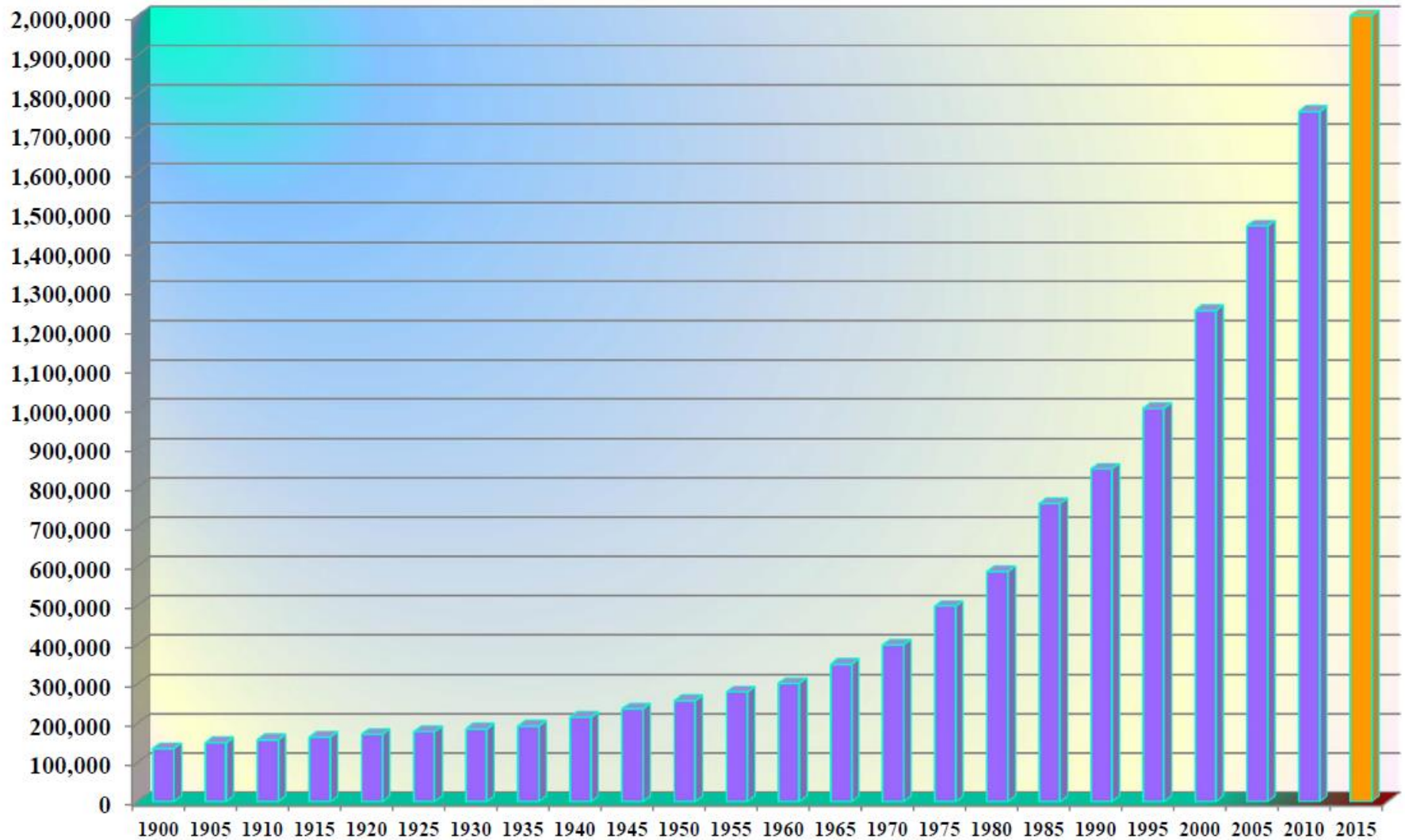


Austin MSA Population History: 1900 to 2015



“The number of microorganisms in a culture will increase exponentially until an essential nutrient is exhausted.”



