



College of Business  
Center for Business  
and Economic Analysis

# Evaluating the Economic Impact of Goshen County's Economic Development Retail Sales Tax for the Period FY 2019 – FY 2023

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SEPTEMBER 2024



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Center for Business  
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The Center for Business and Economic Analysis (CBEA) at the University of Wyoming (UWyo) supports the economic growth and diversification of Wyoming's economy through applied economic and business analytics for communities, industries, and entrepreneurs. The center was established in 2019 as a unit within the College of Business. CBEA is a member of the Association for University Business and Economic Research (AUBER).

## TEAM

### **Alexander Specht, Associate Director**

Alexander Specht is the Associate Director of the CBEA at the University of Wyoming. Alexander has several years of experience in fiscal policy analysis, education policy, public utility regulation, and regional economic development. His research has been cited in academic journal articles, in U.S. Congressional testimony and in committee reports. He has been cited as an authority in a significant U.S. Supreme Court case, has served as an expert witness on high-profile regulatory cases, been a featured panelist and speaker at various events, and has had economic analyses featured on radio and television news shows and quoted by the press. Alexander holds a B.S. in Finance and a B.S. in Economics from George Mason University and a M.A. in Economics from Claremont Graduate University.

### **Daniel Ratajczak, Graduate Assistant**

Daniel Ratajczak is a 2nd year master's student in the economics department. He received his B.S. in Economics from the University of Louisville, his M.A. in Statistics from the University of Missouri, and is especially focused on the public policy side of economics.

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**Correspondence:** For additional information, contact [aadland@uwyo.edu](mailto:aadland@uwyo.edu).

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# Executive Summary

## INTRODUCTION

Goshen County has a quarter-penny sales tax in place whose revenues are invested back into the county for economic development purposes through Go Goshen's Progress Program.

In this report, the Center for Business and Economic Analysis (CBEA) at the University of Wyoming examines the economic impact of the  $\frac{1}{4}$  percent retail sales tax for economic development in Goshen County over the period FY 2019 to FY 2023.<sup>1</sup> In addition, the report will provide an opportunity cost analysis assuming the  $\frac{1}{4}$  penny tax revenue that was raised and spent had instead remained with Goshen County households. Finally, the report calculates the net economic benefit associated with the sales tax for economic development.

**Table E.1** below shows how much revenue was generated each year<sup>2</sup> from the  $\frac{1}{4}$  penny sales tax for economic development since 2007:

***Table E.1: Revenue Generated from  $\frac{1}{4}$  Penny Sales Tax***

Year	Revenue
2007	\$44,043
2008	\$381,170
2009	\$411,391
2010	\$56,284
2011	\$48,490
2012	\$478,395
2013	\$472,365
2014	\$476,704
2015	\$459,019
2016	\$425,229
2017	\$413,757
2018	\$411,508
2019	\$493,913

1 The fiscal year for Goshen County runs from September 1st to August 31st.

2 In 2007, the  $\frac{1}{4}$  penny sales tax was only eligible for a partial year of funding due to the timing of the election. Additionally, in 2010 and 2011 the tax revenue declined significantly because the tax was not renewed after the first two-year period. The tax was initially passed for a two-year period in 2006, then again for a four-year period in 2010, and has continued every four years.

<b>2020</b>	\$513,053
<b>2021</b>	\$533,491
<b>2022</b>	\$585,341
<b>2023</b>	\$642,777
<b>Total</b>	\$6,846,930

Source: Wyoming Department of Revenue

## OVERVIEW OF GOSHEN COUNTY'S DEMOGRAPHIC AND ECONOMIC PICTURE

**Table E.2** presents the top 20 industries in Goshen County by employment along with the corresponding average employee compensation per worker. Overall, there are around 7,000 total jobs in Goshen County, with an average employee compensation per employee of approximately \$56,000.

*Table E.2: Top 20 Industries in Goshen County*

Industry Description	Employment	Average Employee Compensation per Wage and Salary Employee
All other crop farming	571	\$48,045
Employment and payroll of local govt, education	555	\$63,299
Beef cattle ranching and farming, including feedlots and dual-purpose ranching and farming	299	\$55,981
Other real estate	283	\$55,209
Employment and payroll of local govt, other services	247	\$59,148
Employment and payroll of state govt, other services	189	\$63,875
Limited-service restaurants	175	\$21,101
Residential intellectual disability, mental health, substance abuse and other facilities	171	\$50,265
Nursing and community care facilities	139	\$46,808
Securities and commodity contracts intermediation and brokerage	137	\$155,257
Full-service restaurants	118	\$19,289
Retail - Nonstore retailers	117	\$39,514
Community food, housing, and other relief services, including rehabilitation services	113	\$45,819
Hospitals	107	\$91,155

Wholesale - Other nondurable goods merchant wholesalers	98	\$59,215
All other food and drinking places	97	\$25,522
Support activities for agriculture and forestry	96	\$57,055
Architectural, engineering, and related services	95	\$81,490
Retail - Food and beverage stores	89	\$25,053
Monetary authorities and depository credit intermediation	89	\$74,653

Source: IMPLAN

## GROSS ECONOMIC IMPACT OF THE SALES TAX FOR ECONOMIC DEVELOPMENT

**Table E.3** shows the overall gross economic impact for the period FY 2019 to FY 2023 of the ¼ penny sales tax revenues that were spent throughout Goshen County.

*Table E.3: Overall Gross Economic Impact of ¼ Penny Sales Tax Funds*

Sales Tax	Direct	Indirect	Induced	Total
Output	\$1,914,326	\$598,992	\$276,849	\$2,790,168
Value Added	\$827,950	\$238,993	\$144,394	\$1,211,336
Labor Income	\$506,802	\$149,726	\$67,663	\$724,192
State & Local Taxes	\$155,928	\$24,385	\$17,537	\$197,851
Employment	17	3	2	23

Source: Estimates by CBEA. Values are in 2024 dollars.

## GOSHEN COUNTY NET ECONOMIC IMPACT OF ¼ PENNY SALES TAX FUNDS FROM FY 2019 TO FY 2023

**Table E.4** shows the net benefits of the ¼ penny sales tax for economic development in Goshen County, which are the gross benefits minus the alternative opportunity cost scenario results presented in section 6 of this report which estimates the resulting opportunity cost (foregone economic benefits) if that money had instead remained with Goshen County households.

***Table E.4: Net Benefits of ¼ Penny Sales Tax for Economic Development in Goshen County***

Sales Tax	Total
Output	\$2,469,609
Value Added	\$1,044,241
Labor Income	\$645,724
State & Local Taxes	\$177,557
Employment	21

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## CONCLUSION

*This study examined the economic impact of the FY 2019 to FY 2023 retail sales tax for economic development in Goshen County. In addition, the report provided an opportunity cost analysis had that money instead remained with Goshen County households as well as a net economic benefit analysis associated with the sales tax initiative.*

To date, the funding of economic development projects from sales tax receipts during the FY 2019 to FY 2023 period resulted in total combined gross output value during the five-year period in all of Goshen County of more than \$2.7 million with over 20 direct, indirect, and induced jobs created, generating around \$1.2 million in value added and over \$700,000 in labor income. Furthermore, over \$190,000 in state and local tax revenue was generated as a result of the economic activity made possible by investment of the sales tax proceeds. Of this over \$190,000 in state and local tax revenue, around \$56,000 was collected within Goshen County.

Gross economic benefits tell only one half of the story. In order to get a complete picture of the net economic impact of the sales tax initiative, we must consider the opportunity cost associated with the funds collected and spent by the program. The opportunity cost analysis assumed that these funds would otherwise have been kept by Goshen County residents in the form of income. This income was then assumed to be spent according to Goshen County spending and saving patterns. This analysis considers the fact that Goshen County residents save a portion of their income. In addition, a portion of the spending that does materialize leaks out of the county when residents purchase goods and services from outside of Goshen.

Total combined net output value during the five-year period in all of Goshen County equaled almost \$2.5 million with over 20 net jobs created, generating just a little over \$1 million in net value added and over almost \$650,000 in net labor income. Furthermore, over \$175,000 in net state and local tax revenue was generated as a result of the economic activity made possible by investment of the sales tax proceeds. Of this over \$175,000 in net state and local tax revenue, around \$50,000 was collected within Goshen County.



# Introduction

Goshen County has a quarter-penny sales tax in place whose revenues are invested back into the county for economic development purposes through Go Goshen's Progress Program.

In this report, the Center for Business and Economic Analysis (CBEA) at the University of Wyoming examines the economic impact of the ¼ percent retail sales tax for economic development in Goshen County over the period FY 2019 to FY 2023.<sup>3</sup> In addition, the report will provide an opportunity cost analysis assuming the ¼ penny tax revenue that was raised and spent had instead remained with Goshen County households. Finally, the report calculates the net economic benefit associated with the sales tax for economic development.

## Overview of Goshen County's Demographic and Economic Picture

This section sets the stage for the report by providing a brief overview of Goshen County's demographic and economic characteristics.

**Table 2.1** presents employment numbers and average annual wage figures by industry sector for Goshen County. Overall, there are over 7,000 jobs in Goshen County, with an average employee compensation per wage and salary employee of over \$56,000.

