



## Allan Hancock College

### Economic Impact Study

January, 2020

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## 1 Executive Summary

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Allan Hancock College is a community college located in the city of Santa Maria, in northern Santa Barbara County. The goal of this project is to measure the economic impact of construction projects undertaken by the college, and to assess differences in these impacts when construction projects use local contractors and purveyors of materials versus hiring and purchasing outside of the local area.

The analysis utilizes economic modeling (IMPLAN Pro) and statistical analysis through the reliance on both publicly available data as well as accounting documents and expense data provided to the UCSB Economic Forecast Project (EFP)/CSUCI Institute for Global Economic Research (IGER) by Allan Hancock College.

In describing the economic impact associated with the college’s construction projects, we consider three separate channels: the direct impact, the indirect impact, and the induced impact; these sum to represent the total economic impact. The direct impact represents initial expenditures, such as a payment to a local company for raw materials. The entity receiving the payment of that initial expenditure is expected to buy some of its inputs locally. Those purchases by the impacted entity attributable to the increase in business generated by the initial expenditure are referred to as an indirect impact. Finally, employees of the firms that are impacted both directly and indirectly are expected to spend a large fraction of their income locally. The additional local spending by these employees generated through this mechanism is referred to as the induced impact. Lastly, all the expenditures (direct, indirect, and induced) also generate federal, state, and local tax payments.

For the purposes of this study, the study area is defined to include a total of 43 zip codes in San Luis Obispo and Santa Barbara counties (see the Study Area section for a list of zip codes considered to be in the study area).

**Table 1:** Direct, Indirect, and Induced Economic Impact of Allan Hancock College Construction Projects, All Expenditures Local

Impact Type	Employment	Output (\$)
Direct Effect	51.1	24,585,531
Indirect Effect	9.8	2,052,639
Induced Effect	28.7	5,231,807
<b>Total Effect</b>	<b>89.5</b>	<b>31,869,978</b>

Allan Hancock College provided accounting documents for one construction project totaling \$24.6 million in expenses. We recreate the significant findings of the report in the table above, and in the bullet

points below:

- Under the assumption that all construction utilizes local contractors and locally-sourced materials, the direct impact to the local area of these expenditures is \$24.6 million. This leads to indirect impacts of \$2.1 million and induced impacts of \$5.2 million. With a total impact of \$31.9 million arising from direct expenses of \$24.6 million, the implied output multiplier is 1.30. That is, for each dollar spent by the college, an additional 30 cents of economic activity would be generated by the activity of suppliers and employees.
- Similarly, under the assumption that all construction utilizes local contractors and locally-sourced materials, the project supports directly a total of 51 jobs in the local economy. The number of jobs supported directly represents 57.1% of all jobs supported. An additional 10 jobs (10.9% of all jobs supported) are from indirect effects. The induced effect accounts for 29 jobs, or 32.0% of all jobs supported. The associated multiplier is 1.75. That is, for every job directly supported by the construction project, approximately three quarters of an additional job is supported by the activity of suppliers and employees directly impacted.
- Tax revenue resulting from spending on purchases and employment by the college's construction project, amounts to \$3.9 million. Of this amount, about 75.0% are federal taxes, while the remaining 25.0% are state and local taxes.
- When only a fraction of expenditures are made locally (i.e., within the area defined as the study area), employment and output multipliers remain unchanged. However, due to the smaller direct expense, the total effects are smaller. For example, if only 50% of the \$24.6 million in expenses are made locally (meaning that only \$12.3 million are spent within the study area while the additional \$12.3 million are spent on vendors and contractors from outside the study area), the total effect on employment and output in the study area are 45 jobs and \$31.9 million, respectively.<sup>1</sup> The results of a scenario in which only 50% of project expenditures are made within the study area are presented in the appendix to this report.

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<sup>1</sup>That multipliers remain unchanged is due to the linear nature of the input-output methodology used to estimate economic impacts.

## 2 Project Description

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Allan Hancock College is a community college located in the city of Santa Maria, in northern Santa Barbara County. The college enrolls over 10,000 students per semester, serving students in both San Luis Obispo and Santa Barbara counties.

The goal of this project is to measure the economic impact of construction projects undertaken by the college, and to assess differences in these impacts when construction projects use local contractors and purveyors of materials versus hiring and purchasing at least partially outside of the local area.

The local area for this study is defined to include a total of 43 zip codes in San Luis Obispo and Santa Barbara counties, including most of Santa Barbara's North County and a large portion of San Luis Obispo County.

The analysis utilizes economic modeling (IMPLAN Pro) and statistical analysis through the reliance on both publicly available data as well as accounting documents and expense data provided to the UCSB Economic Forecast Project (EFP)/CSUCI Institute for Global Economic Research (IGER) by Allan Hancock College.

### 3 Allan Hancock College

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Allan Hancock College is a community college located in the city of Santa Maria, in northern Santa Barbara County. The college enrolls over 10,000 students per semester, serving students in both San Luis Obispo and Santa Barbara counties. According to publicly-available statistics, enrollment in the 2018-2019 academic year was split 45.0% male and 55.0% female.<sup>2</sup> Approximately 62.1% of students enrolled identify as Hispanic.

Full-time students (regular as well as transfer-in) account for 31.5% of enrollment. Students under the age of 21 represent 51.1% of the enrolled population, while students aged 22 to 29 account for 32.3%. The remaining 16.7% consist of students 30 years of age and above.

A majority of students (69.3%) are traditional students attending in-person, on-campus lectures. An additional 19.6% of students are enrolled in both in-person and online courses, while 11.1% of students are enrolled exclusively in online courses.

Total faculty are estimated at 299, and the student-teacher ratio is 37 to 1.

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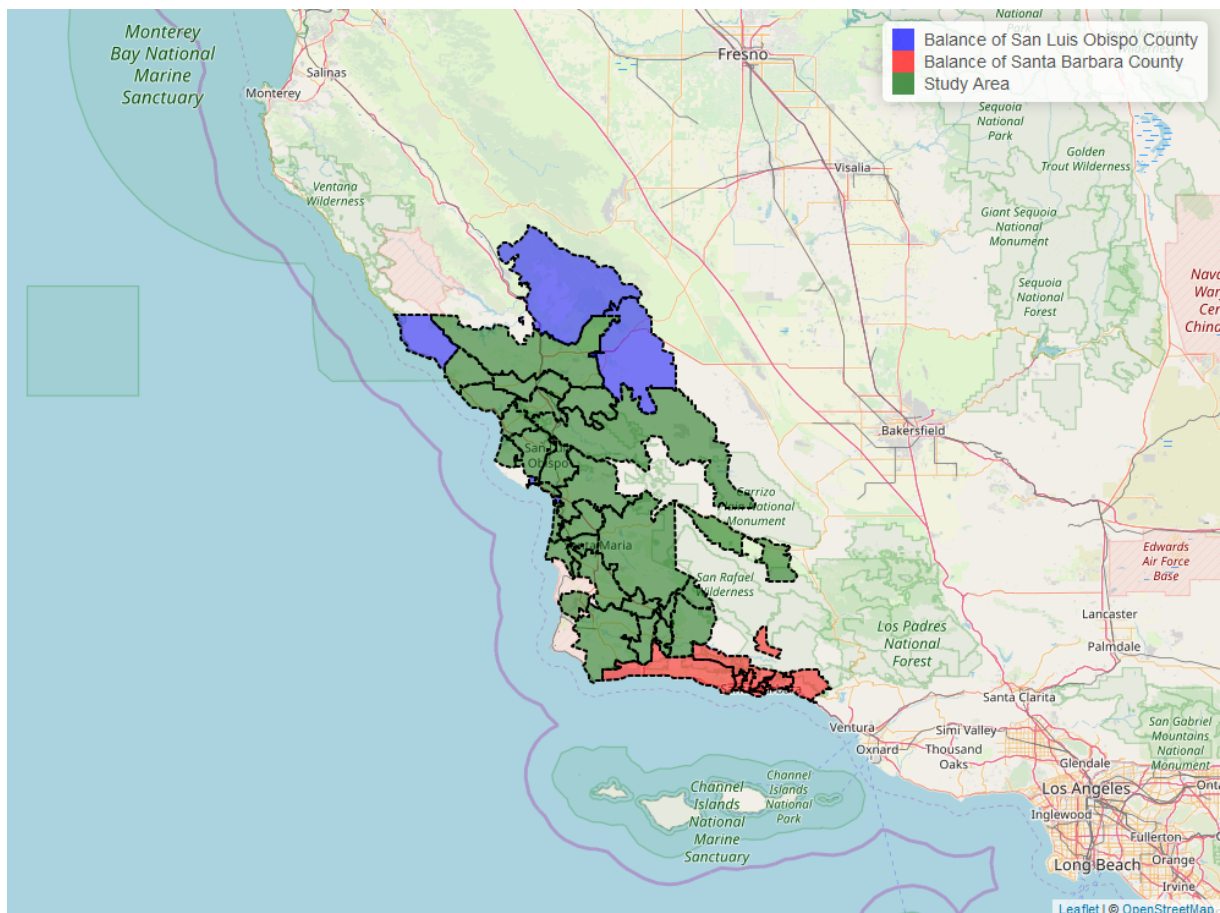
<sup>2</sup>Enrollment and demographic data from the College Tuition Compare website, obtained from <https://www.collegetuitioncompare.com/edu/108807/allan-hancock-college/enrollment/>. Faculty information from Community College Review, obtained from <https://www.communitycollegereview.com/allan-hancock-college-profile>.

