

Where Value Meets Values: The Economic Impact of Community Colleges

Analysis of the Economic Impact and Return on Investment of Education

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Economic Modeling Specialists Intl.

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Preface

Since 2002, Economic Modeling Specialists International (EMSI) has helped address a widespread need in the U.S., Canada, the U.K., and Australia to demonstrate the impact of education. To date we have conducted more than 1,200 economic impact studies for educational institutions in the U.S. and internationally. Along the way we have worked to continuously update and improve the model to ensure that it conforms to best practices and stays relevant in today's economy.

The present study reflects the latest version of our model, representing the most up-to-date theory and practices for conducting human capital economic impact analysis. Among the most vital departures from EMSI's previous economic model is the conversion from traditional Leontief input-output multipliers to those generated by EMSI's multi-regional Social Accounting Matrix (SAM). Though Leontief multipliers are based on sound theory, they are less comprehensive and adaptable than SAM multipliers. Moving to the more robust SAM framework allows us to increase the level of sectoral detail in the model and remove any aggregation error that may have occurred under the previous framework.

Another major change in the model is the replacement of John Parr's development index with a proprietary mapping of instructional programs to detailed industries. The Parr index was a significant move forward when we first applied it in 2000 to approximate the industries where students were most likely to find employment after leaving college. Now, by mapping program completers to detailed industries, we can move from an approach based on assumptions to one based on actual occupations for which students are trained.

The new model also reflects significant changes to the calculation of the alternative education variable. This variable addresses the counterfactual scenario of what would have occurred if the publicly-funded community colleges in the U.S. did not exist, leaving the students to obtain an education elsewhere. The previous model used a small-sample regression analysis to estimate the variable. The current model goes further and measures the distance between institutions and the associated differences in tuition prices to determine the change in the students' demand for education. This methodology is a more robust approach than the regression analysis and significantly improves our estimate of alternative education opportunities.

These and other changes mark a considerable upgrade to the EMSI college impact model. With the SAM we have a more detailed view of the economy, enabling us to more accurately determine economic impacts. Many of our former assumptions have been replaced with observed data, as exemplified by the program-to-industry mapping and the revision to the alternative education variable. Further, we have researched the latest sources in order to update the background data with the most up-to-date data and information. We encourage our readers to approach us directly with any questions or comments they may have about the study so that we can continue to improve our model and keep the public dialogue open about the positive impacts of education.

Introduction

America's community colleges create value in many ways. With a wide range of program offerings, community colleges play a key role in helping students achieve their individual potential and develop the skills they need in order to have a fulfilling and prosperous career. Community colleges also provide an excellent environment for students to meet new people and make friends, while participation in college courses improves the students' self-confidence and promotes their mental health. These social and employment-related benefits have a positive influence on the health and well-being of individuals.

However, the contribution of America's community colleges consists of more than solely influencing the lives of students. The colleges' program offerings support a range of industry sectors in the U.S. and supply employers with the skilled workers they need to make their businesses more productive. The expenditures of the colleges and their international students further support the national economy through the output and employment generated by businesses. Lastly, and just as importantly, the benefits of community colleges extend as far as the national treasury in terms of increased tax receipts and decreased public sector costs.

Objective of the report

This report assesses the impact of America's public community colleges on the national economy and the return on investment for the colleges' key stakeholder groups: students, society, and taxpayers. Our approach is twofold. We begin with an economic impact analysis of the colleges using a specialized Social Accounting Matrix (SAM) model to calculate the additional income created in the U.S. as a result of increased consumer spending and the added skills of students. Results of the economic impact analysis are broken out according to the following three effects: 1) impact of the colleges' provision to international students, 2) impact of the living expenses of international students, and 3) impact of the skills acquired by former students that are still active in the U.S. workforce.

The second component of the study is a standard investment analysis to determine how money spent on community colleges performs as an investment over time. The investors in this case are students, society, and taxpayers, all of whom pay a certain amount in costs to support the educational activities at the colleges. The students' investment consists of their out-of-pocket expenses and the opportunity cost of attending college as opposed to working. Society invests in education by forgoing the services that it would have received had government not funded the colleges and the business output that it would have enjoyed had students been employed instead of studying. Taxpayers contribute their investment through government funding.

In return for these investments, students receive a lifetime of higher incomes, society benefits from an enlarged national economy and a reduced demand for social services, and taxpayers benefit from

an expanded tax base and a collection of public sector savings. To determine the feasibility of the investment, the model projects benefits into the future, discounts them back to their present value, and compares them to their present value costs. Results of the investment analysis for students, society, and taxpayers are displayed in the following five ways: 1) net present value of benefits, 2) rate of return, 3) benefit-cost ratio, 4) return on investment, and 5) payback period.

A wide array of data and assumptions are used in the study based on a number of sources, including the latest academic and financial data for 1,025 public and tribal two-year college entities that report to the Integrated Postsecondary Education Data System (IPEDS), industry and employment data from the U.S. Bureau of Labor Statistics and the U.S. Census Bureau, observations from approximately 200 sample colleges for which EMSI has recently conducted individual impact analyses, outputs of EMSI's SAM model, and a variety of published materials relating education to social behavior. The study aims to apply a conservative methodology and follows standard practice using only the most recognized indicators of investment effectiveness and economic impact.

Notes of importance

There are two notes of importance that readers should bear in mind when reviewing the findings presented in this report. First, this report is not intended to be a vehicle for comparing or ranking publicly-funded institutions. Other studies comparing the gains in income and social benefits of one institution relative to another address such questions more directly and in greater detail. Our intent is simply to provide college management teams and stakeholders with pertinent information should questions arise about the extent to which community colleges impact the national economy and generate a return on investment. Although the methodology used to derive results for individual colleges is similar to the methodology applied in this study, differences between results do not necessarily indicate that some colleges are doing a better job than others. Results are a reflection of location, student body profile, and other factors that have little or nothing to do with the relative efficiency of the community colleges. For this reason, comparing results between colleges or using the data to rank colleges is strongly discouraged.

Second, this report is useful in establishing a benchmark for future analysis, but it is limited in its ability to put forward recommendations on what community colleges can do next. The implied assumption is that colleges can effectively improve the results if they increase the number of students they serve, help students to achieve their educational goals, and remain responsive to employer needs in order to ensure that students find meaningful jobs after exiting. Establishing a strategic plan for achieving these goals, however, is not the purpose of this report.

Key findings

The results of this study show that America's community colleges have a significant positive impact on the national economy and generate a return on investment for their main stakeholder groups: students, society, and taxpayers. Using a two-pronged approach that involves an economic impact

analysis and an investment analysis, we calculate the benefits to each of these groups. Key findings of the study are as follows:

Impact on national economy

- The enhanced skills and abilities of community college students bolster the output of U.S. employers, leading to higher income and a more robust economy. The accumulated contribution of former students who were employed in the U.S. workforce in 2012 amounted to **\$806.4 billion** in added income in the national economy.
- A total of **146,500** international students relocated to the U.S. to attend America's community colleges in 2012. These students paid \$1.2 billion to the community colleges to cover the cost of their tuition and fees and purchase books and supplies. The net impact of these expenses was approximately **\$1.5 billion** in added national income.
- International students also spent money to purchase groceries, rent accommodation, pay for transport, attend sporting events, and so on. These expenditures supported U.S. businesses and added approximately **\$1.1 billion** in income to the national economy.
- The total effect of America's community colleges on the U.S. economy in 2012 was **\$809 billion**, approximately equal to **5.4%** of the nation's Gross Domestic Product.

Return on investment to students, society, and taxpayers

- Students paid a total of **\$18.7 billion** to cover the cost of tuition, fees, books, and supplies at America's community colleges in 2012. They also forwent **\$78.7 billion** in earnings that they would have generated had they been working instead of learning.
- In return for the monies invested in their college education, students will receive a present value of **\$469.3 billion** in increased earnings over their working lives. This translates to a return of **\$4.80** in higher future income for every \$1 that students pay for their education at community colleges. The corresponding internal rate of return is **17.8%**.
- Society as a whole in the U.S. will receive a present value of **\$1.1 trillion** in added income over the course of the students' working careers. Society will also benefit from **\$46.4 billion** in present value social savings related to reduced crime, lower welfare and unemployment, and increased health and well-being across the nation.
- For every dollar that federal, state, and local taxpayers spent on America's community colleges in 2012, society as a whole will receive a cumulative value of **\$25.90** in benefits, for as long as the colleges' 2012 students remain active in the U.S. workforce.
- Federal, state, and local taxpayers in the U.S. paid **\$44.9 billion** to support the operations of America's community colleges during the analysis year. The present value of the added tax revenue stemming from the students' higher lifetime incomes and the increased output of

businesses amounts to **\$285.7 billion** in benefits to taxpayers. Savings to the public sector add another **\$19.2 billion** in benefits due to a reduced demand for government-funded social services in the U.S.

- Dividing the benefits to taxpayers by the amount that they paid to support the colleges yields a **6.8** benefit-cost ratio, *i.e.*, every \$1 in costs returns **\$6.80** in benefits. In other words, taxpayers fully recover the cost of the original investment and also receive a return of **\$5.80** in addition to every dollar they paid. The average annual internal rate of return for taxpayers is **14.3%**.

Chapter 1: Profile of America's Community Colleges and the National Economy

Estimating the benefits and costs of America's public community colleges requires three types of information: 1) employee and finance data, 2) student demographic and achievement data, and 3) the economic profile of the nation. For the purpose of this study, data for 1,025 public community college entities (including tribal) were obtained from IPEDS,¹ and data on the national economy were drawn from EMSI's proprietary data modeling tools. Of the 1,025 college entities reflected in the IPEDS data, approximately 200 received individual impact studies from EMSI in the last two years. These institutions were included in EMSI's sample data and were used to draw inferences in the areas where IPEDS data were unavailable. Data and assumptions based on observations from the sample colleges are identified in the text and in the source notes.

Note that, as with any study of this nature, the strength of the analysis is in large part dependent on the quality of the data provided. Much of the information from IPEDS and from the sample data is self-reported by the colleges, and it is impossible to validate all of their responses. Different reporting methodologies also pose problems for researchers when analyzing academic and financial records from colleges. Such variations are an important limitation in the data that readers should bear in mind when reviewing the findings in this report.

1.1 Employee and finance data

1.1.1 Employee data

IPEDS provides information on the full-time, part-time, and total employment at America's community colleges. These data appear in Table 1.1. As shown, the colleges employed 123,598 full-time and 579,695 part-time faculty and staff in Fall 2011.

Table 1.1: Employee data, Fall 2011

Full-time faculty and staff	123,598
Part-time faculty and staff	579,695
Total faculty and staff	703,293

Source: IPEDS.

¹ Colleges with multiple campuses may report their data to IPEDS for each campus individually or roll up all of their campuses under one college, so the actual number of unique colleges reflected in the analysis is slightly lower. Some colleges were missing data elements in the IPEDS databases. In these cases, reasonable assumptions were made based on ratios derived from the other public community colleges in the state.

1.1.2 Revenues

Table 1.2 shows the colleges' revenue by funding source – a total of \$63.4 billion. As indicated, tuition and fees (less discounts and allowances)² comprised 16% of total revenue, local government revenue another 26%, revenue from state government 29%, federal government revenue 17%, and all other revenue (*i.e.*, auxiliary revenue, sales and services, interest, and donations) the remaining 13%. These data are critical in identifying the annual costs of educating the student body from the perspectives of students and taxpayers.

Table 1.2: Revenue by source, 2011

Funding source	Total	% of total
Tuition and fees	\$10,237,817,639	16%
Local government revenue	\$16,217,940,344	26%
State government revenue	\$18,115,094,630	29%
Federal government revenue	\$10,530,085,485	17%
All other revenue	\$8,328,431,573	13%
Total revenues	\$63,429,369,671	100%

Source: IPEDS.

1.1.3 Expenditures

The colleges' combined payroll amounted to \$33.3 billion, equal to 57% of their total expenses. Other expenditures, including capital and purchases of supplies and services, made up \$25 billion. These budget data appear in Table 1.3.

Table 1.3: Expenses by function, 2011

Expense item	Total	%
Employee payroll	\$33,342,075,006	57%
Capital depreciation	\$2,506,009,186	4%
All other expenditures	\$22,520,975,129	39%
Total expenses	\$58,369,059,322	100%

Source: IPEDS.

² In accordance with GASB accounting standards, tuition and fees in IPEDS are reported net of scholarships, discounts, and allowances, including Pell grants. However, it is not possible to remove grants and scholarships that other entities besides the institutions awarded to the students.

1.2. Student profile data

1.2.1 Demographics

The total 12-month enrollment at America's community colleges in 2012 was 11.6 million students (credit students only).³ The breakdown of the student body by gender was 44% male and 56% female, and the breakdown by ethnicity was 52% whites and 48% minorities. The students' overall average age was 23.⁴

1.2.2 Achievements

Table 1.4 summarizes the awards and degrees conferred by the colleges in 2012 and the corresponding 12-month instructional activity (measured in terms of credit hours). As indicated, the colleges served 175 master's degree completers, 12,655 bachelor's degree completers, 732,030 associate's degree completers, and 420,125 certificate completers.⁵ The total instructional activity at the colleges was 163 million credit hours, for an overall average of 14.0 credit hours per student.

Table 1.4: Number of awards/degrees conferred and total credit production, 2012

Award/degree type	Enrollments	Total credit hours	Average credit hours
Master's degree completers*	175	3,297	18.8
Bachelor's degree completers	12,655	238,434	18.8
Associate's degree completers	732,030	13,502,820	18.4
Certificate completers	420,125	7,532,087	17.9
All other enrollments	10,449,602	141,729,345	13.6
Total, all students	11,614,587	163,005,982	14.0

* All of the colleges reflected in this analysis are predominantly associate degree-granting institutions, but a few of them also award a limited number of master's degrees.

Source: Data on the number of awards/degrees conferred and total credit hours were provided by IPEDS. The average number of credit hours by award/degree type was derived from the sample colleges.

Note that the values in Table 1.4 exclude non-credit students, which are not separately reported in IPEDS. Non-credit courses and programs are an important part of many community colleges, and some colleges even receive public funding to support the operations of their non-credit programs. Without a standardized data source that separates out the academic and financial records for non-

³ Students can enroll in more than one institution in a given year, so some duplication may exist in the student counts. However, the results of the study are based more on the students' credit production and less on enrollments, so any duplication that occurs is unlikely to have a significant effect on the results.