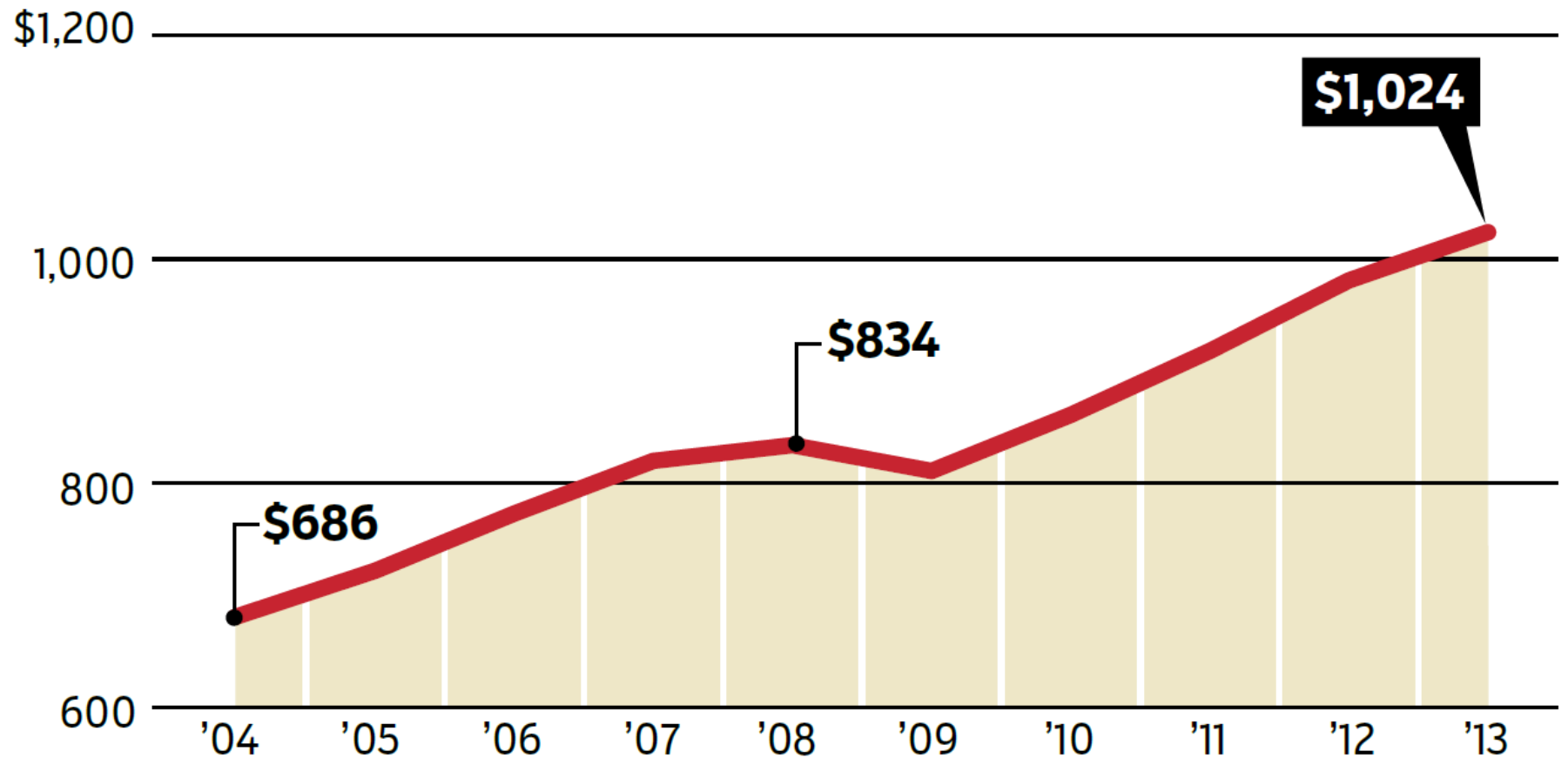


4. Austin, TX

Average time wasted in traffic annually: 41 hours.

Rent prices

Austin rents have risen 50 percent from 2004 to 2013, while the median income rose just 9 percent.



Sources: Texas A&M Real Estate Center; Capitol Market Research

STEVE LOPEZ/STAFF

5 County Region

Travis, Williamson, Hays, Bastrop, Caldwell

2010 Census	1,716,289
2035 CAMPO Projected Population	3,250,600

New Residents by 2035	1,534,311



1,500,000 new residents /2.5 persons/housing unit
= 600,000 new housing units needed

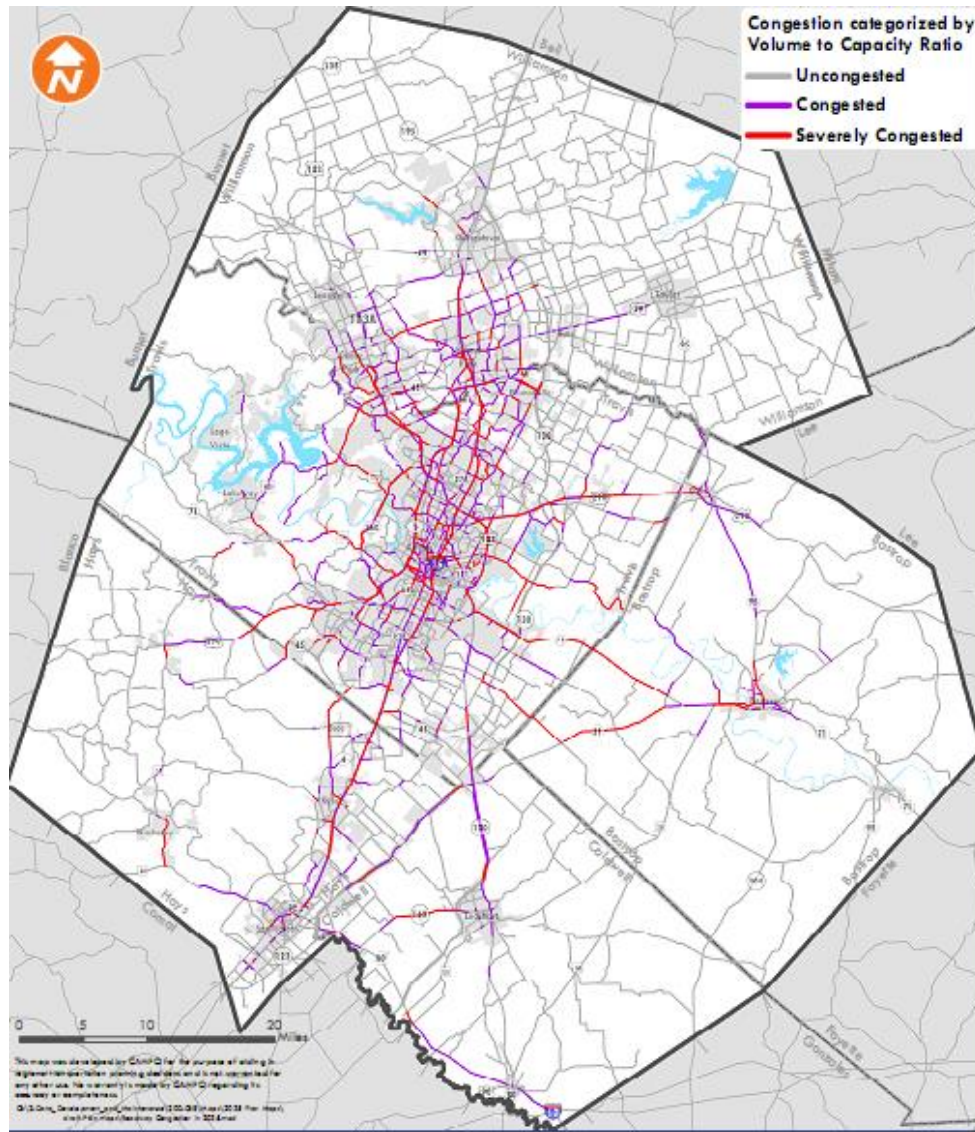
600,000 housing units x \$175,000 average each

= \$90 billion of new housing

- \$90 billion of new housing construction
- \$65 billion of new commercial construction
- \$27 billion for CAMPO 2035 Transportation
- billions more for public infrastructure like schools, water/wastewater treatment plants, power plants, government buildings

\$200 billion in new real estate development

Austin is one giant real estate play.



