¹	Industry Type ²	Total Purchases ³	% in the County ⁴	Adjusted Purchases in the County ⁵
NON WAGE EXPENDITURES				
Facility Operations				
Employee Insurance	Insurance carriers and related activities	\$1,300	25%	
Utilities	Utilities (Gas/Electric)	\$2,250	50%	\$1,125
Supplies & Equipment	Facilities support services	140	80%	112
Other Admin. Sales/G&A	Administration and support services	250	80%	200
Subtotal (Facility Operations)		\$3,940		\$1,437
Event Operations				
Concessions				
<i>Cost Components</i>				
	Food, Beverage, and Tobacco Product Manufacturing	\$4,227	40%	\$1,691
	Wholesale Trade (Margins)	887	75%	665
	Truck Transportation	104	75%	78
Subtotal (Concessions)		\$5,219		\$2,434
Merchandise				
<i>Cost Components</i>				
	Apparel, leather, and allied product manufacturing	\$1,599	20%	\$320
	Wholesale Trade (Margins)	273	65%	178
	Truck Transportation	11	65%	7
Subtotal (Merchandise)		\$1,883		\$505
Publications				
<i>Cost Components</i>				
	Printing and Related Support Activities	\$63	65%	\$41
	Wholesale Trade (Margins)	2	85%	2
	Truck Transportation	1	85%	1
Subtotal (Merchandise)		\$66		\$43
Subtotal (Event operations)		\$7,102		\$2,939
WAGES TO HOUSEHOLDS⁶				
Facility Operations	Households	\$13,510	70%	\$9,457
Other Event Operations	Households	6,481	70%	4,537
Subtotal (Wages to households)		\$19,991		\$13,994
TOTAL INITIAL INPUT FROM FACILITY OPERATIONS		\$31,033		\$18,370
OFF SITE VISITOR & RESIDENT EXPENDITURES				
Eating and Drinking	Food Services and Drinking Places	\$9,120	70%	\$6,384
Transportation	Transit and Ground Passenger Transportation	3,990	60%	2,394
Lodging	Accommodations	1,215	80%	972
Other Retail	Retail Trade	2,850	80%	2,280
Subtotal (Off site visitor & resident expenditures)		\$17,175		\$12,030
OFF SITE VISITING TEAM AND EVENT PERSON EXPENDITURES				
Eating and Drinking	Food Services and Drinking Places	\$146	50%	\$73
Transportation	Transit and Ground Passenger Transportation	\$113	60%	68
Lodging	Accommodations	\$292	95%	277
Other Retail	Retail Trade	\$65	70%	45
Subtotal (Off site visiting team and event person expenditures)		\$616		\$463
TOTAL INITIAL INPUT FROM OFFSITE EXPENDITURES		\$17,791		\$12,493

Notes:

¹Expense items from Table 1 and Table 2

²Industry classification as per RIMS II Model

³Total purchases from Table 1 and Table 2 (first round of spending)

⁴Share of purchases in Tarrant County with estimated adjustments for producers price conversions as necessary

⁵Adjusted regional purchases

⁶Estimated that 70% of household expenditures occur in Tarrant County

Source: Economics Research Associates



Table A-5
Impacts to Tarrant County

Industry Type	Purchases in the County (000)	RIMS II Multiplier for Final Demand			Impact		
		Output ¹	Earnings ²	Employment ³	Output (000)	Earnings (000)	Employment (FTE Jobs)
NON WAGE EXPENDITURES							
Facility Operations							
Utilities (Gas/Electric)	\$1,125	1.5200	0.1928	3.6957	\$1,710	\$217	4
Facilities support services	112	1.5939	0.5335	16.8782	179	60	2
Administration and Support Services	200	1.9407	0.4965	19.2379	388	99	4
Subtotal (Facility Operations)	\$1,437				\$2,277	\$376	10
Other Event Operations							
<i>Concessions Cost Components</i>							
Food, Beverage, and Tobacco Product Manufacturing	\$1,691	1.8377	0.2875	8.4068	\$3,107	\$486	14
Wholesale Trade (Margins)	665	1.7102	0.4192	9.4971	1,138	279	6
Truck Transportation	78	2.0005	0.4572	14.5313	157	36	1
Subtotal (Concessions)	\$2,434				\$4,402	\$801	21
<i>Merchandise Cost Components</i>							
Apparel, leather, and allied product manufacturing	\$320	1.7177	0.3325	11.5833	\$549	\$106	4
Wholesale Trade (Margins)	178	1.7102	0.4192	9.4971	304	74	2
Truck Transportation	7	2.0005	0.4572	14.5313	15	3	0
Subtotal (Merchandise)	\$505				\$868	\$184	6
<i>Publication Cost Components</i>							
Printing and Related Support Activities	\$41	1.8064	0.4185	11.0827	\$74	\$17	0
Wholesale Trade (Margins)	2	1.7102	0.4192	9.4971	3	1	0
Truck Transportation	1	2.0005	0.4572	14.5313	1	0	0
Subtotal (Publishing)	\$43				\$78	\$18	0
Subtotal (Event operations)	\$4,420				\$5,348	\$1,003	27
WAGES TO HOUSEHOLDS							
Wages to households	\$13,994	0.9913	0.2341	7.8239	\$13,872	\$3,276	109
Subtotal (Wages to households)							
INDIRECT AND INDUCED IMPACT FROM ON SITE OPERATIONS					\$21,496	\$4,655	146
PLUS: INITIAL CHANGE (Onsite operations only) ⁴					\$31,033	\$19,991	550
IMPACT OF ON SITE OPERATIONS					\$52,530	\$24,646	696
OFF SITE EXPENDITURES							
Off Site Visitor & Resident Expenditure							
Food Services and Drinking Places	\$6,384	1.9257	0.4401	24.0639	\$12,294	\$2,810	154
Transit and Ground Passenger Transportation	2,394	1.9434	0.5319	22.9616	4,652	1,273	55
Accommodation	972	1.7363	0.4284	16.5626	1,688	416	16
Retail Trade	2,280	1.7850	0.4641	17.8593	4,070	1,058	41
Subtotal (Off-Site Visitor & Resident Expenditures)	\$12,030				\$22,704	\$5,558	266
Off Site Visiting Team and Event Personnel Expenditure							
Food Services and Drinking Places	\$73	1.9257	0.4401	24.0639	\$140	\$32	2
Transit and Ground Passenger Transportation	68	1.9434	0.5319	22.9616	132	36	2
Accommodation	277	1.7363	0.4284	16.5626	481	119	5
Retail Trade	45	1.7850	0.4641	17.8593	81	21	1
Subtotal (Off-Site Visiting Team and Event Personnel Expenditures)	\$463				\$835	\$208	10
IMPACT FROM OFF SITE EXPENDITURES					\$23,538	\$5,766	276
TOTAL IMPACT TO TARRANT COUNTY					\$76,068	\$30,412	972