**Table 2.1: Top 20 Industries in Goshen County**

Industry Description	Employment	Average Employee Compensation per Wage and Salary Employee
All other crop farming	571	\$48,045
Employment and payroll of local govt, education	555	\$63,299
Beef cattle ranching and farming, including feedlots and dual-purpose ranching and farming	299	\$55,981
Other real estate	283	\$55,209
Employment and payroll of local govt, other services	247	\$59,148
Employment and payroll of state govt, other services	189	\$63,875
Limited-service restaurants	175	\$21,101
Residential intellectual disability, mental health, substance abuse and other facilities	171	\$50,265

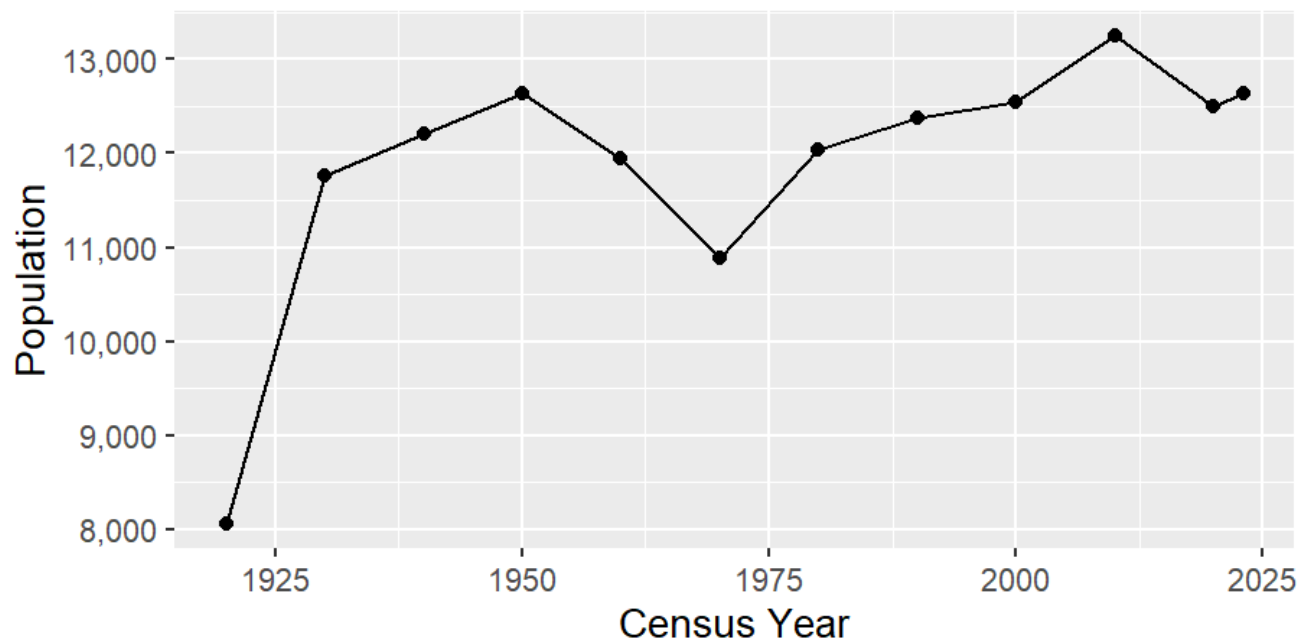
<sup>3</sup> The fiscal year for Goshen County runs from September 1st to August 31st.

Nursing and community care facilities	139	\$46,808
Securities and commodity contracts intermediation and brokerage	137	\$155,257
Full-service restaurants	118	\$19,289
Retail - Nonstore retailers	117	\$39,514
Community food, housing, and other relief services, including rehabilitation services	113	\$45,819
Hospitals	107	\$91,155
Wholesale - Other nondurable goods merchant wholesalers	98	\$59,215
All other food and drinking places	97	\$25,522
Support activities for agriculture and forestry	96	\$57,055
Architectural, engineering, and related services	95	\$81,490
Retail - Food and beverage stores	89	\$25,053
Monetary authorities and depository credit intermediation	89	\$74,653

Source: IMPLAN

**Figure 2.1** illustrates population in the county from 1920 to 2023. The population of Goshen County grew by 2.17% from 1990 to 2023.

**Figure 2.1: Resident Population of Goshen County**



Source: U.S. Census Bureau

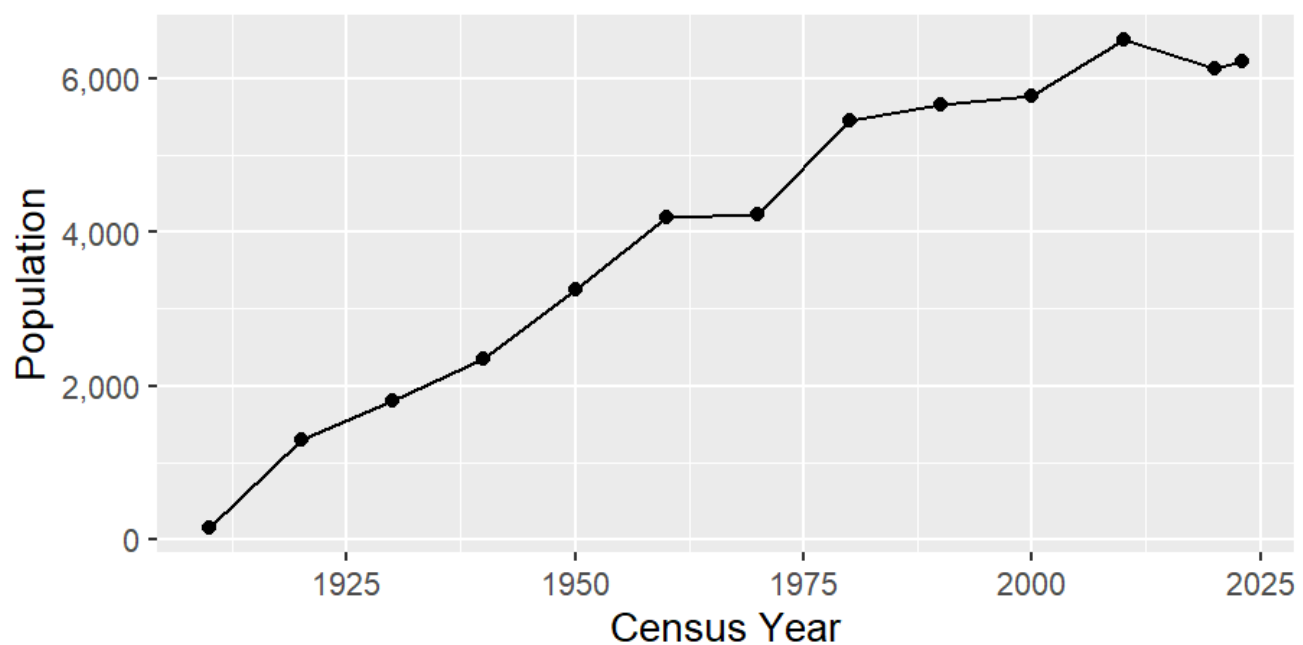
According to the U.S. Census Bureau, the municipalities and communities of Goshen County, Wyoming are as follows:

- City: Torrington
- Towns: Fort Laramie, LaGrange, Yoder, and Lingle
- CDPs (Census Designated Place): Hawk Springs, Huntley, Veteran
- Unincorporated community: Jay Em

Graphs are displayed below for population change over time for the City of Torrington, as well as the aforementioned 4 towns.

Below is a graph displaying the population change over time for the City of Torrington, Wyoming:

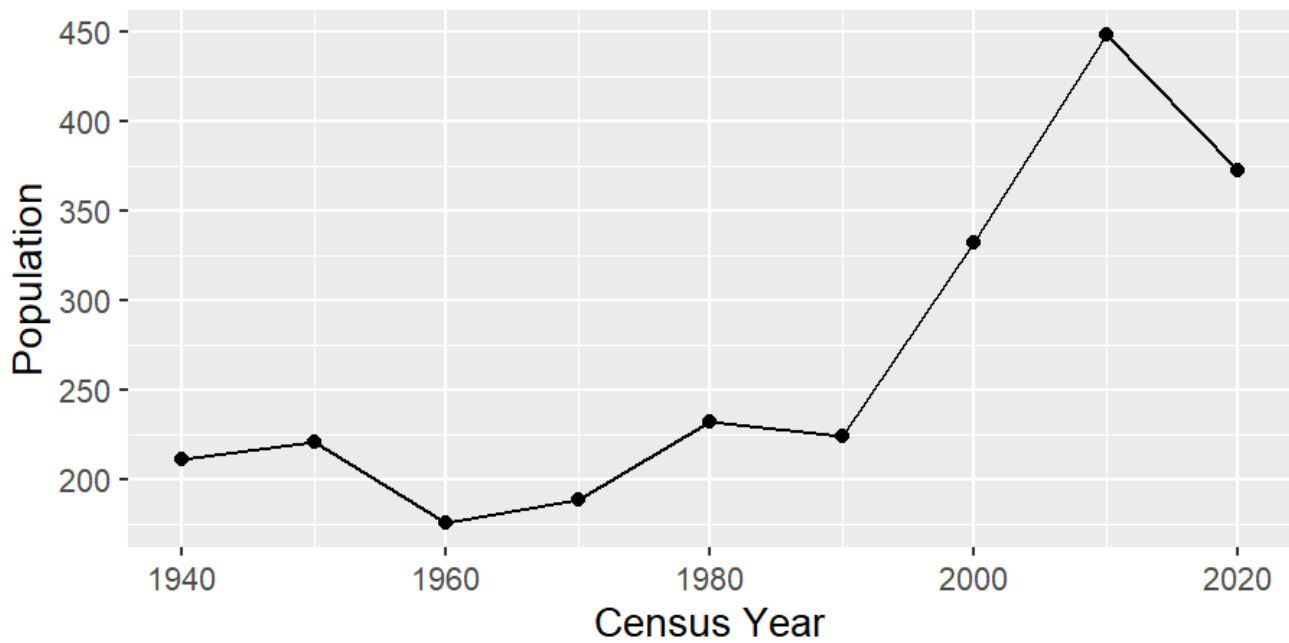
**Figure 2.2: Resident Population of the City of Torrington**