Population
In-Migration = Big \$\$

Corporate Relocation
Subsidies Drive Growth

“an extraordinary market,”

said Charles Heimsath,

the head of Austin-based
Capitol Market Research

* Unless you are a tenant

VIEWPOINTS

Austin American-Statesman

Susie Ellwood
PublisherDebbie Hiott
EditorTara Trower
Doolittle
Viewpoints EditorJohn Bridges
Managing EditorAlberta Phillips, Jody
Seaborn, Gissela SantaCruz
Editorial Writers

OTHERS SAY PETE WINSTEAD

Special Contributor

Resting on our 'cool' laurels won't keep Austin booming

Twelve years ago, people were moving out of Austin, unemployment was on the rise, nonprofits were closing and local government was faced with less revenue and declining services. Austin, in short, was losing out to other cities and there was no plan to address the competitive threats facing our community.

Civic leaders, working with the business community, stepped up with a plan to strengthen our competitive advantage by investing in strategic opportunities to attract new companies, create new jobs and expand existing local businesses. And it worked. Today, Austin is a leader among cities. But staying on top requires more than pride and confidence. Austin is now the 11th largest city in America, and we must compete at a whole new level against cities such as Raleigh, Denver and Charlotte, as well as larger cities such as Boston, San Jose and San Diego.

Retaining our competitive advantage is crucial if we are going to address our greatest challenges – mobility and congestion, education and training, job diversity and affordable housing. The best way to tackle our challenges is to continue to have a robust economy, which means continued prosperity, jobs for residents and an expanding tax base to ensure city and regional services can meet the growing demand. Incentives, too, are a crucial strategy if we are going to remain competitive. Our incentive program is performance-based. These agreements are not giveaways. Rather, companies who receive

incentives are playing by our rules – they must meet deadlines for job creation and capital investment before receiving any benefits from us. This is the right way to do business. It puts us in control and enables us to set our own priorities.

But incentives give us the power to negotiate and ensure that our vision for Austin is shared by the companies that relocate here. Over the long term, the city will collect more tax revenue when companies relocate to Austin. In many cases, we are importing revenue and shifting money from Silicon Valley to Austin. The net result is more revenue that can be used to reduce the tax burden on Austin families. We currently have 13 active agreements, and those companies continue to meet our standards and goals for job diversity and investment. Moreover, the new inflow of jobs creates a network effect for locally owned businesses, enabling us to create new homegrown restaurants, hotels and related services.

In recent weeks, some politicians have suggested that the incentive program is no longer needed. Austin, after all, is just “too successful and too cool. And if companies don’t recognize that, they can go somewhere else.”

The problem is, they likely will. If we let pride drive our decision, we will likely repeat the mistakes of the past, leaving us with rising unemployment, budget deficits and the inability to address the pressing issues we already face as one of the largest cities in America.

For those of us who remember the “tech bust” in 2000, some of the voices may sound familiar. Some Austin leaders are telling us that we don’t need to compete. We can just sit back and the world will come to us. That’s like saying, “If we don’t build roads, we will not have traffic.” That thinking was wrong then, and it is wrong now.

Abandoning the incentive program simply makes us powerless to negotiate with those who would relocate here. We must protect our power to negotiate. And we must never let pride become a substitute for a plan.

Lifestyle and culture are important but not the deciding factor for relocation. The number one factor for relocation, according to economists and sociologists, is economic – low taxes, a vibrant business climate and a positive long-term outlook for jobs.

We owe Austin families no less. We cannot let arrogance distract us from the 40,000-plus unemployed who are still looking for work. We cannot let blind faith drive our policies.

Austin is one of the most successful cities in the country. Staying on top requires more than vanity. It requires a renewed commitment to the policies that have worked and the vision to build an even stronger and cooler Austin. We can remain the leader we are. But declaring “Mission Accomplished” is not always a good strategy.

Winstead is chairman of Opportunity Austin and founder of Winstead PC.

OTHERS SAY PETE WINSTEAD

Special Contributor

Resting on our 'cool' laurels won't keep Austin booming

“The net result is more revenue that can be used to reduce the tax burden on Austin families.”

Opportunity Austin Public Relations Summary

1st Quarter 2009

In-Market

- Continued to work with the Economic Development department to use media inquiries on companies closing or laying off employees to promote the importance of Opportunity Austin, and its strength through this economy
- Created Spring edition of *Business in the Human Capital* business retention newsletter
- Created marketing collateral for Financial Aid Saturdays
- Developed radio ad and plan for Financial Aid Saturdays including more than 250 radio spots and six remote events
- In January and February, Worked with the Economic Development department to use media inquiries on companies closing or laying off employees to promote the importance of Opportunity Austin, and its strength through this economy
- Announced relocations of RedOxygen and Cyrus One in March
- Announced CenTex RCIC ETF recipient Analogix in March

Out of Market Public Relations

- In January, Worked with BR&E to promote the One Med Forum, including stories about BioTech, Venture Capital, and government funding for emerging technology. Interviews took place with ABJ, Reuters, and Wall Street Journal
- • In February, Created news release about Gary Farmer being named "Top 10 People Who Make a Difference" by *Southern Business Development*
- In March, wrote article for *Tech&Jobs* magazine on the wireless and digital media industries in Austin
- In February, worked with *Wall Street Journal* Real Estate reporter doing a special section on luxury real estate including Austin - *HAS NOT RUN YET*
- Drew Scheberle worked with *NY Times* on an education story in February
- • In March, worked with *Forbes* on data for articles and rankings

Website Development

Launched www.CollegeReadyAustin.com as a resource for students, parents and volunteers for the Chamber's 20,010 by 2010 initiatives including Financial Aid Saturdays.

