

Esplanade – Economic Impact Analysis

The Allegheny Conference on Community Development used the IMPLAN Economic Impact model to determine the impact that the proposed Esplanade development by Platt Companies will have on the Southwestern Pennsylvania economy.

Summary

The Esplanade project (“the project”) is a planned, 15-acre mixed use development in Pittsburgh’s Chateau neighborhood; its development and operations will have a significant, positive impact on the economy of southwestern Pennsylvania. Over the five-year, two-phase construction period the IMPLAN model projects the approximate \$740 million in budgeted expenditures will support more than 9,300 jobs throughout Southwestern Pennsylvania, while contributing \$873.3 million to the area’s gross regional product and generating nearly \$1.5 billion in total spending. Once Esplanade is completed and stabilized, its operations are projected to support nearly 4,500 jobs, generate over \$997.5 million in annual spending on a direct, indirect and induced basis and contribute \$547.7 million to the regional economy.

Highlights

Scheduled for final completion and operational stabilization in 2030, after a five-year construction period from 2025 to 2029, the Esplanade project will be an approximately \$740 million mixed used development containing office, housing, retail, restaurant, entertainment and recreational uses. Development and operation of the 15-acre project is expected to have a significant impact on the economy of southwestern Pennsylvania during both the construction and operations phases. To gauge the potential impact the project, an economic impact analysis was conducted using the IMPLAN model. Highlights of the analysis include:

- With a construction budget of approximately \$740 million, Esplanade is anticipated to support 9,378 jobs through Southwestern Pennsylvania on a direct, indirect and induced basis during the five-year construction period (2025 to 2029). Over that period, the development is projected to generate \$1.5 billion in economic output and a \$873.3 million contribution to Southwestern Pennsylvania’s gross regional product.
 - Industries receiving the greatest indirect and induced revenue impact from the construction phases through supply chain and household spending include *Owner-occupied dwellings, Hospitals, Other real estate and Monetary authorities and depositary credit intermediation*.
- At final stabilization in 2030, Esplanade is expected, on an annual basis, to support nearly 4,500 jobs, generate over \$997.5 million in economic output (revenue) with a \$547.7 million contribution to the gross regional product.
 - Industries receiving the greatest indirect and induced revenue impact from the project’s stabilized operation include *Insurance agencies, brokerages, and related activities, Other real estate, Owner-occupied dwellings and Hospitals*.

Background

Piatt Companies is in the process of developing the Esplanade project, a 15-acre mixed use development on the north shore of the Ohio River in Pittsburgh's Chateau neighborhood. The entire development is projected to take five years to complete at a cost of approximately \$740 million.

Construction Phase I will cost more than \$391 million with construction taking place between 2025 and 2029. Its components include:

- A 132-slip marina with 12 houseboats and a river rescue facility
- 231 apartments with integrated parking
- A 953-space parking garage
- 178,951 square feet of restaurant and retail space integrated with the other components
- A large Ferris wheel, amphitheater and pavilion.

Construction Phase II, which is anticipated to be underway between 2028 and 2029, will cost nearly \$353 million and include:

- A 265,100 square foot office building
- A 415-space parking garage
- A 225-key hotel
- 105 condominium units with parking
- 180 apartments with parking
- 27,510 square feet of integrated retail space
- An aquarium.

Also included in the plans are extensive infrastructure upgrades in the surrounding neighborhood. As of early 2022, community engagement is underway and land acquisition has begun.

Determining the Economic Impact

IMPLAN Model

To complete this analysis, the Allegheny Conference utilized the IMPLAN economic impact model. There are several input-output models commonly used by economists to estimate multiplier effects. Because of the difficulty in measuring multiplier effects, all models have limitations. Still, economists generally agree that the models can provide an approximate measure of the indirect and induced spending, total jobs, and personal income generated by a given amount of direct spending in a particular geographic area. This analysis employs the IMPLAN input-output model in developing the estimates of the project's impact on Southwestern Pennsylvania.

The IMPLAN model organizes the economy into 546 separate industries and has comprehensive data on every area of the United States. IMPLAN was originally created in 1978 by the United States Forest Service (USFS) to assist in developing 5-year management plans. In 1985, the responsibility for developing IMPLAN data sets shifted to the University of Minnesota. As demand grew for regional models by non-USFS organizations, IMPLAN (then Minnesota IMPLAN Group (MIG, Inc.)) was established in 1993 as an independent corporation for the purpose of developing and selling all future iterations of the IMPLAN database and software. Based in Hendersonville, North Carolina, since 2013, IMPLAN's tools are used by more than 1,000 public and private institutions.

The Concept of Indirect and Induced Economic Impacts

Any economic event generates an impact that is greater than the total of the industry's direct spending on payroll, goods, services, and construction. This occurs because money spent by the company is spent again by the recipient employees and local businesses. Businesses make their own purchases and hire employees, who also spend their salaries and wages throughout the local, regional, and state economies (**Indirect Spending**). Employees use their salaries and wages to purchase goods and services from other businesses (**Induced Spending**). A chain reaction of indirect and induced spending continues, with subsequent rounds of additional spending gradually diminished through savings, taxes, and expenditures made outside the state. This economic ripple effect is measured by IMPLAN, and other input-output economic models, using a series of multipliers to provide estimates of the number of times each dollar of input, or direct spending, cycles through the economy in terms of indirect and induced output, or additional spending, personal income, and employment.

The impact of the Esplanade project will be greater than the total of its spending during the construction phase and the employment and revenues generated by the stabilized project. To determine these impacts, the Allegheny Conference obtained cost and revenue data from Piatt Companies and supplemented it with employment and revenue projections from external sources to determine the following economic impacts:

- The construction phase (Total: 2025 to 2029)
 - Construction Phase I (2025-2028)
 - Construction Phase II (2028-2029)
- Stabilized operations (Total as of 2030)
 - Stabilized Operations Phase I (2028)
 - Stabilized Operations Phase II (2030)

The IMPLAN model determines several different impacts that the project (or a specific industry or event) has on the region including employment, output, and the value added to the regional economy in areas such as income and taxes.

The specific impacts are defined as follows:

- **Employment** – Both full and part-time workers
- **Output** – Value of the total production of an industry, event, or company
- **Total Value Added** – The difference between an industry, event, or company’s total output, and the cost of its intermediate inputs (consumption of goods and services purchased from other industries or imported). Value added, which measures the contribution to the Gross Regional Product, consists of Labor Income, Other Property Type Income, and Indirect Business Taxes
 - **Labor Income** – Combination of Employee Compensation and Proprietors’ Income
 - **Employee Compensation** – Payroll costs for the industry including salaries and benefits
 - **Proprietors’ Income** – Payments received by self-employed individuals as income, including income received by private business owners
 - **Other Property Type Income** – Payments for rents received on properties, royalties from contracts, dividends paid by corporations, and profits earned by corporations
 - **Taxes on Production and Imports** – Taxes on production and imports less subsidies; includes excise taxes, property taxes, fees, licenses, and sales taxes paid by businesses, but excludes employer contributions for social insurance and taxes on income

Economic Impact

Impact of Construction Phases

Construction on the Esplanade project is anticipated to take place over five years (2025 to 2029) and encompass two phases at a total cost of over \$744 million. Included in the budget provided by Piatt Companies are \$588 million in hard costs (the actual cost of construction) and approximately \$156 million in soft costs (such as architecture and engineering, legal, insurance, developer fee, interest, commissions and hotel opening costs). These costs were in the model as follows:

