

### Background & Update Highlights

- Austin impact fees apply only to water and wastewater infrastructure
- Collections average approximately \$6.0 million annually
  - As a policy, Austin's collected fees have been less than the calculated maximum allowable
  - Growth investments not recaptured through impact fees are made up through rates
  - Impact fees are waived for affordable housing projects
- State law requires the impact fees to be updated every 5 years.
  - The most recent update was adopted by Council in 2007
- Joint Committee Recommendation (presented to Council on June 28):
  - Item 3.1: Impact Fees: Adopt an impact fee policy that calculates the maximum impact fee allowed by law. Consider the elimination of the current zone discount policy that has the effect of subsidizing infrastructure for new development.

### Land Use Assumptions

- Population and employment served in 2010 and 2020 allocated to Planning Areas, Water Pressure Zones and Wastewater Basins
- Convert water meters to Service Units (flow) based on weather normalized 2011 total water usage
- Population and employment growth converted to service units for determining facility usage

### Stakeholder and Public Involvement

- Impact Fee Advisory Committee (IFAC) Meetings
- Internet
  - IFAC Boards & Commissions Website
  - AWU Impact Fee Website with option for Submitting a Question and/or Comment
- Hosted a Community Input Meeting
- Presented the Update to various Stakeholders:
  - Internal:
    - Planning and Development Review (x3)
    - Neighborhood Housing
  - External:
    - Home Builders Association (HBA)
    - Real Estate Council of Austin (RECA)
    - Downtown Austin Alliance (DAA)
    - Austin Area Chamber of Commerce

### Boards & Commissions

- Impact Fee Advisory Committee
  - State Law...
    - Current Membership
      - J.R. (Hank) Kidwell, Chair, Mayor Lee Leffingwell
      - Kris Bailey, Council Member Kathie Tovo
      - Dick Kallerman, Council Member Bill Spelman
      - William Moore, Council Member Sheryl Cole
      - Brian Rodgers, Council Member Laura Morrison
      - David Vitanza, Council Member Chris Riley
      - Rick Coneway, P.E. Council Member Mike Martinez (ETJ)
- Water and Wastewater Commission

				OPTION 1:				OPTION 2:			
				Water:				Water:			
				Max Allow. Calc. Method: 50% Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fee: current zone structure				Collected Fee: current zone structure			
				Compared to Current Fees:				Compared to Current Fees:			
Water	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$3,307</b>	<b>100%</b>		<b>\$4,205</b>	<b>100%</b>	<b>\$898</b>	<b>27%</b>	<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>
Collected fee:				Collected fee:				Collected fee:			
DWPZ - Outside ETJ Fee	\$2,500	75%		\$3,200	75%	\$700	28%	\$4,100	75%	\$1,600	64%
DWPZ - ETJ Fee	\$2,500	75%		\$3,200	75%	\$700	28%	\$4,100	75%	\$1,600	64%
DWPZ - Inside City Fee	\$2,200	65%		\$2,700	65%	\$500	23%	\$3,500	65%	\$1,300	59%
DDZ - ETJ Fee	\$1,800	55%		\$2,300	55%	\$500	28%	\$3,000	55%	\$1,200	67%
DDZ - Inside City Fee	\$1,000	30%		\$1,300	30%	\$300	30%	\$1,600	30%	\$600	60%
DDZ - Urban Watersheds Fee	\$800	25%		\$1,100	25%	\$300	38%	\$1,400	25%	\$600	75%
DDZ - CURE	\$700	20%		\$800	20%	\$100	14%	\$1,100	20%	\$400	57%
				Wastewater:				Wastewater:			
				Max Allow. Calc. Method: 50% Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fees: current zone structure				Collected Fees: current zone structure			
				Compared to Current Fees:				Compared to Current Fees:			
Wastewater	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$1,852</b>	<b>100%</b>		<b>\$1,767</b>	<b>100%</b>	<b>(\$85)</b>	<b>-5%</b>	<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>
Collected fee:				Collected fee:				Collected fee:			
DWPZ - Outside ETJ Fee	\$1,400	75%		\$1,300	75%	(\$100)	-7%	\$1,700	75%	\$300	21%
DWPZ - ETJ Fee	\$1,400	75%		\$1,300	75%	(\$100)	-7%	\$1,700	75%	\$300	21%
DWPZ - Inside City Fee	\$1,200	65%		\$1,100	65%	(\$100)	-8%	\$1,500	65%	\$300	25%
DDZ - ETJ Fee	\$1,000	55%		\$1,000	55%	\$0	0%	\$1,300	55%	\$300	30%
DDZ - Inside City Fee	\$600	30%		\$500	30%	(\$100)	-17%	\$700	30%	\$100	17%
DDZ - Urban Watersheds Fee	\$500	25%		\$400	25%	(\$100)	-20%	\$600	25%	\$100	20%
DDZ - CURE	\$400	20%		\$400	20%	\$0	0%	\$500	20%	\$100	25%