## 4 Study Area

### 4.1 Study Area Definition

For purposes of this study, the local area is defined to include a total of 43 zip codes in San Luis Obispo and Santa Barbara counties, including most of Santa Barbara’s North County and a large portion of San Luis Obispo County. Specifically, the local area is comprised of the following zip codes: 93254, 93401, 93402, 93403, 93405, 93406, 93407, 93408, 93409, 93410, 93412, 93420, 93421, 93422, 93423, 93427, 93428, 93429, 93430, 93432, 93434, 93435, 93436, 93437, 93438, 93440, 93441, 93442, 93444, 93445, 93446, 93447, 93449, 93453, 93454, 93455, 93456, 93457, 93458, 93460, 93463, 93464 and 93465. Figure 1 displays the market area defined for this study, and highlights the balance of San Luis Obispo and Santa Barbara counties.<sup>3</sup>

**Figure 1: Study Area**



<sup>3</sup>Note that areas within San Luis Obispo County and Santa Barbara County not defined by zip codes (such as portions of the Los Padres National Forest) are not highlighted.

## 4.2 Study Area Characteristics

### 4.2.1 Population Demographics

Based on data from the U.S. Census Bureau, population in the local area was estimated at 503,539 people in 2018, representing approximately 68.9% of the combined population of San Luis Obispo and Santa Barbara counties that year. The gender breakdown of the current population is shown in Figure 2.<sup>4</sup> As in the two counties, the population in the study area is close to evenly split between males and females.

**Figure 2:** San Luis Obispo County, Santa Barbara County, and the Study Area Population Gender Break-down, 2018

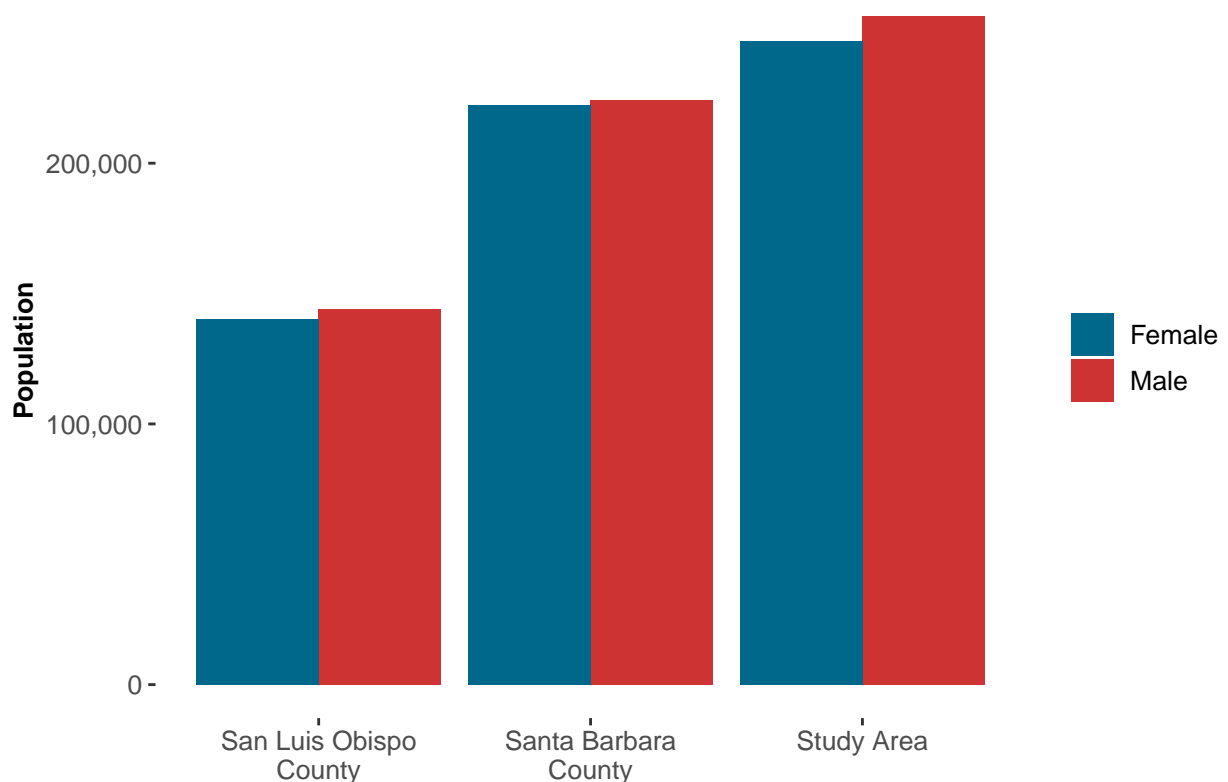


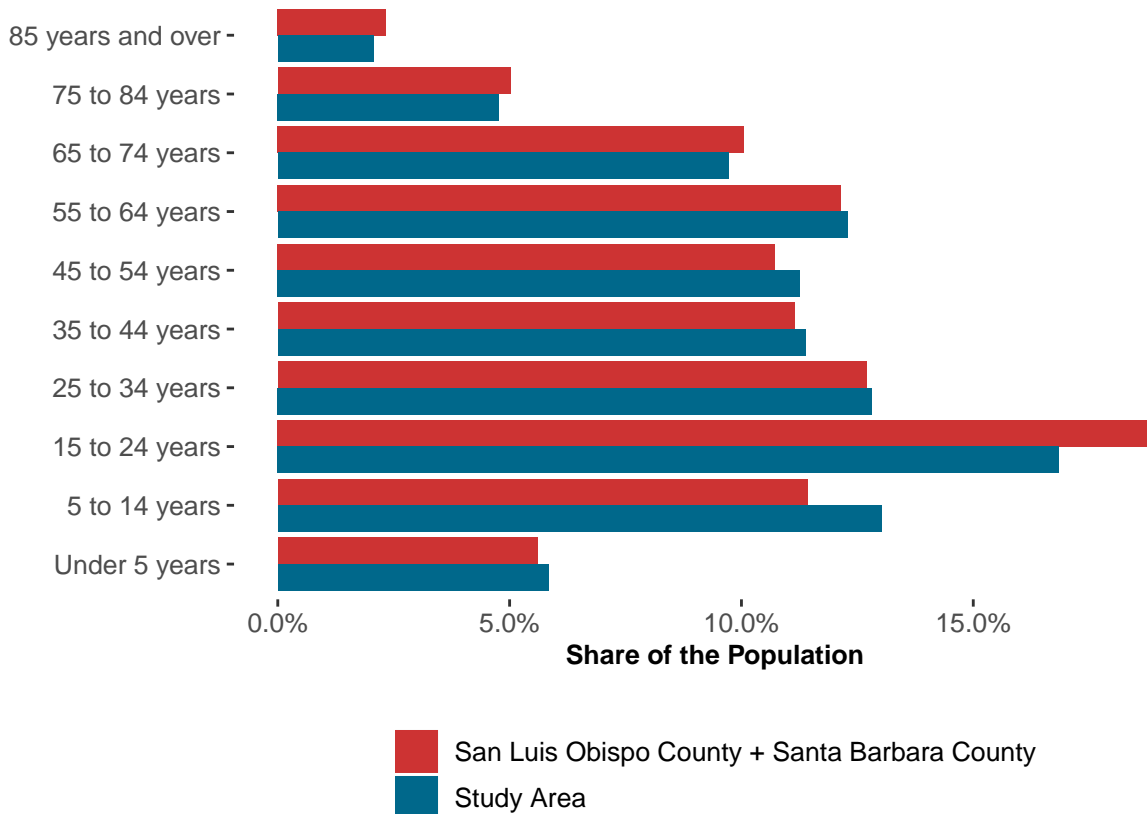
Figure 3 shows the age breakdown of the study area’s population. Almost half (48.5%) of the study area’s population is under the age of 34, with the largest group being 15 to 24 year olds. The age breakdown of the population in the study area closely matches that of the combined population of San Luis Obispo

