

# **The Economic and Fiscal Impact of George Washington Village on Stafford County, Virginia**

Prepared by

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## **Executive Summary**

At full build-out of George Washington Village would add 1,868 housing units to Stafford County's housing stock with 1,118 of these consisting of single-family detached (818) and attached (300) units and 750 multi-family units. Additionally, the proposed development provides for 722,523 square feet commercial retail space. The construction of these housing units and retail buildings along with the supporting infrastructure and community facilities would generate significant impacts to the benefit of the local economy. Additionally, the 1,868 new households residing in George Washington Village at full buildout would represent a major source of spending power in support of the County's economic base. Equally important would be the value added to the County's economy from the economic activity and workforce accommodated in the 722,523 square feet of commercial retail space included in the proposed development plan.

These new households and new jobs located within George Washington Village will generate additional revenues to the benefit of the County's budget but will also generate new demands for public services provided by the County. An analysis of these fiscal flows found that proposed mix of residential and commercial uses would generate a net fiscal benefit to the County, had they existed in FY 2015 given that year's tax rates and distribution of revenues and expenditures as reflected in the County's FY 2015 audited financial report (the most recent CAFR publicly available at this time).

The key findings of these analyses are as follows:

- Construction outlays associated with George Washington Village, including all residential and commercial buildings, infrastructure, site preparation, environmental mitigation, and public facilities will total \$440.5 million;
- These direct outlays would contribute \$664.1 million to Stafford County's economy over the construction period, generate new labor income totaling \$169.6 million to the benefit of workers residing in the County, and support

a total of 3,870 jobs of which approximately 2,590 would be located in Stafford County;

- The new residents of George Washington Village would have a combined annual household income estimated at \$252.4 million;
- The 1,521 jobs accommodated within retail uses planned for George Washington Village would add an estimated \$129.7 million or 1.7% annually to the County's gross county product;
- The proposed single-family residential development program for George Washington Village, consisting of 1,118 units, would be fiscally beneficial to Stafford County generating revenues totaling \$5.9 million while increasing the demand for county-funded services (expenditures) by only \$5.8 million for an annual net fiscal benefit of \$114,322.54; and,
- The commercial retail uses proposed for George Washington Village were found to generate an estimated annual net fiscal benefit of \$1.967 million while the proposed 750 multi-family residential units, reflecting the application of countywide average household size and school-age children generation rates, were found to generate an annual fiscal deficit of \$199,578.26; combined this mix of proposed multi-family and retail uses would generate a net positive fiscal impact of \$1.768 million for Stafford County.

### **George Washington Village Development Program**

The development program for George Washington Village reflects a mix of residential units and retail uses including a town center and stand-alone uses targets to both the resident retail market demands as these develop in parallel with the proposed residential uses and retail demands of County residents beyond George Washington Village. The proposed land use mix for George Washington Village is presented in Table 1. The resident uses reflect a mix of single-family detached units (44%), attached or townhouse units (16%) and condominium or apartment units (40%); the 818 single-family detached units include four different lot sizes (4,500sf, 5,250 sf, 6,000 sf, and 9,100 sf) and related housing unit designs.

The commercial uses consist of a town center, accounting for 90 percent of the retail space, and local-serving retail uses in a stand-alone format scattered throughout the community. Major retail development will be driven by market conditions reflecting both the development of residential uses within George Washington Village as well the continuing growth of Stafford County as an employment and retail services center.

The development costs associated with the proposed George Washington Village build-out will generate economic activity in support of Stafford County's economy. This direct spending is also summarized in Table 1. These values reflect today's construction costs, including hard and soft costs and site development and infrastructure costs, associated with delivering the residential units and supporting commercial uses over the full build-out of the proposed development plan. The residential construction costs—hard and soft costs only—are shown to range from \$82,431 for multi-family units to \$220,330 for large to single-family units with the average construction cost of all 1,860 housing units estimated at \$131,144 in current dollars. Retail space is estimated to cost \$110.00 per square foot inclusive of soft costs, tenant improvements, and immediate site development, but excluding infrastructure costs, are estimated to total \$79.5 million. Infrastructure costs for utilities, streets, sidewalks, parks and other community amenities including environmental impact mitigation are estimated to total \$116.5 million exclusive of land costs.