### OPTION 3A: Uniform 75%

				Water:				Water:			
				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fees: uniform 75% of max allow., no zone reductions				Collected Fees: uniform 75% of max allow., no zone reductions			
				Compared to Current Fees:				Compared to Current Fees:			
Water	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$5,415</b>	<b>100%</b>		<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>	<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>
Collected fee:				Collected fee:				Collected fee:			
						\$1,600	64%			\$1,800	72%
						\$1,600	64%			\$1,800	72%
<b>All Areas:</b>	<b>All Areas:</b>			<b>All Areas:</b>	<b>All Areas:</b>	<b>\$1,900</b>	<b>86%</b>	<b>All Areas:</b>	<b>All Areas:</b>	<b>\$2,100</b>	<b>95%</b>
\$4,100	75%			\$4,300	80%	\$2,300	128%	\$4,300	80%	\$2,500	139%
						\$3,100	310%			\$3,300	330%
						\$3,300	413%			\$3,500	438%
						\$3,400	486%			\$3,600	514%
				Wastewater:				Wastewater:			
				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fees: uniform 75% of max allow., no zone reductions				Collected Fees: uniform 75% of max allow., no zone reductions			
				Compared to Current Fees:				Compared to Current Fees:			
Wastewater	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$2,284</b>	<b>100%</b>		<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>	<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>
Collected fee:				Collected fee:				Collected fee:			
						\$300	21%			\$400	29%
						\$300	21%			\$400	29%
<b>All Areas:</b>	<b>All Areas:</b>			<b>All Areas:</b>	<b>All Areas:</b>	<b>\$500</b>	<b>42%</b>	<b>All Areas:</b>	<b>All Areas:</b>	<b>\$600</b>	<b>50%</b>
\$1,700	75%			\$1,800	80%	\$700	70%	\$1,800	80%	\$800	80%
						\$1,100	183%			\$1,200	200%
						\$1,200	240%			\$1,300	260%
						\$1,300	325%			\$1,400	350%

### OPTION 3B: Uniform 80%

				Water:				Water:			
				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fees: uniform 80% of max allow., no zone reductions				Collected Fees: uniform 80% of max allow., no zone reductions			
				Compared to Current Fees:				Compared to Current Fees:			
Water	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$5,415</b>	<b>100%</b>		<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>	<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>
Collected fee:				Collected fee:				Collected fee:			
						\$1,800	72%			\$1,800	72%
						\$1,800	72%			\$1,800	72%
<b>All Areas:</b>	<b>All Areas:</b>			<b>All Areas:</b>	<b>All Areas:</b>	<b>\$2,100</b>	<b>95%</b>	<b>All Areas:</b>	<b>All Areas:</b>	<b>\$2,500</b>	<b>139%</b>
\$4,300	80%			\$4,600	85%	\$2,800	156%	\$4,600	85%	\$2,800	156%
						\$3,600	360%			\$3,800	475%
						\$3,900	557%			\$3,900	557%
				Wastewater:				Wastewater:			
				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fees: uniform 80% of max allow., no zone reductions				Collected Fees: uniform 80% of max allow., no zone reductions			
				Compared to Current Fees:				Compared to Current Fees:			
Wastewater	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$2,284</b>	<b>100%</b>		<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>	<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>
Collected fee:				Collected fee:				Collected fee:			
						\$400	29%			\$500	36%
						\$400	29%			\$500	36%
<b>All Areas:</b>	<b>All Areas:</b>			<b>All Areas:</b>	<b>All Areas:</b>	<b>\$600</b>	<b>50%</b>	<b>All Areas:</b>	<b>All Areas:</b>	<b>\$700</b>	<b>58%</b>
\$1,900	85%			\$1,900	85%	\$900	90%	\$1,900	85%	\$900	90%
						\$1,300	217%			\$1,400	280%
						\$1,500	375%			\$1,500	375%