Construction Phase I							
IMPLAN Sector		2025	2026	2027	2028	2029	Phase I Total
47	Electric power transmission and distribution	\$3,261,066	\$698,800	\$698,800			\$4,658,666
55	Construction of new commercial structures, including farm structures	\$21,985,264	\$77,721,517	\$71,668,109	\$12,235,398		\$183,610,288
56	Construction of other new nonresidential structures			\$15,951,600			\$15,951,600
58	Construction of new multifamily residential structures		\$27,108,474	\$60,316,449	\$33,207,975		\$120,632,897
62	Maintenance and repair construction of highways, streets, bridges, and tunnels	\$1,917,000	\$13,213,000	\$2,700,000			\$17,830,000
361	Boat building			\$3,888,000			\$3,888,000
439	Nondepository credit intermediation and related activities						
441	Monetary authorities and depository credit intermediation	\$2,199,614	\$2,199,614	\$2,199,614	\$2,199,614		\$8,798,455
444	Insurance carriers, except direct life	\$258,493	\$258,493	\$258,493	\$258,493		\$1,033,972
447	Other real estate	\$3,795,265	\$3,795,265	\$4,942,950	\$4,942,950		\$17,476,431
455	Legal services	\$1,338,965	\$669,483	\$669,483			\$2,677,930
457	Architectural, engineering, and related services	\$5,957,296	\$5,957,296	\$1,489,324	\$1,489,324		\$14,893,241
458	Specialized design services		\$75,377				\$75,377
507	Hotels and motels, including casino hotels						
Phase I Total		\$40,712,963	\$131,697,319	\$164,782,821	\$54,333,754		\$391,526,857
Construction Phase II							
IMPLAN Sector		2025	2026	2027	2028	2029	Phase II Total
47	Electric power transmission and distribution				\$1,773,750	\$1,773,750	\$3,547,500
55	Construction of new commercial structures, including farm structures				\$127,211,314	\$116,159,859	\$243,371,173
56	Construction of other new nonresidential structures						
58	Construction of new multifamily residential structures				\$24,314,476	\$24,314,476	\$48,628,951
62	Maintenance and repair construction of highways, streets, bridges, and tunnels						
361	Boat building						
439	Nondepository credit intermediation and related activities				\$6,665,778	\$6,665,778	\$13,331,557
441	Monetary authorities and depository credit intermediation						
444	Insurance carriers, except direct life				\$827,209	\$827,209	\$1,654,418
447	Other real estate				\$13,324,190	\$13,324,190	\$26,648,380
455	Legal services				\$1,605,084	\$1,605,084	\$3,210,168
457	Architectural, engineering, and related services				\$5,522,876	\$5,522,876	\$11,045,752
458	Specialized design services				\$180,000	\$180,000	\$360,000
507	Hotels and motels, including casino hotels				\$618,000	\$618,000	\$1,236,000
Phase II Total					\$182,042,677	\$170,991,222	\$353,033,899

Construction Phases I and II Impacts by Sector		
IMPLAN Sector		Construction Total
47	Electric power transmission and distribution	\$8,206,165
55	Construction of new commercial structures, including farm structures	\$426,981,461
56	Construction of other new nonresidential structures	\$15,951,600
58	Construction of new multifamily residential structures	\$169,261,848
62	Maintenance and repair construction of highways, streets, bridges, and tunnels	\$17,830,000
361	Boat building	\$3,888,000
439	Nondepository credit intermediation and related activities	\$13,331,557
441	Monetary authorities and depository credit intermediation	\$8,798,455
444	Insurance carriers, except direct life	\$2,688,390
447	Other real estate	\$44,124,811
455	Legal services	\$5,888,098
457	Architectural, engineering, and related services	\$25,938,993
458	Specialized design services	\$435,377
507	Hotels and motels, including casino hotels	\$1,236,000
Phase I and II Total		\$744,560,756

Three different economic impact analyses were run.

- Construction Phase I
- Construction Phase II
- Construction Phase I and II

As outlined in the table below, according to the model, over the five-year life of the project, these expenditures will support:

- More than 9,300 jobs throughout Southwestern Pennsylvania on a direct, indirect, and induced basis. Outside of the 5,738 direct jobs generated by the construction spending, 1,086 jobs will be supported by the supply chain spending (indirect) and an additional 2,554 jobs by household spending by employees (induced).
- Nearly \$1.5 billion in economic output. For every dollar spent directly on the project, an additional 96 cents in spending is projected to be spent in Southwestern Pennsylvania, for an output multiplier of 1.96x.
- More than \$873.2 million in value added to the region's economy consisting of labor income, property income and indirect business taxes.

Economic Impact of Esplanade Construction - Phase I and Phase II (2025 - 2029)					
	Direct	Indirect	Induced	Total	Multiplier ¹
Employment	5,738	1,086	2,554	9,378	1.63
Output	\$764,078,006	\$267,051,370	\$467,999,273	\$1,499,128,649	1.96
Total Value Added ²	\$457,269,818	\$139,891,579	\$276,133,560	\$873,294,957	1.91
Labor Income	\$409,671,805	\$84,092,841	\$157,715,569	\$651,480,215	1.59
Employee Compensation	\$315,591,281	\$73,784,116	\$142,047,290	\$531,422,687	1.68
Proprietors Income	\$94,080,524	\$10,308,725	\$15,668,279	\$120,057,528	1.28
Other Property Type Income	\$39,442,820	\$43,495,756	\$936,773	\$178,601,809	4.53
Taxes on Production and Imports	\$8,155,193	\$12,302,981	\$22,754,759	\$43,212,934	5.30

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix A in the southwestern Pennsylvania 10-county region.

¹ Total impact divided by direct impact

² Total Value Added represents the industry's contribution to Gross Regional Product

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, October 2024

The impact of Esplanade's construction phase will be felt throughout the economy and benefits most of the 546 industries in the IMPLAN model. However, the scale of the impact will be much more concentrated, with 30 industries capturing 78.0% of the employment impact, and roughly 90.0% of the output and value added impact. Just over half of the total employment impact will fall within the *Construction of new commercial structures, including farm structures* (3,515 jobs) and *Construction of new multifamily residential structures* (1,324 jobs) sectors. Outside of construction, the sectors projected to receive the largest employment impact include *Architecture, engineering and related services* (497 jobs), *Other Real Estate* (316) and *Hospitals* (157 jobs). While the impact in *Hospitals* is driven by induced spending from wages and salaries, the remaining sectors primarily benefit from direct spending from the project.

The two main construction-related sectors are also projected to capture roughly 40% of the overall output (revenue) and value added (gross regional product) impact. Meanwhile, *Architectural, engineering, and related services* received the next greatest output (6.2%) and value added (6.0%) benefit with more than half the impact coming directly from the project. *Other Real Estate* receives the next greatest output impact (4.8% of total output) with a little more than half coming directly from the project. Meanwhile, *Owner-occupied dwellings* are projected to receive the next greatest value added benefit, capturing 4.7% of total value added.