Investor Relations

The 2008 Opportunity Austin Annual Report was completed and distributed to investors.

**STEP
ON IT
BABY!**



Profits for you, inflation for us.

BETTER NOT BIGGER



*How to
Take Control of
Urban Growth
and Improve
Your Community*

EBEN FODOR

The nature of the game is to influence the local government to improve the profitability of local land development. Local government can affect profitability by:

- increasing the intensity of land use (rezoning or annexing land, for example);
- reducing the cost of development (reducing regulations, fees, and delays);
- diverting public resources to support local land development (new roads, sewers, and other facilities); and
- stimulating the demand for new development (economic development programs, tax incentives, and other subsidies).

Molotch argues that a primary objective of the pro-growth coalition is to divert public resources into growth-inducing investments. He suggests that the local government is co-opted by these forces to such a degree that growth promotion becomes the "essence of local government."



Titans of Free Enterprise or Cadillac Escalade Welfare Queens?

It's not unusual if a real estate investor:

- Receives the benefit of \$4 trillion in quantitative easing for low interest rates – crushing the earnings of senior citizens who relied on earnings from savings accounts
- Pays no federal taxes because of the enormous deductions from rehab and development
- Pays no social security taxes because it's passive income
- Avoids capital gains through a 1031 exchange
- Pays a small fraction of the cost of public infrastructure and dumps the rest on residents
- Gets 100% reimbursement for utility extensions from city.
- Underpays property tax in general – commercial undervalued at TCAD
- Games the system with agricultural appraisals and wildlife exemptions
- Sells property to local governments at inflated prices
- Benefits from city projects like Waller Creek flood control with city asking nothing asked in return
- Gets favorable treatment in public/private partnerships
- Receives property tax abatements or sales tax rebates for doing what they would be doing anyway
- Zoning changes given which create value with little to nothing in return to city.
- Variances from regulations or adopted plans add value with nothing asked in return.
- Benefits from Austin taxpayers subsidizing the unincorporated areas of Travis County – said taxpayers pay for two police forces: APD & Sheriff, 70% of Travis County's budget.

Total Accounting

Can we stop pretending?

The image shows a cityscape with a large, light-colored building in the center. On the left side of this building, there are three tall, white, cylindrical smokestacks and a complex metal framework. To the right of the main building, there is a tall, thin radio tower. In the background, several modern skyscrapers are visible, including one with a distinctive blue glass facade and a pointed top. The foreground features a green lawn with young trees and a dark, arched metal bridge structure. A white banner with the 'athenahealth' logo is tilted across the middle of the image. The logo itself is in a green, lowercase, sans-serif font, with 'athena' in green and 'health' in yellow, followed by a registered trademark symbol.

athenahealth®

CITY OF
POWER PLANT



Market San Miguel in Madrid

WebLOCI Fiscal Analysis
City of Austin / AthenaHealth, Inc.
Major Category Report
1/23/2014

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
BENEFITS												
Total Sales Taxes	\$0	\$71,316	\$32,717	\$49,809	\$72,390	\$102,900	\$130,366	\$165,328	\$204,551	\$255,406	\$310,732	\$1,395,515
Total Property Taxes	\$0	\$12,394	\$23,695	\$48,941	\$71,971	\$111,519	\$150,892	\$202,380	\$252,142	\$322,099	\$393,361	\$1,589,394 *
Total Franchise Fee Revenue	\$0	\$2,042	\$5,843	\$11,732	\$18,803	\$27,832	\$38,158	\$49,119	\$60,972	\$74,594	\$90,280	\$379,375
Total Alcoholic Beverage Tax Revenue	\$0	\$72	\$206	\$413	\$661	\$979	\$1,342	\$1,728	\$2,145	\$2,624	\$3,176	\$13,346
Total Revenues from Fines	\$0	\$190	\$544	\$1,092	\$1,750	\$2,591	\$3,552	\$4,573	\$5,676	\$6,944	\$8,404	\$35,316
Total Revenues from Permits	\$0	\$273	\$781	\$1,568	\$2,513	\$3,719	\$5,099	\$6,564	\$8,148	\$9,969	\$12,065	\$50,699
Total Miscellaneous Fees	\$124,068	\$638	\$1,826	\$3,667	\$5,877	\$8,698	\$11,926	\$15,351	\$19,056	\$23,313	\$28,215	\$242,635
Total Water Revenues	\$0	\$3,421	\$5,961	\$11,954	\$16,679	\$24,770	\$31,670	\$41,597	\$49,518	\$61,767	\$72,250	\$319,587
Total Wastewater Revenues	\$0	\$2,250	\$4,231	\$8,487	\$12,174	\$18,066	\$23,450	\$30,646	\$36,826	\$45,705	\$53,883	\$235,718
Total Electric Power Revenues	\$0	\$31,565	\$39,681	\$80,219	\$95,319	\$139,513	\$161,564	\$218,019	\$243,332	\$312,070	\$345,567	\$1,666,849
TOTAL BENEFITS	\$124,068	\$124,161	\$115,485	\$217,882	\$298,137	\$440,587	\$558,019	\$735,305	\$882,366	\$1,114,491	\$1,317,933	\$5,928,434
COSTS												
Total Support	\$0	\$8,750	\$16,000	\$25,000	\$38,750	\$54,250	\$68,750	\$85,250	\$104,500	\$126,500	\$151,750	\$679,500
Total Recreation/Libraries	\$0	\$862	\$2,466	\$4,951	\$7,935	\$11,746	\$16,103	\$20,729	\$25,731	\$31,480	\$38,099	\$160,102
Total Court System	\$0	\$152	\$435	\$873	\$1,399	\$2,070	\$2,839	\$3,654	\$4,536	\$5,549	\$6,716	\$28,223
Total General Government	\$0	\$373	\$1,067	\$2,143	\$3,435	\$5,084	\$6,970	\$8,972	\$11,137	\$13,626	\$16,491	\$69,298
Total Health Services	\$0	\$325	\$929	\$1,866	\$2,990	\$4,426	\$6,068	\$7,811	\$9,696	\$11,862	\$14,356	\$60,329
Total Social Welfare	\$0	\$189	\$539	\$1,083	\$1,736	\$2,569	\$3,522	\$4,534	\$5,628	\$6,886	\$8,334	\$35,020
Total Public Safety	\$0	\$5,378	\$15,389	\$30,902	\$49,526	\$73,307	\$100,504	\$129,373	\$160,593	\$196,472	\$237,786	\$999,230
Total Other Costs	\$0	\$1,066	\$3,049	\$6,123	\$9,814	\$14,526	\$19,915	\$25,636	\$31,822	\$38,931	\$47,118	\$198,000
Total Water Costs	\$0	\$3,019	\$5,051	\$10,128	\$13,908	\$20,663	\$26,185	\$34,483	\$40,821	\$51,052	\$59,439	\$264,749
Total Wastewater Costs	\$0	\$2,054	\$3,832	\$7,686	\$10,995	\$16,319	\$21,150	\$27,652	\$33,199	\$41,220	\$48,559	\$212,666
Total Electric Power Production Cost	\$0	\$29,072	\$36,637	\$73,370	\$87,445	\$130,425	\$150,979	\$204,057	\$227,652	\$292,279	\$323,502	\$1,555,418
TOTAL COSTS	\$0	\$51,240	\$85,394	\$164,125	\$227,933	\$335,385	\$422,985	\$552,151	\$655,315	\$815,857	\$952,150	\$4,262,535
NET BENEFITS	\$124,068	\$72,921	\$30,091	\$53,757	\$70,204	\$105,202	\$135,034	\$183,154	\$227,051	\$298,634	\$365,783	\$1,665,899