<sup>4</sup>All demographic data are estimates prepared for this study using data from the 2018 American Community Survey, obtained from <https://www.census.gov/en.html>.



County and Santa Barbara County.

**Figure 3: Age Breakdown, San Luis Obispo and Santa Barbara Counties Combined, and the Study Area, 2018**



Slightly more than half (52.4%) of Santa Barbara County’s residents live in owner-occupied housing. The share of residents living in homes they own is even larger in San Luis Obispo County (61.5%). Housing tenure for residents of the two counties are displayed in Figure 4.<sup>5</sup>

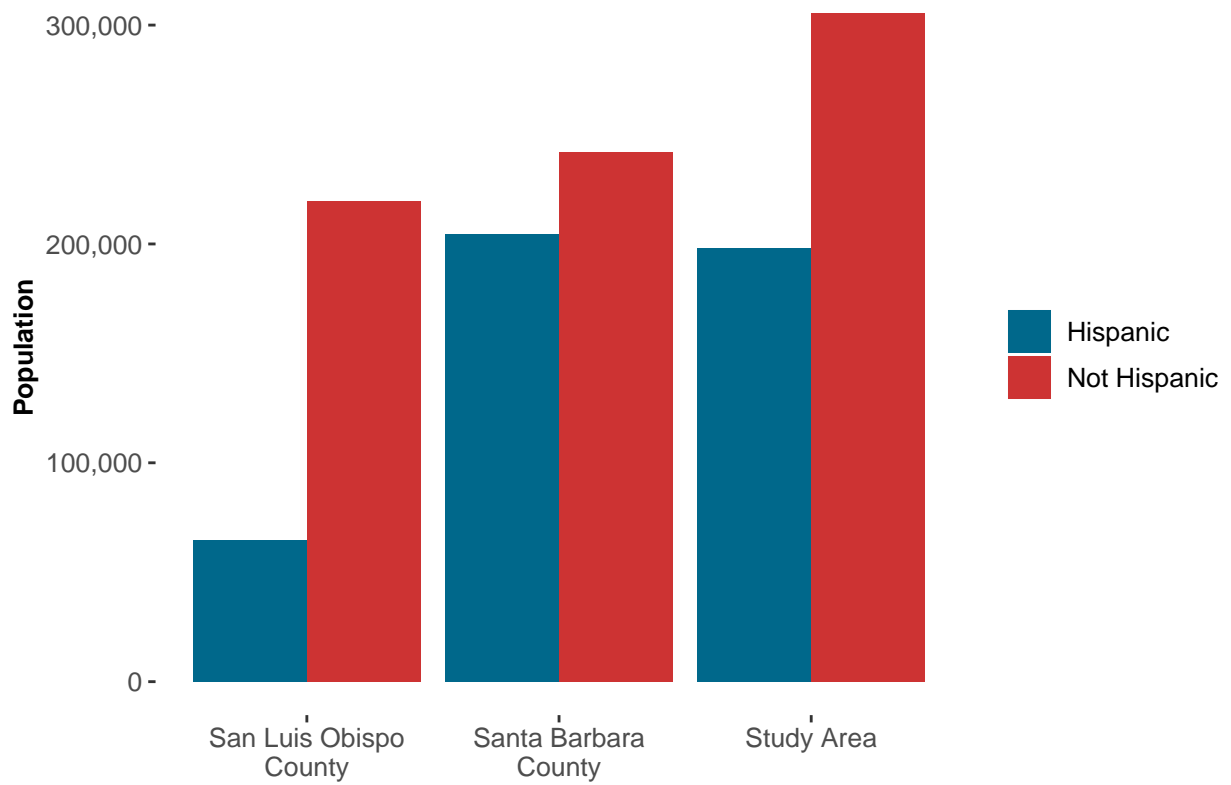
<sup>5</sup>Because housing tenure data is estimated based on households, not individuals, and because household figures are not available by zip code, household data is presented at the county level rather than for the study area.

**Figure 4: Housing Tenure, San Luis Obispo County and Santa Barbara County, 2018**



Allan Hancock College is designated as a Hispanic Serving Institution (HSI). The study area does have a large Hispanic population (39.3%), larger than the Hispanic share of the population in San Luis Obispo County (22.8%), but slightly lower than the Hispanic share of the population in Santa Barbara County (45.8%). A large majority of those reporting being Hispanic (in both counties and the study area) are of Mexican origin. Figure 5 displays population totals broken down by hispanic/non-Hispanic, and Figure 6 shows the percent breakdowns by Hispanic origin.

**Figure 5: Hispanic/Non-Hispanic Composition of the Population, San Luis Obispo County, Santa Barbara County, and the Study Area, 2018**



**Figure 6: Hispanic Population Origin Breakdown, San Luis Obispo County, Santa Barbara County, and the Study Area, 2018**