Construction Total Impact by Industry						
Industry	Employment		Output (\$)		Value Added (\$)	
	#	%	\$	%	\$	%
Construction of new commercial structures, including farm structure	3,515	37.5%	\$431,515,666	28.8%	\$248,651,113	28.5%
Construction of new multifamily residential structures	1,324	14.1%	\$141,180,451	9.4%	\$110,376,736	12.6%
Architectural, engineering, and related services	497	5.3%	\$93,089,702	6.2%	\$52,728,500	6.0%
Other real estate	316	3.4%	\$71,856,344	4.8%	\$32,366,916	3.7%
Hospitals	157	1.7%	\$29,876,581	2.0%	\$15,374,374	1.8%
Full-service restaurants	148	1.6%	\$13,232,472	0.9%	\$6,667,216	0.8%
Limited-service restaurants	113	1.2%	\$11,101,207	0.7%	\$4,657,193	0.5%
Construction of other new nonresidential structures	112	1.2%	\$16,490,077	1.1%	\$7,937,597	0.9%
Employment services	110	1.2%	\$14,023,505	0.9%	\$8,746,748	1.0%
Monetary authorities and depository credit intermediation	88	0.9%	\$38,683,516	2.6%	\$22,302,862	2.6%
Retail - Building material and garden equipment and supplies stores	88	0.9%	\$12,412,012	0.8%	\$8,570,529	1.0%
Offices of physicians	84	0.9%	\$15,860,776	1.1%	\$11,745,371	1.3%
Other financial investment activities	74	0.8%	\$12,867,894	0.9%	\$4,038,035	0.5%
Maintenance and repair construction of highways, streets, bridges, and tunnels	73	0.8%	\$18,240,362	1.2%	\$7,385,613	0.8%
Junior colleges, colleges, universities, and professional schools	72	0.8%	\$6,744,336	0.4%	\$5,072,721	0.6%
Legal services	71	0.8%	\$17,633,729	1.2%	\$13,008,055	1.5%
Truck transportation	66	0.7%	\$16,705,742	1.1%	\$8,752,719	1.0%
Nondepository credit intermediation and related activities	54	0.6%	\$12,405,156	0.8%	\$8,080,065	0.9%
Retail - Nonstore retailers	54	0.6%	\$12,792,202	0.9%	\$7,914,070	0.9%
Management of companies and enterprises	53	0.6%	\$15,268,853	1.0%	\$10,312,772	1.2%
Wholesale - Other durable goods merchant wholesalers	45	0.5%	\$15,991,528	1.1%	\$7,694,742	0.9%
Insurance carriers, except direct life	44	0.5%	\$24,520,971	1.6%	\$9,299,386	1.1%
Management consulting services	40	0.4%	\$6,588,884	0.4%	\$4,072,089	0.5%
Accounting, tax preparation, bookkeeping, and payroll services	39	0.4%	\$6,482,261	0.4%	\$4,143,571	0.5%
Tenant-occupied housing	26	0.3%	\$8,292,171	0.6%	\$7,636,464	0.9%
Wholesale - Machinery, equipment, and supplies	21	0.2%	\$7,525,855	0.5%	\$4,144,423	0.5%
Commercial and industrial machinery and equipment rental and leasing	16	0.2%	\$6,767,666	0.5%	\$5,521,027	0.6%
Electric power transmission and distribution	14	0.1%	\$19,845,519	1.3%	\$8,178,074	0.9%
Wholesale - Petroleum and petroleum products	3	0.0%	\$6,602,454	0.4%	\$5,750,951	0.7%
Owner-occupied dwellings	0	0.0%	\$49,486,615	3.3%	\$41,005,307	4.7%
<i>Other Industries</i>	<i>2,060</i>	<i>22.0%</i>	<i>\$153,728,416</i>	<i>10.3%</i>	<i>\$90,239,622</i>	<i>10.3%</i>
Total All Industries	9,377	100.0%	\$1,499,128,649	100.0%	\$873,294,957	100.0%

Source: IMPLAN

Note:

Descending order of Employment

Includes industries with a total impact of 50.0 or more jobs OR more than \$4,000,000 in Value Added. Total of direct, indirect, and induced impact.

Compiled by the Allegheny Conference on Community Development, October 2024

The construction phases will also provide a positive net impact on the revenue (output) of hundreds of industries throughout the Southwestern Pennsylvania economy, although the top 20 industries will account for nearly three-fourths of the total output impact.

The model projects the \$267.0 million in indirect output will trickle down to more than 400 industries with *Other real estate* (6.4% of indirect spending), *Wholesale - Other durable goods merchant wholesalers* (5.1%), *Monetary authorities and depository credit intermediation* (4.6%) and *Architectural, engineering, and related services* (4.5%) receiving the greatest indirect benefits.

The \$468 million in spending from wages and salaries (the induced impact) would flow most to *Owner-occupied dwellings* (10.6% of induced output), *Hospitals* (6.4%), *Monetary authorities and depository credit intermediation* (4.4%) and *Insurance carriers, except direct life* (3.6%).

Construction Output Impact by Industry								
Industry	Direct		Indirect		Induced		Total	
	\$	%	\$	%	\$	%	\$	%
Construction of new commercial structures, including farm	\$431,515,666	56.5%	\$0	0.0%	\$0	0.0%	\$431,515,666	28.8%
Construction of new multifamily residential structures	\$141,180,451	18.5%	\$0	0.0%	\$0	0.0%	\$141,180,451	9.4%
Architectural, engineering, and related services	\$80,036,366	10.5%	\$12,068,355	4.5%	\$984,981	0.2%	\$93,089,702	6.2%
Other real estate	\$39,286,939	5.1%	\$17,212,524	6.4%	\$15,356,881	3.3%	\$71,856,344	4.8%
Owner-occupied dwellings	\$0	0.0%	\$0	0.0%	\$49,486,615	10.6%	\$49,486,615	3.3%
Monetary authorities and depository credit intermediation	\$5,677,290	0.7%	\$12,340,923	4.6%	\$20,665,302	4.4%	\$38,683,516	2.6%
Hospitals	\$0	0.0%	\$0	0.0%	\$29,876,581	6.4%	\$29,876,581	2.0%
Insurance carriers, except direct life	\$2,458,475	0.3%	\$5,268,142	2.0%	\$16,794,354	3.6%	\$24,520,971	1.6%
Electric power transmission and distribution	\$8,198,058	1.1%	\$5,553,043	2.1%	\$6,094,418	1.3%	\$19,845,519	1.3%
Maintenance and repair construction of highways, streets,	\$18,238,181	2.4%	\$60	0.0%	\$2,120	0.0%	\$18,240,362	1.2%
Legal services	\$5,990,160	0.8%	\$5,181,168	1.9%	\$6,462,400	1.4%	\$17,633,729	1.2%
Truck transportation	\$0	0.0%	\$11,591,872	4.3%	\$5,113,870	1.1%	\$16,705,742	1.1%
Construction of other new nonresidential structures	\$16,490,077	2.2%	\$0	0.0%	\$0	0.0%	\$16,490,077	1.1%
Wholesale - Other durable goods merchant wholesalers	\$0	0.0%	\$13,640,166	5.1%	\$2,351,362	0.5%	\$15,991,528	1.1%
Offices of physicians	\$0	0.0%	\$0	0.0%	\$15,860,776	3.4%	\$15,860,776	1.1%
Management of companies and enterprises	\$0	0.0%	\$7,850,931	2.9%	\$7,417,922	1.6%	\$15,268,853	1.0%
Employment services	\$0	0.0%	\$8,533,410	3.2%	\$5,490,095	1.2%	\$14,023,505	0.9%
Full-service restaurants	\$0	0.0%	\$2,596,931	1.0%	\$10,635,541	2.3%	\$13,232,472	0.9%
Other financial investment activities	\$0	0.0%	\$1,384,326	0.5%	\$11,483,569	2.5%	\$12,867,894	0.9%
Retail - Nonstore retailers	\$0	0.0%	\$753,221	0.3%	\$12,038,981	2.6%	\$12,792,202	0.9%
<i>Other industries</i>	<i>\$15,006,343</i>	<i>2.0%</i>	<i>\$163,076,297</i>	<i>61.1%</i>	<i>\$251,883,503</i>	<i>53.8%</i>	<i>\$429,966,144</i>	<i>28.7%</i>
Total All Industries	\$764,078,006	100.0%	\$267,051,370	100.0%	\$467,999,273	100.0%	\$1,499,128,649	100.0%