⁴ Data on student enrollments and the breakdown by gender and ethnicity were provided by IPEDS. The students' overall average age was based on data supplied by NCES.

⁵ Students may earn more than credential during the course of a year, and there is no way to de-duplicate the data using IPEDS. The only area that would be affected by this potential duplication is the calculation of the value per credit, which can vary up or down depending on the type of award that students achieve and how far they progress between education levels.

credit students, it is impossible to include their impacts in the analysis. However, readers should bear in mind that non-credit students themselves generate economic impacts through the education and skills they acquire at the community colleges, and that the overall impacts of community colleges are likely to be much greater had non-credit students been reflected in the results.

1.3 Economic profile data

1.3.1 Gross Domestic Product

Table 1.5 summarizes the breakdown of the U.S. economy by major industrial sector, with details on labor and non-labor income. Labor income refers to wages, salaries, and proprietors' income; non-labor income refers to profits, rents, and other forms of investment income. Together, labor and non-labor income comprise the nation's total Gross Domestic Product, or GDP. As shown in Table 1.5, national GDP is approximately \$15.1 trillion, equal to the sum of labor income (\$9.3 trillion) and non-labor income (\$5.8 trillion). In Chapter 2, we use the national GDP as the backdrop against which we measure the relative impacts of community colleges on the U.S. economy.

Table 1.5: Labor and non-labor income by major industry sector in the U.S. economy, 2013

Industry sector	Labor income (millions)	Non-labor income (millions)	Total income (millions)	% of Total
Agriculture, Forestry, Fishing and Hunting	\$97,004	\$38,786	\$135,790	0.9%
Mining	\$127,308	\$184,957	\$312,265	2.1%
Utilities	\$73,202	\$223,576	\$296,778	2.0%
Construction	\$439,073	\$32,810	\$471,883	3.1%
Manufacturing	\$944,098	\$815,261	\$1,759,359	11.7%
Wholesale Trade	\$470,559	\$380,830	\$851,389	5.6%
Retail Trade	\$547,154	\$343,240	\$890,393	5.9%
Transportation and Warehousing	\$298,976	\$138,339	\$437,315	2.9%
Information	\$279,465	\$346,799	\$626,264	4.2%
Finance and Insurance	\$796,493	\$556,550	\$1,353,043	9.0%
Real Estate and Rental and Leasing	\$245,805	\$844,145	\$1,089,949	7.2%
Professional and Technical Services	\$916,836	\$231,934	\$1,148,770	7.6%
Management of Companies and Enterprises	\$262,255	\$49,522	\$311,778	2.1%
Administrative and Waste Services	\$381,011	\$81,013	\$462,024	3.1%
Educational Services	\$163,303	\$18,837	\$182,140	1.2%
Health Care and Social Assistance	\$1,028,583	\$95,861	\$1,124,444	7.5%
Arts, Entertainment, and Recreation	\$108,486	\$45,247	\$153,733	1.0%
Accommodation and Food Services	\$261,973	\$165,404	\$427,377	2.8%
Other Services (except Public Administration)	\$263,829	\$33,310	\$297,138	2.0%
Public Administration	\$1,548,672	\$252,939	\$1,801,611	11.9%
Other Non-industries	\$0	\$952,155	\$952,155	6.3%
Total	\$9,254,082	\$5,831,514	\$15,085,597	100.0%

* Data reflect the most recent year for which data are available. EMSI data are updated quarterly.

† Numbers may not add due to rounding.

Source: EMSI.

1.3.2 Jobs by industry

Table 1.6 provides the breakdown of jobs by industry in the U.S. Among the nation's non-government industry sectors, the "Health Care and Social Assistance" sector is the largest employer, supporting 19.6 million jobs or 10.9% of total employment. The second largest employer is the "Retail Trade" sector, supporting 17.8 million jobs or 9.9% of the nation's total employment. Altogether, the U.S. economy supports 179.3 million jobs.⁶

Table 1.6: Jobs by major industry sector in the U.S. economy, 2013

Industry sector	Total jobs	% of Total
Agriculture, Forestry, Fishing and Hunting	3,515,822	2.0%
Mining	1,581,717	0.9%
Utilities	575,514	0.3%
Construction	8,783,978	4.9%
Manufacturing	12,540,266	7.0%
Wholesale Trade	6,203,080	3.5%
Retail Trade	17,757,311	9.9%
Transportation and Warehousing	5,785,253	3.2%
Information	3,248,446	1.8%
Finance and Insurance	9,733,708	5.4%
Real Estate and Rental and Leasing	8,049,423	4.5%
Professional and Technical Services	12,327,954	6.9%
Management of Companies and Enterprises	2,171,376	1.2%
Administrative and Waste Services	11,172,048	6.2%
Educational Services	4,508,281	2.5%
Health Care and Social Assistance	19,612,702	10.9%
Arts, Entertainment, and Recreation	3,896,559	2.2%
Accommodation and Food Services	12,617,943	7.0%
Other Services (except Public Administration)	11,024,729	6.1%
Public Administration	24,171,188	13.5%
Total	179,277,297	100.0%

* Data reflect the most recent year for which data are available. EMSI data are updated quarterly.

† Numbers may not add due to rounding.

Source: EMSI complete employment data.

1.3.3 Earnings by education level

Table 1.7 and Figure 1.1 present mean income by education level at the midpoint of the average-aged worker's career. These numbers are derived from EMSI's complete employment data on

⁶ Job numbers reflect EMSI's complete employment data, which includes the following four job classes: 1) employees that are counted in the Bureau of Labor Statistics' Quarterly Census of Employment and Wages (QCEW), 2) employees that are not covered by the federal or state unemployment insurance (UI) system and are thus excluded from QCEW, 3) self-employed workers, and 4) extended proprietors.

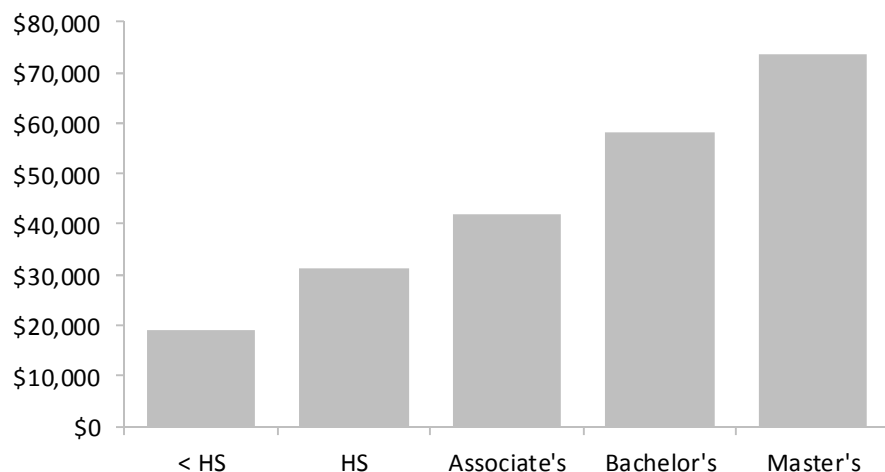
average income per worker in the nation.⁷ As shown, students who achieve an associate's degree can expect \$41,900 in income per year, approximately \$10,700 more than someone with a high school diploma. The difference between a high school diploma and the attainment of a bachelor's degree is even greater – up to \$26,900 in higher income.

Table 1.7: Expected income at the midpoint of individual's working career by education level

Education level	Income	Difference
Less than high school	\$19,100	n/a
High school or equivalent	\$31,200	\$12,100
Associate's degree	\$41,900	\$10,700
Bachelor's degree	\$58,100	\$16,200
Master's degree	\$73,600	\$15,500

Source: EMSI complete employment data.

Figure 1.1: Expected income by education level at career midpoint



1.4 Conclusion

This chapter presents the broader elements of the database used to determine the results of the study. Additional detail on data sources, assumptions, and general methods underlying the analyses are conveyed in the remaining chapters and appendices. The core of the findings is presented in the next two chapters – Chapter 2 considers the impact of community colleges on the national economy, and Chapter 3 looks at community colleges as an investment. The appendices detail a collection of miscellaneous theory and data issues.

⁷ Wage rates in the EMSI SAM model combine state and federal sources to provide earnings that reflect complete employment in the nation, including proprietors, self-employed workers, and others not typically included in federal and state data, as well as benefits and all forms of employer contributions. As such, EMSI industry earnings-per-worker numbers are generally higher than those reported by other sources.

Chapter 2: Economic Impact Analysis

America's community colleges impact the national economy in a variety of ways. The colleges are employers and buyers of goods and services. They attract monies to the U.S. that would not have otherwise entered the national economy through the expenditures of international students. Further, as primary sources of education to U.S. residents, community colleges supply trained workers to business and industry and contribute to associated increases in national output.

In this chapter we track the economic impact of America's community colleges under three headings: 1) the impact of the colleges' provision to international students; 2) the impact of international student living expenses, and 3) the impact of student productivity, comprising the added income created in the U.S. as former students expand the economy's stock of human capital.

2.1 Impact of college provision to international students

Community colleges are just like other businesses in that they employ people and make purchases for supplies and services. Faculty and staff payroll counts as part of total income in the colleges' respective service regions, and the spending of faculty and staff for groceries, apparel, and other household expenditures helps support local businesses. Community colleges are themselves purchasers of supplies and services, further supporting local vendors. Of course, some of the monies that colleges receive and spend in their service regions originally come from local sources, so the gross impact of college operations must be adjusted to account for these monies. Nonetheless, the net impact of colleges at the regional level is generally strongly positive, depending on the amount that colleges attract from outside their service regions and the extent to which they spend those monies locally.

At the national level, the situation is different. Nearly all of the colleges' funding comes from sources within the U.S., which means the impacts of the colleges' payroll and purchases do not inject new monies into the national economy. Rather, they simply represent a re-circulation of U.S. dollars. For this reason, the impact of college operations at the national level is necessarily assumed to be zero. The one notable exception is the amount collected by community colleges from international students for tuition and fees and for books and supplies. These are monies that would not have otherwise entered the U.S. economy if the community colleges did not exist. Once colleges receive these monies, they use them in the same way as they would use any other monies, *i.e.*, by paying a portion of them to their employees and using the rest to help cover their operating expenses. These expenditures then create a ripple effect that generates still more jobs and income throughout the economy.

Recognizing that the national impact of college operations is limited to the extent to which the colleges attract monies from outside the U.S., this section focuses strictly on the impact of the colleges' spending of the monies they collect from international students. In 2012, approximately

146,500 international students attended America’s community colleges and paid an estimated \$1.2 billion to the colleges for tuition and fees and books and supplies. Assuming that the colleges spent these monies proportionately to the breakdown of college spending in Table 1.3, approximately \$684.1 million (or 57%) of the monies collected from international students was used to cover the colleges’ payroll, and the remaining \$513.5 million (or 43%) was used to cover the colleges’ capital depreciation and other operating expenses.

Table 2.1 presents the impacts. The top row shows the overall labor and non-labor income in the U.S., which we use as the backdrop for gauging the relative role of the colleges in the national economy. These data are the same as the total labor and non-labor income figures provided in Table 1.5 of Chapter 1.

Table 2.1: Impact of college provision to international students

	Labor income (thousands)	Non-labor income (thousands)	Total income (thousands)	% of total income in nation
Total income in nation	\$9,254,082,495	\$5,831,514,342	\$15,085,596,837	100.0%
Initial effect	\$684,105	\$0	\$684,105	<0.1%
Multiplier effect				
Direct effect	\$281,504	\$274,422	\$555,926	<0.1%
Indirect effect	\$169,288	\$128,324	\$297,611	<0.1%
Total multiplier effect	\$450,791	\$402,746	\$853,537	<0.1%
Total effect (initial + multiplier)	\$1,134,897	\$402,746	\$1,537,643	<0.1%

Source: EMSI SAM model.

As for the impacts themselves, we follow best practice and draw the distinction between initial effects and multiplier effects. The initial effect is simple – it amounts to the \$684.1 million used by the colleges to help cover employee payroll. Note that, as public entities, community colleges do not generate property income in the traditional sense, so non-labor income is not associated with college operations under the initial effect.

Multiplier effects refer to the additional income created in the economy as the colleges and their employees spend money. They are categorized according to the following two effects: the direct effect and the indirect effect. Direct effects refer to the income created by the industries initially affected by the spending of the colleges and their employees. Indirect effects occur as the supply chain of the initial industries creates even more income.⁸

Calculating multiplier effects requires a specialized Social Accounting Matrix (SAM) model that captures the interconnection of industries, government, and households in the U.S. The EMSI SAM model contains approximately 1,100 industry sectors at the highest level of detail available in the North American Industry Classification System (NAICS), and it supplies the industry-specific

⁸ Many regional studies also include so-called “induced effects” created by consumer spending. In national models, however, induced effects are generally regarded to overstate impacts and are thus excluded from the analysis.

multipliers required to determine the impacts associated with economic activity. For more information on the EMSI SAM model and its data sources, see Appendix 3.

The first step in estimating the multiplier effect is to map the colleges' payroll and expenses to the approximately 1,100 industry sectors of the EMSI SAM model. Assuming that the spending patterns of college personnel approximately match those of the average consumer, we map the \$684.1 million in college payroll to spending on industry outputs using national household expenditure coefficients supplied by EMSI's national SAM. For the other two expenditure categories (*i.e.*, capital depreciation and all other expenditures), we again assume that the colleges' spending patterns approximately match national averages and apply the national spending coefficients for NAICS 611210 (Junior Colleges).⁹ Capital depreciation is mapped to the construction sectors of NAICS 611210 and the colleges' remaining expenditures to the non-construction sectors of NAICS 611210.

We now have three vectors detailing the spending of the monies collected by community colleges from international students: one for college payroll, another for capital items, and a third for the colleges' purchases of supplies and services. These are entered into the SAM model's multiplier matrix, which in turn provides an estimate of the associated multiplier effects on national sales. We convert the sales figures to income using income-to-sales ratios, also provided by the SAM model. Final results appear in the section labeled "Multiplier effect" in Table 2.1. Altogether, the payroll and expenses spent by the colleges to support their provision to international students creates \$450.8 million in labor income and another \$402.7 million in non-labor income through multiplier effects – a total of \$853.5 million. Adding the \$853.5 million in direct and indirect multiplier effects to the \$684.1 million in initial effects generates a total of \$1.5 billion in impacts.