Source: U.S. Census Bureau

**Figure 2.3** displays the population change over time for the town of LaGrange, Wyoming:

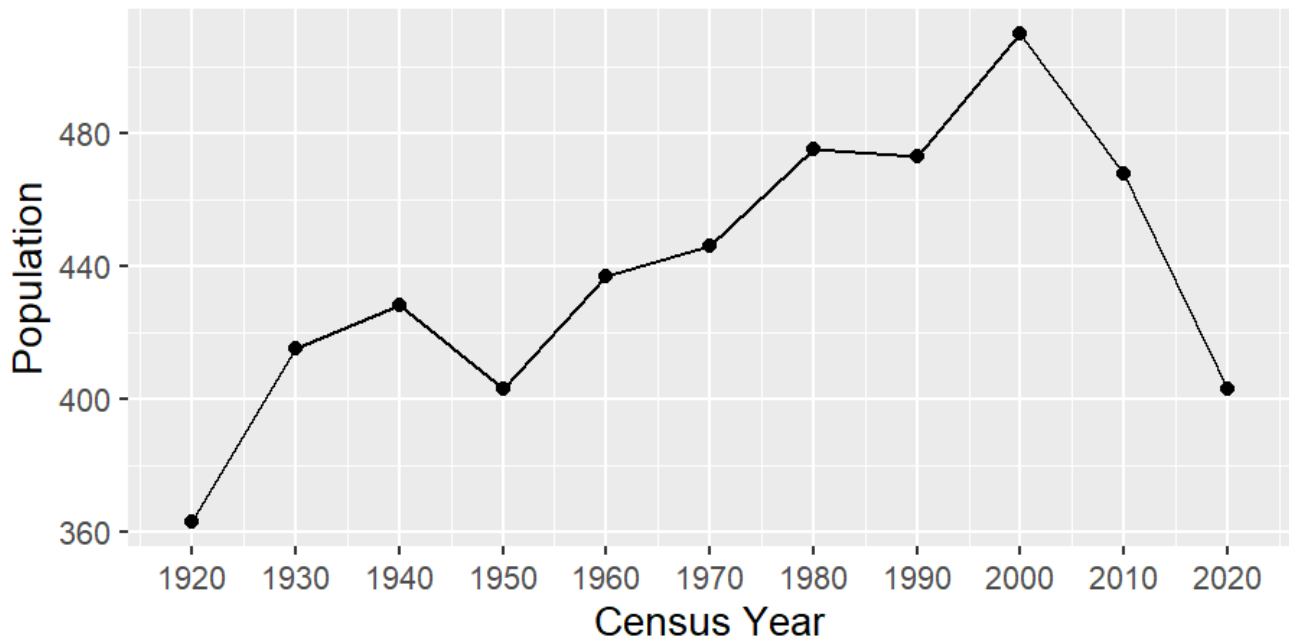
**Figure 2.3: Resident Population of the Town of LaGrange**



Source: U.S. Census Bureau

**Figure 2.4** displays the population change over time for the town of Lingle, Wyoming:

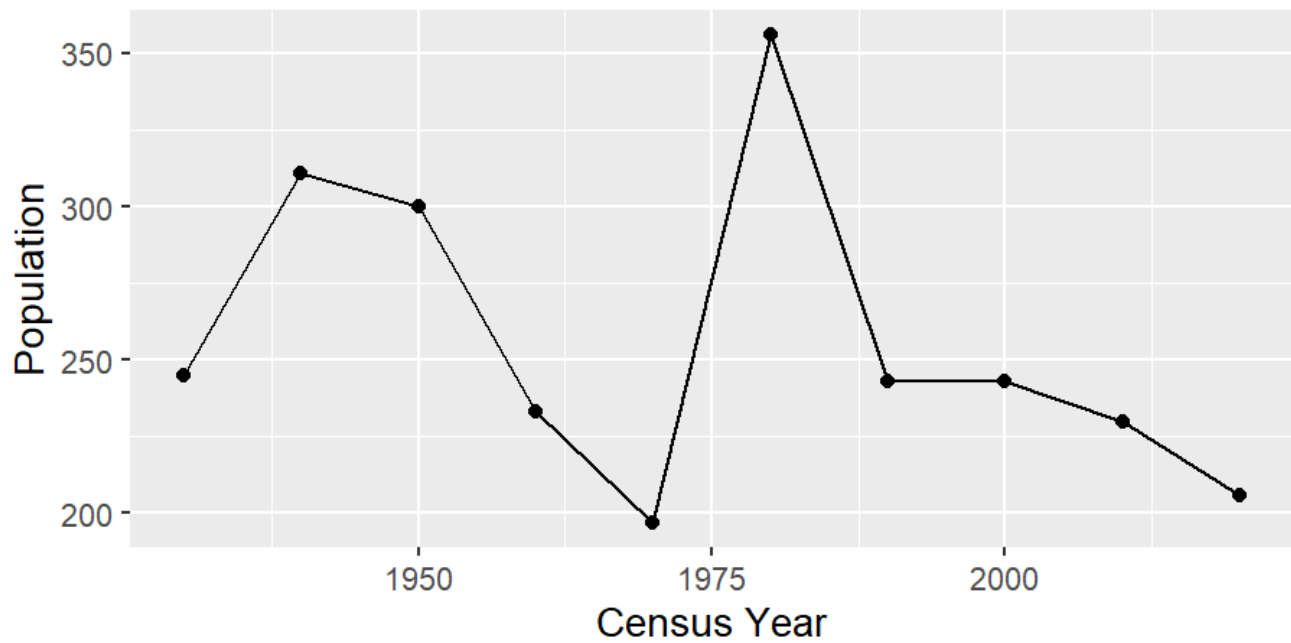
**Figure 2.4: Resident Population of the Town of Lingle**



Source: U.S. Census Bureau

Figure 2.5 shows the population change over time for the town of Fort Laramie, Wyoming:

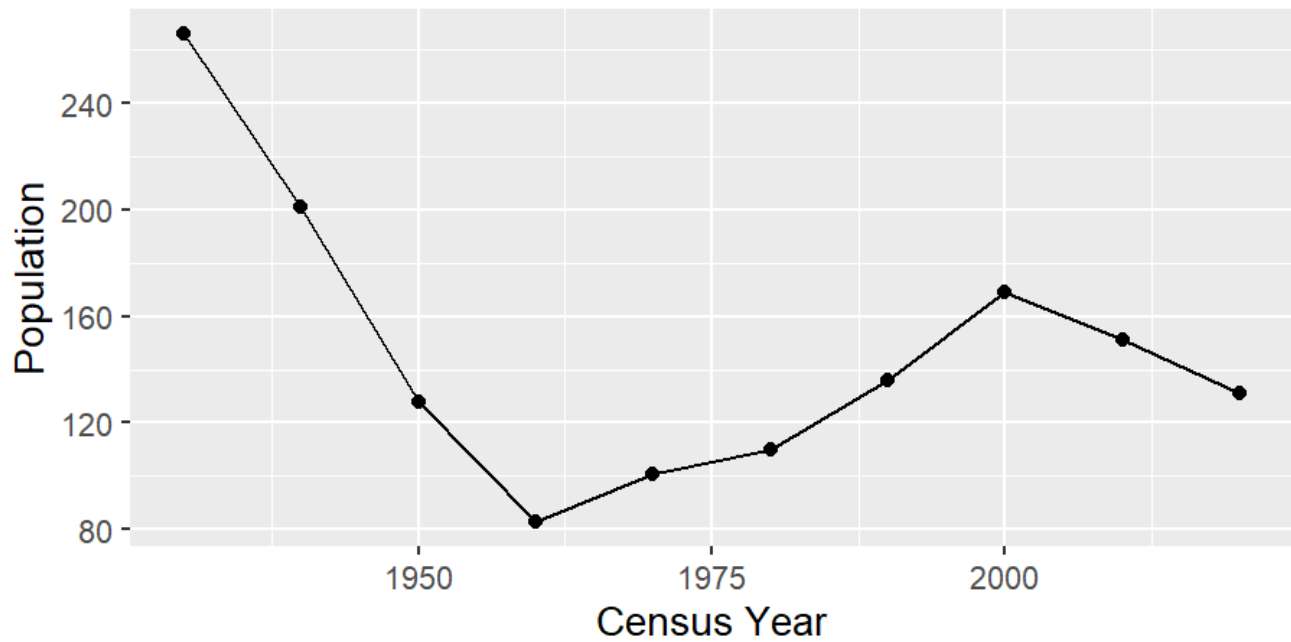
*Figure 2.5: Resident Population of the Town of Fort Laramie*