Source: IMPLAN

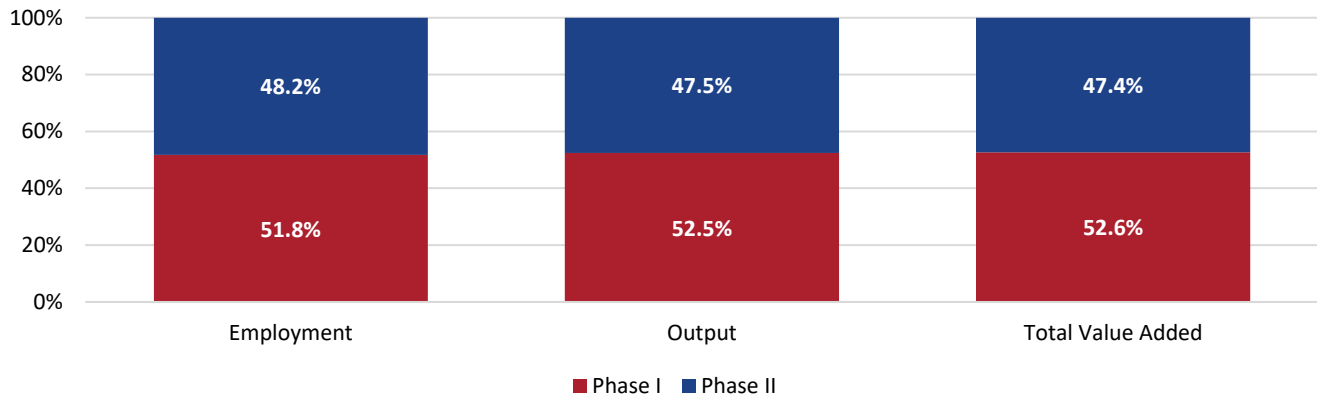
Note: Descending order of Total Output Impact

Compiled by the Allegheny Conference on Community Development, October 2024

Impact by Construction Phase

Slightly more than half of the construction budget will be spent on Phase I with the remainder spent on Phase II. Despite slightly differing expenditure patterns, there is little variation on the overall impact of each phase in relation to their construction expenditures.

Construction Impact by Construction Phase



Economic Impact of Esplanade Construction Phase I (2025 - 2028)					
	Direct	Indirect	Induced	Total	Multiplier ¹
Employment	2,927	591	1,340	4,858	1.66
Output	\$399,710,954	\$141,200,003	\$245,587,006	\$786,497,963	1.97
Total Value Added ²	\$239,873,297	\$74,812,793	\$144,903,195	\$459,589,286	1.92
Labor Income	\$213,430,397	\$45,536,251	\$82,761,457	\$341,728,104	1.60
Employee Compensation	\$166,300,784	\$40,043,960	\$74,538,645	\$280,883,389	1.69
Proprietors Income	\$47,129,612	\$5,492,291	\$8,222,812	\$60,844,715	1.29
Other Property Type Income	\$22,462,588	\$22,770,928	\$50,200,354	\$95,433,871	4.25
Taxes on Production and Imports	\$3,980,313	\$6,505,614	\$11,941,385	\$22,427,311	5.63
Economic Impact of Esplanade Construction Phase II (2028 - 2029)					
	Direct	Indirect	Induced	Total	Multiplier ¹
Employment	2,811	494	1,214	4,519	1.61
Output	\$364,367,053	\$125,851,366	\$222,412,267	\$712,630,686	1.96
Total Value Added ²	\$217,396,521	\$65,078,786	\$131,230,365	\$413,705,672	1.90
Labor Income	\$196,241,409	\$38,556,590	\$74,954,112	\$309,752,111	1.58
Employee Compensation	\$149,290,496	\$33,740,157	\$67,508,644	\$250,539,297	1.68
Proprietors Income	\$46,950,912	\$4,816,434	\$7,445,468	\$59,212,814	1.26
Other Property Type Income	\$16,980,231	\$20,724,828	\$45,462,878	\$83,167,938	4.90
Taxes on Production and Imports	\$4,174,881	\$5,797,368	\$10,813,375	\$20,785,623	4.98

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix B in the southwestern Pennsylvania 10-county region.

¹ Total impact divided by direct impact

² Total Value Added represents the industry's contribution to Gross Regional Product

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, October 2024

Impact of Stabilized Operations Phases

To analyze the impact of stabilized operations, the Allegheny Conference obtained employment and revenue projections from Piatt Companies for the apartment, marina, parking, condominium and hotel components, along with employment and attendance projections for the Ferris wheel and aquarium. The Allegheny Conference then supplemented that data with estimates of revenue using common aquarium and Ferris wheel admission charges for similar projects across the country.

For the retail/restaurant and office components, the Allegheny Conference developed a theoretical staffing pattern using commonly used employees per square foot measurements to get total employment for each component. The estimated employment was then allocated across industries found in comparable developments based on the frequency of those industries in Allegheny County. While it is unlikely that final leasing will reflect these assumptions, they still provide an effective proxy to illustrate the importance of those components on the overall projects and regional economy.

This projection methodology resulted in the following inputs as detailed on the following page. Additional information on the assumptions can be found in the appendix.

The Esplanade - Stabilized Operations Input Assumptions

Phase I - 2028	Inputs		IMPLAN Sector	
	Dollars	Jobs		
Apartments	\$7,150,000	10	448	Tenant-occupied housing
Retail-Specialty		112		
		10	403	Retail - Furniture and home furnishings stores
		4	406	Retail - Food and beverage stores
		13	407	Retail - Health and personal care stores
		58	409	Retail - Clothing and clothing accessories stores
		4	410	Retail - Sporting goods, hobby, musical instrument and book stores
		23	412	Retail - Miscellaneous store retailers
Retail-Restaurant		196		
		99	509	Full-service restaurants
		70	510	Limited-service restaurants
		27	511	All other food and drinking places
Parking Garage	\$5,615,076	8	520	Other personal services
Ferris Wheel	\$5,250,000	35	502	Amusement parks and arcades
Marina	\$375,000	10	504	Other amusement and recreation industries
Phase II - 2030	Inputs		IMPLAN Sector	
	Dollars	Jobs		
Office		1,325		
		271	444	Insurance carriers, except direct life
		133	455	Legal services
		71	456	Accounting, tax preparation, bookkeeping, and payroll services
		143	457	Architectural, engineering, and related services
		150	459	Custom computer programming services
		84	460	Computer systems design services
		118	462	Management consulting services
		23	464	Scientific research and development services
		37	465	Advertising, public relations, and related services
		296	469	Management of companies and enterprises
Hotel	\$13,300,000	212	507	Hotels and motels, including casino hotels
Apartments	\$5,791,500	5	448	Tenant-occupied housing
Condominiums*		6	447	Other real estate
Retail-Specialty		41		
		4	403	Retail - Furniture and home furnishings stores
		2	406	Retail - Food and beverage stores
		5	407	Retail - Health and personal care stores
		21	409	Retail - Clothing and clothing accessories stores
		1	410	Retail - Sporting goods, hobby, musical instrument and book stores
		8	412	Retail - Miscellaneous store retailers
Retail-Restaurant		92		
		46	509	Full-service restaurants
		33	510	Limited-service restaurants
		13	511	All other food and drinking places
Parking Garage	\$2,850,000	8	520	Other personal services
Aquarium	\$21,250,000	35	501	Museums, historical sites, zoos, and parks

* The IMPLAN model considers the sale of real estate to be a transfer of assets and therefore is not considered revenue.

Three different economic impact analyses were run.