2.2 Impact of international student living expenses

In addition to the monies they spend on tuition and fees and on books and supplies, international students also spend money at U.S. businesses to purchase groceries, rent accommodation, pay for transportation, and so on. These expenses supported American jobs and created new income in the national economy. The average living expenses of international students appear in the first section of Table 2.2, equal to \$8,390 per student. Multiplying the \$8,390 in annual costs by the number of international students generates gross sales of \$1.2 billion.

⁹ NAICS 611210 comprises junior colleges, community colleges, and junior college academies and schools.

Table 2.2: Average student cost of attendance and total sales generated by international students, 2012

Room and board	\$5,546
Personal expenses	\$1,612
Transportation	\$1,232
Total expenses per student (A)	\$8,390
Number of international students (B)	146,472
Gross sales generated by international students (A * B)	\$1,228,874,038

Source: Data on the cost of attendance and the number of international students supplied by IPEDS.

Estimating the impacts generated by the \$1.2 billion in international student living expenses follows a procedure similar to described in the previous section. We begin by mapping the \$1.2 billion in sales to the industry sectors in the SAM model and then run the net sales figures through the SAM model to derive multiplier effects. Finally, we convert the results to income through the application of income-to-sales ratios.

Table 2.3 presents the results. The initial effect is \$0 because the impact of international students only occurs when they spend part of their income to make a purchase. Otherwise, the students' income has no impact on the national economy. The impact of international student spending thus falls entirely under the multiplier effect, equal to a total of \$1.1 billion in added income. This value represents the direct added income created at the businesses patronized by the students and the indirect added income created by the supply chain of those businesses.

Table 2.3: Impact of international student living expenses

	Labor income (thousands)	Non-labor income (thousands)	Total income (thousands)	% of total income in nation
Total income in nation	\$9,254,082,495	\$5,831,514,342	\$15,085,596,837	100.0%
Initial effect	\$0	\$0	\$0	<0.1%
Multiplier effect				
Direct effect	\$357,189	\$367,823	\$725,012	<0.1%
Indirect effect	\$182,116	\$155,547	\$337,663	<0.1%
Total multiplier effect	\$539,305	\$523,370	\$1,062,675	<0.1%
Total effect (initial + multiplier)	\$539,305	\$523,370	\$1,062,675	<0.1%

Source: EMSI SAM model.

2.3 Impact of student productivity

The greatest economic impact of America's community colleges stems from the education, skills training, and career enhancement that they provide. Since they were established, the colleges have supplied skills training to students who have subsequently entered or re-entered the U.S. workforce. As these skills accumulated, the nation's stock of human capital expanded, boosting the competitiveness of existing industries, attracting new industries, and generally enlarging overall

output. The sum of all these several and varied effects, measured in terms of added national income, constitutes the total impact of current and past student productivity on the national economy.

The student productivity effect differs from the effect of international students in one fundamental way. Whereas international student spending depends on an annually-renewed injection of new sales in the national economy, the student productivity effect is the result of years of past instruction and the associated workforce accumulation of college skills. Should America's community colleges cease to exist, international students would no longer come to the U.S. to attend the colleges and the effect of their spending for tuition and fees, books and supplies, and living expenses would also immediately cease to exist; however, the impact of the colleges' former students would continue, as long as those students remained active in the workforce. Over time, though, students would leave the workforce, and the expanded economic output that they provide through their increased productivity would leave with them.

The initial effect of student productivity comprises two main components. The first and largest of these is the added labor income (*i.e.*, higher wages) of former students. Higher wages occur as the increased productivity of workers leads to greater business output. The reward to increased productivity does not stop there, however. Skilled workers make capital goods (*e.g.*, buildings, production facilities, equipment, *etc.*) more productive too, thereby increasing the return on capital in the form of higher profits. The second component of the initial effect thus comprises the added non-labor income (*i.e.*, higher profits) of the businesses that employ the students.

The first step in estimating the initial effect of student productivity is to determine the added labor income stemming from the students' higher wages. We begin by assembling the record of historical student headcounts at the colleges over the past 30 years,¹⁰ from 1983 to 2012. From this vector of historical enrollments we remove the number of students who are not currently active in the workforce, whether because they're still enrolled in education, or because they're unemployed, or because they're out of the workforce completely due to retirement or death. We estimate the historical employment patterns of students using the following sets of data or assumptions: 1) a set of settling-in factors to determine how long it takes the average student to settle into a career;¹¹ 2) death rates from the National Center for Health Statistics; (3) retirement rates from the Social Security Administration; and (4) unemployment rates from the Bureau of Labor Statistics. The end

¹⁰ We apply a 30-year time horizon because the data on students who attended college prior to 1983 is less reliable, and because most of the students whom the colleges served more than 30 years ago had left the workforce by 2012. Historical enrollment data for the years 2002 to 2012 come from IPEDS. The EMSI college impact model projects the historical enrollments backwards for the remaining years using the average annual change in enrollment indicated in the observed data.

¹¹ Settling-in factors are used to delay the onset of the benefits to students in order to allow time for them to find employment and settle into their careers. In the absence of hard data, we assume a range between one and three years for students who graduate with a certificate or a degree, and between zero and five years for students who do not receive an award.

result of these several computations is an estimate of the portion of students who were still actively employed as of 2012.

The next step is to transition from the number of students who were still employed to the number of skills they acquired from America's community colleges.¹² The students' production of credit hours serves as a reasonable proxy for accumulated skills. Table 1.4 in Chapter 1 provides the average number of credit hours completed per student in 2012, equal to 14.0 credit hours. Using historical credit production from IPEDS, we can also derive the average number of credit hours per student for previous years.¹³ The total number of credit hours for all years in the time horizon – 3.1 billion – appears in the top row of Table 2.4.

Table 2.4: Number of credit hours in workforce and initial labor income created in national economy

Number of credit hours in workforce	3,135,726,517
Average value per credit hour	\$174
Initial labor income, gross	\$545,905,812,469
Percent reduction for alternative education opportunities	23%
Initial labor income, net	\$421,116,435,761

Source: EMSI college impact model.

The next row in Table 2.4 shows the average value per credit hour, equal to \$174. This value represents the average increase in wages that former students received during the analysis year for every credit hour they completed at the colleges. The value per credit hour varies depending on the students' age, with the highest value applied to the credit hour production of students who had been employed the longest by 2012, and the lowest value per credit hour applied to students who were just entering the workforce. More information on the theory and calculations behind the value per credit hour appears in Appendix 4. In determining the amount of added labor income attributable to former students, we multiply the credit hour production of former students in each year of the historical time horizon times the corresponding average value per credit hour for that year, then sum the products together. This calculation yields approximately \$545.9 billion in gross labor income in increased wages received by former students in 2012 (as shown in Table 2.4).

The next row in the table shows an adjustment that we make to account for counterfactual outcomes. As discussed above, counterfactual outcomes in economic analysis represent what would have happened if a given event had not occurred. The event in this case is the training provided by

¹² Students who enroll at the colleges for more than one year were counted at least twice, if not more, in the historical enrollment data. However, credit hours remain distinct regardless of when and by whom they were earned, so there is no duplication in the credit hour counts. In calculating the impact of student productivity, it is the number of credit hours – not the number of enrollments – that drives the results. As such, the duplication in the enrollment data across years has no bearing on the study outcomes.

¹³ As with the enrollment data, only about ten years' worth of credit production data comes from IPEDs. Prior to that, the data become increasingly less reliable. For the missing years, the model assumes a constant ratio of credits to enrollments based on the weighted average number of credits per enrollee in the years for which data are available.

America's community colleges and subsequent influx of skilled labor into the national economy. Our assumption is that, if a portion of the students could have received training even if the community colleges did not exist, the higher wages that accrue to those students cannot be counted as added labor income in the nation. The adjustment for alternative education opportunities amounts to a 23% reduction of the \$545.9 billion in added labor income, meaning that 23% of the added labor income would have been generated in the U.S. anyway, even if the colleges did not exist. For more information on the calculation of the alternative education variable, see Appendix 5.

The \$421.1 billion in added labor income appears under the initial effect in the "Labor income" column of Table 2.5. To this we add an estimate for initial non-labor income. As discussed earlier in this section, businesses that employ former students of America's community colleges see higher profits as a result of the increased productivity of their capital assets. To estimate this additional income, we allocate the initial increase in labor income (\$421.1 billion) to the specific NAICS six-digit industry sectors where former students are employed. This allocation entails a process that maps completers¹⁴ to the detailed occupations for which those completers have been trained, and then maps the detailed occupations to the six-digit industry sectors in the national SAM model. Completer data comes from the Integrated Postsecondary Education Data System (IPEDS), which organizes program completions by institution according to the Classification of Instructional Programs (CIP) developed by the National Center for Education Statistics (NCES). Using a crosswalk created by NCES and the Bureau of Labor Statistics (BLS), we map the breakdown of completers by CIP code to the approximately 700 detailed occupations in the Standard Occupational Classification (SOC) system used by the BLS. We then allocate the \$421.1 billion in initial labor income effects proportionately to the SOC framework based on the occupational distribution of the completions. Finally, we apply a matrix of wages by industry and by occupation from the national SAM model to map the detailed occupational distribution of the \$421.1 billion to the NAICS six-digit industry sectors of the model.¹⁵

Once these allocations are complete, we apply the ratio of non-labor to labor income provided by the SAM model for each sector to our estimate of initial labor income. This computation yields an estimated \$119.2 billion in non-labor income attributable to the former students. Summing initial labor and non-labor income together provides the total initial effect of student productivity in the national economy, equal to approximately \$540.4 billion.

¹⁴ IPEDS defines a completer as the following: "A student who receives a degree, diploma, certificate, or other formal award. In order to be considered a completer, the degree/award must actually be conferred." IPEDS Glossary, accessed July 2013, <http://nces.ed.gov/ipeds/glossary/?text=1>.

¹⁵ For example, if the SAM model indicates that 20% of wages paid to workers in SOC 51-4121 (Welders) occur in NAICS 332313 (Plate Work Manufacturing), then we allocate 20% of the initial labor income effect under SOC 51-4121 to NAICS 332313.

Table 2.5: Impact of student productivity

	Labor income (thousands)	Non-labor income (thousands)	Total income (thousands)	% of total income in nation
Total income in nation	\$9,254,082,495	\$5,831,514,342	\$15,085,596,837	100.0%
Initial effect	\$421,116,436	\$119,247,502	\$540,363,938	3.6%
Multiplier effect				
Direct effect	\$120,607,699	\$39,599,871	\$160,207,570	1.1%
Indirect effect	\$79,375,035	\$26,407,203	\$105,782,238	0.7%
Total multiplier effect	\$199,982,734	\$66,007,074	\$265,989,808	1.8%
Total effect (initial + multiplier)	\$621,099,170	\$185,254,576	\$806,353,746	5.3%

Source: EMSI SAM model.

The next few rows of Table 2.5 show the multiplier effects of student productivity. Multiplier effects occur as students generate an increased demand for consumer goods and services through the expenditure of their higher wages. Further, as the industries where students of America's community colleges are employed increase their output, there is a corresponding increase in the demand for input from the industries in the employers' supply chain. Together, the incomes generated by the expansions in business input purchases and household spending constitute the multiplier effect of the increased productivity of former students.

To estimate multiplier effects, we convert the industry-specific income figures generated through the initial effect to sales using sales-to-income ratios from the SAM model. We then run the values through the SAM's multiplier matrix to determine the corresponding increases in industry output that occur in the nation. Finally, we convert all increases in sales back to income using the income-to-sales ratios supplied by the SAM model. The final results are \$200 billion in labor income and \$66 billion in non-labor income, for an overall total of \$266 billion in multiplier effects. The grand total impact of student productivity thus comes to \$806.4 billion, the sum of all initial and multiplier labor and non-labor income effects. The total figures appear in the last row of Table 2.5.

2.4 Summary of impacts

Table 2.6 displays the grand total impact of America's community colleges on the national economy in 2012, including the impact of the colleges' provision to international students, the impact of international student living expenses, and the impact of student productivity.

Table 2.6: Total effect, 2011-12

	Total (thousands)	% of Total
Total income in nation	\$15,085,596,837	100.0%
Impact of international students		
Impact of college provision to international students	\$1,537,643	<0.1%
Impact of international student living expenses	\$1,062,675	<0.1%
Impact of student productivity	\$806,353,746	5.3%
Total	\$808,954,064	5.4%

Source: EMSI college impact model.

These results demonstrate several important points. First, community colleges create economic impacts through the monies they spend to support their international students, through the living expenses of their international students, and through the increase in productivity as their former students remain active in the U.S. workforce. Second, the student productivity effect is by far the largest and most important impact of America's community colleges, stemming from higher incomes of students and their employers. And third, income in the U.S. would be substantially lower without the educational activities of America's community colleges.

Calculating Job Equivalents Based on Income

In this study the impacts of America's community colleges on the national economy are expressed in terms of income, specifically, the added income that would not have occurred in the nation if the colleges did not exist. Added income means that there is more money to spend, and increased spending means an increased demand for goods and services. Businesses hire more people to meet this demand, and thus jobs are created.

Not every job is the same, however. Some jobs pay more, others less. Some are full-time, others are part-time. Some jobs are year-round, others are temporary. Deciding what constitutes an actual job, therefore, is difficult to do. To address this problem, this study counts all jobs equally and reports them in terms of job equivalents, i.e., the number of average-wage jobs that a given amount of income could potentially support. Job equivalents are calculated by dividing the added income created by the colleges and their students by the average income per worker in the U.S.

Based on the added income figures from Table 2.6, the overall income created by America's community colleges during the analysis year supported 15.5 million average-wage jobs in the U.S. economy.

Chapter 3: Investment Analysis

Investment analysis is the process of evaluating total costs and measuring these against total benefits to determine whether or not a proposed venture will be profitable. If benefits outweigh costs, then the investment is worthwhile. If costs outweigh benefits, then the investment will lose money and is thus considered infeasible. In this chapter, we consider America's community colleges as an investment from the perspectives of students, society, and taxpayers.

3.1 Student perspective

Analyzing the benefits and costs of education from the perspective of students is the most obvious – they give up time and money to go to college in return for a lifetime of higher income. The cost component of the analysis thus comprises the monies students pay (in the form of tuition and fees and forgone time and money), and the benefit component focuses on the extent to which the students' incomes increase as a result of their education.