Table 1

Proposed Land Use Program for George Washington Village By Phases  
(actual housing units; thousands of square feet for commercial)

Land Uses	Units/Sq. Ft.	Hard and Soft Costs
<b>Residential</b>		
Detached	818	\$178,322
Small Lots	260	\$136,277
FFM Lots	180	\$185,341
Medium Lots	299	\$199,560
Large Lots	79	\$220,330
Attached	300	\$122,596
Condo/Apt.	750	\$82,431
<b>Total Residential</b>	<b>1860</b>	<b>\$131,144</b>
<b>Commercial</b>		
Retail-Town Center	650,000	\$110/sf
Retail-Stand-Alone	72,523	\$110/sf
<b>Total Commercial</b>	<b>722,523</b>	<b>\$110/sf</b>
<b>Land Development and Infrastructure</b>		<b>\$116.5 million</b>

Source: NVR, Inc.

The total direct construction outlays for George Washington Village, as proposed herein, inclusive of all hard and soft costs, land development and infrastructure

costs, are estimated at \$440.5 million, with the direct outlays for the residential and commercial construction totaling \$324.0 million and outlays for land development and infrastructure totaling \$116.5 million. These direct outlays for the construction of George Washington Village will generate additional economic benefits to the County: economic growth as reflected in gains in gross county product, increased locally earned labor income, and increased local, regional and state level employment. These economic impacts are presented in the following section.

**The Economic Impacts on Stafford County**  
**From the Construction of George Washington Village**

The economic impacts generated by the construction of George Washington Village—its hard and soft costs inclusive of site development and infrastructure but excluding land acquisition, taxes, insurance and financing costs—are reported in Tables 2. The direct expenditure of \$440.5 million for the full development of George Washington Village over the development period, reflecting a multiplier of 1.51 (U.S. Bureau of Economic Analysis, RIMS II, 2015), would contribute \$664.1 million to the County’s gross county product, the value of goods and services generated within the economy.

Table 2

**Economic Impacts of Constructing  
George Washington Village on Stafford County,  
(in millions of 2016 dollars)**

Source	Direct Outlay	Total Output <sup>1</sup>	Personal Earnings <sup>2</sup>	Total	Jobs Supported <sup>3</sup>	
					Direct	Indirect
Residential <sup>4</sup>	\$244.5	\$352.0	\$94.1	2,148	779	1,369
Commercial <sup>5</sup>	79.5	144.4	30.6	698	253	445
Infrastructure	116.5	167.7	44.9	1,024	372	652
<b>Totals</b>	<b>\$440.5</b>	<b>\$664.1</b>	<b>\$169.6</b>	<b>3,870</b>	<b>1,404</b>	<b>2,466</b>

Sources: NVR, Inc.; GMU Center for Regional Analysis

<sup>1</sup>contribution to Stafford County’s economy; <sup>2</sup>generation of new personal earnings (labor income) accruing to workers residing in Stafford County; <sup>3</sup>total, direct and indirect jobs supported during the construction period; <sup>4</sup>1,860 housing units; <sup>5</sup>722,523 square feet retail space.

This direct spending and re-spending of payroll and purchases from local businesses would generate \$169.6 million in new labor income to the benefit of workers residing in Stafford County supporting 3,870 full-time equivalent year-round jobs over the construction period. Beyond the 1,404 directly supported jobs—on-site and employed as contractors and vendors supported by the proposed construction

spending, this spending would support 2,466 indirect and induced jobs as a result of the re-spending of the payroll and business income generated directly by these construction outlays. These indirect jobs are largely in the retail and consumer service sectors but extend to health and education and other sectors across the local economy. Overall, approximately 67 percent of the job benefits generated by the construction expenditures could be retained within the Stafford economy.