*Does not include an estimated \$199,826 in property tax revenues which would be contributed to the Seaholm TIF

End of
Story?

WebLOCI Fiscal Analysis
City of Austin / AthenaHealth, Inc.
Major Category Report
1/23/2014

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
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*Does not include an estimated \$199,826 in property tax revenues which would be contributed to the Seaholm TIF

Minus Capital Costs for Schools, Roads, Public Transportation, Parks, Libraries, Govt. Buildings, Water Treatment Plants & Transmission, Wastewater, Fire, Police, Solid Waste, EMS for 506 new households*



AthenaHealth: 632 employees

Comuting Pattern Information

This profile is for projects located in a city

Percentage of new jobs in the city filled by people that live in the city	40.400 %
Percentage of new jobs in the city filled by people that commute from the county	59.600 %

255 employees in Austin city limits

377 employees commute from the county

330 space parking garage

302 employees using public transportation

Transportation Capital Infrastructure Allocated: \$0

Who pays?



Costs of Growth to local government manifested 5 ways

- Increased Taxes
- Increased Debt
- Infrastructure Deficit
- Deferred Maintenance
- Reduced Services

Growth-Related Costs

Capital Costs for Public Facilities/Infrastructure

- Educational Facilities (K-12)
- Sanitary Sewers
- Storm Sewers
- Transportation System
- Water System
- Fire Protection & EMS
- Parkland & Rec. Facilities
- Police Facilities
- Open Space
- Library Facilities
- General Government Facilities
 - Government Administration
 - Essential Social Services
- Electric Power Generation/Dist.
- Solid Waste Disposal Facilities
- Affordable Housing Mitigation

Environmental Costs and Other Impacts

- Air Quality Control
- Water Quality Control
- Natural Resource Consumption
- Lost Visual and Other Amenity Values
- Lost Wildlife Habitat
- Increased Noise
- Lost Mobility (traffic congestion delays/commute time)
- Higher Cost of Housing
- Higher Cost of Living
- Lost Sense of Community
- Costs to Future Generations

Growth-Related Costs

Other Cost to City & County Offices

- Economic Growth and Redevelopment Services Office
- Development & Plan Review Office
- Land Use Planning Office
- Developer Fee Waivers
- Tax Increment Financing Districts

Property Tax Subsidies

- Appraisal Inequities
- Ag Exemptions
- Wildlife Exemptions
- Historical Exemptions

Cost of Infrastructure to Serve New Residential Development in Austin, Texas



Hire an outside consultant to determine the Cost of Growth. It's never been done before this. The real estate growth machine doesn't want you to know the answer.

Originally Issued May 2010
Updated January 2011

For Brian Rodgers

By Eben Fodor

FODOR & ASSOCIATES^{LLC}

Community
Planning Consulting

Eugene, Oregon

www.FodorandAssociates.com

Summary of Infrastructure Costs for Typical New Residential Unit

Categories	Gross Cost to Serve Typical New Housing Unit	Credit for Impact Fees or Other Payments¹	Credit for Future Contribution via Tax and Utility Payments²	Net Cost to Serve Typical New Housing Unit
School Facilities	\$9,325	\$0	\$187	\$9,139
Road System	\$3,380	\$0	\$68	\$3,312
Water Service Facilities ³	\$6,661	\$730	\$119	\$5,812
Wastewater System ³	\$3,654	\$438	\$64	\$3,152
Storm Drainage System	\$3,296	\$0	\$66	\$3,230
Park Facilities	\$2,566	\$650	\$38	\$1,878
Total Cost:	\$28,882	\$1,818	\$541	\$26,523

1) Impact fees paid by new development are discussed in the section Impact Fees in Austin.