3.1.1 Calculating student costs

Student costs consist of two main items: direct outlays and opportunity costs. Direct outlays include tuition and fees, equal to \$10.2 billion from Table 1.2. Students also must pay for the cost of books and supplies. On average, full-time students spent \$1,400 each on books and supplies during the reporting year.¹⁶ Multiplying this figure times the number of full-time equivalents (FTEs) produced by America's community college students in 2012¹⁷ generates a total cost of \$7.6 billion for books and supplies.

Another component of the students' direct outlays is the interest they pay on loans. According to the National Postsecondary Student Aid Study (NPSAS), 17.6% of undergraduate students attending public two-year colleges in 2011-12 received loans at an average amount of \$4,700 per student.¹⁸ Assuming that students pay off these loans within a ten-year period at an interest rate of 5.83%, the present value of the interest comes to \$882.7 million.¹⁹

¹⁶ Based on the data supplied by IPEDS.

¹⁷ A single FTE is equal to 30 credit hours, so there were 5.4 million FTEs produced by America's community college students, equal to 163 million credit hours divided by 30.

¹⁸ David Radwin, et al, *2011-12 National Postsecondary Student Aid Study (NPSAS:12): Student Financial Aid Estimates for 2011-12*, NCES 2013-165, Institute of Education Sciences, U.S. Department of Education (Washington, DC, National Center for Education Statistics, August 2013).

¹⁹ The fixed interest rate on direct subsidized and unsubsidized loans for undergraduate students is 3.86% (see Federal Student Aid, "Loan Interest Rates by Disbursement Dates," Interest Rates and Fees, accessed December 2013, <http://studentaid.ed.gov/types/loans/interest-rates>). The Consumer Financial Protection Bureau reports that the average interest rate on private student loans is 7.8% (see Consumer Financial Protection Bureau, "Private Student Loans," August 2012. The 5.83% interest rate used in this study is an average of public and private interest rates. This

Opportunity cost is the most difficult component of student costs to estimate. It measures the value of time and earnings forgone by students who go to college rather than work. To calculate it, we need to know the difference between the students' full earning potential and what they actually earn while attending college.

We derive the students' full earning potential by weighting the average annual income levels in Table 1.7 according to the education level breakdown of the student population when they first enrolled.²⁰ However, the income levels in Table 1.7 reflect what average workers earn at the midpoint of their careers, not while attending college. Because of this, we adjust the income levels to the average age of the student population (23) to better reflect their wages at their current age.²¹ This calculation yields an average full earning potential of \$21,598 per student.

In determining what students earn while attending college, an important factor to consider is the time that they actually spend at college, since this is the only time that they are required to give up a portion of their earnings. We use the students' credit hour production as a proxy for time, under the assumption that the more credit hours students earn, the less time they have to work, and, consequently, the greater their forgone earnings. Overall, students at America's community colleges earned an average of 14.0 credit hours per student, which is approximately equal to 47% of a full academic year.²² We thus include no more than \$10,104 (or 47%) of the students' full earning potential in the opportunity cost calculations.

Another factor to consider is the students' employment status while attending college. An estimated 81% of students attending America's community colleges are employed.²³ For the 19% that are not working, we assume that they are either seeking work or planning to seek work once they complete their educational goals. By choosing to go to college, therefore, non-working students give up everything that they can potentially earn during the academic year (*i.e.*, the \$10,104). The total value of their forgone income thus comes to \$21.8 billion.

Working students are able to maintain all or part of their income while enrolled. However, many of them hold jobs that pay less than statistical averages, usually because those are the only jobs they can find that accommodate their course schedule. These jobs tend to be at entry level, such as restaurant servers or cashiers. To account for this, we assume that working students hold jobs that pay 58% of

estimate is probably on the high side given that students are more likely to take out public loans, which tend to have lower interest rates than private loans.

²⁰ The students' level of education at entry is estimated based on data supplied by EMSI's sample colleges.

²¹ We use the lifecycle earnings function identified by Jacob Mincer to scale the income levels to the students' current age. See Jacob Mincer, "Investment in Human Capital and Personal Income Distribution," *Journal of Political Economy*, vol. 66 issue 4, August 1958: 281-302. Further discussion on the Mincer function and its role in calculating the students' return on investment appears later in this chapter and in Appendix 4.

²² Equal to 14.0 credit hours divided by 30, the assumed number of credit hours in a full-time academic year.

²³ National Center for Education Statistics, "Profile of Undergraduate Students: 2007-08," NCES, September 2010.

what they would have earned had they chosen to work full-time rather than go to college.²⁴ The remaining 42% comprises the percent of their full earning potential that they forgo. Obviously this assumption varies by person – some students forego more and others less. Without knowing the actual jobs that students hold while attending, however, the 42% in forgone earnings serves as a reasonable average.

Working students also give up a portion of their leisure time in order to go to school, and mainstream theory places a value on this.²⁵ According to the Bureau of Labor Statistics American Time Use Survey, students forgo up to 1.4 hours of leisure time per day.²⁶ Assuming that an hour of leisure is equal in value to an hour of work, we derive the total cost of leisure by multiplying the number of leisure hours foregone during the academic year by the average hourly pay of the students' full earning potential. For working students, therefore, their total opportunity cost comes to \$56.9 billion, equal to the sum of their foregone income (\$40.5 billion) and foregone leisure time (\$16.4 billion).

The steps leading up to the calculation of student costs appear in Table 3.1. Direct outlays amount to \$18.7 billion, the sum of tuition and fees (\$10.2 billion) and books and supplies (\$7.6 billion). Opportunity costs for working and non-working students amount to \$78.7 billion. Summing all values together yields a total of \$97.5 billion in student costs.

Table 3.1: Student costs, 2012 (thousands)

Direct outlays	
Tuition and fees	\$10,237,818
Books and supplies	\$7,609,225
Present value of interest on loans	\$882,741
Total direct outlays	\$18,729,783
Opportunity costs	
Earnings forgone by non-working students	\$21,827,265
Earnings forgone by working students	\$40,502,015
Value of leisure time forgone by working students	\$16,418,483
Total opportunity costs	\$78,747,764
Total student costs	\$97,477,546

Source: Based on data supplied by IPEDS, EMSI's sample colleges, and outputs of the EMSI college impact model.

²⁴ The 58% assumption is based on the average hourly wage of the jobs most commonly held by working students divided by the national average hourly wage. Occupational wage estimates are published by the Bureau of Labor Statistics (see http://www.bls.gov/oes/current/oes_nat.htm).

²⁵ See James M. Henderson and Richard E. Quandt, *Microeconomic Theory: A Mathematical Approach* (New York: McGraw-Hill Book Company, 1971).

²⁶ "Charts by Topic: Leisure and sports activities," Bureau of Labor Statistics American Time Use Survey, last modified November 2012, accessed July 2013, <http://www.bls.gov/TUS/CHARTS/LEISURE.HTM>.

3.1.2 Linking education to earnings

Having estimated the costs of education to students, we weigh these costs against the benefits that students receive in return. The relationship between education and earnings is well documented and forms the basis for determining student benefits. As shown in Table 1.7, mean income levels at the midpoint of the average-aged worker's career increase as people achieve higher levels of education. The differences between income levels define the upper bound benefits of moving from one education level to the next.²⁷

A key component in determining the students' return on investment is the value of their future benefits stream, *i.e.*, what they can expect to earn in return for the investment they make in education. We calculate the future benefits stream to students first by determining their average annual increase in income, equal to \$31.9 billion. This value represents the higher income that accrues to students at the midpoint of their careers and is calculated based on the marginal wage increases of the credit hours that students complete while attending college. For a full description of the methodology used to derive the \$31.9 billion, see Appendix 4.

The second step is to project the \$31.9 billion annual increase in income into the future, for as long as students remain in the workforce. We do this by applying a set of scalars derived from the slope of the earnings function developed by Jacob Mincer to predict the change in earnings at each age in an individual's working career.²⁸ Appendix 4 provides more information on the Mincer function and how it is used to predict future earnings growth. With the \$31.9 billion representing the students' higher earnings at the midpoint of their careers, we apply scalars from the Mincer function to yield a stream of projected future benefits that gradually increase from the time students enter the workforce, come to a peak shortly after the career midpoint, and then dampen slightly as students approach retirement at age 67. This earnings stream appears in Column 2 of Table 3.2.

Table 3.2: Projected benefits and costs, student perspective

1	2	3	4	5	6
Year	Gross added income to students (millions)	Less adjustments (millions)*	Net added income to students (millions)	Student costs (millions)	Net cash flow (millions)
0	\$20,061	11%	\$2,173	\$97,478	-\$95,304
1	\$20,895	16%	\$3,308	\$0	\$3,308
2	\$21,732	25%	\$5,378	\$0.0	\$5,378
3	\$22,572	40%	\$9,005	\$0.0	\$9,005
4	\$23,411	60%	\$14,160	\$0.0	\$14,160
5	\$24,247	92%	\$22,291	\$0.0	\$22,291

²⁷ As discussed in Appendix 4, the upper bound benefits of education must be controlled for participant characteristics that also correlate with future wage increases, including inherent ability, socioeconomic status, and family background.

²⁸ See Mincer, 1958.

Table 3.2: Projected benefits and costs, student perspective

1	2	3	4	5	6
Year	Gross added income to students (millions)	Less adjustments (millions)*	Net added income to students (millions)	Student costs (millions)	Net cash flow (millions)
6	\$25,078	92%	\$23,110	\$0.0	\$23,110
7	\$25,901	92%	\$23,918	\$0.0	\$23,918
8	\$26,714	93%	\$24,713	\$0.0	\$24,713
9	\$27,514	93%	\$25,493	\$0.0	\$25,493
10	\$28,298	93%	\$26,255	\$0.0	\$26,255
11	\$29,064	93%	\$26,996	\$0.0	\$26,996
12	\$29,809	93%	\$27,713	\$0.0	\$27,713
13	\$30,530	93%	\$28,404	\$0.0	\$28,404
14	\$31,224	93%	\$29,065	\$0.0	\$29,065
15	\$31,890	93%	\$29,694	\$0.0	\$29,694
16	\$32,525	93%	\$30,286	\$0.0	\$30,286
17	\$33,125	93%	\$30,840	\$0.0	\$30,840
18	\$33,690	93%	\$31,352	\$0.0	\$31,352
19	\$34,216	93%	\$31,820	\$0.0	\$31,820
20	\$34,702	93%	\$32,239	\$0.0	\$32,239
21	\$35,145	93%	\$32,609	\$0.0	\$32,609
22	\$35,545	93%	\$32,926	\$0.0	\$32,926
23	\$35,898	92%	\$33,190	\$0.0	\$33,190
24	\$36,205	92%	\$33,398	\$0.0	\$33,398
25	\$36,463	92%	\$33,549	\$0.0	\$33,549
26	\$36,671	92%	\$33,641	\$0.0	\$33,641
27	\$36,829	91%	\$33,672	\$0.0	\$33,672
28	\$36,936	91%	\$33,642	\$0.0	\$33,642
29	\$36,992	91%	\$33,551	\$0.0	\$33,551
30	\$36,995	90%	\$33,399	\$0.0	\$33,399
31	\$36,947	90%	\$33,188	\$0.0	\$33,188
32	\$36,848	89%	\$32,918	\$0.0	\$32,918
33	\$36,697	89%	\$32,588	\$0.0	\$32,588
34	\$36,496	88%	\$32,199	\$0.0	\$32,199
35	\$36,245	88%	\$31,751	\$0.0	\$31,751
36	\$35,945	87%	\$31,245	\$0.0	\$31,245
37	\$35,598	86%	\$30,682	\$0.0	\$30,682
38	\$35,205	85%	\$30,063	\$0.0	\$30,063
39	\$34,768	85%	\$29,390	\$0.0	\$29,390
40	\$34,288	84%	\$28,667	\$0.0	\$28,667
41	\$33,767	83%	\$27,895	\$0.0	\$27,895
42	\$32,612	26%	\$8,373	\$0.0	\$8,373
43	\$31,983	7%	\$2,252	\$0.0	\$2,252
Present value			\$469,296	\$97,478	\$371,819
Internal rate of return					17.8%

Table 3.2: Projected benefits and costs, student perspective

1	2	3	4	5	6
Year	Gross added income to students (millions)	Less adjustments (millions)*	Net added income to students (millions)	Student costs (millions)	Net cash flow (millions)
Benefit-cost ratio					4.8
Return on investment					3.8
Payback period (no. of years)					7.8

* Includes the “settling-in” factors and attrition.

Source: EMSI college impact model.

As shown in Table 3.2, the \$31.9 billion in gross added income occurs at Year 15, which is the approximate midpoint of the students’ future working careers, given the average age of the student population and an assumed retirement age of 67. In accordance with Mincer function, the gross added income that accrues to students in the years leading up to the midpoint is less than \$31.9 billion, and the gross added income in the years after the midpoint is greater than \$31.9 billion.

The final step in calculating the students’ future benefits stream is to net out the potential benefits generated by students who are either not yet active in the workforce or who leave the workforce over time. This adjustment appears in Column 3 of Table 3.2 and represents the percentage of the 2012 student population that will be employed in the workforce in a given year. Note that the percentages in the first five years of the time horizon are relatively lower than those in subsequent years. This is because many students delay their entry into the workforce, either because they are still enrolled at the colleges or because they are unable to find a job immediately upon graduation. Accordingly, we apply a set of “settling-in” factors to account for the time needed by students to find employment and settle into their careers. As discussed in Chapter 2, settling-in factors delay the onset of the benefits by one to three years for students who graduate with a certificate or a degree, and by zero to five years for students who do not receive an award.

Beyond the first five years of the time horizon, students will leave the workforce over time for any number of reasons, whether because of death, retirement, or unemployment. We estimate the rate of attrition using the same data and assumptions applied in the calculation of the attrition rate in the economic impact analysis of Chapter 2.²⁹ The likelihood that students leave the workforce increases as they age, so the attrition rate is more aggressive near the end of the time horizon than in the beginning. Column 4 of Table 3.2 shows the net added income to students after accounting for both the settling-in patterns and attrition.

²⁹ See the discussion of the student productivity effect in Chapter 2. The main sources for deriving the attrition rate are the National Center for Health Statistics, the Social Security Administration, and the Bureau of Labor Statistics.

3.1.3 Return on investment to students

Having estimated the students' costs and their future benefits stream, the next step is to discount the results to the present to reflect the time value of money. For the student perspective we assume a discount rate of 4.5% (see the "Discount Rate" box).³⁰ The present value of the benefits is then compared to student costs to derive the investment analysis results, expressed in terms of internal rate of return, benefit-cost ratio, return on investment, and payback period. The investment is feasible if returns match or exceed the minimum threshold values, *i.e.*, a rate of return that exceeds the discount rate, a benefit-cost ratio greater than 1, a return on investment greater than 0, and a reasonably short payback period.