The economic impacts generated during the development period have been shown to represent significant contributions to local economic activity and generate local labor income and jobs. While these impacts cease—are fully realized—with the completion of construction activity, the residents and businesses locating in George Washington Village will continue to generate economic benefits to the County's economy. At full occupancy, GW Village with house 1,860 new households, with average household incomes ranging from \$88,800 for the less expensive units to more than \$216,900 for the large-lot single-family housing units. These new households will bring significant purchasing power into the local economy based on their estimated total \$252.4 million in total annual household income with \$60.6 million or 24 percent typically being spent on retail goods and services provided by local establishments.

Additionally, the retail establishments located in George Washington Village's commercial areas would employ a workforce of consisting of approximately 1,721 full-time equivalent jobs. The value added by these new workers to the County's gross county product (GCP) will total an estimated \$129.75 million representing a 1.7 percent contribution to the \$7.44 billion Stafford County economy (2015). This contribution, plus the continuing retail market demand of the new households residing in GW Village, would constitute a combined and recurring annual value of at least \$190 million (in 2015 \$s), representing 2.5 percent of the Stafford County's estimated 2015 gross county product.

### **Fiscal Impact Analysis**

This fiscal analysis is based on the expenditure and revenue data presented in the Stafford County Comprehensive Annual Financial Report (CAFR) for FY 2015. The first step in this fiscal analysis is to allocate the County's expenditures and revenues into those that serve or are generated by the residents of the County (its population) and those that are related to or generated by the County's non-residential functions with these being assigned to the workers who work within the County. This assignment of expenditures (demands for County services) and revenues is expressed for the County's 142,299 residents in 2015 on a per capita basis and for the County's non-residential functions based on the County's 40,341 at-place jobs in 2015 across all sectors on a per employee basis. These population and at-place employee counts are reported in the County's 2015 CAFR. (p.140).

In 2015, an analysis of the County's revenues, including all taxes, fees, permits, fines, user charges, and intergovernmental transfers, found that these were divided in

aggregate between residential and non-residential functions, respectively, on a 77.5% and 22.5% basis. An analysis of the County's expenses (demand for services) in 2015 found that these were distributed in aggregate between residential and non-residential functions, respectively, on an 89.2% and 10.8% basis.

As the County's expenditures reflected capital outlays and other imbalances, the County's revenues and expenditures in FY 2015 were not initially balanced and required bond sales, transfers, and other adjustments that ultimately generated a net revenue surplus of \$4.521 million that was added to the County's Fund Balance. As this fiscal impact analysis assumes a balanced budget, this fund transfer was assigned to residential and non-residential revenues on a 77.5% and 22.5% basis reflecting the overall split across all revenue categories between residential and non-residential revenue sources.

The results of these analyses are presented in Tables 3 and 4. On average, each resident of Stafford County cost the County \$210.30 for the services provided during fiscal year 2015, inclusive of debt service and direct transfers to the Stafford County Public Schools; that is, county residents generated \$210.30 less in revenues on average than their costs to the County for locally funded services. This value represents the cost of making county-funded services available to all of its residents whether they actually used these services or not during the year.

Table 3  
Expenditures and Revenues Associated With  
Residential Uses in Stafford County, FY 2015  
(in 2015 dollars)

Source	Per Capita*
<b>Expenditures:</b>	
Countywide average	\$1,605.63
Countywide average less Schools	\$858.41
<b>Revenues:</b>	
Countywide average	<u>\$1,395.33</u>
Countywide average less real property tax revenue	\$394.03
<b>Net Fiscal Impact</b>	<b>- \$210.30</b>

Source: GMU Center for Regional Analysis, \*the County's population in 2015 was estimated to total 142,299 (CAFR)

The largest single source of county expenditure was for public schools, totaling \$106.329 million in FY 2015 (this total does not include new bond sales to cover capital costs incurred in 2015). On a per capita basis, these public schools

expenditures (which are all assigned to the county's population as they are the direct beneficiaries of these services) were \$747.22 per capita while the cost for each of the 27,200 students enrolled in the County's public schools in 2015 was \$3,909.15 (per student cost).