- Stabilized Operations Phase I at estimated stabilization of 2028
- Stabilized Operations Phase II at estimated stabilization of 2030
- Combined Phase I and II

Stabilized Operations Economic Impact

Piatt Companies projects that the first phase of the project will be stabilized in 2028 with Phase II reaching stabilization in 2030. According to the model, at that point, the project's combined phases will generate the following annual impacts:

- 4,505 jobs supported throughout Southwestern Pennsylvania including 2,096 jobs directly supported by the project. The total employment multiplier is 2.15x.
- More than \$997.5 million in economic output contributed to the region's economy including the \$486.4 million in direct spending and \$511.0 million in additional indirect and induced spending in the region. Every dollar generated directly by the project will generate an additional \$1.05 cents in spending, for an output multiplier of 2.05x.
- More than \$547.6 million in value added to the region's economy consisting of labor income, property income and indirect business taxes.

Economic Impact of Esplanade Stabilized Operations (Phase I and Phase II)					
	Direct	Indirect	Induced	Total	Multiplier ¹
Employment	2,096	1,027	1,382	4,505	2.15
Output	\$486,475,070	\$257,585,844	\$253,508,358	\$997,569,272	2.05
Total Value Added ²	\$273,227,159	\$124,888,478	\$149,569,323	\$547,684,960	2.00
Labor Income	\$191,968,588	\$78,823,461	\$85,410,578	\$356,202,627	1.86
Employee Compensation	\$179,730,212	\$71,120,481	\$76,910,740	\$327,761,433	1.82
Proprietors Income	\$12,238,376	\$7,702,980	\$8,499,838	\$28,441,194	2.32
Other Property Type Income	\$60,977,652	\$39,398,460	\$51,822,379	\$152,198,491	2.50
Taxes on Production and Imports	\$20,280,919	\$6,666,558	\$12,336,366	\$39,283,842	1.94

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix B in the southwestern Pennsylvania 10-county region.

¹ Total impact divided by direct impact

² Total Value Added represents the industry's contribution to Gross Regional Product

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, October 2024

The annual operating impact of the completed and stabilized project will travel through the Southwestern Pennsylvania economy and benefit most of the 546 industries in the IMPLAN model.

Nearly half of the project's employment impact (2,096 jobs) will come from the tenants and support employees directly working at Esplanade. This includes employees among the assumed office uses such as *Insurance carriers, except direct life, Management of Companies and Enterprises, Legal Services, Architectural, engineering and related services* and *Custom computer programming services*, along with the restaurant and retail related industries.

Outside of the industries impacted by the project's direct employment, those receiving the greatest positive impact on a direct, indirect and induced basis will be *Insurance agencies, brokerages, and related activities* (203.9 jobs), *Other real estate* (148.1 total jobs), *Hospitals* (95.1 jobs), *Employment Services* (78.3 jobs) and *Monetary authorities and depository credit intermediation* (50.5 jobs).

Economic activity tied directly to the operations of Esplanade will be focused on the assumed office, retail/restaurant and entertainment uses. However, the project will provide the greatest indirect and induced benefit from an output and value added perspective to *Insurance carriers, except direct life, Management of companies and enterprises, Legal services, Insurance agencies, brokerages and related activities, and Owner-occupied dwellings*.

Stabilized Operations Total Impact by Industry						
Industry	Employment		Output (\$)		Value Added (\$)	
	#	%	\$	%	\$	%
Insurance carriers, except direct life	347	7.7%	\$193,256,803	19.4%	\$73,291,126	13.4%
Management of companies and enterprises	340	7.6%	\$98,332,981	9.9%	\$66,415,309	12.1%
Legal services	182	3.5%	\$45,035,001	4.5%	\$33,221,436	3.3%
Insurance agencies, brokerages, and related activities	214	4.7%	\$64,709,710	6.5%	\$24,578,081	4.5%
Owner-occupied dwellings	0	0.0%	\$26,654,939	2.7%	\$22,086,659	0.0%
Custom computer programming services	158	0.7%	\$25,141,050	2.5%	\$18,260,754	3.0%
Architectural, engineering, and related services	157	3.5%	\$29,413,302	2.9%	\$16,660,482	2.9%
Tenant-occupied housing	29	0.7%	\$17,576,498	1.8%	\$16,186,628	0.5%
Other real estate	156	3.4%	\$35,434,271	3.6%	\$15,960,985	2.8%
Management consulting services	152	0.8%	\$24,943,456	2.5%	\$15,415,656	2.8%
Museums, historical sites, zoos, and parks	38	0.6%	\$27,056,166	2.7%	\$15,174,784	0.8%
Monetary authorities and depository credit intermediation	50	0.6%	\$21,747,813	2.2%	\$12,538,635	1.2%
Accounting, tax preparation, bookkeeping, and payroll services	115	1.1%	\$19,257,958	1.9%	\$12,310,013	2.3%
Full-service restaurants	242	4.0%	\$21,547,654	2.2%	\$10,856,842	6.1%
Computer systems design services	98	2.5%	\$12,467,196	1.2%	\$9,520,026	2.2%
Hospitals	86	4.7%	\$16,291,787	1.6%	\$8,383,691	1.5%
Hotels and motels, including casino hotels	212	0.0%	\$12,710,999	1.3%	\$8,335,639	4.0%
Employment services	90	1.9%	\$11,462,160	1.1%	\$7,149,185	1.5%
Limited-service restaurants	169	3.5%	\$16,604,922	1.7%	\$6,966,119	3.0%
Offices of physicians	45	0.9%	\$8,609,085	0.9%	\$6,375,281	0.9%
Other personal services	28	0.9%	\$9,143,992	0.9%	\$6,362,767	0.4%
Advertising, public relations, and related services	57	3.8%	\$14,410,111	1.4%	\$5,991,233	1.3%
Scientific research and development services	39	0.1%	\$9,818,919	1.0%	\$5,139,709	0.8%
Retail - Clothing and clothing accessories stores	91	2.2%	\$11,074,645	1.1%	\$5,129,219	1.7%
Internet publishing and broadcasting and web search portals	6	0.1%	\$9,959,788	1.0%	\$4,562,045	0.1%
All other food and drinking places	95	5.4%	\$7,448,342	0.7%	\$4,528,095	2.0%
Retail - Nonstore retailers	29	1.1%	\$6,790,801	0.7%	\$4,201,222	0.5%
Amusement parks and arcades	36	0.1%	\$4,713,082	0.5%	\$3,701,142	0.5%
<i>Other Industries</i>	1,244	27.6%	\$195,955,841	19.6%	\$108,382,199	19.8%
Total All Industries	4,505	100.0%	\$997,569,272	100.0%	\$547,684,960	100.0%

Source: IMPLAN

Note:

Descending order of Employment

Includes industries with a total impact of 50.0 or more jobs OR more than \$2,000,000 in Output OR Value Added. Total of direct, indirect, and induced impact.

Compiled by the Allegheny Conference on Community Development, October 2024

As seen in the following table, nearly three-fourths of the total output impact will be across twenty industries. Based on the assumed leasing activity for the office building the model projects *Insurance carriers, except direct life* and *Management of Companies and Enterprises*, will account for nearly one-third of the total impact. Other assumed office tenants such as *Legal Services, Architectural, engineering and related services, Management consulting services*, and *Custom computer programming services* also rank highly among the IMPLAN industries providing the largest impact on regional output. While it is unlikely that actual leasing activity in the office building will reflect the assumptions, it illustrates the impact that the office building will have on the overall development and region regardless of the ultimate tenant composition. Other planned uses withing the development such as *Museums, historical sites, zoos and parks* (for the aquarium), *Owner-occupied dwellings* and *Hotels and motels, including casino hotels*, will also be among the leading output generators.