Discount Rate

The discount rate is a rate of interest that converts future costs and benefits to present values. For example, \$1,000 in higher earnings realized 30 years in the future is worth much less than \$1,000 in the present. All future values must therefore be expressed in present value terms in order to compare them with investments (i.e., costs) made today. The selection of an appropriate discount rate, however, can become an arbitrary and controversial undertaking. As suggested in economic theory, the discount rate should reflect the investor's opportunity cost of capital, i.e., the rate of return one could reasonably expect to obtain from alternative investment schemes. In this study we assume a 4.5% discount rate from the student perspective and a 1.1% discount rate from the taxpayer perspective. The discount rate for taxpayers is lower than it is for students because governments are large and can therefore spread their risks over a larger and more diverse investment portfolio than the private sector can.

In Table 3.2, the net added income that accrues to students yields a cumulative discounted sum of approximately \$469.3 billion, the present value of all of the future income increments (see the bottom section of Column 4). This may also be interpreted as the gross capital asset value of the students' higher income stream. In effect, the aggregate 2012 student body is rewarded for their investment in America's community colleges with a capital asset valued at \$469.3 billion.

The students' cost of attending college is shown in Column 5 of Table 3.2, equal to a present value of \$97.5 billion. Comparing student costs with the present value of benefits thus yields a student benefit-cost ratio of 4.8 (equal to \$469.3 billion in benefits divided by \$97.5 billion in costs). Note that, with the exception of the students' interest on loans, costs only occur in the single analysis year and are thus already in current year dollars. To accurately include the students' future interest payments in the cost calculations, we only report them in present value terms in Table 3.1.

The return on investment – or frequently referred to as "ROI" – is similar to the benefit-cost ratio except that the numerator used in the calculation is the net present value of the benefits, as opposed

³⁰ The student discount rate is derived from the baseline forecasts for the ten-year zero coupon bond discount rate published by the Congressional Budget Office. See the Congressional Budget Office, Student Loan and Pell Grant Programs - March 2012 Baseline, Congressional Budget Office Publications, last modified March 13, 2012, accessed July 2013, http://www.cbo.gov/sites/default/files/cbofiles/attachments/43054_StudentLoanPellGrantPrograms.pdf.

to the present value. This removes the cost of the investment from the numerator in order to derive the net return, *i.e.*, the amount that investors receive over and above each dollar of their original investment. ROI can also be derived simply by subtracting 1 from the benefit-cost ratio. A positive ROI means that the investment is profitable. In the case of America's community college students, an ROI of 3.8 means that the students receive an additional \$3.80 in present value terms for every dollar they invest in the colleges.

Another way to compare the same benefits stream and associated cost is to compute the rate of return. The rate of return indicates the interest rate that a bank would have to pay a depositor to yield an equally attractive stream of future payments.³¹ Table 3.2 shows students earning average returns of 17.8% on their investment of time and money. This is a favorable return compared, for example, to approximately 1% on a standard bank savings account, or 7% on stocks and bonds (thirty-year average return).

Note that returns reported in this study are real returns, not nominal. When a bank promises to pay a certain rate of interest on a savings account, it employs an implicitly nominal rate. Bonds operate in a similar manner. If it turns out that the inflation rate is higher than the stated rate of return, then money is lost in real terms. In contrast, a real rate of return is on top of inflation. For example, if inflation is running at 3% and a nominal percentage of 5% is paid, then the real rate of return on the investment is only 2%. In Table 3.2, the 17.8% student rate of return is a real rate. With an inflation rate of 2.5% (the average rate reported over the past 20 years as per the U.S. Department of Commerce, Consumer Price Index), the corresponding nominal rate of return is 20.3%, substantially higher than what is reported in Table 3.2.

The payback period is defined as the length of time it takes to entirely recoup the initial investment.³² Beyond that point, returns are what economists would call "pure costless rent." As indicated in Table 3.2, students at America's community colleges see, on average, a payback period of 7.8 years on their forgone earnings and out-of-pocket costs.

³¹ Rates of return are computed using the familiar "internal rate of return" calculation. Note that, with a bank deposit or stock market investment, the depositor puts up a principal, receives in return a stream of periodic payments, and then recovers the principal at the end. Someone who invests in education, on the other hand, receives a stream of periodic payments that include the recovery of the principal as part of the periodic payments, but there is no principal recovery at the end. These differences notwithstanding, comparable cash flows for both bank and education investors yield the same internal rate of return.

³² Payback analysis is generally used by the business community to rank alternative investments when safety of investments is an issue. Its greatest drawback is that it takes no account of the time value of money. The payback period is calculated by dividing the cost of the investment by the net return per period. In this study, the cost of the investment includes tuition and fees plus the opportunity cost of time – it does not take into account student living expenses or interest on loans.

3.2 Social perspective

Society as a whole in the U.S. benefits from the education that America's community colleges provide through the income that students create and through the savings that they generate through their improved lifestyles. To receive these benefits, however, members of society must pay money and forgo services that they would have otherwise enjoyed if the community colleges did not exist. Society's investment in the colleges stretches across a number of investor groups, from students to employers to taxpayers. Of these groups, taxpayers are the most uniquely motivated to invest in community colleges, not for the monetary gains they expect to receive in return (although this is certainly a consideration), but for the well-being of society as a whole. From the social perspective, therefore, we weigh the benefits to society that are generated by America's community colleges against the funding received by the colleges from federal, state, and local taxpayers, equal to \$44.9 billion (see Table 1.2). This comprises the cost component of the analysis.

On the benefits side, any benefits that accrue to society as a whole – including students, employers, taxpayers, and anyone else who stands to benefit from the activities of America's community colleges – are counted as benefits under the social perspective. We group these benefits under the following broad headings: 1) increased income in the nation, and 2) social externalities stemming from improved health, reduced crime, and reduced unemployment (see the “Beekeeper Analogy” box for a discussion of externalities). Both of these benefits components are described more fully in the following sections.

Beekeeper Analogy

Beekeepers provide a classic example of positive externalities (sometimes called “neighborhood effects”). The beekeeper’s intention is to make money selling honey. Like any other business, receipts must at least cover operating costs. If they don’t, the business shuts down.

But from society’s standpoint there is more. Flowers provide the nectar that bees need for honey production, and smart beekeepers locate near flowering sources such as orchards. Nearby orchard owners, in turn, benefit as the bees spread the pollen necessary for orchard growth and fruit production. This is an uncompensated external benefit of beekeeping, and economists have long recognized that society might actually do well to subsidize positive externalities such as beekeeping.

Educational institutions are like beekeepers. While their principal aim is to provide education and raise people’s incomes, in the process an array of external benefits are created. Students’ health and lifestyles are improved, and society indirectly benefits just as orchard owners indirectly benefit from beekeepers. Aiming at a more complete accounting of the benefits of taxpayer expenditures on education, the college impact model tracks and accounts for many of these external social benefits.

It is important to note that by comparing benefits to society against costs to taxpayers, we are including more benefits than a standard investment analysis typically allows. As such, most of the standard measures used in investment analysis (*i.e.*, the net present value, rate of return, return on

investment, and payback period) no longer apply. Under the social perspective, we only present the benefit-cost ratio, recognizing that the benefits component accrues to a lot more people than just the taxpayers and that, because of this, the results calculated on the basis of those benefits should be viewed strictly as a comparison between public benefits and taxpayer costs.

3.2.1 Income growth in the nation

In the process of absorbing the newly-acquired skills of community college students, not only does the productivity of the U.S. workforce increase, but so does the productivity of its physical capital and assorted infrastructure. Students earn more because of the skills they learned while attending college, and businesses earn more because student skills make capital more productive (*i.e.*, buildings, machinery, and everything else). This in turn raises profits and other business property income. Together, increases in labor and non-labor (*i.e.*, capital) income are considered the effect of a skilled workforce.

Estimating the effect of America's community colleges on national income growth begins with the present value of the students' future income stream, which is displayed in Column 4 of Table 3.2. As labor income increases, so does non-labor income, which consists of monies gained through investments. To calculate the growth in non-labor income, we multiply the increase in labor income by a ratio of the nation's Gross Domestic Product to total labor income in the nation. Note that we do not include multiplier effects in accordance with the guidelines recommended by the Office of Management and Budget (OMB) for conducting public sector investment analyses at the national level.

The sum of the students' higher incomes and increases in non-labor income comprises the gross added income that accrues to society as a whole in the U.S. To this we apply a reduction factor to account for the students' alternative education opportunities. This is the same adjustment that we use in the calculation of the student productivity effect in Chapter 2 and is designed to account for the counterfactual scenario where America's community colleges do not exist. The assumption in this case is that any benefits generated by students who could have received an education even without the colleges cannot be counted as new benefits to society.³³ For this analysis, we assume an alternative education variable of 23%, meaning that 23% of the student population would have generated benefits anyway even without the colleges. For more information on the calculation of the alternative education variable, see Appendix 5.

Another adjustment – the “shutdown point” – nets out benefits that are not directly linked to the federal, state, and local government costs of supporting the colleges. As with the alternative education variable, the purpose of this adjustment is to account for counterfactual scenarios, in this

³³ A situation in which there were no public institutions in the nation is virtually impossible. The adjustment is entirely hypothetical and is used merely to examine America's community colleges in standard investment analysis terms by accounting for benefits that would have occurred anyway, even if the colleges did not exist.

case, the situation where public funding for the colleges did not exist. To estimate the shutdown point, we apply a sub-model that simulates the students' demand curve for education by reducing government support to zero and progressively increasing student tuition and fees. As student tuition and fees increase, enrollment declines. For America's community colleges, the shutdown point adjustment is 0%, meaning that the colleges could not operate without taxpayer support. For more information on the theory and methodology behind the estimation of the shutdown point, see Appendix 7.

After adjusting for attrition, alternative education opportunities, and the shutdown point, we calculate the present value of the future added income that occurs in the nation, equal to \$1.1 trillion (this value appears again later in this chapter in Table 3.3). Recall from the discussion of the student return on investment that the present value represents the sum of the future benefits that accrue each year over the course of the time horizon, discounted to current year dollars to account for the time value of money. The discount rate in this case is 1.1%, the real treasury interest rate recommended by the Office for Management and Budget (OMB) for 30-year investments.³⁴

3.2.2 Social savings

In addition to the creation of higher income in the nation, education is statistically associated with a variety of lifestyle changes that generate social savings, also known as external or incidental benefits of education. These represent the avoided costs that would have otherwise been drawn from private and public resources absent the education provided by America's community colleges. Social benefits appear in Table 3.3 and break down into three main categories: 1) health savings, 2) crime savings, and 3) welfare and unemployment savings. Health savings include avoided medical costs, lost productivity, and other effects associated with smoking, alcoholism, obesity, mental illness, and drug abuse. Crime savings consist of avoided costs to the justice system (*i.e.*, police protection, judicial and legal, and corrections), avoided victim costs, and benefits stemming from the added productivity of individuals who would have otherwise been incarcerated. Welfare and unemployment benefits comprise avoided costs due to the reduced number of social assistance and unemployment insurance claims.

The model quantifies social savings by calculating the probability at each education level that individuals will have poor health, commit crimes, or claim welfare and unemployment benefits. Deriving the probabilities involves assembling data from a variety of studies and surveys analyzing the correlation between education and health, crime, welfare, and unemployment at the national level. We spread the probabilities across the education ladder and multiply the marginal differences by the number of students who achieved credit hours at each step. The sum of these marginal differences counts as the upper bound measure of the number of students who, due to the

³⁴ See the Office of Management and Budget, Real Treasury Interest Rates in "Table of Past Years Discount Rates" from Appendix C of OMB Circular No. A-94 (revised December 2012).

education they received at America's community colleges, will not have poor health, commit crimes, or claim welfare and unemployment benefits. We dampen these results by the "ability bias" adjustment discussed earlier in this chapter and in Appendix 4 to account for other factors besides education that influence individual behavior. We then multiply the marginal effects of education times the associated costs of health, crime, welfare, and unemployment.³⁵ Finally, we apply the same adjustments for attrition, alternative education, and the shutdown point to derive the net savings to society.

Table 3.3 displays the results of the analysis. The first row shows the added income created in the nation, equal to \$1.1 trillion. Social savings appear next, beginning with a breakdown of savings related to health. These savings amount to a present value of \$37.5 billion, including savings due to a reduced demand for medical treatment and social services, improved worker productivity and reduced absenteeism, and a reduced number of vehicle crashes and fires induced by alcohol or smoking-related incidents. Crime savings sum to \$8.3 billion, including savings associated with a reduced number of crime victims, added worker productivity, and reduced expenditures for police and law enforcement, courts and administration of justice, and corrective services. Finally, the present value of the savings related to welfare and unemployment amount to \$546.9 million, stemming from a reduced number of persons in need of income assistance. All told, social savings amounted to \$46.4 billion in benefits to society as a whole in the U.S.

³⁵ For a full list of the data sources used to calculate the social externalities, see Appendix 1. See also Appendix 8 for a more in-depth description of the methodology.

Table 3.3: Present value of the future added income and social savings in the nation (thousands)

Added Income	\$1,116,074,749
Social Savings	
Health	
Smoking	\$21,190,238
Alcoholism	\$1,731,265
Obesity	\$10,782,611
Mental illness	\$1,959,512
Drug abuse	\$1,867,700
Total health savings	\$37,531,326
Crime	
Criminal Justice System savings	\$6,504,606
Crime victim savings	\$442,383
Added productivity	\$1,360,386
Total crime savings	\$8,307,376
Welfare/unemployment	
Welfare savings	\$459,491
Unemployment savings	\$87,434
Total welfare/unemployment savings	\$546,924
Total social savings	\$46,385,626
Total, added income + social savings	\$1,162,460,375

Source: EMSI college impact model.

The sum of the social savings and the added income in the nation is \$1.2 trillion, as shown in the bottom row of Table 3.3. These savings accrue for years out into the future, for as long as the 2012 student population at America's community colleges remains in the workforce.

3.2.3 Benefit-cost ratio to society

The \$1.2 trillion in present value benefits re-appears at the bottom of Column 2 in Table 3.4. Federal, state, and local government support of America's community colleges is listed in the next column, equal to \$44.9 billion. Note that, unlike streams of benefits that go on into the future, the government contribution of \$44.9 billion was made in the single reporting year. Its present value and nominal dollar value are thus the same.