On average, each resident of the County generated directly or indirectly (e.g., intergovernmental transfers) \$1,395.33 in total revenues for the County with general property taxes accounting for \$1,001.30 or 71.8 percent of this total, with the other sources of revenues (fees, taxes, charges for services, use of money, intergovernmental transfers) account for \$394.03 per capita or 28.2 percent. With each Stafford County resident accounting for \$1,605.63 in County expenditures but only generating \$1,395.33 in County revenues in 2015, each resident represented a fiscal cost of \$210.30.

Table 4  
Expenditures and Revenues Associated With  
Non-Residential Uses in Stafford County, FY 2015  
(in 2015 dollars)

Source	Per worker*
<b>Expenditures:</b>	
Countywide average	\$686.05
<b>Revenues:</b>	
Countywide average	<u>\$1,427.93</u>
Countywide average less real property tax revenue	\$549.92
<b>Net Fiscal Impact</b>	<b>+ 741.88</b>

Source: GMU Center for Regional Analysis. \*the county's at-place workforce in 2015 was estimated to total 40,341 (CAFR)

This fiscal cost associated with residential land uses is typically offset by the surplus in revenues over expenditures generated by the County's taxable non-residential land uses. As presented in Table 4, each worker or jobholder in Stafford County on average generated a fiscal surplus to the County of \$741.88 for the services provided during fiscal year 2015, inclusive of debt service. This value represents the cost of making county-funded services available to non-residential land uses whether these land uses actually make use of the public services during the year less the revenues generated by non-residential uses (not all non-residential uses are taxable but all place some demand on County services).

The per capita and per worker breakdowns for public expenditures and revenues provide the basis for calculating the fiscal impact of the proposed development

program for George Washington Village reflecting its differences from the County's averages where these can be calculated (e.g., real estate tax revenues; school costs). These calculations are presented in Tables 6-8 for the mix of residential and retail uses proposed for George Washington Village at buildout, as presented in Table 1.

**George Washington Village's Fiscal Impacts on Stafford County**

This fiscal impact analysis is designed to measure the revenue and expenditure effects of the proposed development plan for George Washington Village on the budget of Stafford County at build out as if these land uses existed and were occupied in FY 2015, reflecting the tax rates and levels of service at that time.

The proposed mix of residential and retail spaces to be included in the George Washington Village at buildout and their respective occupancy profiles presented in Table 5.

Table 5

GW Village At Build-Out: Population and Employment

Land Use	Units/Square feet	Population/Jobs	School-Age Children
Residential	1,868	5,361	969
SFD <sup>1</sup>	818	2,560	540
SFA <sup>2</sup>	300	873	189
MF <sup>3</sup>	750	1,928	240
Retail	722,523	1,521	0

Sources: Stafford County Public Schools; Stafford County Department of Planning and Zoning; GMU Center for Regional Analysis. <sup>1</sup>single-family detached; <sup>2</sup>single-family attached; <sup>3</sup>multifamily (condo or rental).

All revenues and expenditures (demands for county-provided services) use average or per capita and per worker values. The number of persons per housing unit by type was provided by the Stafford County Planning and Zoning Department: 3.13 persons for single-family detached, 2.91 persons for townhouse, 2.57 persons for multifamily. School-age student generation rates by housing unit type were provided by the Stafford County Public Schools as follows: for single-family detached, 0.66 school-age children per unit; for townhouse, 0.63 school-age children per unit, and for multi-family, 0.32 school- age children per unit. These ratios do not reflect differences in housing unit size within a category (number of bedrooms), the value or cost variation among housing units, the age profile of households, or the occupancy differences between existing housing units and newly constructed housing units. These ratios only reflect County-wide averages and are likely to

overstate household size and school-age children of households buying new housing units priced at levels above the County averages for similar-size units.

Student school costs reflect the total county education expenditures divided by the average number of students enrolled in the county school system. For FY 2015 this value was \$3,909.15 per student (\$106.329 million divided by 27,200 students). The employment values associated with the proposed retail development at George Washington Village are based on an average of 450 square feet per retail worker (reflects retail operations across multiple shifts over a seven-day week in full-time equivalent jobs).