Beyond the industries having a direct impact in regional output, *Insurance Agencies, brokerages and related activities* and *Insurance carriers, except direct life* will receive the greatest benefit from indirect spending. While some of the indirect output impact of the Insurance agencies is a result of the assumed presence of insurance carriers in the building the industry will still be a major recipient by demand from tenants at Esplanade. *Owner-occupied dwellings* (\$26.7 million) and *Hospitals* (\$16.3 million) generate the highest impact on an induced basis.

Stabilized Operations Output Impact by Industry								
Industry	Direct		Indirect		Induced		Total	
	\$	%	\$	%	\$	%	\$	%
Insurance carriers, except direct life	\$150,799,148	31.0%	\$33,338,069	12.9%	\$9,119,586	3.6%	\$193,256,803	19.4%
Management of companies and enterprises	\$85,541,191	17.6%	\$8,774,278	3.4%	\$4,017,512	1.6%	\$98,332,981	9.9%
Insurance agencies, brokerages, and related activities	\$0	0.0%	\$61,123,533	23.7%	\$3,586,177	1.4%	\$64,709,710	6.5%
Legal services	\$32,883,598	6.8%	\$8,647,011	3.4%	\$3,504,392	1.4%	\$45,035,001	4.5%
Other real estate	\$1,365,295	0.3%	\$25,757,613	10.0%	\$8,311,363	3.3%	\$35,434,271	3.6%
Architectural, engineering, and related services	\$26,788,126	5.5%	\$2,091,245	0.8%	\$533,930	0.2%	\$29,413,302	2.9%
Museums, historical sites, zoos, and parks	\$26,806,935	5.5%	\$138	0.0%	\$249,093	0.1%	\$27,056,166	2.7%
Owner-occupied dwellings	\$0	0.0%	\$0	0.0%	\$26,654,939	10.5%	\$26,654,939	2.7%
Custom computer programming services	\$23,794,847	4.9%	\$970,716	0.4%	\$375,488	0.1%	\$25,141,050	2.5%
Management consulting services	\$19,402,236	4.0%	\$4,081,821	1.6%	\$1,459,398	0.6%	\$24,943,456	2.5%
Monetary authorities and depository credit intermediation	\$0	0.0%	\$10,509,803	4.1%	\$11,238,010	4.4%	\$21,747,813	2.2%
Full-service restaurants	\$12,930,560	2.7%	\$2,868,185	1.1%	\$5,748,910	2.3%	\$21,547,654	2.2%
Accounting, tax preparation, bookkeeping, and payroll services	\$11,930,242	2.5%	\$5,709,357	2.2%	\$1,618,359	0.6%	\$19,257,958	1.9%
Tenant-occupied housing	\$12,987,067	2.7%	\$0	0.0%	\$4,589,430	1.8%	\$17,576,498	1.8%
Limited-service restaurants	\$10,095,230	2.1%	\$890,292	0.3%	\$5,619,400	2.2%	\$16,604,922	1.7%
Hospitals	\$0	0.0%	\$0	0.0%	\$16,291,787	6.4%	\$16,291,787	1.6%
Advertising, public relations, and related services	\$9,338,188	1.9%	\$3,851,449	1.5%	\$1,220,473	0.5%	\$14,410,111	1.4%
Hotels and motels, including casino hotels	\$12,668,409	2.6%	\$18,639	0.0%	\$23,952	0.0%	\$12,710,999	1.3%
Computer systems design services	\$10,645,471	2.2%	\$1,458,326	0.6%	\$363,399	0.1%	\$12,467,196	1.2%
Employment services	\$0	0.0%	\$8,484,577	3.3%	\$2,977,583	1.2%	\$11,462,160	1.1%
Other industries	\$38,498,527	7.9%	\$79,010,791	30.7%	\$146,005,178	57.6%	\$263,514,496	26.4%
Total All Industries	\$486,475,070	100.0%	\$257,585,844	100.0%	\$253,508,358	100.0%	\$997,569,272	100.0%

Source: IMPLAN

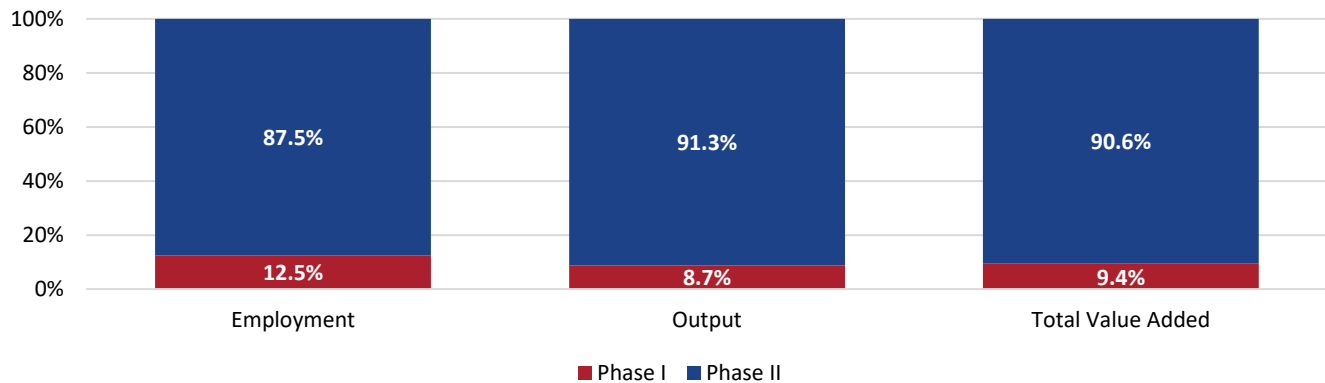
Note: Descending order of Total Output Impact

Compiled by the Allegheny Conference on Community Development, October 2024

Impact by Operations Phase

The vast majority of the economic impact from stabilized operations will be generated by the components in Phase II with the remainder generated by Phase I despite the differing compositions of each phase.

Stabilized Operations Impact by Operations Phase



Economic Impact of Esplanade Stabilized Operations Phase I (2028)					
	Direct	Indirect	Induced	Total	Multiplier ¹
Employment	371	80	113	564	1.52
Output	\$47,330,157	\$18,677,064	\$20,714,237	\$86,721,458	1.83
Total Value Added ²	\$29,220,143	\$9,947,482	\$12,221,770	\$51,389,396	1.76
Labor Income	\$16,103,318	\$6,207,553	\$6,980,032	\$29,290,904	1.82
Employee Compensation	\$13,320,904	\$5,426,910	\$6,286,152	\$25,033,967	1.88
Proprietors Income	\$2,782,414	\$780,643	\$693,880	\$4,256,937	1.53
Other Property Type Income	\$7,991,997	\$3,120,322	\$11,207	\$15,346,585	1.92
Taxes on Production and Imports	\$5,124,828	\$619,608	\$1,007,472	\$6,751,907	1.32
Economic Impact of Esplanade Stabilized Operations Phase II (2030)					
	Direct	Indirect	Induced	Total	Multiplier ¹
Employment	1,725	947	1,269	3,941	2.28
Output	\$439,144,913	\$238,908,780	\$232,794,121	\$910,847,814	2.07
Total Value Added ²	\$244,007,016	\$114,940,996	\$137,347,553	\$496,295,565	2.03
Labor Income	\$175,865,270	\$72,615,908	\$78,430,546	\$326,911,724	1.86
Employee Compensation	\$166,409,308	\$65,693,571	\$70,624,587	\$302,727,466	1.82
Proprietors Income	\$9,455,962	\$6,922,337	\$7,805,959	\$24,184,258	2.56
Other Property Type Income	\$52,985,655	\$36,278,138	\$47,588,113	\$136,851,906	2.58
Taxes on Production and Imports	\$15,156,091	\$6,046,950	\$11,328,894	\$32,531,935	2.15

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix B in the southwestern Pennsylvania 10-county region.