Table 3.4: Projected benefits and costs, social perspective

Year	Benefits to society (millions)	Gov't costs (millions)	Net cash flow (millions)
0	\$2,887	\$44,863	-\$41,977
1	\$4,328	\$0.0	\$4,328
2	\$7,019	\$0.0	\$7,019
3	\$11,727	\$0.0	\$11,727
4	\$18,403	\$0.0	\$18,403
5	\$28,917	\$0.0	\$28,917
6	\$29,926	\$0.0	\$29,926

Table 3.4: Projected benefits and costs, social perspective

Year	Benefits to society (millions)	Gov't costs (millions)	Net cash flow (millions)
7	\$30,922	\$0.0	\$30,922
8	\$31,903	\$0.0	\$31,903
9	\$32,864	\$0.0	\$32,864
10	\$33,802	\$0.0	\$33,802
11	\$34,715	\$0.0	\$34,715
12	\$35,598	\$0.0	\$35,598
13	\$36,448	\$0.0	\$36,448
14	\$37,261	\$0.0	\$37,261
15	\$38,034	\$0.0	\$38,034
16	\$38,762	\$0.0	\$38,762
17	\$39,442	\$0.0	\$39,442
18	\$40,071	\$0.0	\$40,071
19	\$40,645	\$0.0	\$40,645
20	\$41,159	\$0.0	\$41,159
21	\$41,611	\$0.0	\$41,611
22	\$41,999	\$0.0	\$41,999
23	\$42,320	\$0.0	\$42,320
24	\$42,572	\$0.0	\$42,572
25	\$42,754	\$0.0	\$42,754
26	\$42,862	\$0.0	\$42,862
27	\$42,895	\$0.0	\$42,895
28	\$42,852	\$0.0	\$42,852
29	\$42,734	\$0.0	\$42,734
30	\$42,541	\$0.0	\$42,541
31	\$42,274	\$0.0	\$42,274
32	\$41,933	\$0.0	\$41,933
33	\$41,519	\$0.0	\$41,519
34	\$41,032	\$0.0	\$41,032
35	\$40,471	\$0.0	\$40,471
36	\$39,838	\$0.0	\$39,838
37	\$39,133	\$0.0	\$39,133
38	\$38,359	\$0.0	\$38,359
39	\$37,519	\$0.0	\$37,519
40	\$36,615	\$0.0	\$36,615
41	\$35,650	\$0.0	\$35,650
42	\$10,715	\$0.0	\$10,715
43	\$2,884	\$0.0	\$2,884
Present value	\$1,162,460	\$44,863	\$1,117,597
Benefit-cost ratio			25.9

Source: EMSI college impact model.

Having now defined the present values of costs and benefits, the model forms a benefit-cost ratio of roughly 25.9 (= \$1.2 trillion worth of benefits ÷ \$44.9 billion worth of federal, state, and local

government support). Recall that this ratio reflects the measure of all benefits generated regardless of to whom they may accrue. Students are the beneficiaries of higher income, employers are beneficiaries of lower absenteeism and increased worker productivity, still others are beneficiaries of improved health, and so on. These are widely-dispersed benefits that do not necessarily return to taxpayers, who pay costs at full measure. Inasmuch as investors and beneficiaries are not the same individuals, measures common to standard investment analyses such as rate of return, return on investment, and payback period no longer apply. From the social perspective, therefore, the benefit-cost ratio should be viewed strictly as a comparison between public benefits and taxpayer costs.

3.3 Taxpayer perspective

From the taxpayer perspective, the pivotal step here is to limit overall public benefits shown in Tables 3.3 and 3.4 to those that specifically accrue to federal, state, and local governments. For example, benefits resulting from income growth are limited to increased tax payments. Similarly, savings related to improved health, reduced crime, and fewer welfare and unemployment claims are limited to those received strictly by government. In all instances, benefits to private residents and businesses are excluded.

3.3.1 Benefits to taxpayers

Table 3.5 presents the present value of the benefits to taxpayers. Added tax revenue appears in the first row. These figures are derived by multiplying the income growth figures from Table 3.3 by the prevailing tax rates in the U.S. For the social externalities, we claim only the benefits that reduce the demand for government-supported social services, or the benefits resulting from improved productivity among government employees. The present value of future tax revenues and government savings thus comes to approximately \$304.9 billion.

Table 3.5: Present value of added tax revenue and government savings (thousands)

Added tax revenue	\$285,715,136
Government savings	
Health-related savings	\$11,925,499
Crime-related savings	\$6,732,267
Welfare/unemployment-related savings	\$546,924
Total government savings	\$19,204,690
Total taxpayer benefits	\$304,919,826

Source: EMSI college impact model.

3.3.2 Return on investment

Taxpayer costs are reported in Table 3.6 and come to \$44.9 billion, equal to the federal, state, and local government contribution to America's community colleges (note that this number is repeated from Table 3.4). In return for their public support, therefore, taxpayers are rewarded with an

investment benefit-cost ratio of 6.8 ($= \$304.9 \text{ billion} \div \44.9 billion). The return on investment thus comes to 5.8, indicating a profitable investment.

Table 3.6: Projected benefits and costs, taxpayer perspective

1	2	3	4
Year	Taxpayer benefits (millions)	Gov't costs (millions)	Net cash flow (millions)
0	\$768	\$44,863	-\$44,095
1	\$1,149	\$0.0	\$1,149
2	\$1,862	\$0.0	\$1,862
3	\$3,106	\$0.0	\$3,106
4	\$4,869	\$0.0	\$4,869
5	\$7,643	\$0.0	\$7,643
6	\$7,902	\$0.0	\$7,902
7	\$8,158	\$0.0	\$8,158
8	\$8,409	\$0.0	\$8,409
9	\$8,655	\$0.0	\$8,655
10	\$8,896	\$0.0	\$8,896
11	\$9,130	\$0.0	\$9,130
12	\$9,356	\$0.0	\$9,356
13	\$9,574	\$0.0	\$9,574
14	\$9,782	\$0.0	\$9,782
15	\$9,980	\$0.0	\$9,980
16	\$10,167	\$0.0	\$10,167
17	\$10,341	\$0.0	\$10,341
18	\$10,502	\$0.0	\$10,502
19	\$10,648	\$0.0	\$10,648
20	\$10,780	\$0.0	\$10,780
21	\$10,895	\$0.0	\$10,895
22	\$10,994	\$0.0	\$10,994
23	\$11,076	\$0.0	\$11,076
24	\$11,140	\$0.0	\$11,140
25	\$11,186	\$0.0	\$11,186
26	\$11,213	\$0.0	\$11,213
27	\$11,220	\$0.0	\$11,220
28	\$11,208	\$0.0	\$11,208
29	\$11,177	\$0.0	\$11,177
30	\$11,127	\$0.0	\$11,127
31	\$11,057	\$0.0	\$11,057
32	\$10,969	\$0.0	\$10,969
33	\$10,861	\$0.0	\$10,861
34	\$10,735	\$0.0	\$10,735
35	\$10,590	\$0.0	\$10,590
36	\$10,426	\$0.0	\$10,426
37	\$10,244	\$0.0	\$10,244
38	\$10,043	\$0.0	\$10,043

Table 3.6: Projected benefits and costs, taxpayer perspective

1	2	3	4
Year	Taxpayer benefits (millions)	Gov't costs (millions)	Net cash flow (millions)
39	\$9,826	\$0.0	\$9,826
40	\$9,592	\$0.0	\$9,592
41	\$9,342	\$0.0	\$9,342
42	\$2,810	\$0.0	\$2,810
43	\$757	\$0.0	\$757
Present value	\$304,920	\$44,863	\$260,057
Internal rate of return			14.3%
Benefit-cost ratio			6.8
Return on investment			5.8
Payback period (no. of years)			9.1

Source: EMSI college impact model.

At 14.3%, the rate of return to taxpayers is also favorable. As above, we assume a 1.1% discount rate when dealing with government investments and public finance issues. This is the return governments are assumed to be able to earn on generally safe investments of unused funds, or alternatively, the interest rate for which governments, as relatively safe borrowers, can obtain funds. A rate of return of 1.1% would mean that the colleges just pay their own way. In principle, governments could borrow monies used to support America's community colleges and repay the loans out of the resulting added taxes and reduced government expenditures. A rate of return of 14.3%, on the other hand, means that the colleges not only pay their own way, but they also generate a surplus that governments can use to fund other programs. It is unlikely that other government programs could make such a claim.

3.3.3 With and without social savings

Earlier in this chapter, social benefits attributable to education (reduced crime, lower welfare, lower unemployment, and improved health) were defined as externalities that are incidental to the operations of America's community colleges. Some would question the legitimacy of including these benefits in the calculation of rates of return to education, arguing that only the tangible benefits, *i.e.*, higher income, should be counted. Tables 3.4 and 3.6 are inclusive of social benefits reported as attributable to the colleges. Recognizing the other point of view, Table 3.7 shows the investment analysis results for both the social and taxpayer perspectives exclusive of social benefits. As indicated, returns are still above threshold values (a benefit-cost ratio greater than 1, a return on investment greater than 0, and a rate of return greater than 1.1%), confirming that taxpayers receive value from investing in America's community colleges.

Table 3.7: Social and taxpayer perspectives with and without social savings

	Including social savings	Excluding social savings
Social perspective		
Net present value	\$1,117,597,255	\$1,071,211,628
Benefit-cost ratio	25.9	24.9
Taxpayer perspective		
Net present value	\$260,056,706	\$240,852,015
Benefit-cost ratio	6.8	6.4
Return on investment	5.2	5.4
Internal rate of return	14.3%	13.5%
Payback period (no. of years)	9.1	9.6

Source: EMSI college impact model.

3.4 Conclusion

This chapter has shown that America's community colleges are an attractive investment to their major stakeholders – students, society, and taxpayers. Rates of return to students invariably exceed alternative investment opportunities. At the same time, governments can take comfort in knowing that their expenditure of taxpayer funds creates a wide range of positive social benefits and, perhaps more importantly, actually returns more to government budgets than it costs. Without these increased tax receipts and public sector savings provided by the educational activities of community colleges and their students, governments would have to raise taxes to make up for lost revenues and added costs.

Chapter 4: Sensitivity Analysis

Sensitivity analysis is the process by which researchers determine how sensitive the outputs of the model are to variations in the background data and assumptions, especially if there is any uncertainty in the variables. Sensitivity analysis is also useful for identifying a plausible range wherein the results will fall should any of the variables deviate from expectations. In this chapter we test the sensitivity of the model to the following input factors: 1) the alternative education variable, 2) the student employment variables, and 3) the discount rate.

4.1 Alternative education variable

The alternative education variable (23%) accounts for the counterfactual scenario where students would have to seek a similar education elsewhere absent the publicly-funded community colleges in the U.S. Given the difficulty in accurately specifying the alternative education variable, we test the sensitivity of the taxpayer investment analysis results to its magnitude. Variations in the alternative education assumption are calculated around base case results listed in the middle column of Table 4.1. Next, the model brackets the base case assumption on either side with a plus or minus 10%, 25%, and 50% variation in assumptions. Analyses are then redone introducing one change at a time, holding all other variables constant. For example, an increase of 10% in the alternative education assumption (from 23% to 25%) reduces the taxpayer perspective rate of return from 14.3% to 14.0%. Likewise, a decrease of 10% (from 23% to 21%) in the assumption increases the rate of return from 14.3% to 14.6%.

Table 4.1: Sensitivity analysis of alternative education variable, taxpayer perspective

% variation in assumption	-50%	-25%	-10%	Base Case	10%	25%	50%
Alternative education variable	11%	17%	21%	23%	25%	29%	34%
Net present value (billions)	\$305.2	\$282.6	\$269.1	\$260.1	\$251.0	\$237.5	\$214.9
Rate of return	15.8%	15.1%	14.6%	14.3%	14.0%	13.5%	12.7%
Benefit-cost ratio	7.8	7.3	7.0	6.8	6.6	6.3	5.8
Return on investment	6.8	6.3	6.0	5.8	5.6	5.3	4.8

Based on this sensitivity analysis, the conclusion can be drawn that investment analysis results from the taxpayer perspective are not very sensitive to relatively large variations in the alternative education variable. As indicated, results are still above their threshold levels (net present value greater than 0, benefit-cost ratio greater than 1, return on investment greater than 0, and rate of return greater than the discount rate of 1.1%), even when the alternative education assumption is increased by as much as 50% (from 23% to 34%). The conclusion is that although the assumption is difficult to specify, its impact on overall investment analysis results for the taxpayer perspective is not very sensitive.

4.2 Student employment variables

Student employment variables are difficult to estimate because many students do not report their employment status or because colleges generally do not collect this kind of information. Employment variables include the following: 1) the percentage of students that are employed while attending college, and 2) the percentage of earnings that working students receive relative to the income they would have received had they not chosen to attend college. Both employment variables affect the investment analysis results from the student perspective.

Students incur substantial expense by attending America's community colleges because of the time they spend not gainfully employed. Some of that cost is recaptured if students remain partially (or fully) employed while attending. It is estimated that 81% of community college students are employed while attending. This variable is tested in the sensitivity analysis by changing it first to 100% and then to 0%.

The second student employment variable is more difficult to determine. In this study we estimate that students that are working while attending college earn only 58%, on average, of the income that they would have statistically received if not attending college. This suggests that many students hold part-time jobs that accommodate their college attendance, though it is at an additional cost in terms of receiving a wage that is less than what they might otherwise make. The 58% variable is an estimation based on the average hourly wages of the most common jobs held by students while attending college relative to the average hourly wages of all occupations in the U.S. The model captures this difference in wages and counts it as part of the opportunity cost of time. As above, the 58% estimate is tested in the sensitivity analysis by changing it to 100% and then to 0%.

The changes generate results summarized in Table 4.2, with "A" defined as the percent of students employed and "B" defined as the percent that students earn relative to their full earning potential. Base case results appear in the shaded row – here the assumptions remain unchanged, with A equal to 81% and B equal to 58%. Sensitivity analysis results are shown in non-shaded rows. Scenario 1 increases A to 100% while holding B constant, Scenario 2 increases B to 100% while holding A constant, Scenario 3 increases both A and B to 100%, and Scenario 4 decreases both A and B to 0%.