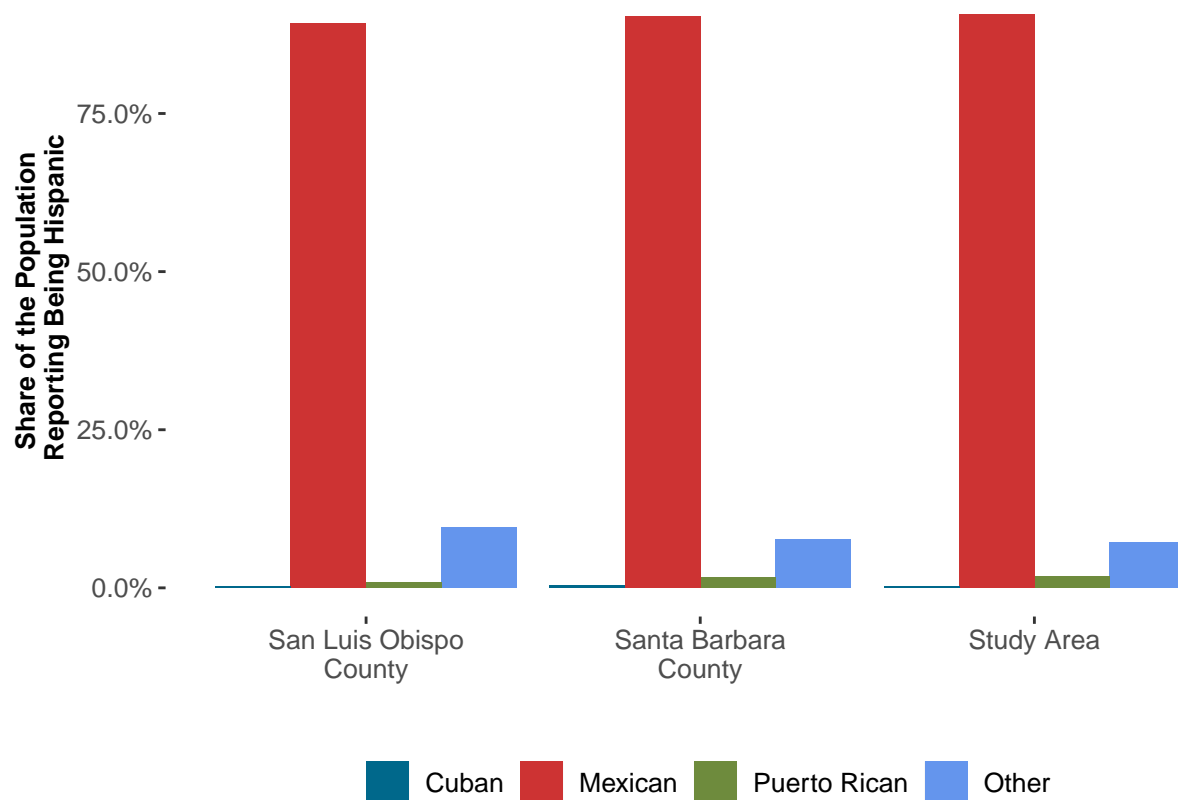
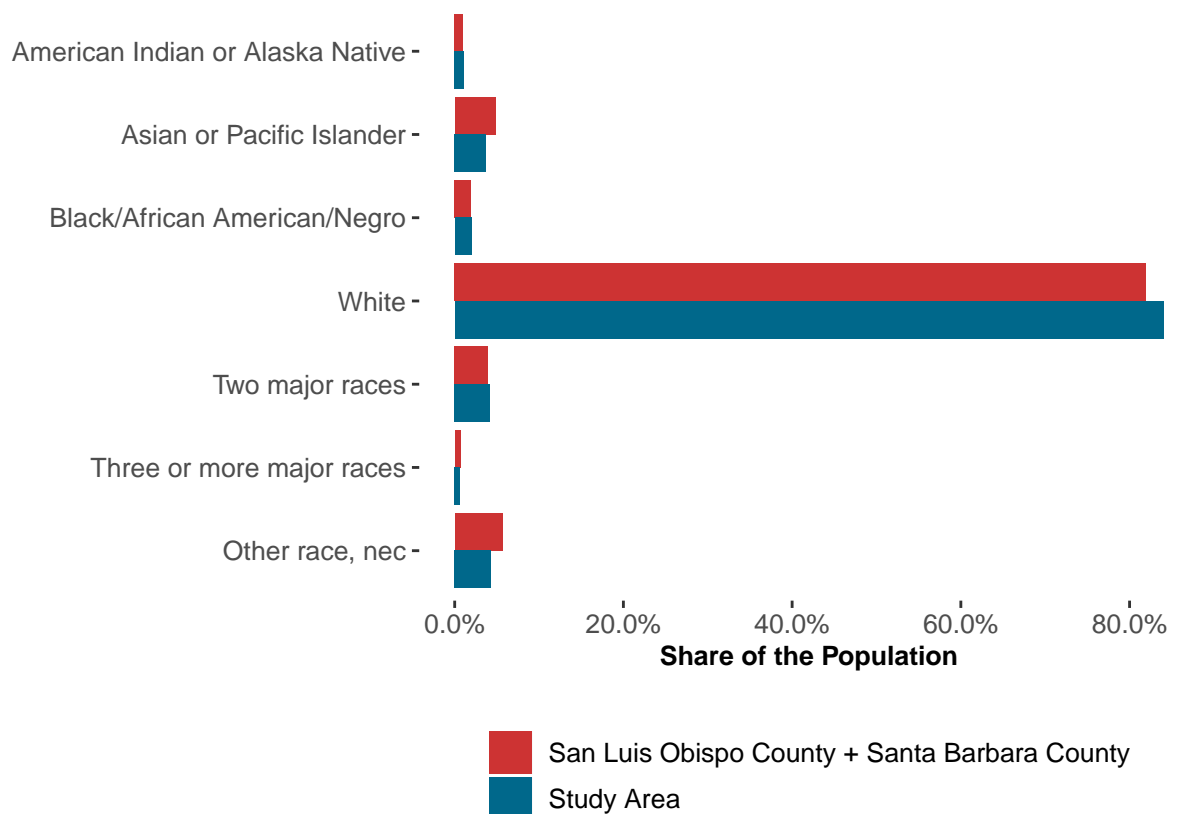


Figure 7 displays the racial composition of the population in the study area, and in the combined counties of San Luis Obispo and Santa Barbara. More than four fifths of the population in both areas report being white.

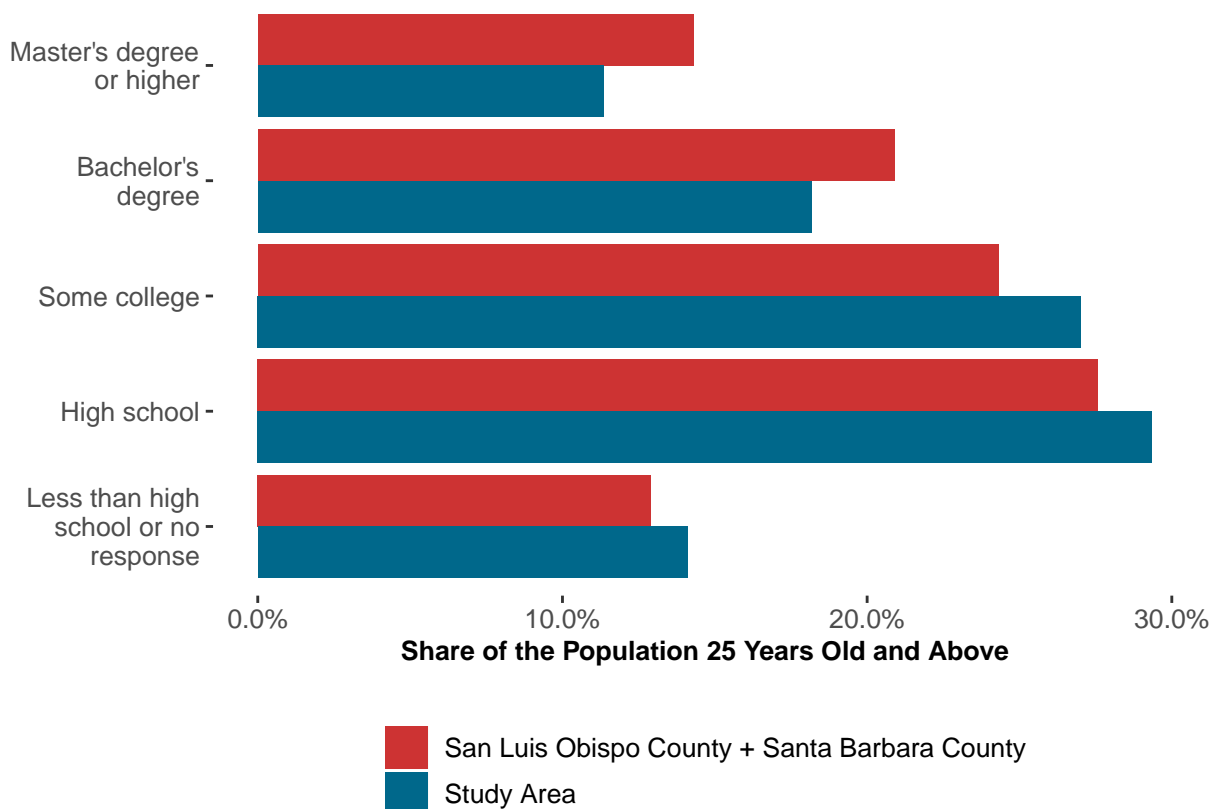
**Figure 7: Racial Composition of the Population, San Luis Obispo and Santa Barbara Counties Combined, and the Study Area, 2018**



#### 4.2.2 Education, Employment and Income

Figure 8 displays education statistics for the population 25 years of age and older in the study area, as well as in the combined area of San Luis Obispo County and Santa Barbara County. An estimated 29.4% of the population 25 years of age and older in the study area have a high school degree, followed by 27.0% with some college, and 18.2% with a bachelor’s degree. Those with less than a high school degree, or who did not report their education level account for 14.1% of people 25 years of age and older. Rounding out, people with master’s degrees or higher account for 11.3%.