Source: U.S. Census Bureau

Figure 2.6 shows the population change over time for the town of Yoder, Wyoming:

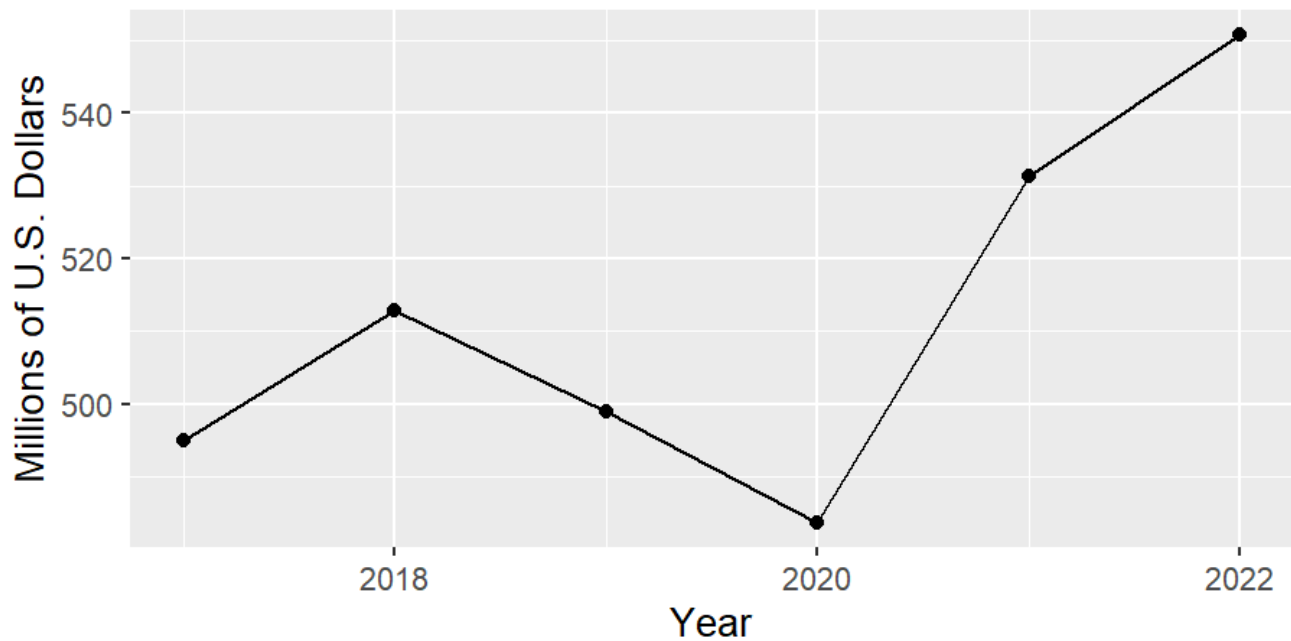
*Figure 2.6: Resident Population of the Town of Yoder*



Source: U.S. Census Bureau

**Figure 2.7** below illustrates Goshen County GDP from January 2017 to January 2022.

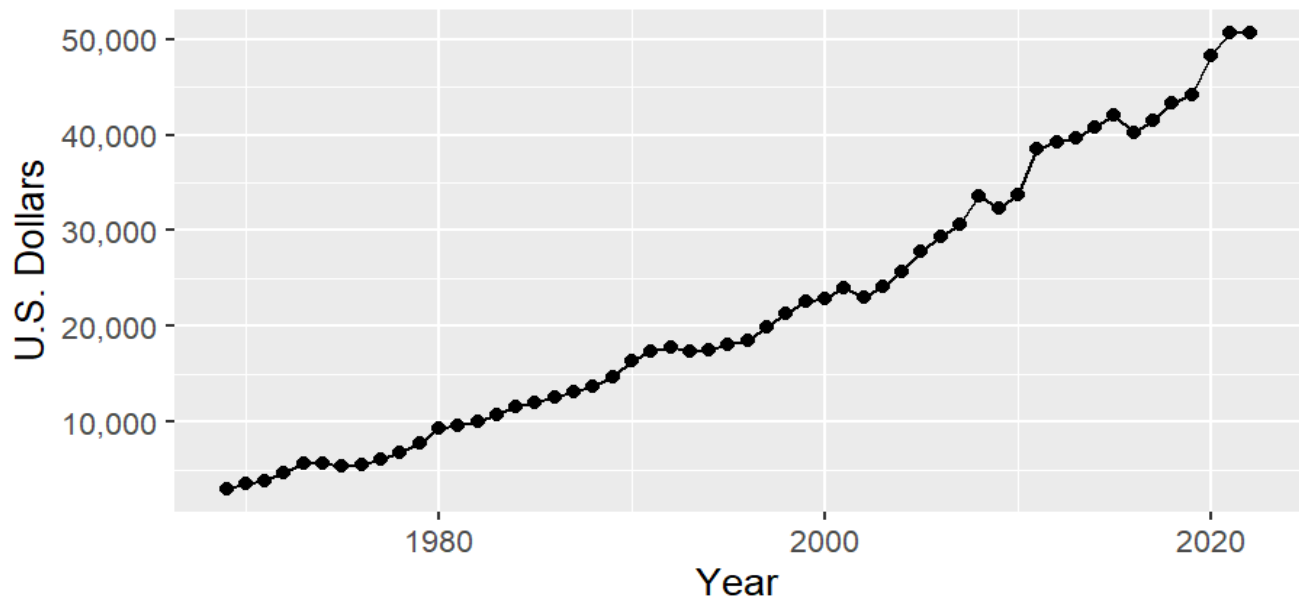
**Figure 2.7: Goshen County GDP from January 2017 to January 2022**



Source: St. Louis Federal Reserve

**Figure 2.8** illustrates per capita personal income in Goshen County from 1969 to 2022.

**Figure 2.8: Per Capita Personal Income in Goshen County from January 1969 to January 2022**



Source: St. Louis Federal Reserve

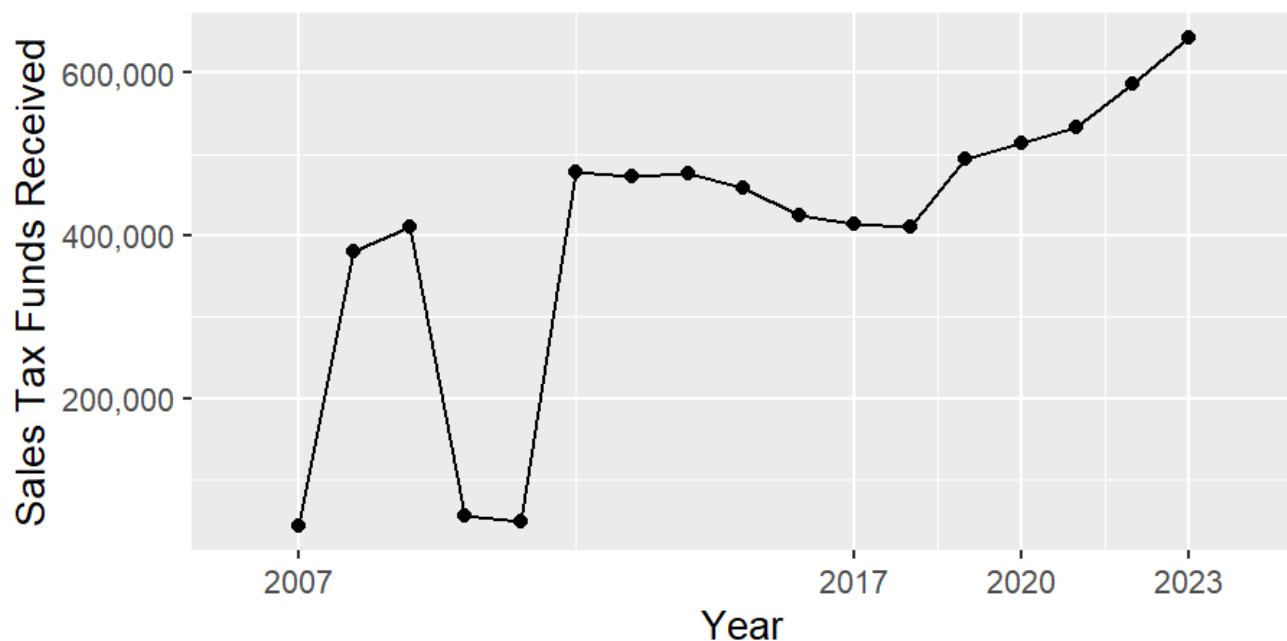
It is also important to note that Goshen County is located in the so-called “Banana Belt of Wyoming.” The county is characterized by milder winters compared to the rest of Wyoming as well as ample precipitation, mostly due to the lower elevation compared to the rest of the state. This is primarily the reason why agriculture is such a dominant industry in the county, especially compared to other counties in Wyoming. In addition, the North Platte River runs through the county, which is a major waterway and source of irrigation for agriculture within the county.

## Overview of the Sales Tax for Economic Development in Goshen County

Goshen County’s ¼ percent sales tax for economic development first passed in 2006, making Goshen County the first county in the state to implement a sales tax for economic development. The initiative has used the proceeds from the sales tax to support local businesses and organizations and fund community infrastructure improvements.