Table 4.2: Sensitivity analysis of student employment variables

Variations in assumptions	Net present value (millions)	Internal rate of return	Benefit-cost ratio	Return on investment
Base case: A = 81%, B = 58%	\$371,819	17.8%	4.8	3.8
Scenario 1: A = 100%, B = 58%	\$380,640	19.1%	5.3	4.3
Scenario 2: A = 81%, B = 100%	\$412,321	25.9%	8.2	7.2
Scenario 3: A = 100%, B = 100%	\$430,396	33.6%	12.1	11.1
Scenario 4: A = 0%, B = 0%	\$333,216	14.0%	3.4	2.4

Note: A = percent of students employed; B = percent earned relative to statistical averages

1. Scenario 1: Increasing the percent of students employed (A) from 81% to 100%, the net present value, internal rate of return, benefit-cost ratio, and return on investment improve to

\$380.6 billion, 19.1%, 5.3, and 4.3 respectively, relative to base case results. Improved results are attributable to a lower opportunity cost of time – all students are employed in this case.

2. Scenario 2: Increasing earnings relative to statistical averages (B) from 58% to 100%, the net present value, internal rate of return, benefit-cost ratio, and return on investment results improve to \$412.3 billion, 25.9%, 8.2, and 7.2 respectively, relative to base case results – a strong improvement, again attributable to a lower opportunity cost of time.
3. Scenario 3: Increasing both assumptions A and B to 100% simultaneously, the net present value, internal rate of return, benefit-cost ratio, and return on investment improve yet further to \$430.4 billion, 33.6%, 12.1, and 11.1 respectively, relative to base case results. This scenario assumes that all students are fully employed and earning full salaries (equal to statistical averages) while attending classes.
4. Scenario 4: Finally, decreasing both A and B to 0% reduces the net present value, internal rate of return, benefit-cost ratio, and return on investment to \$333.2 billion, 14.0%, 3.4, and 2.4 respectively, relative to base case results. These results are reflective of an increased opportunity cost – none of the students are employed in this case.³⁶

It is strongly emphasized in this section that base case results are very attractive in that results are all above their threshold levels. As is clearly demonstrated here, results of the first three alternative scenarios appear much more attractive, although they overstate benefits. Results presented in Chapter 3 are realistic, indicating that investments in America's community colleges generate excellent returns, well above the long-term average percent rates of return in stock and bond markets.

4.3 Discount rate

The discount rate is a rate of interest that converts future monies to their present value. In investment analysis, the discount rate accounts for two fundamental principles: 1) the time value of money, and 2) the level of risk that an investor is willing to accept. Time value of money refers to the value of money after interest or inflation has accrued over a given length of time. An investor must be willing to forgo the use of his money in the present if he wishes to receive compensation for it in the future. The discount rate also addresses the investors' risk preferences by serving as a proxy for the minimum rate of return that the proposed risky asset must be expected to yield before the investors will be persuaded to invest in it. Typically this minimum rate of return is determined by the known returns of less risky assets where the investors might alternatively consider placing their money.

³⁶ Note that reducing the percent of students employed to 0% automatically negates the percent they earn relative to full earning potential, since none of the students receive any earnings in this case.

In this study, we assume a 4.5% discount rate for students and a 1.1% discount rate for society and taxpayers.³⁷ Similar to the sensitivity analysis of the alternative education variable, we vary the base case discount rates for students, society, and taxpayers on either side by increasing the discount rate by 10%, 25%, and 50%, and then reducing it by 10%, 25%, and 50%. Note that, because the rate of return and the payback period are both based on the undiscounted cash flows, they are unaffected by changes in the discount rate. As such, only variations in the net present value, benefit-cost ratio, and return on investment are shown for students, society, and taxpayers in Table 4.3.

Table 4.3: Sensitivity analysis of discount rate

% variation in assumption	-50%	-25%	-10%	Base Case	10%	25%	50%
Student perspective							
Discount rate	2.2%	3.4%	4.0%	4.5%	4.9%	5.6%	6.7%
Net present value (billions)	\$617.6	\$477.3	\$410.6	\$371.8	\$337.1	\$291.3	\$229.0
Benefit-cost ratio	7.3	5.9	5.2	4.8	4.5	4.0	3.3
Return on investment	6.3	4.9	4.2	3.8	3.5	3.0	2.3
Social perspective							
Discount rate	0.6%	0.8%	1.0%	1.1%	1.2%	1.4%	1.7%
Net present value (billions)	\$1,267.5	\$1,189.7	\$1,145.8	\$1,117.6	\$1,090.3	\$1,050.9	\$989.0
Benefit-cost ratio	29.3	27.5	26.5	25.9	25.3	24.4	23.0
Taxpayer perspective							
Discount rate	0.6%	0.8%	1.0%	1.1%	1.2%	1.4%	1.7%
Net present value (billions)	\$299.3	\$278.9	\$267.4	\$260.1	\$252.9	\$242.6	\$226.4
Benefit-cost ratio	7.7	7.2	7.0	6.8	6.6	6.4	6.0
Return on investment	6.7	6.2	6.0	5.8	5.6	5.4	5.0

As demonstrated in the table, an increase in the discount rate leads to a corresponding decrease in the expected returns, and vice versa. For example, increasing the student discount rate by 50% (from 4.5% to 6.7%) reduces the students' benefit-cost ratio from 4.8 to 3.3. Conversely, reducing the discount rate for students by 50% (from 4.5% to 2.2%) increases the benefit-cost ratio from 4.8 to 7.3. The sensitivity analysis results for society and taxpayers show the same inverse relationship between the discount rate and the benefit-cost ratio, with the variance in results being the greatest under the social perspective (from a 29.3 benefit-cost ratio at a -50% variation from the base case to a 23.0 benefit-cost ratio at a 50% variation from the base case).

³⁷ These values are based on the baseline forecasts for the ten-year zero coupon bond discount rate published by the Congressional Budget Office, and the real treasury interest rates recommended by the Office for Management and Budget (OMB) for 30-year investments. See the Congressional Budget Office, Student Loan and Pell Grant Programs - March 2012 Baseline, and the Office of Management and Budget, Circular A-94 Appendix C, last modified December 2012.

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Appendix 2: Glossary of Terms

Alternative education	A “with” and “without” measure of the percent of students who would still be able to avail themselves of education absent the publicly-funded community colleges in the nation. An estimate of 10%, for example, means that 10% of students do not depend directly on the existence of the colleges in order to obtain their education.
Asset value	Capitalized value of a stream of future returns. Asset value measures what someone would have to pay today for an instrument that provides the same stream of future revenues.
Attrition rate	Rate at which students leave the workforce due to unemployment, retirement, or death.
Benefit-cost ratio	Present value of benefits divided by present value of costs. If the benefit-cost ratio is greater than 1, then benefits exceed costs, and the investment is feasible.
Credit hour	A credit hour is defined as 15 contact hours of education if on a semester system, and 10 contact hours if on a quarter system. In general, it requires 30 credit hours to complete one full-time equivalent, or FTE.
Demand	Relationship between the market price of education and the volume of education demanded (expressed in terms of enrollment). The law of the downward-sloping demand curve is related to the fact that enrollment increases only if the price (tuition and fees) is lowered, or conversely, enrollment decreases if price increases.
Discounting	Expressing future revenues and costs in present value terms.
Economics	Study of the allocation of scarce resources among alternative and competing ends. Economics is not normative (what ought to be done), but positive (describes what is, or how people are likely to behave in response to economic changes).
Elasticity of demand	Degree of responsiveness of the quantity of education demanded (enrollment) to changes in market prices (tuition and fees). If a decrease in fees increases total revenues, demand is elastic. If it decreases total revenues, demand is inelastic. If total revenues remain the same, elasticity of demand is unitary.

Externalities	Impacts (positive and negative) for which there is no compensation. Positive externalities of education include improved social behaviors such as lower crime, reduced welfare and unemployment, and improved health. Educational institutions do not receive compensation for these benefits, but benefits still occur because education is statistically proven to lead to improved social behaviors.
Gross Domestic Product	Measure of the final value of all goods and services produced in the nation after netting out the cost of goods used in production. Alternatively, Gross Domestic Product (GDP) equals the combined incomes of all factors of production, <i>i.e.</i> , labor, land and capital. These include wages, salaries, proprietors' incomes, profits, rents, and other. Gross Domestic Product is also sometimes called "value added."
Initial effect	Income generated by the initial injection of monies into the economy through the payroll of community colleges and the higher earnings of students.
Input-output analysis	Relationship between a given set of demands for final goods and services and the implied amounts of manufactured inputs, raw materials, and labor that this requires. In an educational setting, when students enter or rejoin the workforce with higher skills, they earn higher salaries and wages. Students then spend money for supplies and services, generating earnings in all sectors of the economy and increasing the demand for goods and services and jobs.
Internal rate of return	Rate of interest which, when used to discount cash flows associated with investing in education, reduces its net present value to zero (<i>i.e.</i> , where the present value of revenues accruing from the investment are just equal to the present value of costs incurred). This, in effect, is the breakeven rate of return since it shows the highest rate of interest at which the investment makes neither a profit nor a loss.
Labor income	Income which is received as a result of labor, <i>i.e.</i> , wages.
Multiplier effect	Additional income created in the economy as colleges and students spend money in the economy. It consists of the income created by the supply chain of the industries initially affected by the spending of colleges and students (<i>i.e.</i> , the direct effect) and the income created by the supply chain of the initial supply chain (<i>i.e.</i> , the indirect effect).
Net cash flow	Benefits minus costs, <i>i.e.</i> , the sum of revenues accruing from an investment minus costs incurred.

Net present value	Net cash flow discounted to the present. All future cash flows are collapsed into one number, which, if positive, indicates feasibility. The result is expressed as a monetary measure.
Non-labor income	Income received from investments, such as rent, interest, and dividends.
Opportunity cost	Benefits forgone from alternative B once a decision is made to allocate resources to alternative A. Or, if individuals choose not to attend college, they forgo earnings that they would have received had they chosen instead to work full-time. Forgone earnings, therefore, are the “price tag” of choosing to attend college.
Payback period	<p>Length of time required to recover an investment. The shorter the period, the more attractive the investment. The formula for computing payback period is:</p> $\text{Payback period} = \text{cost of investment} / \text{net return per period}$

Appendix 3: EMSI MR-SAM

EMSI's Multi-Regional Social Accounting Matrix (MR-SAM) represents the flow of all economic transactions in a given region. It replaces EMSI's previous input-output (IO) model, which operated with some 1,100 industries, four layers of government, a single household consumption sector, and an investment sector. The old IO model was used to simulate the ripple effects (*i.e.*, multipliers) in the economy as a result of industries entering or exiting a given region. The SAM model performs the same tasks as the old IO model, but it also does much more. Along with the same 1,100 industries, government, household and investment sectors embedded in the old IO tool, the SAM exhibits much more functionality, a greater amount of data, and a higher level of detail on the demographic and occupational components of jobs (16 demographic cohorts and about 750 occupations are characterized).

This appendix presents a high-level overview of the MR-SAM. Additional detail on the technical aspects of the model is available upon request; however, we are unable to provide information that discloses confidential or proprietary methodology.

A3.1 Data sources for the model

The EMSI MR-SAM model relies on a number of internal and external data sources, mostly compiled by the federal government. What follows is a listing and short explanation of our sources. The use of these data will be covered in more detail later in this appendix.

EMSI Data are produced from many data sources to produce detailed industry, occupation, and demographic jobs and earnings data at the local level. This information (especially sales-to-jobs ratios derived from jobs and earnings-to-sales ratios) is used to help regionalize the national matrices as well as to disaggregate them into more detailed industries than are normally available.

BEA Make and Use Tables (MUT) are the basis for input-output models in the U.S. The *make* table is a matrix that describes the amount of each commodity made by each industry in a given year. Industries are placed in the rows and commodities in the columns. The *use* table is a matrix that describes the amount of each commodity used by each industry in a given year. In the use table, commodities are placed in the rows and industries in the columns. The BEA produces two different sets of MUTs, the benchmark and the summary. The benchmark set contains about 500 sectors and is released every five years, with a five-year lag time (*e.g.*, 2002 benchmark MUTs were released in 2007). The summary set contains about 80 sectors and is released every year, with a two-year lag (*e.g.*, 2010 summary MUTs were released in late 2011/early 2012). The MUTs are used in the EMSI SAM model to produce an industry-by-industry matrix describing all industry purchases from all industries.

BEA Gross Domestic Product by State (GSP) describes gross domestic product from the value added perspective. Value added is equal to employee compensation, gross operating surplus, and

taxes on production and imports, less subsidies. Each of these components is reported for each state and an aggregate group of industries. This dataset is updated once per year, with a one-year lag. The EMSI SAM model makes use of this data as a control and pegs certain pieces of the model to values from this dataset.

BEA National Income and Product Accounts (NIPA) cover a wide variety of economic measures for the nation, including gross domestic product (GDP), sources of output, and distribution of income. This dataset is updated periodically throughout the year and can be between a month and several years old depending on the specific account. NIPA data are used in many of the EMSI MR-SAM processes as both controls and seeds.

BEA Local Area Income (LPI) encapsulates multiple tables with geographies down to the county level. The following two tables are specifically used: CA05 (Personal income and earnings by industry) and CA91 (Gross flow of earnings). CA91 is used when creating the commuting submodel and CA05 is used in several processes to help with place-of-work and place-of-residence differences, as well as to calculate personal income, transfers, dividends, interest, and rent.

BLS Consumer Expenditure Survey (CEX) reports on the buying habits of consumers along with some information as to their income, consumer unit, and demographics. EMSI utilizes this data heavily in the creation of the national demographic by income type consumption on industries.

Census of Government's (CoG) state and local government finance dataset is used specifically to aid breaking out state and local data that is reported in the MUTs. This allows EMSI to have unique production functions for each of its state and local government sectors.

Census' OnTheMap (OTM) is a collection of three datasets for the census block level for multiple years. **Origin-Destination** (OD) offers job totals associated with both home census blocks and a work census block. **Residence Area Characteristics** (RAC) offers jobs totaled by home census block. **Workplace Area Characteristics** (WAC) offers jobs totaled by work census block. All three of these are used in the commuting submodel to gain better estimates of earnings by industry that may be counted as commuting. This dataset has holes for specific years and regions. These holes are filled with Census' Journey-to-Work described later.

Census' Current Population Survey (CPS) is used as the basis for the demographic breakout data of the MR-SAM model. This set is used to estimate the ratios of demographic cohorts and their income for the three different income categories (*i.e.*, wages, property income, and transfers).