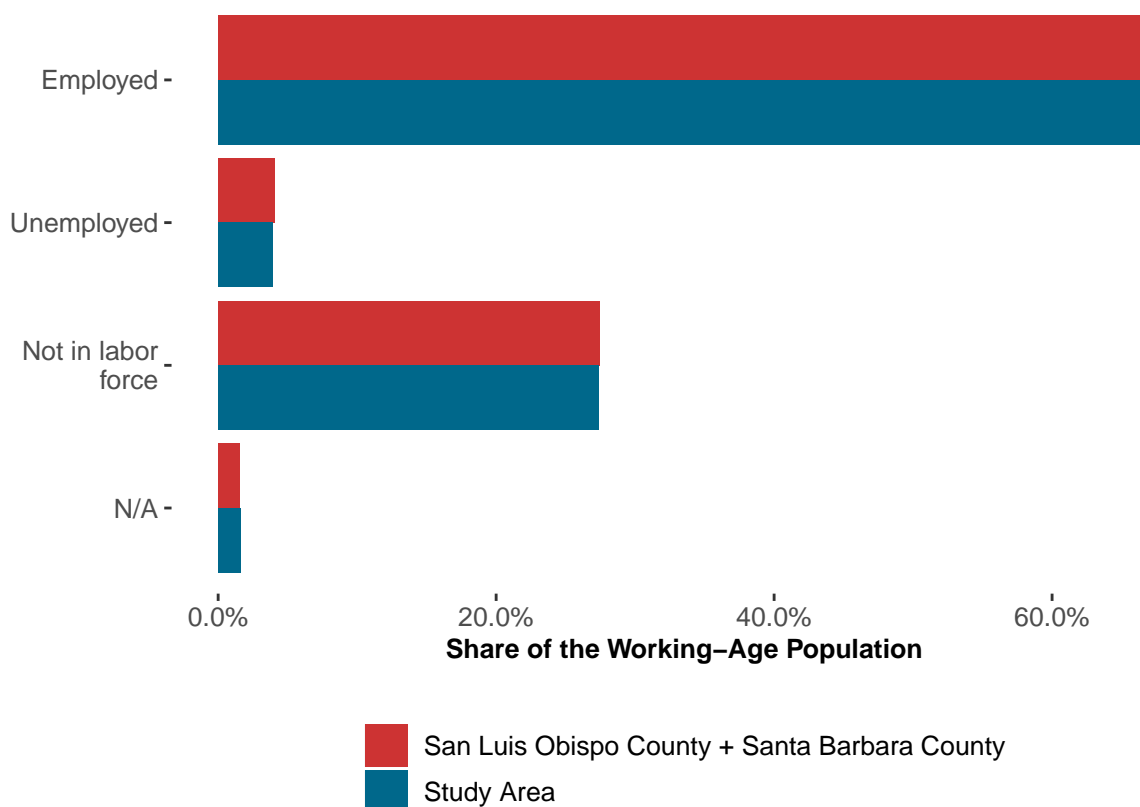
**Figure 8: Education Composition of the Population 25 Years of Age and Above, San Luis Obispo and Santa Barbara Counties Combined, and the Study Area, 2018**



In the study area, a majority of people of working age (ages 15 to 64) are employed.<sup>6</sup> An estimated 27.4% are considered to not be in the labor force (these typically include full-time students, retirees, among others). The breakdown by employment status for the working-age population in the study area, as well as in the combined area of San Luis Obispo County and Santa Barbara County is displayed in Figure 9.

<sup>6</sup>The OECD defines working age population as those aged 15 to 64. <https://data.oecd.org/pop/working-age-population.htm>.

**Figure 9:** Composition of the Working-Age Population by Employment Status, San Luis Obispo and Santa Barbara Counties Combined, and the Study Area, 2018



Unemployment rates in both counties are at historically low levels. Unemployment rates for the last three decades for the two counties are shown in Figure 10.<sup>7</sup> Unemployment in Santa Barbara County has historically exhibited more volatility than unemployment in San Luis Obispo County.

<sup>7</sup>All unemployment data is from the Bureau of Labor Statistics, obtained from <https://www.bls.gov/>.

**Figure 10:** Unemployment Rates, San Luis Obispo County and Santa Barbara County, 1990 - 2019

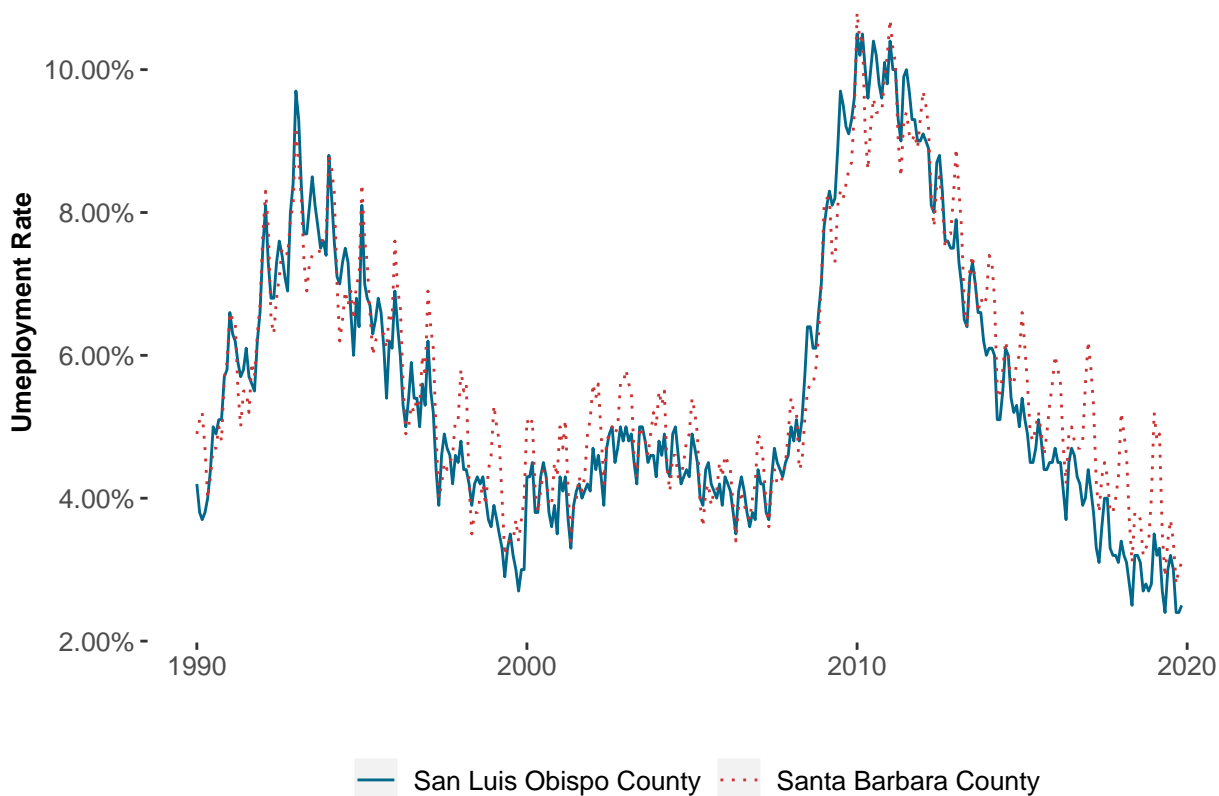
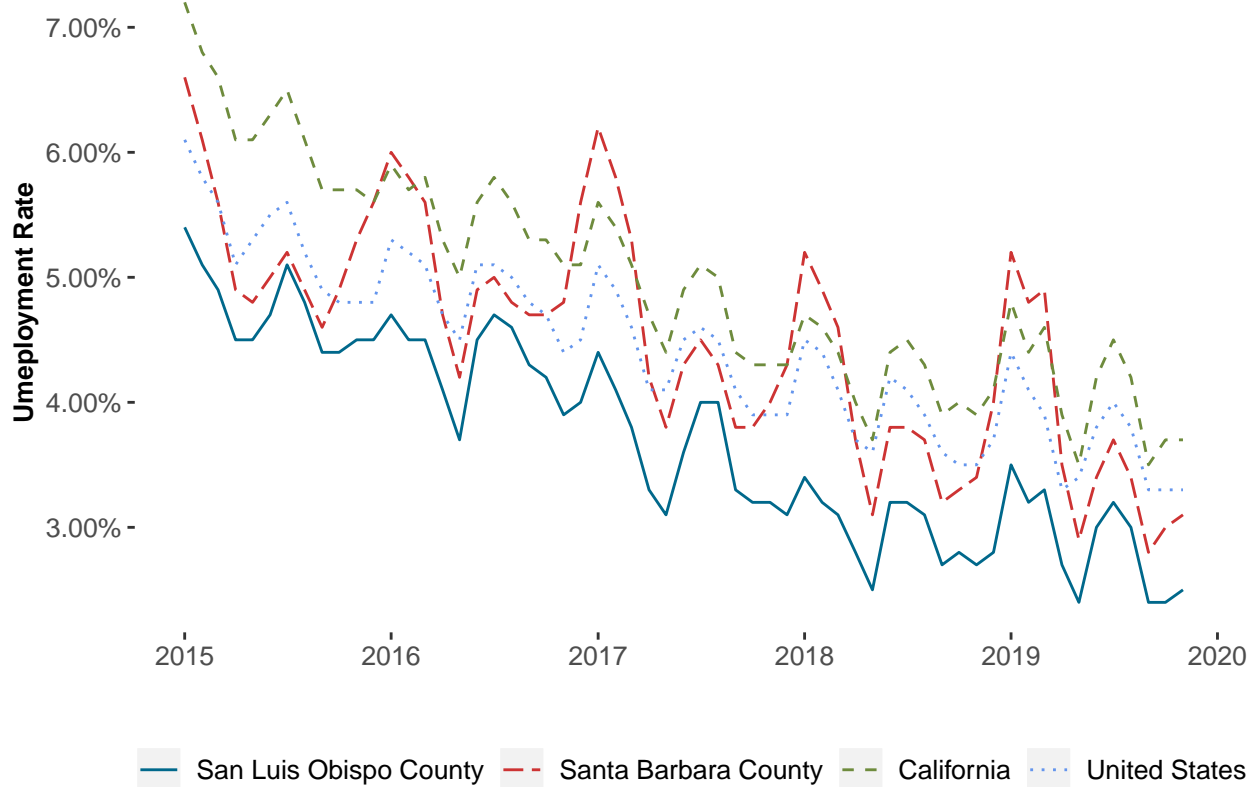