### OPTION 3C: Uniform 85%

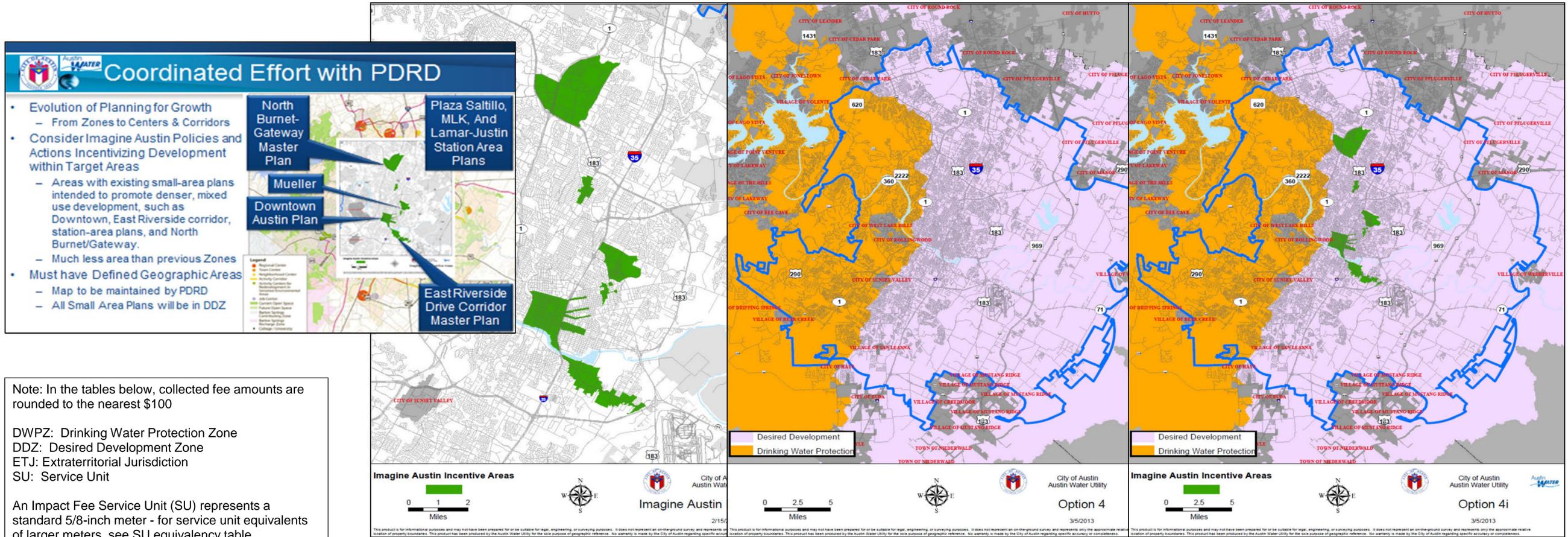
				Water:				Water:			
				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fees: uniform 85% of max allow., no zone reductions				Collected Fees: uniform 85% of max allow., no zone reductions			
				Compared to Current Fees:				Compared to Current Fees:			
Water	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$5,415</b>	<b>100%</b>		<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>	<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>
Collected fee:				Collected fee:				Collected fee:			
						\$2,100	95%			\$2,500	139%
						\$2,100	95%			\$2,500	139%
<b>All Areas:</b>	<b>All Areas:</b>			<b>All Areas:</b>	<b>All Areas:</b>	<b>\$2,400</b>	<b>109%</b>	<b>All Areas:</b>	<b>All Areas:</b>	<b>\$2,800</b>	<b>156%</b>
\$4,600	85%			\$4,600	85%	\$2,800	156%	\$4,600	85%	\$2,800	156%
						\$3,600	360%			\$3,800	475%
						\$3,900	557%			\$3,900	557%
				Wastewater:				Wastewater:			
				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit				Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit			
				Collected Fees: uniform 85% of max allow., no zone reductions				Collected Fees: uniform 85% of max allow., no zone reductions			
				Compared to Current Fees:				Compared to Current Fees:			
Wastewater	\$ per Service Unit	% of Maximum Allowable Fee		\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change
<b>Maximum Allowable Fee</b>	<b>\$2,284</b>	<b>100%</b>		<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>	<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>
Collected fee:				Collected fee:				Collected fee:			
						\$500	36%			\$500	36%
						\$500	36%			\$500	36%
<b>All Areas:</b>	<b>All Areas:</b>			<b>All Areas:</b>	<b>All Areas:</b>	<b>\$700</b>	<b>58%</b>	<b>All Areas:</b>	<b>All Areas:</b>	<b>\$900</b>	<b>90%</b>
\$1,900	85%			\$1,900	85%	\$900	90%	\$1,900	85%	\$900	90%
						\$1,300	217%			\$1,400	280%
						\$1,500	375%			\$1,500	375%