Based on these household and school-age student generation rates and workers per square feet, the population and workforce accommodated by the full development plan for George Washington Village are: 5,361 residents inclusive of 969 school age children and a workforce totaling 1,521. These are the drivers of the fiscal model plus estimates for the assessed valuation of the properties in 2015 values. These values reflect the projected initial sales prices of the residential units and the commercial value of the retail properties based on their projected lease rates and earnings.

#### Proposed Single-Family Attached and Detached Residential

The results of the fiscal impact analyses are presented in Table 6 for the full build-out of George Washington Village's proposed 1,118 single-family attached and detached housing units, as described in Table 1. Had these residential units existed and been fully occupied in FY 2015, they would have generated a net fiscal benefit to Stafford County totaling \$114,322.54, with demand for county-funded services, including the public schools and debt service, totaling \$7.8 million more than compensated for by their generation of local tax revenues totaling \$5.9 million.

The fiscal impacts generated by these residential units proposed for George Washington Village vary for attached and detached residential units due to different household sizes and school-age student generation rates and lower assessment values for the attached units compared to the detached single-family units. Still, the 3,433 residents occupying these 1,118 single-family units on average would have generated \$33.30 each in net positive fiscal benefits for the County had these units existed and been fully occupied in 2015. This compares favorably to the negative per capita fiscal impact of \$210.30 of each of the County's current residents (see Table 3).

Table 6

**Fiscal Impact of George Washington Village's Proposed Single-Family Attached and Detached Residential Units on Stafford County At Build-Out\*  
(in millions of 2015 \$s)**

Revenues	SFA*	SFD*	Total
Real Estate <sup>1</sup>	\$972,532.57	\$3,585,776.86	\$4,558,309.43
Other Sources <sup>2</sup>	\$343,988.19	\$1,008,716.80	\$1,352,704.99
<b>Totals</b>	<b>\$1,316,520.76</b>	<b>\$4,594,493.66</b>	<b>\$5,911,014.42</b>
<b>Expenditures</b>			
Schools <sup>1</sup>	\$738,829.35	\$2,110,941.00	\$2,849,770.35
Other <sup>2</sup>	\$749,391.93	\$2,197,529.60	\$2,946,921.53
<b>Totals</b>	<b>\$1,488,221.28</b>	<b>\$4,308,470.60</b>	<b>\$5,796,691.88</b>
<b>Net Fiscal Impact</b>	<b>-\$171,700.52</b>	<b>\$286,023.06</b>	<b>+\$114,322.54</b>

Sources: NVR, Inc.; GMU Center for Regional Analysis \*fiscal impacts reflect the revenue and expenditure distributions and tax rates reported in the Stafford County Comprehensive Financial Report for FY 2015. \* Single-family attached (SFA) and single-family detached (SFD); <sup>1</sup>"Real Estate" revenues and "Schools" expenditures are calculated based on GW Village's estimated assessed values and number of school-age children; <sup>2</sup>"Other" revenues and "Other" expenditures for residential (population) uses reflect countywide averages for these values as shown in Table 3.

**Proposed Multi-Family Residential and Commercial Retail Uses**

The fiscal impacts of GW Village's proposed multi-family and rental uses are present in Table 7. The proposed development plan for GW Village includes 750 multi-family rental or condominium units to be located in proximity to the Town Center. Applying the County's average household size (2.57) and school-age generation rates (0.32) to these proposed units yield a total population of 1,928 of which 240 would be school-age. Using the County's average household profile for multi-family units, the 750 units proposed for GW Village would have generated a negative fiscal impact totaling \$199,578.26 on the County had they existed and been fully occupied in 2015 or \$103.52 per resident still 50% lower than the average County resident's fiscal cost of \$210.13. Employing a countywide average household size for multi-family units likely results in overstating the population of these new units proposed for GW Village because these units will be targeted to young professionals and older

empty-nesters reflecting a mix of smaller units—fewer bedrooms—and higher amenity packages and prices.