Figure 11 shows a closer look at the last five years, comparing unemployment in Santa Barbara County and San Luis Obispo County to the state and national averages. Through most of 2019, unemployment rates in the two counties remained below the state and national rates.



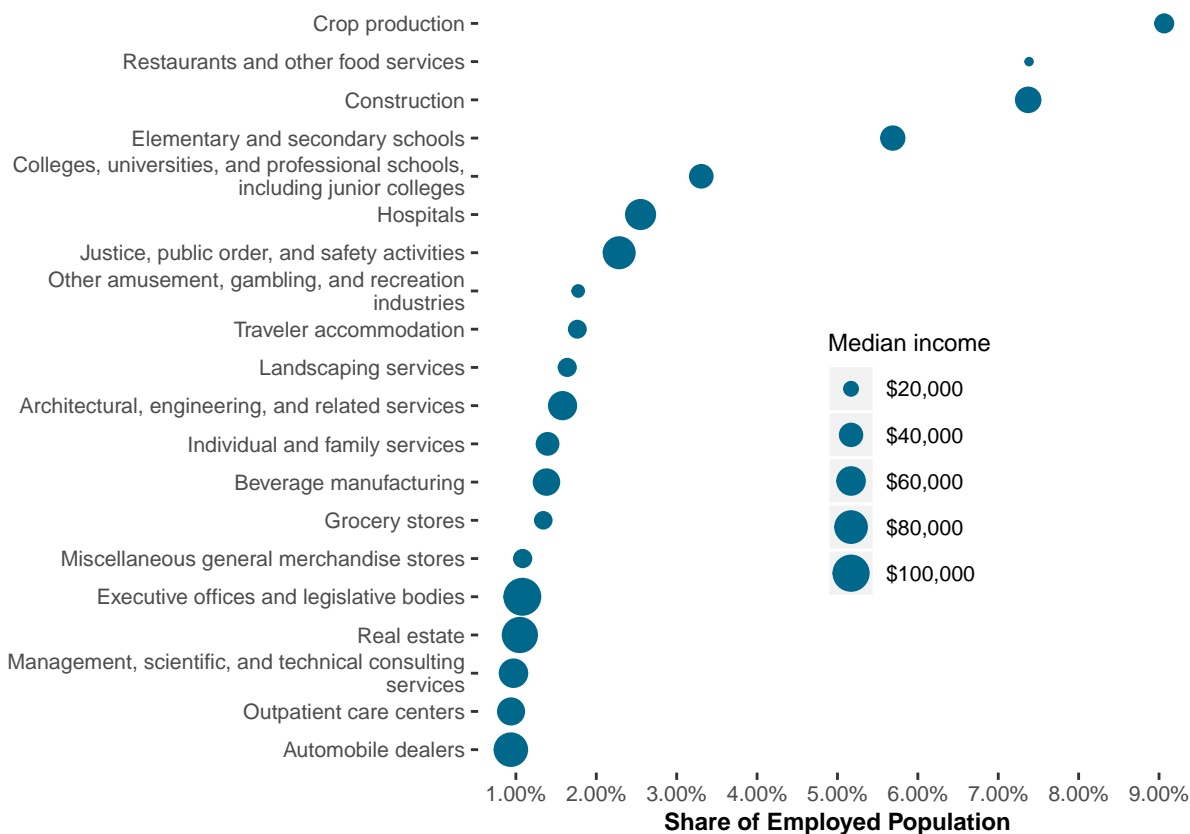
**Figure 11: Unemployment Rates, United States, California, San Luis Obispo County, and Santa Barbara County, 2015 - 2019**



For people in the study area who report being employed, the largest employment industry is Crop production (9.1%), followed by Restaurants and other food services (7.4%) and Construction (7.4%).<sup>8</sup> Figure 12 displays the top 20 industries of employment (by share of employment) for residents of the study area. All industries not shown comprise roughly half of all employment, but individually represent less than 1.0% of all employment.

<sup>8</sup>Estimates based on people reporting wage income above \$0, and exclude people whose wage incomes were top-coded in the data.