2) Crediting new development for future tax and utility payments that will go towards its infrastructure costs is addressed in the Methodology section.

3) The water and sewer system impact fees are based on the likely mix of single-family and multifamily housing constructed inside city limits in the desired development zone and reflect 0.73 service units each. See Housing Characteristics section for more information.

ATHENAHEALTH – TOTAL ACCOUNTING

TOTAL BENEFITS	\$5,928,434
TOTAL COSTS	\$4,262,535
NET BENEFITS	\$1,665,899
LESS CAPITAL COSTS	(\$4,026,196)
NET BENEFIT	(\$2,360,297)

27th Annual Corporate Survey & 9th Annual Consultant Survey

Combined Ratings* of 2012 Factors

FIGURE 30

Corporate Survey 2012

Site selection factors	2012	2011
Ranking		
1. Labor costs	90.8	88.4 (2)**
2. Highway accessibility	90.1	93.8 (1)
3. Availability of skilled labor	89.4	88.4 (27)
4. Availability of advanced ICT services	85.1	76.6 (13)
5. Occupancy or construction costs	82.8	85.9 (5)
6. Energy availability and costs	81.3	84.8 (7)
7. Corporate tax rate	79.3	86.0 (4)
8. Available buildings	78.4	76.3 (19)
9. Tax exemptions	75.4	83.6 (8)
10. Low union profile	73.5	81.0 (10)
11. Right-to-work state	72.6	77.5 (12)
12. Proximity to major markets	72.2	83.0 (9)
13. State and local incentives	71.1	85.9 (57)
13T. Environmental regulations	71.1	76.4 (14)
15. Expedited or "fast-track" permitting	67.2	72.4 (17)
16. Inbound/outbound shipping costs	63.7	79.2 (11)
17. Availability of long-term financing	63.1	70.0 (18)
18. Available land	59.0	73.9 (16)
19. Proximity to suppliers	54.9	67.8 (19)
20. Training programs	54.7	50.6 (23)
21. Accessibility to major airport	52.9	55.7 (21)
22. Proximity to technical college/training	50.3	40.2 (24)
23. Raw materials availability	49.7	52.8 (22)
24. Railroad service	43.6	33.6 (25)
25. Availability of unskilled labor	42.9	58.9 (20)
26. Waterway or oceanport accessibility	19.9	24.5 (26)
Quality-of-life factors		
Ranking		
1. Low crime rate	79.3	82.0 (1)
2. Healthcare facilities	69.8	71.0 (2)
2T. Housing availability	69.8	64.1 (5)
4. Housing costs	66.9	69.9 (3)
5. Ratings of public schools	63.3	68.8 (4)
6. Colleges and universities in area	61.6	56.6 (6)
7. Climate	55.0	52.2 (8)
8. Recreational opportunities	52.9	53.2 (7)
9. Cultural opportunities	48.9	42.8 (9)

*All figures are percentages and are the total of "very important" and "important" ratings of the Area Development Corporate Survey and are rounded to the nearest tenth of a percent.
 ** (2011 ranking)

← #13
Incentives

Mommy, Where Do Jobs Come From?

The Real Economic Danger In the N. C. Dell Deal Gone Bad 10-09-2009 Thomas Vass



Local Elected Representatives Cannot Answer The Most Basic Economic Question: Where Do Jobs Come From?

Recent evidence on the power of small business job creation presented by the Business Dynamics Division of the U. S. Census seems irrefutable. Jobs are created by small businesses, not by industrial recruitment. Yet, the mayors do not understand this fact of economic life about small business and continue to promote industrial recruitment as their main job creation strategy.

Alternative Economic Development Models.....

TINA—There Is No Alternative

- Get AthenaHealth
- Get Websense
- Get LegalZoom
- Get Schwab
- Steal jobs from other communities using our tax money.



LOIS—The Alternative

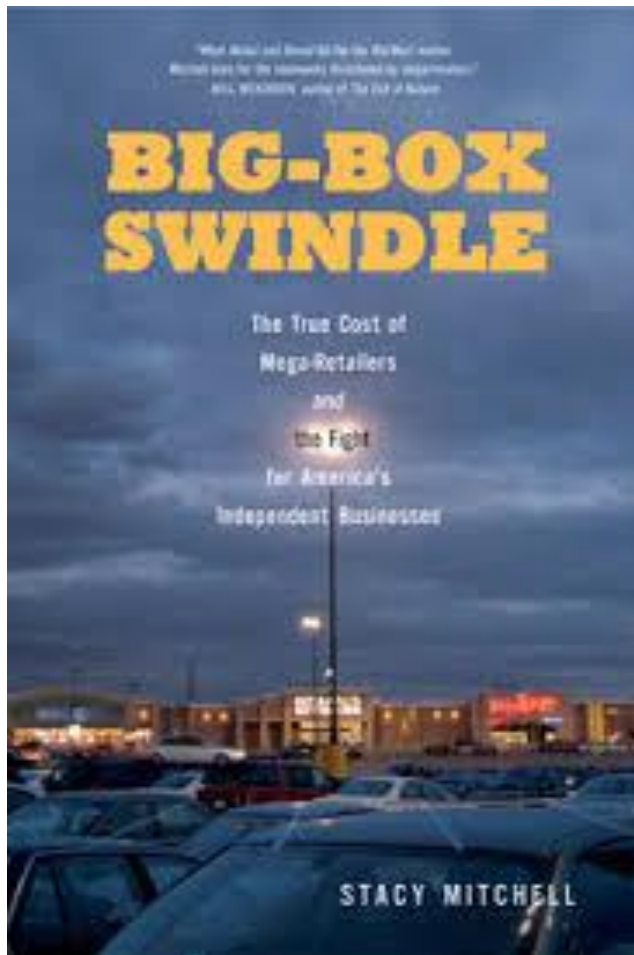
- LO:
Local Ownership
- IS:
Import-Substitution



LOCAL OWNERSHIP

LOIS

Signposts and Blinds



Cheaper at the big box, right?
Locally owned businesses can't compete, right?