Notes:

¹Measures the total dollar change in output in all industries resulting from a \$1 change in output delivered by the specific industry

²Measures total dollar change in terms of earnings resulting from \$1 change in output delivered by the specific industry

³Measures the total change in number of jobs resulting from a \$1 million change in output delivered by the specific industry

⁴Since visitor expenditures are considered in gross terms (without producer's price adjustments) they are not included to avoid double counting

Source: Economics Research Associates, Bureau of Economic Analysis RIMS II Multipliers



**Table A-6
County Direct & Induced Offsite Stadium Impacts**

Industry Type	Initial Economic Impacts	Induced & Indirect Economic Impacts¹	Total Economic Impacts
	(000)	(000)	(000)
OFF SITE EXPENDITURES			
<u>Off Site Visitor & Resident Expenditure</u>			
Food Services and Drinking Places	\$6,384	\$5,910	\$12,294
Transit and Ground Passenger Transportation	2,394	\$2,258	4,652
Accommodations	972	\$716	1,688
Retail Trade	2,280	1,790	4,070
<i>Subtotal (Off-Site Visitor & Resident Expenditures)</i>	\$12,030	\$10,674	\$22,704
<u>Off Site Visiting Team and Event Personnel Expenditure</u>			
Food Services and Drinking Places	\$73	\$67	\$140
Transit and Ground Passenger Transportation	68	64	132
Accommodations	277	204	481
Retail Trade	45	36	81
<i>Subtotal (Off-Site Visiting Team and Event Personnel Expenditures)</i>	\$463	\$371	\$835
IMPACT FROM OFF SITE EXPENDITURES	\$12,493	\$11,045	23,538

¹Difference between total economic impact on Appendix Table 5 and initial change.

Source: Economics Research Associates, Bureau of Economic Analysis RIMS II Multipliers



**Table A-7
City of Arlington Onsite Stadium Operation Impacts**

ONSITE IMPACTS	County Impacts			City Share¹	City Impacts		
	Output (000)	Earnings (000)	Employment (FTE Jobs)		Output (000)	Earnings (000)	Employment (FTE Jobs)
Initial Change - Stadium Operations Expenditures	\$31,033	\$19,991	550	100%	\$31,033	\$19,991	550
Indirect and Induced Impacts of Stadium Operations	\$21,496	\$4,655	146	16%	\$3,403	\$737	23
ECONOMIC IMPACTS FROM STADIUM OPERATIONS	\$52,530	\$24,646	696		\$34,436	\$20,728	573

¹Share of spending taking place within the City of Arlington. Indirect and Induced estimated based on City's share of County employment
Source: Economics Research Associates



**Table A-8
City of Arlington Offsite Patron and Visiting Team Expenditure Impacts**

OFFSITE EXPENDITURE IMPACTS	County Impacts		City	City Impacts	
	Output (000)	Share	Output (000)	Earnings¹ (000)	Employment² (FTE Jobs)
<u>Initial Change</u>					
Offsite Visitor and Resident Expenditure	\$12,030	80%	\$9,624	\$2,310	111
Offsite Visiting Team and Event Personnel Expenditure	\$463	95%	\$440	\$106	5
<i>Subtotal (Initial Change)</i>	\$12,493		\$10,064	\$2,415	116
Indirect and Induced Impacts from Offsite Expenditures	\$11,045	16%	\$1,749	\$420	20
ECONOMIC IMPACTS FROM OFFSITE EXPENDITURES	\$23,538		\$11,813	\$2,835	136

¹Earnings are estimated at 24% of output based on the RIMS II multiplier impacts for onsite stadium earnings

²Employment based on earnings and weighted wage for total offsite stadium impacts

Source: Economics Research Associates, Texas Workforce Commission



Table A-9
Total Estimated City of Arlington Impacts

Economic Impacts	City Impacts		
	Output (000)	Earnings (000)	Employment (FTE Jobs)
Impacts from Stadium Operations	\$34,436	\$20,728	573
Impacts from Offsite Expenditures	\$11,813	\$2,835	136
Total Impacts	\$46,249	\$23,563	709

Source: Economics Research Associates



Table A-10
Annual Economic Impacts of Ameriquest Field

	Impacts		
	Output (000)	Earnings (000)	Employment (FTE Jobs)
CITY OF ARLINGTON IMPACTS	\$46,249	\$23,563	709
TARRANT COUNTY IMPACTS	\$76,068	\$30,412	972

Source: Economics Research Associates