Note: In the tables above, collected fee amounts are rounded to the nearest \$100

DWPZ: Drinking Water Protection Zone      DDZ: Desired Development Zone  
 ETJ: Extraterritorial Jurisdiction      SU: Service Unit

An Impact Fee Service Unit (SU) represents a standard 5/8-inch meter - for service unit equivalents of larger meters, see SU equivalency table

Current impact fees are for lots that were platted on or after October 1, 2007. For lots platted prior to this date see previous fee schedules in effect at time of platting.



Note: In the tables below, collected fee amounts are rounded to the nearest \$100

DWPZ: Drinking Water Protection Zone  
 DDZ: Desired Development Zone  
 ETJ: Extraterritorial Jurisdiction  
 SU: Service Unit

An Impact Fee Service Unit (SU) represents a standard 5/8-inch meter - for service unit equivalents of larger meters, see SU equivalency table

Current impact fees are for lots that were platted on or after October 1, 2007. For lots platted prior to this date see previous fee schedules in effect at time of platting.

Water	Current Impact Fees	
	\$ per Service Unit	% of Maximum Allowable Fee
<b>Maximum Allowable Fee</b>	<b>\$3,307</b>	<b>100%</b>
Collected fee:		
DWPZ - Outside ETJ Fee	\$2,500	75%
DWPZ - ETJ Fee	\$2,500	75%
DWPZ - Inside City Fee	\$2,200	65%
DDZ - ETJ Fee	\$1,800	55%
DDZ - Inside City Fee	\$1,000	30%
DDZ - Urban Watersheds Fee	\$800	25%
DDZ - CURE	\$700	20%

OPTION 3Ci: 85% with Imagine Austin (IA) Incentive Water:							
Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit							
Collected Fees: most areas 85% of max allow., and 50% of max allow. in IA Incentive areas.							
Water	Current Impact Fees		Most Areas Compared to Current Fees:		Imagine Austin Incentive Areas Compared to Current Fees:		
	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ Increase / (\$ Decrease)	% Change	
<b>Maximum Allowable Fee</b>	<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>	<b>\$2,108</b>	<b>64%</b>	
Collected fee:							
DWPZ - Outside ETJ Fee	\$2,500	75%	\$2,100	84%	N/A	N/A	
DWPZ - ETJ Fee	\$2,500	75%	\$2,100	84%	N/A	N/A	
DWPZ - Inside City Fee	\$2,200	65%	\$2,400	109%	N/A	N/A	
DDZ - ETJ Fee	\$1,800	55%	\$2,800	156%	\$900	50%	
DDZ - Inside City Fee	\$1,000	30%	\$3,600	360%	\$1,700	170%	
DDZ - Urban Watersheds Fee	\$800	25%	\$3,800	475%	\$1,900	238%	
DDZ - CURE	\$700	20%	N/A	N/A	\$2,000	286%	

OPTION 4: Water:							
Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit							
Collected Fees: DWPZ 85%, and DDZ 60% of max allow.							
Water	Current Impact Fees		Most Areas Compared to Current Fees:		Imagine Austin Incentive Areas Compared to Current Fees:		
	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ Increase / (\$ Decrease)	% Change	
<b>Maximum Allowable Fee</b>	<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>	<b>\$2,108</b>	<b>64%</b>	
Collected fee:							
DWPZ	DWPZ	\$2,100	84%	N/A	N/A		
Areas:	Areas:	\$2,400	85%	N/A	N/A		
DDZ	DDZ	\$1,400	78%	\$900	50%		
Areas:	Areas:	\$2,200	220%	\$1,700	170%		
IAAs:	IAAs:	\$3,200	60%	\$2,400	300%		
IAAs:	IAAs:	\$2,500	357%	\$2,000	286%		