**Figure 3.1** below displays the total sales tax receipts every year from 2007 to 2023.

*Figure 3.1: Sales Tax Receipts from 2007 to 2023.<sup>4</sup>*



Source: Go Goshen and Wyoming Department of Revenue

<sup>4</sup> In 2007, the ¼ penny sales tax was only eligible for a partial year of funding due to the timing of the election. Additionally, in 2010 and 2011 the tax revenue declined significantly because the tax was not renewed after the first two-year period. The tax was initially passed for a two-year period in 2006, then again for a four-year period in 2010, and has continued every four years.

Since going into effect, the ¼ penny sales tax has been collected on all retail sales of tangible personal property, admissions, and services made within Goshen County with the revenue used to support local businesses and organizations and fund community infrastructure improvements.

The ¼ penny sales tax funds can be broken down into funds allocated either to the private sector (to local businesses and organizations), or the public sector. In addition, in this study, funds were further categorized by the city or town receiving the funds. A portion of the funds were allocated to conservation districts within the county, and so these funds were categorized as public funds for the county overall.

In total, from FY 2019 to FY 2023, \$743,068 was paid out to local businesses and organizations and public infrastructure projects. However, for this economic impact analysis, funds were not taken into account which were used to procure items or services from outside Goshen County since these expenditures represent sources of leakages which do not directly impact the Goshen County economy. Therefore, only items and services acquired within Goshen County have been included in the economic impact analysis calculations. This amount totals \$695,320.

**Table 3.1** below shows the amount dispersed, including both public and private funds, to each city or town within Goshen County as well as the population of that jurisdiction according to 2020 U.S. Census data, and the amount of funds awarded per resident.

***Table 3.1: Total Funds Dispersed to Goshen County Jurisdictions, Both Public and Private***

Jurisdiction	Amount Received	Population (2020 U.S. Census)	Amount Received per Resident
Torrington	\$346,510	6,119	\$57
Fort Laramie	\$53,413	206	\$259
LaGrange	\$105,774	372	\$284
Lingle	\$85,967	403	\$213
Yoder	\$64,981	131	\$496
Goshen County	\$695,320	12,498	\$56

*Source: Go Goshen*

From the table above, it is clear to see that the 4 towns of Fort Laramie, LaGrange, Lingle, and Yoder received a disproportionate amount of funds from the ¼ penny sales tax compared to the relatively large City of Torrington, where 49% of Goshen County's entire population resides. This discrepancy is even more pronounced when looking at only public funds dispersed.



**Table 3.2** below shows the amount paid out to support public infrastructure projects, to each city or town within Goshen County, as well as the population of that jurisdiction according to 2020 U.S. Census data and the amount of funds awarded per resident.

***Table 3.2: Public Funds Dispersed to Goshen County Jurisdictions***

Jurisdiction	Amount Received	Population (2020 U.S. Census)	Amount Received per Resident
Torrington	\$100,500	6,119	\$16
Fort Laramie	\$51,663	206	\$251
LaGrange	\$90,000	372	\$242
Lingle	\$69,717	403	\$173
Yoder	\$64,981	131	\$496
Goshen County	\$415,536	12,498	\$33

*Source: Go Goshen*

From the table above, we see that a large discrepancy is apparent regarding funds dispersed for public infrastructure projects, with Torrington residents receiving \$16 per resident for infrastructure improvements compared to Yoder residents receiving \$496 per resident for infrastructure improvements.

However, when looking at private funds dispersed, the discrepancy among the jurisdictions in Goshen County is somewhat less pronounced, with Torrington, LaGrange, and Lingle receiving about the same amount of private funds per resident.

***Table 3.3: Private Funds Dispersed to Goshen County Jurisdictions***

Jurisdiction	Amount Received	Population (2020 U.S. Census)	Amount Received per Resident
Torrington	\$246,010	6119	\$40
Fort Laramie	\$1,750	206	\$9
LaGrange	\$15,774	372	\$42
Lingle	\$16,250	403	\$40
Yoder	\$0.00	131	\$0
Goshen County	\$279,784	12,498	\$22

*Source: Go Goshen*

# Gross Economic Impacts of the Sales Tax

This section provides a brief overview of how the funds generated by the sales tax were distributed to support economic development throughout Goshen County and their resulting gross economic impacts.<sup>5</sup>

## GOSHEN COUNTY PUBLIC AND PRIVATE FUNDS

**Table 4.1** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent in Goshen County.

**Table 4.1: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Spent within Goshen County**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$1,914,326	\$598,992	\$276,849	\$2,790,168
Value Added	\$827,950	\$238,993	\$144,394	\$1,211,336
Labor Income	\$506,802	\$149,726	\$67,663	\$724,192
State & Local Taxes	\$155,928	\$24,385	\$17,537	\$197,851
Employment	17.36	3.48	1.76	22.59

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.2** below presents the results of a calculation of the total gross expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Goshen County. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.2: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 within Goshen County**

Sales Tax	Total Taxes
County Sub-District	\$3,798
Special County Sub-District	\$38,531
County	\$14,352
State	\$141,169
Federal	\$204,717

Source: Estimates by CBEA. Values are in 2024 dollars.

<sup>5</sup> For a jurisdictional breakdown of gross economic impacts, see the appendix.

**Table 4.3** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were allocated to private businesses and organizations in Goshen County.

**Table 4.3: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Provided to Private Businesses and Organizations in Goshen County**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$1,528,026	\$470,462	\$226,490	\$2,224,978
Value Added	\$705,795	\$178,798	\$118,122	\$1,002,715
Labor Income	\$424,314	\$114,795	\$55,364	\$594,473
State & Local Taxes	\$146,698	\$13,718	\$14,346	\$174,762
Employment	15.27	2.66	1.44	19.37

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.4** below presents the results of a calculation of the total gross expected tax revenues resulting from the ¼ penny sales tax funds that were allocated to private businesses and organizations in Goshen County. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.4: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Provided to Private Businesses and Organizations in Goshen County**

Sales Tax	Total Taxes
County Sub-District	\$3,364
Special County Sub-District	\$34,109
County	\$12,692
State	\$124,598
Federal	\$169,073

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.5** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent on public infrastructure projects in Goshen County.

**Table 4.5: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Goshen County**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$386,300	\$128,530	\$50,359	\$565,190
Value Added	\$122,154	\$60,194	\$26,273	\$208,621
Labor Income	\$82,488	\$34,932	\$12,299	\$129,719
State & Local Taxes	\$9,230	\$10,667	\$3,191	\$23,088
Employment	2.09	0.82	0.32	3.22

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.6** below presents the results of a calculation of the total gross expected tax revenues resulting from the ¼ penny sales tax funds that were spent on public infrastructure projects in Goshen County. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

***Table 4.6: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Goshen County***

Sales Tax	Total Taxes
County Sub-District	\$435
Special County Sub-District	\$4,422
County	\$1,660
State	\$16,571
Federal	\$35,644

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## Opportunity Cost Analysis

This section presents an opportunity cost analysis assuming that the revenue associated with the ¼ sales tax had instead remained with Goshen County households rather than being collected and spent through the sales tax initiative.<sup>6</sup> It is important to note here that an MRIO (Multi-Regional Input-Output) analysis was not run in IMPLAN, only Goshen County was included in the economic impact analysis calculations. Therefore, there are significant leakages associated with the hypothetical income event described in this section. A combination of commuters to nearby Scottsbluff, Nebraska and surrounding counties as well as a lack of local supply contribute to the significant leakages.

**Table 5.1** below shows the amount of funds collected by the sales tax for economic development that were awarded each year. This section performs an opportunity cost analysis assuming that these funds were kept by Goshen County residents in the form of income which was then assumed to be spent according to Goshen County spending and saving patterns. This analysis takes into account the fact that Goshen County residents save a portion of their income. In addition, a portion of the spending that does materialize leaks out of the county when residents purchase goods and services from outside of Goshen.

***Table 5.1: Amount of Funds Awarded Each Year from FY 2019 to FY 2023***

Fiscal Year	Funds Awarded
2019	\$220,743
2020	\$159,287

<sup>6</sup> For a jurisdictional breakdown of the opportunity cost analysis, see the appendix.

2021	\$116,200
2022	\$145,868
2023	\$97,970

Source: Go Goshen

## GOSHEN COUNTY TOTAL FUNDS

**Table 5.2** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds if that money were instead given to households in the form of additional income.

**Table 5.2: Total Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Distributed as Labor Income**

Sales Tax	Total
Output	\$320,559
Value Added	\$167,095
Labor Income	\$78,468
State & Local Taxes	\$20,294
Employment	2

Source: Estimates by CBEA. Values are in 2024 dollars.

Below, we perform the total opportunity cost analysis by public/private expenditure classification.

## GOSHEN COUNTY PRIVATE FUNDS

**Table 5.3** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds given to private businesses and organizations in Goshen County if that money were instead provided to households in the form of additional income.

**Table 5.3: Economic Impact of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Goshen County from FY 2019 to FY 2023 Distributed as Labor Income**

Sales Tax	Total
Output	\$136,764
Value Added	\$71,290
Labor Income	\$33,478
State & Local Taxes	\$8,658
Employment	0.87

Source: Estimates by CBEA. Values are in 2024 dollars.

## GOSHEN COUNTY PUBLIC FUNDS

**Table 5.4** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds for public infrastructure projects if that money were instead provided to households in the form of additional income.