**Shopping locally puts
3 times as much money
in our local economy**

Of every \$100
spent at a local
business, \$45
stays in Austin



Of every \$100
spent at a chain
store, only \$13
stays in Austin



Shift 10% Locally

Shifting 10% of your shopping from chain stores to locally owned businesses annually, adds

\$244 Million

to our local economy creating

2,855

new jobs. And supports a sustainable local economy for us all.



Locally Owned Businesses Provide:

Far more jobs

Far more tax revenue

Far more income and wealth effects

Far more entrepreneurship

Higher charitable contributions

Better boost for tourism

Local businesses bring a whole mess of benefits that these outside businesses cannot begin to give.

IMPORT SUBSTITUTION

LOIS

What's Austin's Biggest Export?



2012 NAICS to SIC Crosswalk

NAICS	NAICS Description	SIC	SIC Description
311830	Tortilla Manufacturing	2099	Food Preparations, Nec
311911	Roasted Nuts and Peanut Butter Manufacturing	2068	Salted and Roasted Nuts and Seeds
311911	Roasted Nuts and Peanut Butter Manufacturing	2099	Food Preparations, Nec
311919	Other Snack Food Manufacturing	2052	Cookies and Crackers
311919	Other Snack Food Manufacturing	2096	Potato Chips and Similar Snacks
311920	Coffee and Tea Manufacturing	2043	Cereal Breakfast Foods
311920	Coffee and Tea Manufacturing	2087	Flavoring Extracts and Syrups, Nec
311920	Coffee and Tea Manufacturing	2095	Roasted Coffee
311920	Coffee and Tea Manufacturing	2099	Food Preparations, Nec
311930	Flavoring Syrup and Concentrate Manufacturing	2087	Flavoring Extracts and Syrups, Nec
311941	Mayonnaise, Dressing, and Other Prepared Sauce Manufacturing	2035	Pickles, Sauces, and Salad Dressings
311941	Mayonnaise, Dressing, and Other Prepared Sauce Manufacturing	2099	Food Preparations, Nec
311942	Spice and Extract Manufacturing	2082	Malt Beverages
311942	Spice and Extract Manufacturing	2087	Flavoring Extracts and Syrups, Nec
311942	Spice and Extract Manufacturing	2099	Food Preparations, Nec
311942	Spice and Extract Manufacturing	2899	Chemical Preparations, Nec
311991	Perishable Prepared Food Manufacturing	2099	Food Preparations, Nec
311999	All Other Miscellaneous Food Manufacturing	2015	Poultry Slaughtering and Processing
311999	All Other Miscellaneous Food Manufacturing	2032	Canned Specialties
311999	All Other Miscellaneous Food Manufacturing	2034	Dehydrated Fruits, Vegetables, Soups
311999	All Other Miscellaneous Food Manufacturing	2087	Flavoring Extracts and Syrups, Nec
311999	All Other Miscellaneous Food Manufacturing	2099	Food Preparations, Nec
312111	Soft Drink Manufacturing	2086	Bottled and Canned Soft Drinks
312112	Bottled Water Manufacturing	2086	Bottled and Canned Soft Drinks
312112	Bottled Water Manufacturing	5149	Groceries and Related Products, Nec
312113	Ice Manufacturing	2097	Manufactured Ice
312120	Breweries	2082	Malt Beverages

19,254 different codes



Financial and Administrative Service Department
Purchasing Office
PO Box 1088, Austin, Texas, 78767

June 20, 2013

STAPLES CONTRACT & COMMERCIAL INC

Thomas Heisroth
1905-B KRAMER LN STE 800
Austin, TX 78758

Dear Thomas Heisroth:

The Austin City Council approved the execution of a contract with your company for Office Supplies in accordance with the BuyBoard Contract #407-12.

Responsible Department:	Financial & Admin Services
Department Contact Person:	Steve Stenton
Department Contact Email Address:	steve.stenton@austintexas.gov
Department Contact Telephone:	512-974-2082
Project Name:	Office Supplies
Contractor Name:	STAPLES CONTRACT & COMMERCIAL INC
Contract Number:	GC130000006
Contract Amount:	\$6,966,372
Contract Period:	06/14/2013 - 10/31/2015
Extension Options:	N/A
Requisition Number:	13012900170
Solicitation Number:	BuyBoard Cooperative #407-12
Agenda Item Number:	31
Council Approval Date:	6/6/2013

Food Leakage Calculator



Food Leakage Output for Bradford County, Florida

Category	% Self-Reliant	Business Opportunity
Beef	92.79%	157 Head of Cattle
Pork	0.23%	13,849 Hogs
Poultry & Eggs	282.42%	0 Chickens
All Dairy Products	0.00%	1,297 Milk Cows
Fresh Fruits	39.04%	387 Acres of Fruit
Fresh Vegetables	0.00%	835 Acres of Vegetables

Farm Data

Number of Farms	479
Land In Farms	29,821 Acres
Average Sales per Farm	\$29,054
Average Farm Size	62 Acres

Commodity Sales Values

Grains, oilseeds, dry beans, and dry peas	No Data Available
Tobacco	No Data Available
Cotton and cottonseed	No Data Available
Vegetables, melons, potatoes, and sweet potatoes	\$0
Fruits, tree nuts, and berries	\$917,000
Other crops and hay	No Data Available
Poultry and eggs	\$5,060,000
Cattle and calves	\$34,340,137
Milk and other dairy products from cows	\$0
Hogs and pigs	\$20,555
Sheep, goats, and their products	\$10,000
Other animals and other animal products	No Data Available
Aquaculture	\$0

Replace a wide range of our imports with local production.

A deep and resilient economy where everyone has a chance for prosperity.