Table 7

Fiscal Impact of George Washington Village’s Proposed Multi-Family Residential Units and Commercial Uses on Stafford County At Build-Out\*  
(in millions of 2015 \$s)

Revenues	Multi-Family	Retail	Total
Real Estate <sup>1</sup>	\$1,633,942.30	\$2,174,504.40	\$3,808,446.70
Other Sources <sup>2</sup>	\$759,689.84	\$836,428.32	\$1,596,118.16
Totals	\$2,393,632.14	\$3,010,932.72	\$5,404,564.86
<b>Expenditures</b>			
Schools <sup>1</sup>	\$938,196.00	-----	\$938,196.00
Other <sup>2</sup>	\$1,655,014.40	\$1,043,482.00	\$2,698,496.40
Totals	\$2,593,210.40	\$1,043,482.00	\$3,636,692.40
Net Fiscal Impact	- \$199,578.26	+ \$1,967,450.72	+ \$1,767,872.46

Sources: NVR, Inc.; GMU Center for Regional Analysis \*fiscal impacts reflect the revenue and expenditure distributions and tax rates reported in the Stafford County Comprehensive Financial Report for FY 2015. <sup>1</sup>“Real Estate” revenues and “Schools” expenditures are calculated based on GW Village’s estimated assessed values and number of school-age children; <sup>2</sup>“Other” revenues and “Other” expenditures for residential (population) and commercial uses (jobs) located in GW Village reflect countywide averages for these values.

The retail uses, as is true countywide, would generate substantially greater revenues than they would place demands on the County’s public services as measured by budget expenditures. The retail uses proposed for GW Village would generate local revenues totaling \$3.0 million and total estimated expenditure demand totaling \$1.0 million for a net fiscal benefit of \$1.967 million (see Table 7 for unrounded values). On a per job basis, each on-site job represents a net fiscal benefit to the County of \$1,293.52. This compares favorably to the countywide fiscal benefit of \$741.88 per job for all non-residential land uses with the new retail uses reflecting higher real estate assessments compared to the existing mix of non-residential uses in the County. Additionally, the countywide average for non-residential uses includes tax-exempt properties, which lowers this value at the

county level compared to GW Village where all of these properties are subject to real estate taxes.

#### Alternative Household size and School-Age Generation Rates

It should be noted that the fiscal impact analysis for GW Village has employed county averages for household size and school-age population by housing type even though these values do not reflect the specific design and target markets for the units being planned for GW Village. By overstating the population to be housed in GW Village, the expenditure side of the fiscal model will overstate costs, particularly for schools, while the revenue side of the equation, especially real estate taxes, is not being similarly affected (it is not a function of the number of school-age children in residence). With 10 percent fewer school-age children, the residential uses proposed for GW Village would generate a slight surplus of revenues over expenditures for county-funded services.

The proposed mix and values of residential uses in GW Village would more typically reflect a child-to-adult ratio closer to 15%, not the 18% generated by the application of guidelines provided by the Stafford County Public Schools and employed in calculating the values in Tables 6 and 7. With 15% of GW Village's population being school aged, and a concomitant reduction in the average size of household from 2.87 (using countywide occupancy averages) to 2.77 persons per household (applying a 15% household mix for school-age children and smaller household sizes for units targeting empty-nesters and one-person households), the residential land uses proposed for GW Village would generate a fiscal surplus of \$411,484 (FY 2015) accommodating a total population of 5,180 with 788 school-age children.

The proposed 750 multi-family housing units illustrate the effect of unit design and pricing on household profile. Recent experience in Stafford and Spotsylvania Counties with planned, high-amenity, high-value multi-family development (e.g., Abberly at Stafford Courthouse and Hamptons @ Celebrate) attract smaller households on average than the average size for Stafford County's existing multi-family housing units although the percentage of school-age children does not vary significantly. Still, with average household sizes being 0.5 person smaller than for the County's older multi-family stock (more single adult households and few children of all ages per unit), the fiscal impacts are smaller as shown in Table 8.