***Table 5.4: Economic Impact of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Goshen County from FY 2019 to FY 2023 Distributed as Labor Income***

Sales Tax	Total
Output	\$183,795
Value Added	\$95,805
Labor Income	\$44,990
State & Local Taxes	\$11,636
Employment	1.17

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## Net Benefits

This section will provide a breakdown of the net benefits of the ¼ penny sales tax for economic development.<sup>7</sup>

## GOSHEN COUNTY TOTAL NET BENEFIT

**Table 6.1** displays the net benefits of the ¼ penny sales tax for economic development in Goshen County, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

***Table 6.1: Net Benefits of ¼ Penny Sales Tax for Economic Development in Goshen County***

Sales Tax	Total
Output	\$2,469,609
Value Added	\$1,044,241
Labor Income	\$645,724
State & Local Taxes	\$177,557
Employment	21

*Source: Estimates by CBEA. Values are in 2024 dollars.*

<sup>7</sup> For a jurisdictional breakdown of net benefits, see the appendix.

## GOSHEN COUNTY PRIVATE

**Table 6.2** displays the net benefits of the ¼ penny sales tax for economic development in Goshen County, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

***Table 6.2: Net Benefits of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Goshen County***

Sales Tax	Total
Output	\$2,088,214
Value Added	\$931,425
Labor Income	\$560,995
State & Local Taxes	\$166,104
Employment	19

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## GOSHEN COUNTY PUBLIC

**Table 6.3** displays the net benefits of the ¼ penny sales tax for economic development in Goshen County, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

***Table 6.3: Net Benefits of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Goshen County***

Sales Tax	Total
Output	\$381,395
Value Added	\$112,816
Labor Income	\$84,729
State & Local Taxes	\$11,452
Employment	2

*Source: Estimates by CBEA. Values are in 2024 dollars.*

# Study Limitations

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There are several limitations associated with this study. This section will briefly review the four most important of these limitations.

**1. Past Performance Does Not Predict Future Performance.**

The fact that this analysis finds positive net overall economic benefits associated with the most recent past associated with the sales tax initiative does not indicate that the future will also bring positive net benefits. In fact, it could be argued that benefits associated with the initiative should decrease over time if funds are spent wisely, leading to a narrowing gap between gross benefits and opportunity cost of funds. If expenditures are initially directed towards the most beneficial activities, then diminishing benefits associated with resulting program expenditures should take place as funds are subsequently allocated to activities further down the list of top funding priorities.

**2. Standard Economic Impact Analysis Cannot Fully Measure Economic Benefits and Costs.**

While standard economic impact analysis methodology is a tested and respected way to estimate economic costs and benefits, it does not fully capture the value of these variables. The above analysis used input-output methodologies to re-create inter-industry linkages and calculate the impact on a regional economy. However, true benefits and costs are subjective and cannot easily be estimated. It is possible that Goshen County residents value the forgone goods and services that would have been voluntarily purchased by the additional income that is collected through the sales tax more than what they valued the goods and services received as a result of the sales tax-funded expenditures.

**3. Goods Procured Outside of Goshen County Do in Fact Contribute Indirectly to Economic Activity Within the County.**

In this study, it was assumed that goods procured outside of Goshen County did not positively impact the Goshen County economy. This assumption was made due to the difficulty and subjective nature associated with attaching a dollar figure to these benefits. However, it is likely that at least some of these goods procured outside of the county did in fact contribute to increased economic activity within the county. Take for example, a coffee shop that purchases a coffee machine in Colorado. In this analysis, this purchase represents a leakage out of Goshen and therefore is assumed not to contribute to economic activity. However, the new coffee machine allows the shop to provide coffee to its customers which does generate economic activity.

**4. The Analysis Focuses on a Relatively Narrow Geographic Area.**

In this study, we focus on a narrow geographic area when calculating economic impacts, mainly Goshen County. This narrow geographic focus may drive the above results. If a wider geographic area were included in the analysis, such as the entire state, region, or country, there would be fewer leakages and therefore higher calculated economic impacts. It is likely that the alternative opportunity cost scenario would appear relatively more attractive as more leakages outside of the county are captured and added to the benefits figure. As a result, while the net impact analysis in this report appears mostly positive, this conclusion may change as the geographic area being analyzed widens.



## Conclusion

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*This study examined the economic impact of the FY 2019 to FY 2023 retail sales tax for economic development in Goshen County. In addition, the report provided an opportunity cost analysis had that money instead remained with Goshen County households as well as a net economic benefit analysis associated with the sales tax initiative.*

To date, the funding of economic development projects from sales tax receipts during the FY 2019 to FY 2023 period resulted in total combined gross output value during the five-year period in all of Goshen County of more than \$2.7 million with over 20 direct, indirect, and induced jobs created, generating around \$1.2 million in value added and over \$700,000 in labor income. Furthermore, over \$190,000 in state and local tax revenue was generated as a result of the economic activity made possible by investment of the sales tax proceeds. Of this over \$190,000 in state and local tax revenue, around \$56,000 was collected within Goshen County.

Gross economic benefits tell only one half of the story. In order to get a complete picture of the net economic impact of the sales tax initiative, we must consider the opportunity cost associated with the funds collected and spent by the program. The opportunity cost analysis assumed that these funds would otherwise have been kept by Goshen County residents in the form of income. This income was then assumed to be spent according to Goshen County spending and saving patterns. This analysis considers the fact that Goshen County residents save a portion of their income. In addition, a portion of the spending that does materialize leaks out of the county when residents purchase goods and services from outside of Goshen.

Total combined net output value during the five-year period in all of Goshen County equaled almost \$2.5 million with over 20 net jobs created, generating just a little over \$1 million in net value added and over almost \$650,000 in net labor income. Furthermore, over \$175,000 in net state and local tax revenue was generated as a result of the economic activity made possible by investment of the sales tax proceeds. Of this over \$175,000 in net state and local tax revenue, around \$50,000 was collected within Goshen County.

# Appendix

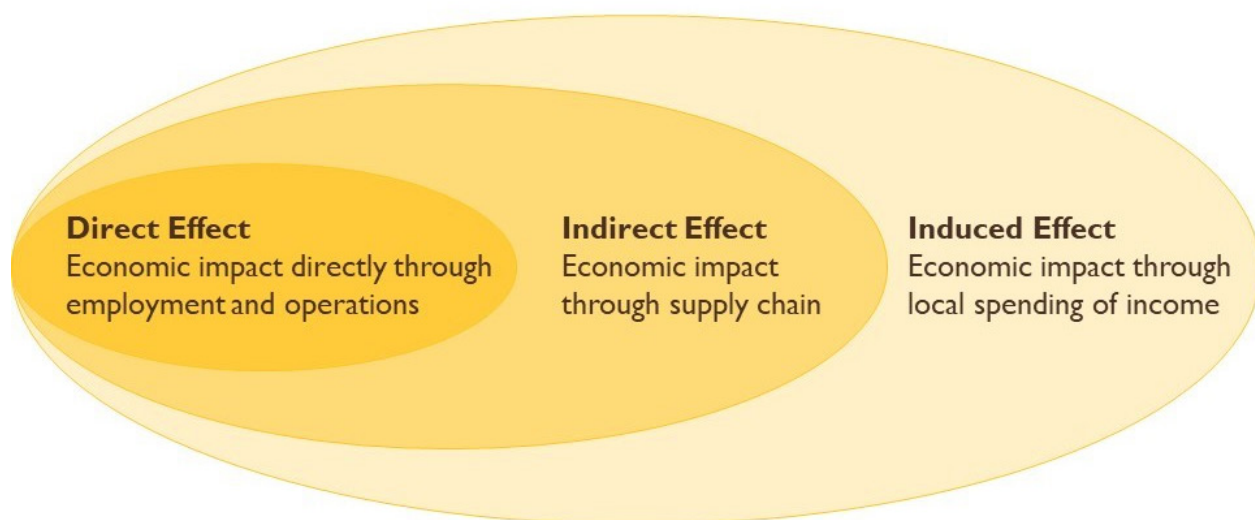
## APPENDIX A

### What is Economic Impact Analysis?

Economic impact analyses are a widely accepted research approach used to better comprehend the effect of a new event or industry changes on local and state economies. These analyses typically use input-output methodologies to re-create inter-industry linkages and calculate the impact on a regional economy.

We used the Impact Analysis for PLANning (IMPLAN) (version 3.1) software package to conduct our analysis. This software package allows us to estimate the projected effects of the increase in demand that would result from the awards made possible by the ¼ penny sales tax and the related economic activity in terms of employment, labor income, value added (i.e., increase in Goshen County's gross domestic product (GDP)), and total output (i.e., total economic impact to the county).

Modeling the economic impacts of this project requires the examination of three distinct types of effects. To illustrate, this project requires several construction jobs. These jobs, and their associated compensation and output, are what we refer to as the direct effect. Beyond this initial effect, there will also be an increase in the demand for intermediate goods needed in construction, e.g., steel. This is called the indirect effect. Further, the additional income of workers within the construction industry will lead to added economic activity in terms of buying goods and services, which, in turn, creates new economic activity in a region. In other words, individuals' spending will induce more spending, which we refer to as the induced effect. The total impact is the sum of direct, indirect, and induced effects, as illustrated in Figure A1.1. In sum, an exogenous *direct* increase in economic activity, in a given geographic area, creates a ripple effect in the economy of that area. The totality of the ripple effect is what we refer to as the *total* impact. **Tables A1** and **A2** display lists of additional economic impact analysis terminology used in this report.