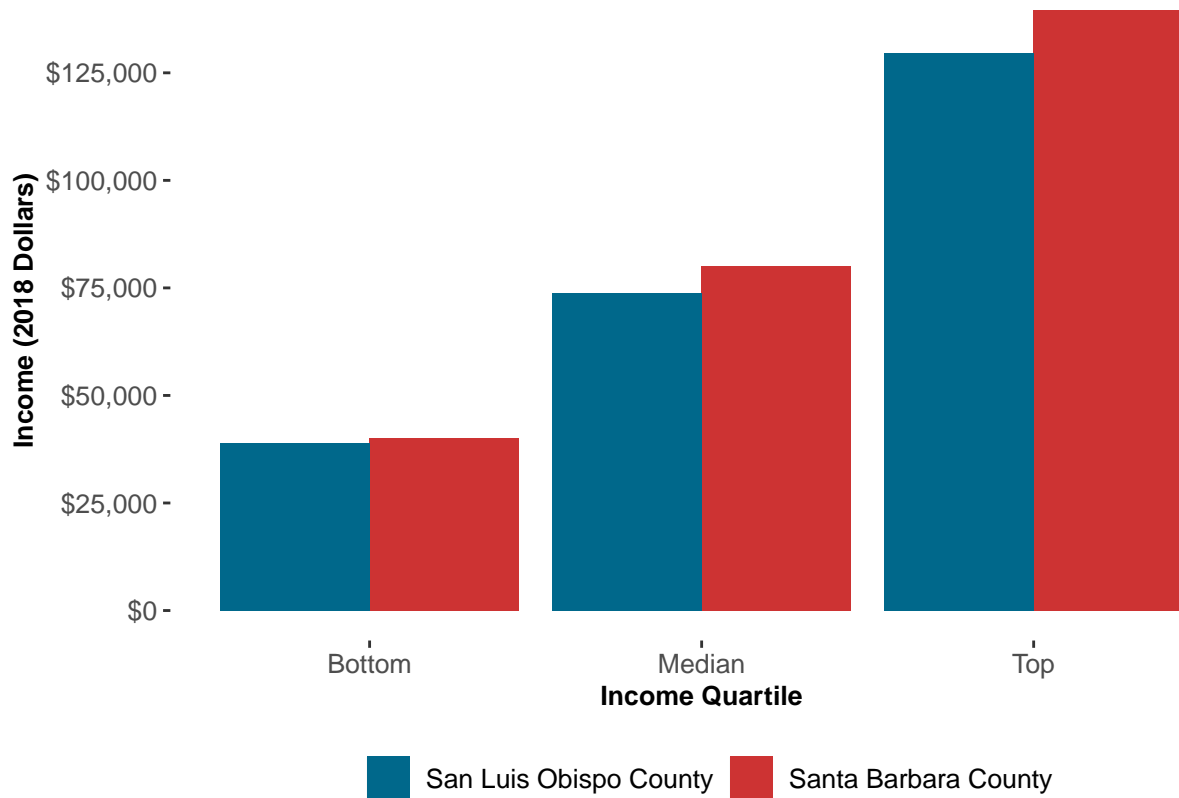
**Figure 12: Study Area Employed Population, Occupation Breakdown, and Median Wage Income, 2018**



Household incomes, broken down by income quartiles, are shown in Figure 13 for San Luis Obispo County and Santa Barbara County in 2018. The median incomes of \$73,700 for San Luis Obispo County and \$80,000 for Santa Barbara County are well above the median income for the country as a whole (\$63,179) and above the state median (\$70,489).<sup>9</sup>

<sup>9</sup>Income estimates for San Luis Obispo County and Santa Barbara County based on households reporting household income above \$0, and exclude households whose incomes were top-coded in the data. Because household income is estimated based on households, not individuals, and because household figures are not available by zip code, household data is presented at the county level rather than for the study area.

Figure 13: Household Income by Quartile, San Luis Obispo County and Santa Barbara County, 2018



## 5 Methodology

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The analysis utilizes economic modeling (IMPLAN Pro) and statistical analysis through the reliance on both publicly available data as well as accounting documents and expense data provided to the UCSB Economic Forecast Project (EFP)/CSUCI Institute for Global Economic Research (IGER) by Allan Hancock College.

In describing the economic impact associated with Allan Hancock College's construction projects, we consider three separate channels: the direct impact, the indirect impact, and the induced impact; these sum to represent the total economic impact. The direct impact represents initial expenditures, such as a payment to a local company for raw materials. The entity receiving the payment of that initial expenditure is expected to buy some of its inputs locally. Those purchases by the impacted entity attributable to the increase in business generated by the initial expenditure are referred to as an indirect impact. Finally, employees of the firms that are impacted both directly and indirectly are expected to spend a large fraction of their income locally. The additional local spending by these employees generated through this mechanism is referred to as the induced impact. Lastly, all the expenditures (direct, indirect, and induced) also generate federal, state, and local tax payments.

### 5.1 Data Description

Allan Hancock College provided detailed expense data for a construction project totaling \$24.6 million. Expense data provided allowed for an initial breakdown into industries. The data was then matched to IMPLAN codes and used to run economic impact analyses.

The analysis presented in the body of this report assumes that all expenditures by Allan Hancock College in relation to the construction project were made locally (within the 43 zip codes defining the local area for this study). The appendix to this report contains the analysis assuming that only 50% of expenditures by Allan Hancock College in relation to the construction project were made locally.

### 5.2 IMPLAN

The modeling software used for the economic analysis was IMPLAN Pro, an input-output model first developed by the U.S. Forest Service, the Bureau of Land Management and the Federal Emergency Management Agency for use in land planning and resource management. Input-output models are accounting tables tracing the linkages of inter-industry purchases and sales in a specific study area, and they are used to calculate the effects per dollar of spending on jobs, income, and additional expenditures

in that specific area. These models produce estimates of local spending impacts (referred to as multipliers) using these inter-industry linkages.

IMPLAN uses information about the types and amounts of production factors – raw materials, labor, and intermediate goods – needed to produce any given output. IMPLAN uses dollar valuations of these inputs, and traces the currency flows from the original purchases of goods as they work their way through the study area economy.

In input-output terminology, an initial expenditure (such as a payment to a local company for raw materials) is referred to as a *direct impact*. The entity receiving the payment of that initial expenditure is expected to buy some of its inputs locally. Those purchases by the impacted entity attributable to the increase in business generated by the initial expenditure are referred to as an *indirect impact*. Finally, employees of the firms that are impacted both directly and indirectly are expected to spend some of their income locally. The additional local spending by these employees generated through this mechanism is referred to as *induced impact*.

For example, suppose a new restaurant opens in Santa Maria. The funds spent by the new restaurant as well as all of the new hires would be the direct impact. The added business activity to auxiliary industries such as the local butcher, fisherman, and farmer would be indirect impacts. The increased spending of the butcher, fisherman, and farmer (e.g. eating out more, going to more movies, etc.) would be the induced impacts.

IMPLAN effects are reported in two categories: employment and output (\$). The results can be interpreted as follows<sup>10</sup>:

- **Employment** is measured in terms of jobs. A job in IMPLAN is equivalent to the annual average of monthly jobs attributed to the event of interest. Reported employment is in terms of full time jobs. Thus, one job lasting 12 months is equivalent to 2 jobs lasting six months each which is equivalent to three jobs lasting 4 months each. Jobs can be either full-time or part-time. Note that a person can hold more than one job, so the job count is not necessarily the same as the count of employment.
- **Output** is the value of production by industry in a calendar year. It can also be described as annual revenues plus net inventory change. The output for the wholesale and retail sectors represent the wholesale or retail margin only; it does not represent revenues (sales).

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<sup>10</sup>Definitions come directly from IMPLAN help. Please visit IMPLAN online help for more information.

## 6 Total Economic Impact

This section presents the estimated total economic impact of one Allan Hancock College construction project on the local economy. As described below, the \$24.6 million in expenditures associated with the construction project has an impact on employment and output throughout the 43 zip codes comprising the local area for this study (see the Study Area section for a description of the local area). The total impact includes the *direct impact* through the initial expenditures described above, the *indirect impact* through the jobs created and value added occurring throughout the supply chain, and the *induced impact* through the additional spending that occurs as a result of increased labor income.

**Table 2:** Direct, Indirect, and Induced Economic Impact of Allan Hancock College Construction Project, All Expenditures Local

Impact Type	Employment	Output (\$)
Direct Effect	51.1	24,585,531
Indirect Effect	9.8	2,052,639
Induced Effect	28.7	5,231,807
<b>Total Effect</b>	<b>89.5</b>	<b>31,869,978</b>

The impact to the local area economy directly attributable to the Allan Hancock construction project is estimated at \$24.6 million. This leads to projected indirect impacts of \$2.1 million and induced impacts of \$5.2 million. With a total impact of \$31.9 million out of direct impact of \$24.6 million, the implied output multiplier is 1.30. That is, for each dollar spent by the college, an additional 30 cents of economic activity would be generated by the activity of suppliers and employees.

In terms of employment, the college's project supports 51 jobs directly. Through indirect and induced effects, an additional 38 jobs are supported. The total impact of 89 jobs based on the direct impact of 51 jobs results in a jobs multiplier of 1.75. That is, for every job associated to the college's construction project, an additional three quarters of a job would be generated by the activity.

### 6.1 Impacts by Sector

The sectors most impacted by the college's construction project in terms of output is construction of new educational and vocational structures, at \$17.6 million. Table 3 rounds up the top ten sectors most highly impacted by the college's construction project.