Table 8

Fiscal Impact of George Washington Village's Proposed Multi-Family Residential Units and Commercial Uses on Stafford County At Build-Out\* (in millions of 2015 \$s)

Revenues	Multi-Family <sup>3</sup>	Retail	Total
Real Estate <sup>1</sup>	\$1,633,942.30	\$2,174,504.40	\$3,808,446.70
Other Sources <sup>2</sup>	\$626,507.70	\$836,428.32	\$1,462,936.02
Totals	\$2,260,450.00	\$3,010,932.72	\$5,271,382.72

  

Expenditures			
Schools <sup>1</sup>	\$930,377.70	-----	\$930,377.70
Other <sup>2</sup>	\$1,364,871.90	\$1,043,482.00	\$2,408,353.90
Totals	\$2,295,249.60	\$1,043,482.00	\$3,338,731.60

  

Net Fiscal Impact	- \$34,799.60	+ \$1,967,450.72	+ \$1,932,651.12
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Sources: NVR, Inc.; GMU Center for Regional Analysis \*fiscal impacts reflect the revenue and expenditure distributions and tax rates reported in the Stafford County Comprehensive Financial Report for FY 2015. <sup>1</sup>“Real Estate” revenues and “Schools” expenditures are calculated based on GW Village’s estimated assessed values and number of school-age children; <sup>2</sup>“Other” revenues and “Other” expenditures for residential (population) and commercial uses (jobs) located in GW Village reflect countywide averages for these values. <sup>3</sup>Assumes household occupancy at 2.12 persons (average of household sizes in Abberly at Stafford Courthouse and Hamptons@ Celebrate in Fredericksburg) with 15% of this population being school-age children or .318 school-age children per unit (this is almost the same as .32 used in Table 6).

**Conclusions**

The economic impact of constructing George Washington Village, as described herein, is estimated contribute \$664.1 million to Stafford County’s gross country product over the construction period, support a total of 3,870 jobs with approximately 2,590 of these being located within the County and generating new personal earnings totaling \$169.6 million for workers residing within the County.

With the completion of construction and GW Village’s full occupancy additional economic impacts will be generated to the benefit of Stafford County. These will flow from the retail employment and business activities housed in the 722,523

square feet of new retail land uses proposed for the Town Center and for freestanding sites scattered throughout the Village. The continuing economic value of these retail activities can be measured by the estimated 1,521 jobs they will create and the approximately \$130 million of value that these businesses will add to the County's gross county product. Additionally the 1,868 new households residing in GW Village will have a combined annual income of \$252.4 million with an estimated \$60.6 million of this household income being spent locally for retail and consumer goods and services adding further purchasing power to the County's economy in support of existing and new business establishments.

The fiscal impact of the proposed land uses, their residents and businesses, located in George Washington Village were found to be positive. The 1,118 single-family housing units proposed for George Washington Village were shown (Table 6) to generate a net positive fiscal impact of \$114,323 reflecting the generation of new revenues totaling \$5.9 million and an increased demand for county-provided services (expenditures) totaling \$5.8 million.

The 750 multi-family units and the 722,523 square feet of proposed retail buildings were shown (Table 7) to have a combined net positive fiscal impact totaling \$1.8 million with the retail uses generating a positive fiscal impact of \$2.0 million and the 750 proposed multi-family residential units having a negative fiscal impact of \$199,578 based on Countywide household profiles for multi-family housing. By employing a smaller household size profile, one more reflective of the new multi-family housing in the County, this fiscal deficit was deducted to \$34,800 (Table 8). In both cases, the strongly positive fiscal benefits of the proposed retail space in the GW Village plan more than off-set the small fiscal costs of the proposed multi-family housing that would generate important additional market demand in support of the proposed retail development.

George Washington Village has been shown to be a significant source of local economic impact during its construction and post-construction periods as measured by expanded economic activity—growing the County's economy, new jobs and new labor income (personal earnings) that will accrue to resident workers in the County. Beyond these jobs and their positive payroll effects George Washington Village will be a net fiscal contributor to bottom line of the County's budget generating a surplus of revenues over the demands for services that will be generated by the new residents and business activities that will be located in George Washington Village. In total, George Washington Village will generate both economic and fiscal benefits for Stafford County with the result being a stronger and more diverse economy and a more balanced mix of revenue sources in support of the County's annual budget.

