

Message

From: Paul J. Silvern [psilvern@hraadvisors.com]
Sent: 4/17/2020 9:43:43 AM
To: Jim Rabe [jrabe@keysermarston.com]
Subject: Re: Questions - IBEC

Jim — If you mean resident equivalents by time in the city consuming public resources, we've been using that approach for many years on lots of different projects. I don't recall just now examples of other firms using it in exactly the way we apply it, but will see if we have any comps using that general approach in our files that are readily accessible.

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Sent from my iPhone

On Apr 17, 2020, at 9:27 AM, Jim Rabe <jrabe@keysermarston.com> wrote:

Fiscal expenditures by hours worked

From: Paul J. Silvern <psilvern@hraadvisors.com>
Sent: Friday, April 17, 2020 9:23 AM
To: Jim Rabe <jrabe@keysermarston.com>
Cc: Tim Quinn <tquinn@hraadvisors.com>
Subject: Re: Questions - IBEC

Jim — Not sure which "approach" you are referring to: economic or fiscal impact? Fiscal is very standard, as I think you know. As to economic impact, and specifically our approach to dampening the multiplier effect in small geographies, that is something we developed on our own after consultation with IMPLAN representatives. But I don't recall seeing anyone else using that approach. We developed it initially for impact work on The Forum in 2012 or so, and have applied it, with certain variation, for projects in other areas.

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Sent from my iPhone

On Apr 17, 2020, at 8:50 AM, Jim Rabe <jrabe@keysermarston.com> wrote:

I'll be reviewing your previous analyses as part of this.
I was looking for a firm other than HR&A using this approach.

From: Paul J. Silvern <psilvern@hraadvisors.com>
Sent: Thursday, April 16, 2020 3:24 PM
To: Jim Rabe <jrabe@keysermarston.com>; Tim Quinn <tquinn@hraadvisors.com>
Subject: RE: Questions - IBEC

Jim – Received and we will review. As to your last question, the basic approach has many similarities to the analysis we prepared in 2015 for the NFL mixed-use stadium project in Inglewood (although the land use specifics are obviously different), and which was also peer reviewed by KMA.

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From: Jim Rabe <jrabe@keysermarston.com>
Sent: Thursday, April 16, 2020 1:58 PM
To: Paul J. Silvern <psilvern@hraadvisors.com>; Tim Quinn <tquinn@hraadvisors.com>
Subject: Questions - IBEC

Paul and tim

I have read through the draft document and have a number of questions and requests for information.

Jim Rabe
Keyser Marston Associates, Inc.