¹ Total impact divided by direct impact

² Total Value Added represents the industry's contribution to Gross Regional Product

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, October 2024

Tax Impact

Construction and Operation of the Esplanade is estimated to generate:

- one-time tax revenues of \$208 million during construction
- annual tax revenues of 133.6 million through operation

Impact of Construction - Phase I and Phase II (2025 - 2029)

Project construction is estimated to generate one-time tax revenues of \$208 million

Tax Impact of Esplanade Construction - Phase I and Phase II (2025 - 2029)				
	Direct	Indirect	Induced	Total
Grand Total	\$107,693,819	\$34,689,562	\$65,963,452	\$208,346,832
Federal	\$87,769,926	\$19,922,690	\$38,208,470	\$145,901,086
State	\$13,473,161	\$8,942,955	\$16,933,512	\$39,349,628
County	\$617,183	\$911,702	\$1,692,993	\$3,221,878
Sub County (General) ¹	\$2,186,779	\$1,354,337	\$2,518,360	\$6,059,477
Sub County (Special Districts) ²	\$3,646,768	\$3,557,878	\$6,610,117	\$13,814,763

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix A in the southwestern Pennsylvania 10-county region.

¹ Sub County General includes city and township governments

² Sub County Special District includes fire and public school districts

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, November 2024

Impact of Stabilized Operations Phase I

Project construction is estimated to generate one-time tax revenues of \$14.5 million

Tax Impact of Esplanade Stabilized Operations Phase I (2028)				
	Direct	Indirect	Induced	Total
Grand Total	\$9,282,776	\$2,269,730	\$2,919,788	\$14,472,293
Federal	\$3,883,586	\$1,454,761	\$1,691,026	\$7,029,373
State	\$3,130,031	\$507,841	\$749,657	\$4,387,529
County	\$374,456	\$46,005	\$74,958	\$495,419
Sub County (General) ¹	\$494,037	\$75,050	\$111,492	\$680,579
Sub County (Special Districts) ²	\$1,400,665	\$186,073	\$292,655	\$1,879,393

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix B in the southwestern Pennsylvania 10-county region.

¹ Sub County General includes city and township governments

² Sub County Special District includes fire and public school districts

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, November 2024

Impact of Stabilized Operations Phase II

Project construction is estimated to generate one-time tax revenues of \$119.1 million

Tax Impact of Esplanade Stabilized Operations Phase II (2030)				
	Direct	Indirect	Induced	Total
Grand Total	\$60,800,415	\$25,506,326	\$32,816,983	\$119,123,725
Federal	\$40,465,592	\$17,118,302	\$19,001,708	\$76,585,602
State	\$12,559,809	\$5,306,992	\$8,428,185	\$26,294,986
County	\$1,145,022	\$449,733	\$842,887	\$2,437,641
Sub County (General) ¹	\$1,934,287	\$773,505	\$1,253,521	\$3,961,313
Sub County (Special Districts) ²	\$4,695,705	\$1,857,794	\$3,290,683	\$9,844,182

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix B in the southwestern Pennsylvania 10-county region.

¹ Sub County General includes city and township governments

² Sub County Special District includes fire and public school districts

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, November 2024

Impact of Stabilized Operations Phase I and II

Project construction is estimated to generate one-time tax revenues of \$133.6 million

Tax Impact of Esplanade Stabilized Operations (Phase I and Phase II)				
	Direct	Indirect	Induced	Total
Grand Total	\$70,083,191	\$27,776,056	\$35,736,771	\$133,596,018
Federal	\$44,349,178	\$18,573,063	\$20,692,734	\$83,614,975
State	\$15,689,840	\$5,814,833	\$9,177,841	\$30,682,515
County	\$1,519,478	\$495,738	\$917,845	\$2,933,060
Sub County (General) ¹	\$2,428,324	\$848,555	\$1,365,012	\$4,641,892
Sub County (Special Districts) ²	\$6,096,370	\$2,043,867	\$3,583,338	\$11,723,576

Assumptions: Model run allocating industry employment and industry output assumptions found in Appendix B in the southwestern Pennsylvania 10-county region.

¹ Sub County General includes city and township governments

² Sub County Special District includes fire and public school districts

Data year is 2022

Source: IMPLAN

Compiled by Allegheny Conference on Community Development, November 2024

Impact of Construction - Phase I and Phase II (2025 - 2029) and Stabilized Operations Phase I and II

Project construction is estimated to generate one-time tax revenues of \$208 million