In terms of employment, Allan Hancock College construction projects directly and indirectly supports a

**Table 3:** Total Output Impact, Allan Hancock College Construction Project, by Sector, Top Ten

Industry	Output
Construction of new educational and vocational structures	\$17,616,856
Fabricated structural metal manufacturing	\$1,697,527
Prefabricated metal buildings and components manufacturing	\$895,203
Owner-occupied dwellings	\$826,560
Air purification and ventilation equipment manufacturing	\$738,784
Wholesale trade	\$641,996
Water, sewage and other systems	\$449,264
Asphalt paving mixture and block manufacturing	\$406,793
Other concrete product manufacturing	\$398,711
Real estate	\$383,185

total of 89 jobs. The heaviest impacts of the construction projects on employment are to the construction of new educational and vocational structures. Table 4 shows the top ten sectors impacted in terms of jobs.

**Table 4:** Total Employment Impact, Allan Hancock College Construction Project, by Sector, Top Ten

Industry	Employment
Construction of new educational and vocational structures	31.5
Fabricated structural metal manufacturing	5.4
Prefabricated metal buildings and components manufacturing	3.1
Air purification and ventilation equipment manufacturing	2.5
Wholesale trade	2.4
Full-service restaurants	2.0
Real estate	2.0
Limited-service restaurants	2.0
Prefabricated wood building manufacturing	1.6
Landscape and horticultural services	1.3

## 6.2 Tax Impacts

The IMPLAN model also generates the impact on federal, state, and local tax revenue as a result of the economic impacts discussed above. The results are reported in Table 5. The backward linkages of the expenses associated to the college's construction project are estimated to have generated almost \$3.9

million in federal, state, and local tax revenue. Of this amount, 75.0% are federal taxes, while 25.0% are state and local taxes.

**Table 5: Tax Impacts, Allan Hancock College Construction Project**

Description	Total
<b><i>Federal Taxes</i></b>	
Social Insurance Tax- Employee Contribution	\$967,604
Social Insurance Tax- Employer Contribution	\$838,597
TOPI: Excise Taxes	\$22,124
TOPI: Custom Duty	\$9,176
Corporate Profits Tax	\$95,650
Personal Tax: Income Tax	\$1,019,114
Personal Tax: Estate and Gift Tax	\$0
<b>Total Federal</b>	<b>\$2,952,265</b>
<b><i>State and Local Taxes</i></b>	
Social Insurance Tax- Employee Contribution	\$25,775
Social Insurance Tax- Employer Contribution	\$51,568
TOPI: Sales Tax	\$226,888
TOPI: Property Tax	\$244,600
TOPI: Motor Vehicle License	\$5,164
TOPI: Severance Tax	\$280
TOPI: Other Taxes	\$31,227
TOPI: Special Assessments	\$2,722
Corporate Profits Tax	\$23,110
Personal Tax: Income Tax	\$354,643
Personal Tax: Motor Vehicle License	\$11,390
Personal Tax: Property Tax	\$5,123
Personal Tax: Other Tax	\$931
<b>Total State and Local</b>	<b>\$983,422</b>



## 7 Conclusion

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The goal of this project is to measure the economic impact of construction projects undertaken by Allan Hancock College, and to assess differences in these impacts when construction projects use local contractors and purveyors of materials versus hiring and purchasing at least partially outside of the local area.

The analysis presented in the body of this report assumes that all expenditures by Allan Hancock College in relation to the construction project were made locally (within the 43 zip codes defining the local area for this study). The appendix to this report contains the analysis assuming that only 50% of expenditures by Allan Hancock College in relation to the construction project were made locally.

Based on detailed expenditure data for a construction project costing Allan Hancock College \$24.6 million, it is estimated that the total economic impact to output in the local area is roughly \$31.9 million. Accordingly, the estimated output multiplier is about 1.30. That is, for every dollar directly contributed by Allan Hancock College's projects, another 30 cents would be generated by the activity of suppliers and employees directly impacted.

The college's construction project supported a total of 89 jobs in the local economy. The number of jobs supported directly is 51 (57.1% of all jobs supported). An additional 10 jobs (10.9% of all jobs supported) are from indirect effects. The induced effect accounts for 29 jobs, or 32.0% of all jobs supported. The associated multiplier is 1.75. That is, for every job directly supported by the college's construction project, about three quarters of an additional job is supported by the activity of suppliers and employees directly impacted.

Tax revenue resulting from the college's construction project amounts to about \$3.9 million. Of this amount, 75.0% are federal taxes, while 25.0% are state and local taxes.

Under the assumption that only a fraction of expenditures are made locally (within the area defined as the study area), employment and output multipliers remain unchanged. However, due to the smaller direct expense, the total effects are smaller, scaled down in proportion with the local expenditure scale down. The results of a scenario in which only 50% of project expenditures are made within the study area are presented in the appendix to this report.

## Appendix

This appendix replicates the analysis of the main body of the report, but assumes that only 50% of Allan Hancock College's expenditures on the construction project are local.

**Table 6:** Direct, Indirect, and Induced Economic Impact of Allan Hancock College Construction Project, 50% of Expenditures Local

Impact Type	Employment	Output (\$)
Direct Effect	25.5	12,292,765
Indirect Effect	4.9	1,026,319
Induced Effect	14.3	2,615,903
<b>Total Effect</b>	<b>44.7</b>	<b>15,934,989</b>

Because of the linear nature of IMPLAN, a reduction in spending by 50% results in a 50% reduction in total impacts. Thus, the multipliers are the same as those discussed in the main body of the report. Similarly, the ranking of impacts by sector also remains unchanged.

**Table 7:** Total Output Impact, Allan Hancock College Construction Project, by Sector, Top Ten, 50% of Expenditures Local

Industry	Output
Construction of new educational and vocational structures	\$8,808,428
Fabricated structural metal manufacturing	\$848,763
Prefabricated metal buildings and components manufacturing	\$447,602
Owner-occupied dwellings	\$413,280
Air purification and ventilation equipment manufacturing	\$369,392
Wholesale trade	\$320,998
Water, sewage and other systems	\$224,632
Asphalt paving mixture and block manufacturing	\$203,397
Other concrete product manufacturing	\$199,356
Real estate	\$191,592

**Table 8:** Total Employment Impact, Allan Hancock College Construction Project, by Sector, Top Ten, 50% of Expenditures Local

Industry	Employment
Construction of new educational and vocational structures	15.74
Fabricated structural metal manufacturing	2.70
Prefabricated metal buildings and components manufacturing	1.57
Air purification and ventilation equipment manufacturing	1.26
Wholesale trade	1.17
Full-service restaurants	1.02
Real estate	1.02
Limited-service restaurants	0.99
Prefabricated wood building manufacturing	0.80
Landscape and horticultural services	0.66

**Table 9:** Tax Impacts, Allan Hancock College Construction Project, 50% of Expenditures Local

Description	Total
<b><i>Federal Taxes</i></b>	
Social Insurance Tax- Employee Contribution	\$483,802
Social Insurance Tax- Employer Contribution	\$419,298
TOPI: Excise Taxes	\$11,062
TOPI: Custom Duty	\$4,588
Corporate Profits Tax	\$47,825
Personal Tax: Income Tax	\$509,557
Personal Tax: Estate and Gift Tax	\$0
<b>Total Federal</b>	<b>\$1,476,132</b>
<b><i>State and Local Taxes</i></b>	
Social Insurance Tax- Employee Contribution	\$12,887
Social Insurance Tax- Employer Contribution	\$25,784
TOPI: Sales Tax	\$113,444
TOPI: Property Tax	\$122,300
TOPI: Motor Vehicle License	\$2,582
TOPI: Severance Tax	\$140
TOPI: Other Taxes	\$15,614
TOPI: Special Assessments	\$1,361
Corporate Profits Tax	\$11,555
Personal Tax: Income Tax	\$177,322
Personal Tax: Motor Vehicle License	\$5,695
Personal Tax: Property Tax	\$2,561
Personal Tax: Other Tax	\$465
<b>Total State and Local</b>	<b>\$491,711</b>