**Figure A1. Total Economic Impact is the Sum of Direct, Indirect, and Induced Effects**

**Table A1. Economic Impact Analysis Terminology**

<b>Variable</b>	<b>Definition</b>
Employment	Employment refers to an industry-specific mix of full-time, part-time, and seasonal jobs. Expressed as full-time equivalents (FTE).
Labor Income	Labor income refers to all forms of employment income, including employee compensation (i.e., wages, salaries, and benefits) and proprietor income.
Value Added	Value added is the difference between an industry's total output and the cost of its intermediate inputs; it is a measure of the contribution to GDP.
Output	Output is the value of production by industry in a calendar year. It can also be described as annual revenues plus net inventory change. It is often referred to as total economic impact.
Multipliers	Multipliers describe how, for a given change in a particular industry, a resulting change will occur in the overall economy. For instance, employment multipliers describe the total jobs generated as a result of one job in the target industry.

Economic impact analyses make some key assumptions about the industry and firm, as well as how the “ripple effects” of these changes reverberate throughout the economy. Below, in Table A1.2, a brief outline of these assumptions and the resulting implications is provided.

**Table A2. Economic Impact Analysis Assumptions**

<b>Assumption</b>	<b>Description</b>
Constant Returns to Scale	The quantity of inputs needed per unit of output does not change.
No Supply Constraints	Input-output methodology assumes that there are no restrictions to inputs, raw materials, or labor needed to produce an unlimited quantity of output.
Fixed Input Structure	Changes in the economy may impact the industry's level of output, but do not impact the mix of commodities and services the industry requires to produce that output.
Fixed Technology	The same technology is used to produce each of the industry's products.
Constant Byproduct Coefficients	This is required by the fixed technology assumption. An industry will produce the same mix of goods or services regardless of the level of production.
Static Model (does not model changes over time)	The model does not include price changes and general equilibrium effects are not accounted for.

## APPENDIX B

### Breakdown of Economic Impacts by Jurisdiction, for both public and private

Below, we present specific economic impact broken down by private and public expenditure categories by jurisdiction.

#### Torrington Public and Private Funds

**Table 4.7** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent by private businesses and organizations in Torrington.

**Table 4.7: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Provided to Private Businesses and Organizations in Torrington**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$1,503,175	\$462,826	\$223,384	\$2,189,384
Value Added	\$696,737	\$175,909	\$116,501	\$989,147
Labor Income	\$418,867	\$112,836	\$54,605	\$586,308
State & Local Taxes	\$145,877	\$13,521	\$14,150	\$173,548
Employment	15	3	1	19

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.8** below presents the results of a calculation of the total gross expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Torrington by private businesses and organizations. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.8: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 from Torrington Private Businesses and Organizations**

Sales Tax	Total Taxes
County Sub-District	\$3,341
Special County Sub-District	\$33,879
County	\$12,605
State	\$123,723
Federal	\$166,839

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.9** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent on public infrastructure projects in Torrington.

**Table 4.9: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Torrington**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$86,767	\$26,428	\$12,195	\$125,389
Value Added	\$28,302	\$12,759	\$6,362	\$47,423
Labor Income	\$21,322	\$7,067	\$2,978	\$31,367
State & Local Taxes	\$1,206	\$2,625	\$773	\$4,604
Employment	0.47	0.18	0.08	0.73

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.10** below presents the results of a calculation of the total gross expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Torrington for public infrastructure projects. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.10: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Torrington**

Sales Tax	Total Taxes
County Sub-District	\$86
Special County Sub-District	\$871
County	\$329
State	\$3,318
Federal	\$8,516

Source: Estimates by CBEA. Values are in 2024 dollars.

## Fort Laramie Public and Private Funds

**Table 4.11** below shows the gross overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent by private businesses and organizations in Fort Laramie.

**Table 4.11: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Given to Private Businesses and Organizations in Fort Laramie**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$1,497	\$531	\$224	\$2,252
Value Added	\$617	\$186	\$117	\$920
Labor Income	\$427	\$113	\$55	\$594
State & Local Taxes	\$131.29	\$13.88	\$14.19	\$159.36
Employment	0.03	0.00	0.00	0.03

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.12** below presents the results of a calculation of the total gross expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Fort Laramie by private businesses and organizations. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

***Table 4.12: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 from Fort Laramie Private Businesses and Organizations***

Sales Tax	Total Taxes
County Sub-District	\$3.06
Special County Sub-District	\$31.01
County	\$11.55
State	\$113.74
Federal	\$164.06

*Source: Estimates by CBEA. Values are in 2024 dollars.*

**Table 4.13** below shows the gross overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent on public infrastructure projects in Fort Laramie.

***Table 4.13: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Fort Laramie***

Sales Tax	Direct	Indirect	Induced	Total
Output	\$51,675	\$18,573	\$6,251	\$76,499
Value Added	\$15,026	\$8,906	\$3,261	\$27,194
Labor Income	\$9,443	\$5,113	\$1,526	\$16,082
State & Local Taxes	\$1,108	\$1,646	\$396	\$3,150
Employment	0.24	0.12	0.04	0.39

*Source: Estimates by CBEA. Values are in 2024 dollars.*

**Table 4.14** below presents the results of a calculation of the gross total expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Fort Laramie for public infrastructure projects. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

***Table 4.14: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Fort Laramie***

Sales Tax	Total Taxes
County Sub-District	\$60
Special County Sub-District	\$607
County	\$227

State	\$2,256
Federal	\$4,457

Source: Estimates by CBEA. Values are in 2024 dollars.

## LaGrange Public and Private Funds

**Table 4.15** below shows the gross overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent by private businesses and organizations in LaGrange.

**Table 4.15: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Given to Private Businesses and Organizations in LaGrange**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$7,173	\$2,298	\$551	\$10,022
Value Added	\$1,720	\$875	\$287	\$2,882
Labor Income	\$748	\$578	\$135	\$1,461
State & Local Taxes	\$411	\$59	\$35	\$505
Employment	0.05	0.01	0.00	0.07

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.16** below presents the results of a calculation of the total gross expected tax revenues resulting from the ¼ penny sales tax funds that were spent in LaGrange by private businesses and organizations. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.16: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 from LaGrange Private Businesses and Organizations**

Sales Tax	Total Taxes
County Sub-District	\$9.78
Special County Sub-District	\$99.15
County	\$36.82
State	\$359.16
Federal	\$424.15

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.17** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent on public infrastructure projects in LaGrange.

**Table 4.17: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in LaGrange.**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$76,055	\$22,961	\$10,257	\$109,274
Value Added	\$26,509	\$11,338	\$5,351	\$43,199
Labor Income	\$17,850	\$6,092	\$2,505	\$26,447
State & Local Taxes	\$2,210	\$2,496	\$650	\$5,356
Employment	0.41	0.15	0.07	0.63

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.18** below presents the results of a calculation of the gross total expected tax revenues resulting from the ¼ penny sales tax funds that were spent in LaGrange for public infrastructure projects. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.18: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in LaGrange**

Sales Tax	Total Taxes
County Sub-District	\$102
Special County Sub-District	\$1,033
County	\$387
State	\$3,834
Federal	\$7,262

Source: Estimates by CBEA. Values are in 2024 dollars.

## Lingle Public and Private Funds

**Table 4.19** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent by private businesses and organizations in Lingle.

**Table 4.19: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 Given to Private Businesses and Organizations in Lingle**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$16,181	\$4,807	\$2,331	\$23,320
Value Added	\$6,721	\$1,828	\$1,216	\$9,766
Labor Income	\$4,272	\$1,267	\$569	\$6,109
State & Local Taxes	\$279	\$124	\$148	\$550
Employment	0.15	0.04	0.01	0.20

Source: Estimates by CBEA. Values are in 2024 dollars.



**Table 4.20** below presents the results of a calculation of the gross total expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Lingle by private businesses and organizations. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.20: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 from Lingle Private Businesses and Organizations**

Sales Tax	Total Taxes
County Sub-District	\$10
Special County Sub-District	\$100
County	\$38
State	\$402
Federal	\$1,645

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.21** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent on public infrastructure projects in Lingle.

**Table 4.21: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Lingle**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$70,693	\$20,479	\$10,612	\$101,784
Value Added	\$23,237	\$10,011	\$5,537	\$38,785
Labor Income	\$18,943	\$5,527	\$2,591	\$27,061
State & Local Taxes	\$848	\$2,072	\$673	\$3,592
Employment	0.45	0.13	0.07	0.65

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.22** below presents the results of a calculation of the gross total expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Lingle for public infrastructure projects. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.22: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Lingle**

Sales Tax	Total Taxes
County Sub-District	\$66
Special County Sub-District	\$676
County	\$256

State	\$2,594
Federal	\$7,198

Source: Estimates by CBEA. Values are in 2024 dollars.

## Yoder Public Funds

**Table 4.23** below shows the overall gross economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds that were spent on public infrastructure projects in Yoder.