Appendix A - Detailed Construction Input Assumptions

		Budget			Annual Input						
Phase I		Original	With Escalation		IMPLAN SECTOR	2025	2026	2027	2028	2029	Total
Infrastructure	Beaver Avenue	\$10,000,000	\$10,000,000	62	Maintenance and repair construction of highways, streets, bridges, and tunnels		\$10,000,000				\$10,000,000
	West North Avenue	\$950,000	\$1,026,000	62	Maintenance and repair construction of highways, streets, bridges, and tunnels	\$513,000	\$513,000				\$1,026,000
	Neighborhood Connections	\$5,000,000	\$5,400,000	62	Maintenance and repair construction of highways, streets, bridges, and tunnels		\$2,700,000	\$2,700,000			\$5,400,000
	Trail Relocation	\$1,300,000	\$1,404,000	62	Maintenance and repair construction of highways, streets, bridges, and tunnels	\$1,404,000					\$1,404,000
On Site & Utility Work	Phase 1 - Site Work - Excavation	\$14,900,000	\$15,961,253	55	Construction of new commercial structures, including farm structures	\$15,961,253					\$15,961,253
	Phase 1 - Site Work - Hardscape	\$11,100,000	\$11,890,598	55	Construction of new commercial structures, including farm structures		\$11,890,598				\$11,890,598
P1-Marina		\$12,160,000	\$13,132,800	56	Construction of other new nonresidential structures			\$13,132,800			\$13,132,800
	Houseboats	\$3,600,000	\$3,888,000	361	Boat building			\$3,888,000			\$3,888,000
	Rescue Facility	\$2,610,000	\$2,818,800	56	Construction of other new nonresidential structures			\$2,818,800			\$2,818,800
P1-Ferris Wheel Bldg		\$14,351,978	\$15,374,198	55	Construction of new commercial structures, including farm structures		\$15,374,198				\$15,374,198
P1-Wheel F&I		\$15,000,000	\$15,000,000	55	Construction of new commercial structures, including farm structures			\$15,000,000			\$15,000,000
P2-Apartments	Apartments	\$50,612,100	\$54,216,947	58	Construction of new multifamily residential structures		\$27,108,474	\$27,108,474			\$54,216,947
	Retail	\$9,738,250	\$10,431,857	55	Construction of new commercial structures, including farm structures		\$5,215,929	\$5,215,929			\$10,431,857
P3-Pavilion		\$30,667,161	\$32,851,429	55	Construction of new commercial structures, including farm structures		\$16,425,715	\$16,425,715			\$32,851,429
P4-Parking Garage	Parking	\$32,616,950	\$34,940,093	55	Construction of new commercial structures, including farm structures		\$17,470,047	\$17,470,047			\$34,940,093
	Retail	\$9,934,461	\$10,642,043	55	Construction of new commercial structures, including farm structures		\$5,321,022	\$5,321,022			\$10,642,043
P5-Condo Building	Condo	\$62,000,000	\$66,415,950	58	Construction of new multifamily residential structures			\$33,207,975	\$33,207,975		\$66,415,950
	Condo Parking	\$8,306,481	\$9,717,461	55	Construction of new commercial structures, including farm structures			\$4,858,731	\$4,858,731		\$9,717,461
	Condo Retail	\$2,312,500	\$2,705,313	55	Construction of new commercial structures, including farm structures			\$1,352,656	\$1,352,656		\$2,705,313
Soft Costs	Legal/Closing Costs		\$2,677,930	455	Legal services	\$1,338,965	\$669,483	\$669,483			\$2,677,930
	Architectural		\$14,893,241	457	Architectural, engineering, and related services	\$5,957,296	\$5,957,296	\$1,489,324	\$1,489,324		\$14,893,241
	Development fee		\$15,181,062	447	Other real estate	\$3,795,265	\$3,795,265	\$3,795,265	\$3,795,265		\$15,181,062
	Insurance		\$1,033,972	444	Insurance carriers, except direct life	\$258,493	\$258,493	\$258,493	\$258,493		\$1,033,972
	Interest		\$8,798,455	441		\$2,199,614	\$2,199,614	\$2,199,614	\$2,199,614		\$8,798,455
	Interior Design		\$75,377	458	Specialized design services		\$75,377				\$75,377
	Sales/Broker Commissions		\$2,295,369	447	Other real estate			\$1,147,685	\$1,147,685		\$2,295,369
	Utilities		\$4,658,666	47	Electric power transmission and distribution	\$3,261,066	\$698,800	\$698,800			\$4,658,666
	Other/Contingency		\$24,096,045	55	Construction of new commercial structures, including farm structures	\$6,024,011	\$6,024,011	\$6,024,011	\$6,024,011		\$24,096,045
Total		\$297,159,881	\$391,526,857			\$40,712,963	\$131,697,319	\$164,782,821	\$54,333,754		\$391,526,857
Phase II											
On Site & Utility Work	Phase 2 - Site Work - Excavation	\$6,735,958	\$7,468,277	55	Construction of new commercial structures, including farm structures				\$7,468,277		\$7,468,277
	Phase 2 - Site Work - Hardscape	\$3,231,821	\$3,583,177	55	Construction of new commercial structures, including farm structures				\$3,583,177		\$3,583,177
P4-Hotel		\$45,775,000	\$50,751,561	55	Construction of new commercial structures, including farm structures				\$25,375,780	\$25,375,780	\$50,751,561
P6-Office Building	Parking Garage	\$20,155,554	\$22,346,823	55	Construction of new commercial structures, including farm structures				\$11,173,412	\$11,173,412	\$22,346,823
	Retail	\$1,852,500	\$2,053,900	55	Construction of new commercial structures, including farm structures				\$1,026,950	\$1,026,950	\$2,053,900
	P6-Office Building	\$67,226,493	\$74,535,214	55	Construction of new commercial structures, including farm structures				\$37,267,607	\$37,267,607	\$74,535,214
	Specialty	\$48,000,000	\$53,218,458	55	Construction of new commercial structures, including farm structures				\$26,609,229	\$26,609,229	\$53,218,458
P7-Apartments	Apartments	\$43,860,528	\$48,628,951	58	Construction of new multifamily residential structures				\$24,314,476	\$24,314,476	\$48,628,951
	Parking Garage	\$4,856,760	\$5,384,777	55	Construction of new commercial structures, including farm structures				\$2,692,388	\$2,692,388	\$5,384,777
	Retail	\$2,250,000	\$2,494,615	55	Construction of new commercial structures, including farm structures				\$1,247,308	\$1,247,308	\$2,494,615
Soft Costs	Legal/Closing Costs		\$3,210,168	455	Legal services				\$1,605,084	\$1,605,084	\$3,210,168
	Architectural		\$11,045,752	457	Architectural, engineering, and related services				\$5,522,876	\$5,522,876	\$11,045,752
	Development fee		\$16,425,193	447	Other real estate				\$8,212,597	\$8,212,597	\$16,425,193
	Insurance		\$1,654,418	444	Insurance carriers, except direct life				\$827,209	\$827,209	\$1,654,418
	Interest		\$13,331,557	439	Nondepository credit intermediation and related activities				\$6,665,778	\$6,665,778	\$13,331,557
	Interior Design		\$360,000	458	Specialized design services				\$180,000	\$180,000	\$360,000
	Sales/Broker Commissions		\$10,223,187	447	Other real estate				\$5,111,594	\$5,111,594	\$10,223,187
	Utilities		\$3,547,500	47	Electric power transmission and distribution				\$1,773,750	\$1,773,750	\$3,547,500
	Other/Contingency		\$21,534,371	55	Construction of new commercial structures, including farm structures				\$10,767,185	\$10,767,185	\$21,534,371
	Hotel Opening Costs		\$1,236,000	507	Hotels and motels, including casino hotels				\$618,000	\$618,000	\$1,236,000
Total		\$259,153,845	\$353,033,899						\$182,042,677	\$170,991,222	\$353,033,899
PHASE I & II TOTAL		\$418,265,285	\$744,560,756			\$40,712,963	\$131,697,319	\$164,782,821	\$236,376,430	\$170,991,222	\$744,560,756

Appendix B - The Esplanade - Stabilized Operations Input Assumptions

			Inputs			
Phase I - 2028	Size	Assumption	Dollars	Jobs	IMPLAN Sector	
Apartments	231 units	142,048sf @ \$3.25/sf 29,106sf @ \$2.60/sf (affordable)	\$7,150,000	10	448	Tenant-occupied housing
Retail-Specialty	82,317sf	450 sf/empl		112		
				10	403	Retail - Furniture and home furnishings stores
				4	406	Retail - Food and beverage stores
				13	407	Retail - Health and personal care stores
				58	409	Retail - Clothing and clothing accessories stores
				4	410	Retail - Sporting goods, hobby, musical instrument and book stores
				23	412	Retail - Miscellaneous store retailers
Retail-Restaurant	58,930sf	300 sf/empl		196		
				99	509	Full-service restaurants
				70	510	Limited-service restaurants
				27	511	All other food and drinking places
Parking Garage	953 spaces	Developer pro forma	\$5,615,076	8	520	Other personal services
Ferris Wheel	4,650sf	350,000 riders @ \$15 each	\$5,250,000	35	502	Amusement parks and arcades
Marina	132 slots		\$375,000	10	504	Other amusement and recreation industries
Inputs						
Phase II - 2030	Size	Assumption	Dollars	Jobs	IMPLAN Sector	
Office	265,100sf	200sf/empl		1,325		
				271	444	Insurance carriers, except direct life
				133	455	Legal services
				71	456	Accounting, tax preparation, bookkeeping, and payroll services
				143	457	Architectural, engineering, and related services
				150	459	Custom computer programming services
				84	460	Computer systems design services
				118	462	Management consulting services
				23	464	Scientific research and development services
				37	465	Advertising, public relations, and related services
				296	469	Management of companies and enterprises
Hotel	225 keys	Developer pro forma	\$13,300,000	212	507	Hotels and motels, including casino hotels
Apartments	180 units	148,500sf @ \$3.25/sf	\$5,791,500	5	448	Tenant-occupied housing
Condominiums	105 units			6	447	Other real estate
Retail-Specialty	18,340sf	450 sf/empl		41		
				4	403	Retail - Furniture and home furnishings stores
				2	406	Retail - Food and beverage stores
				5	407	Retail - Health and personal care stores
				21	409	Retail - Clothing and clothing accessories stores
				1	410	Retail - Sporting goods, hobby, musical instrument and book stores
				8	412	Retail - Miscellaneous store retailers
Retail-Restaurant	27,510sf	300 sf/empl		92		
				46	509	Full-service restaurants
				33	510	Limited-service restaurants
				13	511	All other food and drinking places
Parking Garage	415 spaces	Developer pro forma	\$2,850,000	8	520	Other personal services
Aquarium	46,400sf	850,000 @ \$25 per person	\$21,250,000	35	501	Museums, historical sites, zoos, and parks