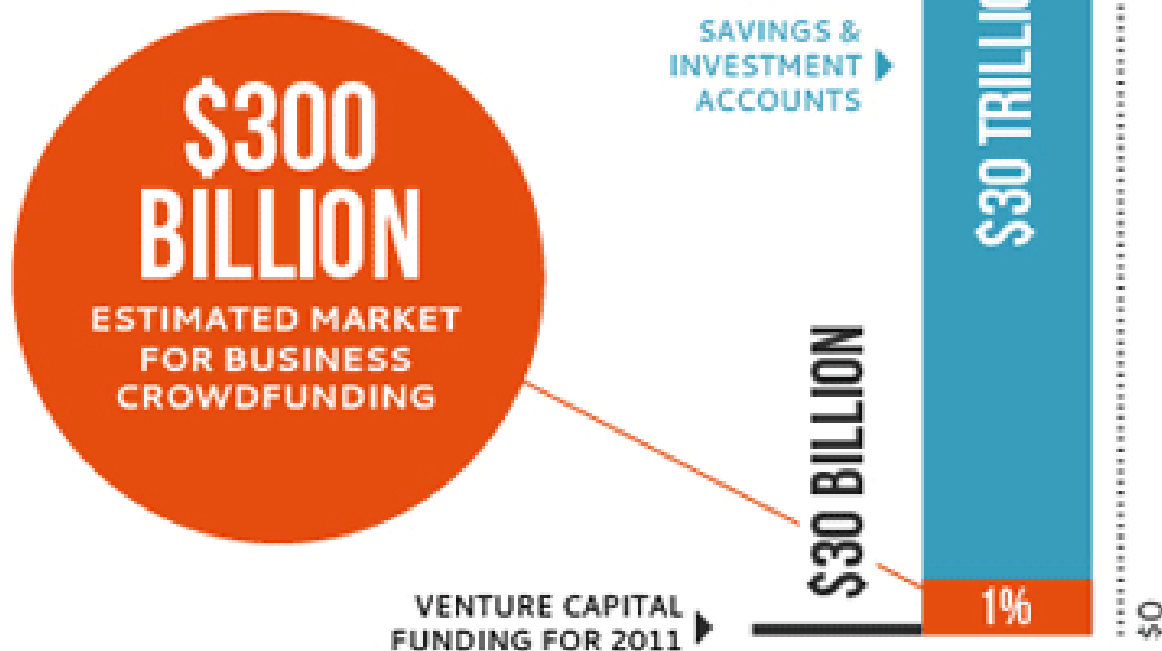
JOBS ACT

JUMPSTART OUR BUSINESS STARTUPS

MARKET FOR BUSINESS CROWDFUNDING

"IF AMERICANS SHIFTED **1%** OF THE **\$30 TRILLION** THEY HOLD IN LONG-TERM INVESTMENTS TO SMALL BUSINESSES, IT WOULD AMOUNT TO MORE THAN **10 TIMES** THE VENTURE CAPITAL INVESTED IN ALL OF 2011."

-Amy Cortese, Author of *Locavesting*



Democratization of capital.

75% venture capital goes to the coasts

95% to only male

Venture capital firms and angel investment groups look at 100 business and invest in only 1 or 2.

A Way for Local Businesses to Grow

By AMY CORTESE OCT. 24, 2014

ON Tuesday, Michigan became the first state in the country to enact a law allowing the modern equivalent of a local stock market. The Michigan Investment Markets bill went little noticed. But it revives a forgotten American tradition that once fueled economic growth — and perhaps could again.

The United States was once teeming with local stock markets. Boston, Baltimore, Milwaukee and San Francisco were among the earliest to establish exchanges. From 1863 to 1930, as America expanded, at least 24 stock exchanges debuted, from Richmond, Va., to Salt Lake City to Honolulu.

The exchanges were important institutions in their communities, both socially and economically. Their member-brokers were often prominent citizens, and they offered shares of native businesses to local investors. The Seattle Exchange listed Olympia Brewing Company and the Alaska Pacific Salmon Company, while the Cincinnati Stock Exchange nurtured growing Midwestern businesses, including Kroger, a local grocer with 40 stores that went public in 1902, and a soap maker called Procter & Gamble that listed on the exchange a few years later.



In Michigan, the Detroit Stock Exchange helped rev up the infant auto industry in the early 1900s, providing growth capital to innovative start-ups like General Motors and the Maxwell Motor Company (now Chrysler).

Texas Investment Market Act: Summary of Proposed Legislation

Definitions

"*Texas Investment Market*" - an entity that is a broker-dealer who is exempt from federal registration requirements who provides a market or exchange at which transactions in securities issued pursuant to the intrastate crowdfunding exemption take place. This term includes an online market or exchange operated through an internet portal.

Coordination with federal securities laws

A Texas investment market must meet all applicable requirements of the Securities and Exchange Commission relating to its creation and operation.

3

A BILL TO BE ENTITLED

4

AN ACT

5

relating to the creation of a intrastate investment market for purposes of trading securities issued under the
6 intrastate crowdfunding exemption from federal securities laws.

7

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF TEXAS:

8

SECTION 1. SHORT TITLE. This Act may be cited as the "Texas Investment Market
9 Exchange Act".

10

SECTION 2. Section 5, The Securities Act (Article 581-23-5, Vernon's Texas Civil Statutes),
11 is amended by adding subsection (W) to read as follows:

12

SECTION 3. Section 5, The Securities Act (Article 581-23-5, Vernon's Texas Civil Statutes), is
13 amended by adding subsection (W) to read as follows:

14

(W) Creation of Stock Exchange for Securities financed using the intrastate crowdfunding
15 exemption or other exemption from federal securities regulation.

Amenity Theory of Economic Development







Boston's Faneuil Hall

“The boom, not the slump, is the right time for austerity at the Treasury.” So declared John Maynard Keynes in 1937

THE END

Who's really gonna kill Austin's growth?

