October 5, 2020

Mr. Jariah Walker

Colorado Springs Urban Renewal Authority

**RE: Economic and Fiscal Impact of the City for Champions Olympic Museum and UCCS Sports Medicine Program**

Dear Jariah:

Attached is our proposal for an economic and fiscal impact study for the C4C report, which when signed and accompanied by a retainer becomes our letter agreement.

**Research Objectives**

To demonstrate the economic and fiscal benefit to the State of Colorado from the construction and initial operations of the Olympic Museum and the UCCS Sports Medicine Facility from the attraction of net new out-of-state visitors and their expenditures, and of associated expenditures stimulated by the C4C projects. Additionally, this project will demonstrate the economic and fiscal impact to the City of Colorado Springs, including new local jobs, incomes, revenues and sales tax revenue to the city, and new development attributable to the C4C projects.

**Deliverables**

* One Draft and final report in an abbreviated format (more extensive charts and tables and less descriptive narrative) targeted towards the Colorado Office of Economic Development and Trade, and towards local government, business and public reviewers. The report will be delivered in electronic format.
* One online meeting to discuss preliminary findings and a second meeting to discuss the final report findings.

**Scope of Work**

* Task 1 - Meet with OEDIT Staff to ascertain reporting requirements for all C4C projects.
* Task 2 - Review data provided by OEDIT to the City through the Urban Renewal Authority.
* Task 3 - Review geographic considerations spelled out in original RTA application.

* Task 4 - Gather existing visitor data from the Olympic Museum and Sports Medicine Program
  + Museum data that may or may not be already available
  + Sports Medicine Program data that may or may not be already available, including sports medicine clients, students and new or visiting providers.
* Task 5 - Design conceptual analysis contents and methodology and review with client and OEDIT.
* Task 6 – With the cooperation of Client, obtain missing data necessary for economic and fiscal impact analysis of Olympic Museum
  + Olympic Museum visitor data
  + Olympic Museum Effect on Infrastructure Development in Downtown Area
  + Local sales tax estimates
  + Develop case for impacts that have occurred even before stadiums are built through attraction of new investment dollars for construction
* Task 7 - Obtain missing data necessary for economic and fiscal impact analysis of Sports Medicine Program.
* Task 8 - Examine if the presence of the Sports Medicine Program has resulted in the attraction of new firms/manufacturers/providers to Colorado as a result of the program being offered.
  + Estimate new jobs, earnings, state sales tax and state income tax resulting (interviews)
* Task 9 - Work with City and OEDIT to begin developing framework for 2021-2022 addition of AFA Visitors Center and new stadiums once they are operating.
* Task 10 - Develop Implan models showing impact from:
  + NNOSV to Museum
  + Indirect and Induced NNOSV impacts
  + Impacts from influx of new development funds and state sales tax implications (direct, then indirect/induced)
  + NNOSV to Sports Medicine Program (students, health care providers, patients and spin-off or new health care related business development)
  + Indirect and Induced NNOSV impacts
  + Impacts from influx of new development funds and state sales tax implications (direct, then indirect/induced)
* Task 11 – An approximation of local sales taxes generated as a result of new out-of-state and out-of-community visitors to the City of Colorado Springs and to El Paso County, and from new construction and operations of C4C facilities, including employee earnings and subsequent expenditures.
* Task 12 - Meet with City and County staff to explore format they would like to see from this analysis.
* Task 13 - Write up analysis and report, review with the Urban Renewal Authority and OEDIT, and revise if necessary.

**Cost**

Work covered by this agreement will be performed on a fixed fee basis. The total cost for the scope of work will total $18,500. This includes two geofencing data sets showing visitor cell phone points of origin, included to establish a baseline for subsequent annual impact reports. This cost includes a 20% community service discount.

A $6,000 deposit is required at start of the project. You will be billed $6,250 upon delivery of a draft report and the final balance due at completion of the project.

Invoices shall be payable upon receipt. There shall be a late payment charge of 1.0% per month for any invoice that is more than 30 days past due. If an unpaid balance is referred to an attorney for collection, all attorneys’ fees, court costs and collection expenses incurred shall become part of the total balance owed.

**Completion**

Work can begin as soon as the first payment is received and a draft report can be completed within 8 weeks after required data from the Olympic Museum and the UCCS Sports Medicine Program is made available. The final report can be delivered within 2 weeks of review by the Urban Renewal Authority.

**Termination**

Either party may terminate this agreement upon written notice. Payment shall be based on work completed at time termination notice is received.

Sincerely,



Paul Rochette

Senior Partner, Summit Economics

Letter of agreement for Economic Impact Research agreed to and accepted:

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Date

October 5, 2020

Mr. Jariah Walker

Colorado Springs Urban Renewal Authority

**Economic and Fiscal Impact of the City for Champions Olympic Museum and UCCS Sports Medicine Program**

**INVOICE**

Amount Due (Deposit) $6,000

Total Due $18,500

***THANKS***

Summit Economics, LLC

Tax ID 26-3242023