**Table 4.23: Gross Economic Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Yoder**

Sales Tax	Direct	Indirect	Induced	Total
Output	\$62,320	\$25,382	\$7,437	\$95,139
Value Added	\$17,643	\$11,335	\$3,879	\$32,857
Labor Income	\$10,347	\$7,138	\$1,817	\$19,302
State & Local Taxes	\$2,110	\$1,428	\$471	\$4,009
Employment	0.31	0.15	0.05	0.50

Source: Estimates by CBEA. Values are in 2024 dollars.

**Table 4.24** below presents the results of a calculation of the gross total expected tax revenues resulting from the ¼ penny sales tax funds that were spent in Yoder for public infrastructure projects. Expected taxes generated by the project are broken down by county sub-district, special county sub-district, county, state, and federal taxes.

**Table 4.24: Gross Tax Revenue Impact of ¼ Penny Sales Tax Funds from FY 2019 to FY 2023 for Public Infrastructure Projects in Yoder**

Sales Tax	Total Taxes
County Sub-District	\$76
Special County Sub-District	\$773
County	\$289
State	\$2,871
Federal	\$5,411

Source: Estimates by CBEA. Values are in 2024 dollars.

## Opportunity Cost Analysis by Jurisdiction

Below, we present the results of the opportunity cost analysis by jurisdiction and by public/private expenditure classification.

## Torrington Private

**Table 5.5** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds allocated to private businesses and organizations in Torrington if that money were instead provided to households in the form of additional income.

***Table 5.5: Economic Impact of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Torrington from FY 2019 to FY 2023 Distributed as Labor Income***

Sales Tax	Total
Output	\$122,193
Value Added	\$63,694
Labor Income	\$29,911
State & Local Taxes	\$7,736
Employment	0.78

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## Torrington Public

**Table 5.6** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds for public infrastructure projects in Torrington if that money were instead allocated to households in the form of additional income.

***Table 5.6: Economic Impact of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Torrington from FY 2019 to FY 2023 Distributed as Labor Income***

Sales Tax	Total
Output	\$43,045
Value Added	\$22,437
Labor Income	\$10,537
State & Local Taxes	\$2,725
Employment	0.27

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## Fort Laramie Private

**Table 5.7** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds given to private businesses and organizations in Fort Laramie if that money were instead allocated to households in the form of additional income.

**Table 5.7: Economic Impact of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Fort Laramie from FY 2019 to FY 2023 Distributed as Labor Income**

Sales Tax	Total
Output	\$785
Value Added	\$409
Labor Income	\$192
State & Local Taxes	50
Employment	0.00

Source: Estimates by CBEA. Values are in 2024 dollars.

## Fort Laramie Public

**Table 5.8** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds for public infrastructure projects in Fort Laramie if that money were instead allocated to households in the form of additional income.

**Table 5.8: Economic Impact of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Fort Laramie from FY 2019 to FY 2023 Distributed as Labor Income**

Sales Tax	Total
Output	\$22,150
Value Added	\$11,546
Labor Income	\$5,422
State & Local Taxes	\$1,402
Employment	0.14

Source: Estimates by CBEA. Values are in 2024 dollars.

## LaGrange Private

**Table 5.9** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds given to private businesses and organizations in LaGrange if that money were instead allocated to households in the form of additional income.

**Table 5.9: Economic Impact of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in LaGrange from FY 2019 to FY 2023 Distributed as Labor Income**

Sales Tax	Total
Output	\$6,930
Value Added	\$3,612
Labor Income	\$1,696
State & Local Taxes	\$439
Employment	0.04

Source: Estimates by CBEA. Values are in 2024 dollars.

## LaGrange Public

**Table 5.10** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds for public infrastructure projects in LaGrange if that money were instead allocated to households in the form of additional income.

***Table 5.10: Economic Impact of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in LaGrange from FY 2019 to FY 2023 Distributed as Labor Income***

Sales Tax	Total
Output	\$38,168
Value Added	\$19,896
Labor Income	\$9,343
State & Local Taxes	\$2,416
Employment	0.24

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## Lingle Private

**Table 5.11** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds given to private businesses and organizations in Lingle if that money were instead allocated to households in the form of additional income.

***Table 5.11: Economic Impact of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Lingle from FY 2019 to FY 2023 Distributed as Labor Income***

Sales Tax	Total
Output	\$6,856
Value Added	\$3,574
Labor Income	\$1,678
State & Local Taxes	\$434
Employment	0.04

*Source: Estimates by CBEA. Values are in 2024 dollars.*

## Lingle Public

**Table 5.12** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds for public infrastructure projects in Lingle if that money were instead allocated to households in the form of income.

**Table 5.12: Economic Impact of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Lingle from FY 2019 to FY 2023 Distributed as Labor Income**

Sales Tax	Total
Output	\$30,451
Value Added	\$15,873
Labor Income	\$7,454
State & Local Taxes	\$1,928
Employment	0.19

Source: Estimates by CBEA. Values are in 2024 dollars.

## Yoder Public

**Table 5.13** below shows the overall economic impact from FY 2019 to FY 2023 of the ¼ penny sales tax funds for public infrastructure projects in Yoder if that money were instead allocated to households in the form of income.

**Table 5.13: Economic Impact of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Yoder from FY 2019 to FY 2023 Distributed as Labor Income**

Sales Tax	Total
Output	\$32,905
Value Added	\$17,152
Labor Income	\$8,055
State & Local Taxes	\$2,083
Employment	0.21

Source: Estimates by CBEA. Values are in 2024 dollars.

## Net Benefit Analysis by Jurisdiction

This section presents a jurisdictional breakdown of the net benefits of ¼ penny sales tax funds given to private businesses and organizations as well as public infrastructure projects.

## Torrington Private

**Table 6.4** displays the net benefits of the ¼ penny sales tax for economic development in Torrington, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.4: Net Benefits of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Torrington**

Sales Tax	Total
Output	\$2,067,191
Value Added	\$925,453
Labor Income	\$556,397
State & Local Taxes	\$165,812
Employment	18

Source: Estimates by CBEA. Values are in 2024 dollars.

### **Torrington Public**

**Table 6.5** displays the net benefits of the ¼ penny sales tax for economic development in Torrington, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.5: Net Benefits of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Torrington**

Sales Tax	Total
Output	\$82,344
Value Added	\$24,986
Labor Income	\$20,830
State & Local Taxes	\$1,879
Employment	0.46

Source: Estimates by CBEA. Values are in 2024 dollars.

### **Fort Laramie Private**

**Table 6.6** displays the net benefits of the ¼ penny sales tax for economic development in Fort Laramie, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.6: Net Benefits of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Fort Laramie**

Sales Tax	Total
Output	\$1,467
Value Added	\$511
Labor Income	\$402
State & Local Taxes	\$109
Employment	0.03

Source: Estimates by CBEA. Values are in 2024 dollars.

## Fort Laramie Public

**Table 6.7** displays the net benefits of the ¼ penny sales tax for economic development in Fort Laramie, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.7: Net Benefits of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Fort Laramie**

Sales Tax	Total
Output	\$54,349
Value Added	\$15,648
Labor Income	\$10,660
State & Local Taxes	\$1,748
Employment	0.25

Source: Estimates by CBEA. Values are in 2024 dollars.

## LaGrange Private

**Table 6.8** displays the net benefits of the ¼ penny sales tax for economic development in LaGrange, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.8: Net Benefits of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in LaGrange**

Sales Tax	Total
Output	\$3,092
Value Added	(\$730)
Labor Income	(\$235)
State & Local Taxes	\$66
Employment	0.03

Source: Estimates by CBEA. Values are in 2024 dollars.

## LaGrange Public

**Table 6.9** displays the net benefits of the ¼ penny sales tax for economic development in LaGrange, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.9: Net Benefits of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in LaGrange**

Sales Tax	Total
Output	\$71,106
Value Added	\$23,303



Labor Income	\$17,104
State & Local Taxes	\$2,940
Employment	0.39

Source: Estimates by CBEA. Values are in 2024 dollars.

## Lingle Private

**Table 6.10** displays the net benefits of the ¼ penny sales tax for economic development in Lingle, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.10: Net Benefits of ¼ Penny Sales Tax Funds Given to Private Businesses and Organizations in Lingle**

Sales Tax	Total
Output	\$16,464
Value Added	\$6,192
Labor Income	\$4,431
State & Local Taxes	\$116
Employment	0.16

Source: Estimates by CBEA. Values are in 2024 dollars.

## Lingle Public

**Table 6.11** displays the net benefits of the ¼ penny sales tax for economic development in Lingle, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

**Table 6.11: Net Benefits of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Lingle**

Sales Tax	Total
Output	\$71,333
Value Added	\$22,912
Labor Income	\$19,607
State & Local Taxes	\$1,664
Employment	0.46

Source: Estimates by CBEA. Values are in 2024 dollars.

## Yoder Public

**Table 6.12** displays the net benefits of the ¼ penny sales tax for economic development in Yoder, which are the gross benefits minus the alternative scenario displayed in section 5, which displays the opportunity cost if that money had instead remained with Goshen County households.

***Table 6.12: Net Benefits of ¼ Penny Sales Tax Funds for Public Infrastructure Projects in Yoder***

Sales Tax	Total
Output	\$62,234
Value Added	\$15,705
Labor Income	\$11,247
State & Local Taxes	\$1,926
Employment	0.29

*Source: Estimates by CBEA. Values are in 2024 dollars.*