OPTION 4i: Imagine Austin (IA) Incentive Water:							
Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit							
Collected Fees: DWPZ 85%, DDZ 60%, and IA Incentive Areas 50% of max allow.							
Water	Current Impact Fees		Most Areas Compared to Current Fees:		Imagine Austin Incentive Areas Compared to Current Fees:		
	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ Increase / (\$ Decrease)	% Change	
<b>Maximum Allowable Fee</b>	<b>\$5,415</b>	<b>100%</b>	<b>\$2,108</b>	<b>64%</b>	<b>\$2,108</b>	<b>64%</b>	
Collected fee:							
DWPZ	DWPZ	\$2,100	84%	N/A	N/A		
Areas:	Areas:	\$2,400	85%	N/A	N/A		
DDZ	DDZ	\$1,400	78%	\$900	50%		
Areas:	Areas:	\$2,200	220%	\$1,700	170%		
IAAs:	IAAs:	\$3,200	60%	\$2,400	300%		
IAAs:	IAAs:	\$2,700	50%	\$2,000	286%		

Wastewater	Current Impact Fees	
	\$ per Service Unit	% of Maximum Allowable Fee
<b>Maximum Allowable Fee</b>	<b>\$1,852</b>	<b>100%</b>
Collected fee:		
DWPZ - Outside ETJ Fee	\$1,400	75%
DWPZ - ETJ Fee	\$1,400	75%
DWPZ - Inside City Fee	\$1,200	65%
DDZ - ETJ Fee	\$1,000	55%
DDZ - Inside City Fee	\$600	30%
DDZ - Urban Watersheds Fee	\$500	25%
DDZ - CURE	\$400	20%

OPTION 3Ci: 85% with Imagine Austin (IA) Incentive Wastewater:							
Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit							
Collected Fees: most areas 85% of max allow., and 50% of max allow. in IA Incentive areas.							
Water	Current Impact Fees		Most Areas Compared to Current Fees:		Imagine Austin Incentive Areas Compared to Current Fees:		
	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ Increase / (\$ Decrease)	% Change	
<b>Maximum Allowable Fee</b>	<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>	<b>\$432</b>	<b>23%</b>	
Collected fee:							
DWPZ - Outside ETJ Fee	\$1,400	75%	\$500	36%	N/A	N/A	
DWPZ - ETJ Fee	\$1,400	75%	\$500	36%	N/A	N/A	
DWPZ - Inside City Fee	\$1,200	65%	\$700	58%	N/A	N/A	
DDZ - ETJ Fee	\$1,000	55%	\$900	90%	\$100	10%	
DDZ - Inside City Fee	\$600	30%	\$1,300	217%	\$500	83%	
DDZ - Urban Watersheds Fee	\$500	25%	\$1,400	280%	\$600	120%	
DDZ - CURE	\$400	20%	N/A	N/A	\$700	175%	

OPTION 4: Wastewater:							
Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit							
Collected Fees: DWPZ 85%, and DDZ 60% of max allow.							
Water	Current Impact Fees		Most Areas Compared to Current Fees:		Imagine Austin Incentive Areas Compared to Current Fees:		
	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ Increase / (\$ Decrease)	% Change	
<b>Maximum Allowable Fee</b>	<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>	<b>\$432</b>	<b>23%</b>	
Collected fee:							
DWPZ	DWPZ	\$500	36%	N/A	N/A		
Areas:	Areas:	\$700	58%	N/A	N/A		
DDZ	DDZ	\$400	40%	\$100	10%		
Areas:	Areas:	\$800	133%	\$500	83%		
IAAs:	IAAs:	\$1,400	60%	\$900	180%		
IAAs:	IAAs:	\$1,000	250%	\$700	175%		

OPTION 4i: Imagine Austin (IA) Incentive Wastewater:							
Max Allow. Calc. Method: Austin-Specific Rate Rev. Credit							
Collected Fees: DWPZ 85%, DDZ 60%, and IA Incentive Areas 50% of max allow.							
Water	Current Impact Fees		Most Areas Compared to Current Fees:		Imagine Austin Incentive Areas Compared to Current Fees:		
	\$ per Service Unit	% of Maximum Allowable Fee	\$ Increase / (\$ Decrease)	% Change	\$ Increase / (\$ Decrease)	% Change	
<b>Maximum Allowable Fee</b>	<b>\$2,284</b>	<b>100%</b>	<b>\$432</b>	<b>23%</b>	<b>\$432</b>	<b>23%</b>	
Collected fee:							
DWPZ	DWPZ	\$500	36%	N/A	N/A		
Areas:	Areas:	\$700	58%	N/A	N/A		
DDZ	DDZ	\$400	40%	\$100	10%		
Areas:	Areas:	\$800	133%	\$500	83%		
IAAs:	IAAs:	\$1,400	60%	\$900	180%		
IAAs:	IAAs:	\$1,100	50%	\$700	175%		