Census' Journey-to-Work (JtW) is part of the 2000 Census and describes the amount of commuting jobs between counties. This set is used to fill in the areas where OTM does not have data.

Census' American Community Survey (ACS) **Public Use Microdata Sample** (PUMS) is the replacement for Census' long form and is used by EMSI to fill the holes in the CPS data.

Oak Ridge National Lab (ORNL) County-to-County Distance Matrix (Skim Tree) contains a matrix of distances and network impedances between each county via various modes of transportation such as highway, railroad, water, and combined highway-rail. Also included in this set are minimum impedances utilizing the best combination of paths. The ORNL distance matrix is used in EMSI's gravitational flows model that estimates the amount of trade between counties in the nation.

A3.2 Overview of the MR-SAM model

EMSI's multi-regional social accounting matrix (MR-SAM) modeling system is a “comparative static” type model in the same general class as RIMS II (Bureau of Economic Analysis) and IMPLAN (Minnesota Implan Group). The MR-SAM model is thus not an “econometric” type model, the primary example of which is PolicyInsight by REMI. It relies on a matrix representation of industry-to-industry purchasing patterns originally based on national data which are regionalized with the use of local data and mathematical manipulation (*i.e.*, non-survey methods). Models of this type estimate the ripple effects of changes in jobs, earnings, or sales in one or more industries upon other industries in a region.

The EMSI SAM model shows final equilibrium impacts – that is, the user enters a change that perturbs the economy and the model shows the changes required to establish a new equilibrium. As such, it is not a “dynamic” type model that shows year-by-year changes over time (as REMI's does).

A3.2.1 National SAM

Following standard practice, the SAM model appears as a square matrix, with each row sum exactly equaling the corresponding column sum. Reflecting its kinship with the standard Leontief input-output framework, individual SAM elements show accounting flows between row and column sectors during a chosen base year. Read across rows, SAM entries show the flow of funds into column accounts (a.k.a., “receipts” or “the appropriation of funds” by those column accounts). Read down columns, SAM entries show the flow of funds into row accounts (a.k.a., “expenditures” or “the dispersal of funds” to those row accounts).

The SAM may be broken into three different aggregation layers: broad accounts, sub-accounts, and detailed accounts. The broad layer is the most aggregate and will be covered first. Broad accounts cover between one and four sub-accounts, which in turn cover many detailed accounts. This appendix will not discuss detailed accounts directly because of their number. For example, in the industry broad account, there are two sub-accounts and over 1,100 detailed accounts.

A3.2.2 Multi-regional aspect of the SAM

Multi-regional (MR) describes a non-survey model that has the ability to analyze the transactions and ripple effects (*i.e.*, multipliers) of not just a single region, but multiple regions interacting with each other. Regions in this case are made up of a collection of counties.

EMSI's multi-regional model is built off of gravitational flows, assuming that the larger a county's economy, the more influence it will have on the surrounding counties' purchases and sales. The equation behind this model is essentially the same that Isaac Newton used to calculate the gravitational pull between planets and stars. In Newton's equation, the masses of both objects are multiplied, then divided by the distance separating them and multiplied by a constant. In EMSI's model, the masses are replaced with the supply of a sector for one county and the demand for that same sector from another county. The distance is replaced with an impedance value that takes into account the distance, type of roads, rail lines, and other modes of transportation. Once this is calculated for every county-to-county pair, a set of mathematical operations is performed to make sure all counties absorb the correct amount of supply from every county and the correct amount of demand from every county. These operations produce more than 200 million data points.

With the flows finalized, EMSI is able to use industry standard equations to adjust the national SAM and bring it into focus for the given region or regions. If the model being created is multi-regional, the amount and kind of transactions that occur between those regions is also calculated.

A3.3 Components of the EMSI SAM model

The EMSI MR-SAM is built from a number of different components that are gathered together to display information whenever a user selects a region. What follows is a description of each of these components and how each is created. EMSI's internally created data are used to a great extent throughout the processes described below, but its creation is not described in this appendix.

A3.3.1 County earnings distribution matrix

The county earnings distribution matrices describe the earnings spent by every industry on every occupation for a year – *i.e.*, earnings by occupation. The matrices are built utilizing EMSI's industry earnings, occupational average earnings, and staffing patterns.

Each matrix starts with a region's staffing pattern matrix which is multiplied by the industry jobs vector. This produces the number of occupational jobs in each industry for the region. Next, the occupational average hourly earnings per job is multiplied by 2,080 hours, which converts the average hourly earnings into a yearly estimate. Then the matrix of occupational jobs is multiplied by the occupational annual earnings per job, converting it into earnings values. Last, all earnings are adjusted to match the known industry totals. This is a fairly simple process, but one that is very important. These matrices describe the place-of-work earnings used by the MR-SAM.

A3.3.2 Commuting model

The commuting sub-model is an integral part of EMSI's MR-SAM model. It allows the regional and multi-regional models to know what amount of the earnings can be attributed to place-of-residence versus place-of-work. The commuting data describe the flow of earnings from any county to any other county (including within the counties themselves). For this situation, the commuted earnings

are not just a single value describing total earnings flows over a complete year, but are broken out by occupation and demographic. Breaking out the earnings allows for analysis of place-of-residence (PoR) and place-of-work (PoW) earnings. These data are created using BLS's OnTheMap dataset, Census' Journey-to-Work, BEA's LPI CA91 and CA05 tables, and some of EMSI's data. The process incorporates the cleanup and disaggregation of the OnTheMap data, the estimation of a closed system of county inflows and outflows of earnings, and the creation of finalized commuting data.

A3.3.3 National SAM

The national SAM as described above is made up of several different components. Many of the elements already discussed are filled in with values from the national Z or transactions matrix. This matrix is built from BEA data that describe which industries make and use what commodities at the national level. These data are manipulated with some industry standard equations to produce the national Z matrix. The data in the Z matrix act as the basis for the majority of the data in the national SAM. The rest of the values are filled in with data from the county earnings distribution matrices, the commuting data, and the BEA's National Income and Product Accounts (NIPA).

One of the major issues that affect any SAM project is the combination of data from multiple sources that may not be consistent with one another. Matrix balancing is the broad name for the techniques used to correct this problem. EMSI uses a modification of the "diagonal similarity scaling" algorithm to balance the national SAM.

A3.3.4 Gravitational flows model

The most important piece of the EMSI MR-SAM model is the gravitational flows model that produces county sales, county subsidies, and county-by-county regional purchasing coefficients (RPCs). County sales are the vector of total output for every sector in the SAM applied to a given county. County subsidies are an estimation of the governmental subsidies given to specific industries in a given county. RPCs estimate how much an industry purchases from other industries inside and outside of the defined region. This information is critical for calculating regional economic SAM and IO models. As discussed earlier, the national SAM incorporates data from the national Z matrix, so from this point on, the national SAM will be referred to as the national Z SAM.

Before we explain how EMSI creates RPCs, one more concept must be introduced, namely the A matrix. An A matrix is mathematically derived from a Z matrix and shows the production function for each sector (*i.e.*, what a sector requires from all other sectors in order to maintain its output). The matrix is calculated by normalizing the columns of a Z matrix with respect to the sales for that column. In other words, each column is scaled so that it sums to 1.

Table A3.1 shows a sample A matrix. Each cell value represents the percentage of a column industry's output that goes toward purchasing inputs from each row industry. So the cell containing 5% shows that Industry 2 spends 5% of its total output to obtain inputs from Industry 1.

Table A3.1: Sample “A” Matrix

	Industry 1	Industry 2	...	Industry n
Industry 1	1%	5%	...	3%
Industry 2	20%	0%	...	12%
...
Industry n	3%	9%	...	2%

When calculating RPCs, EMSI uses two methods:

Supply/demand pool method: This method uses regional industry presence and the national A matrix to estimate the regional industry demand that remains unmet by regional industry supply. The difference is assumed to be imported or exported, which defines the basis for all RPC calculation methods.

Gravitational flows method: This is a far more complex method for estimating RPCs, but it yields multi-regional data. Gravity modeling starts with the creation of an impedance matrix that values the difficulty of moving a product from county to county. Next, the impedance matrix is converted into a base matrix that contains seeds of multi-regional flows between counties in a given sector. This base matrix is then fed to a bi-proportional with supply and demand as the row and column constraints, respectively. The result is an estimate of multi-regional flows from every county to every county. These flows are divided by each respective county’s demand to produce multi-regional RPCs.

A3.4 Model usages

The previous sections described the components of the EMSI SAM model and the data used to create regional and multi-regional models. This section describes how we use the data to create the models, beginning with a discussion of regional models and moving on to a less comprehensive overview of multi-regional models (multi-regional models are essentially the same as regional models but with additional information).

A3.4.1 Regional models

Regional models are simply county or ZIP code models that we aggregate together. Because the aggregated data would fill approximately 3,000 terabytes, we keep the models to a manageable size by constructing them using only the national SAM, county-by-county RPCs, county sales, county subsidies, county earnings distribution matrices, and the commuting data. For ZIP code models, we use county models as a basis and then scale them to the correct size.

A3.4.2 Multi-regional models

A multi-regional model is able to look at trade between several different county regions. It works by creating a very large matrix with each region’s model in the diagonal and inter-region trade matrices in the off-diagonals. These off-diagonal matrices are created in a similar way to the regional county

matrices. The major differences are the number of zeros in the matrix and which RPCs are used. Flows between regions are only accounted for within industries (calculated with RPCs) and residence adjustment earnings (from the commuting model).

A3.4.3 Using the model

There are a large number of uses for regional and multi-regional SAM models. Some examples of model usages are the following:

1. Multiplier effects: Estimate the jobs/earnings effects on industries and demographics due to an initial set of changes in one or more industries.
2. Regional requirements: Estimate the amount of industry requirements (goods/services purchased by the industry) that are obtained within a region versus those imported.
3. Regional exports: Estimate the amount that each industry exports from a region (exporting industries drive regional economic growth).
4. Gross Regional Product: GRP, similar to a nation's GDP, can be estimated for any region from the MR-SAM model.

Appendix 4: Value per Credit Hour and the Mincer Function

Two key components in determining the economic impact and return on investment of education are 1) the value of the students' educational achievements, and 2) the change in that value over the students' working careers. Both of these components are described in detail in this appendix.

A4.1 Value per credit hour

Typically the educational achievements of students are marked by the credentials they earn. However, not all students who attended America's community colleges in 2012 obtained a degree or certificate. Some returned the following year to complete their education goals, while others took a few courses and entered the workforce without graduating. As such, the only way to measure the value of the students' achievement is through their credit hours. This approach allows us to see the benefits to all students who attended the colleges, not just those who earned an award.

To calculate the value per credit hour, we first determine how many credit hours are required to complete each education level. For example, assuming that there are 30 credit hours in an academic year, a student generally completes 60 credit hours in order to move from a high school diploma to an associate's degree, another 60 credit hours to move from an associate's degree to a bachelor's degree, and so on. This progression of credit hours generates an education ladder beginning at the less than high school level and ending with the completion of a doctoral degree, with each level education representing a separate stage in the progression.

The second step is to assign a unique value to the credit hours in the education ladder based on the wage differentials presented in Table 1.7. For example, the difference in earnings between a high school diploma and an associate's degree is \$10,700.³⁸ We spread this \$10,700 wage differential across the 60 credit hours that occur between the high school diploma and the associate's degree, applying a ceremonial "boost" to the last credit hour in the stage to mark the achievement of the degree.³⁹ We repeat this process for each education level in the ladder.

³⁸ Earnings levels vary across occupations and across industries. For example, individuals with an engineering degree generally receive earnings that are higher than individuals with a liberal arts degree. The earnings levels used in this study are an average of earnings across all industries and occupations and are applied with the understanding that some students are likely to find jobs that pay more and others are likely to find jobs that pay less.

³⁹ Economic theory holds that workers that acquire education credentials send a signal to employers about their ability level. This phenomenon is commonly known as the "sheepskin" or "signaling" effect. The ceremonial boosts applied to the achievement of degrees in the EMSI college impact model are derived from David Jaeger and Marianne Page, "Degrees Matter: New Evidence on Sheepskin Effects in the Returns to Education," *Review of Economics and Statistics* 78, no. 4 (November 1996): 733-740.

Of course, several other factors such as ability, socioeconomic status, and family background also positively correlate with higher earnings. Failure to account for these factors results in what is known as an “ability bias.” Research by Card (1999) indicates that the upper limit benefits defined by correlation should be discounted by 10%.⁴⁰ As such, we reduce the marginal differences between education levels by 10%.

Next we map the credit hour production of the colleges’ 2012 student population to the education ladder. Table 1.4 provides information on the students’ credit hour production broken out by educational achievement. In total, students completed 163 million credit hours during the analysis year. We map each of these credit hours to the education ladder depending on the students’ education level and the average number of credit hours they completed during the year.⁴¹ For example, associate’s degree graduates are allocated to the stage between the high school diploma and the associate’s degree, and the average number of credit hours they completed informs the shape of the distribution curve used to spread out their total credit hour production within that stage of the progression.

The sum product of the credit hours earned at each step within the education ladder and their corresponding value yields the students’ aggregate annual increase in income (ΔE), as shown in the following equation:

$$\Delta E = \sum_{i=1}^n e_i h_i \text{ where } i \in 1, 2, \dots, n$$

and n is the number of steps in the education ladder, e_i is the marginal earnings gain at step i , and h_i is the number of credit hours completed at step i .

Table A4.1 displays the result for the students’ aggregate annual increase in income (ΔE), a total of \$31.9 billion. By dividing this value by the students’ total production of 163 million credit hours during the analysis year, we derive an overall average value of \$196 per credit hour.

⁴⁰ David Card, “The causal effect of education on earnings,” *Handbook of Labor Economics* 3 (1999): 1801-1863. Card acknowledges that ability is unobservable and the instrumental variable techniques for measuring the ability bias are different. He concludes that the “best available” evidence suggests a “small upward bias (on the order of 10%).”

⁴¹ Students pursuing a certificate or associate’s degree may have already earned a bachelor’s degree or greater prior to enrolling. This is not a concern because the purpose of this study is to measure the benefits associated with the students’ achievements during the analysis year, not in previous years. However, the model does use the students’ education level at the start of the analysis year to determine their opportunity costs while enrolled. For more information, see the discussion of student opportunity costs in Chapter 3.

Table A4.1: Aggregate annual increase in income and average value per credit hour

Aggregate annual increase in income	\$31,890,050,174
Total credit hour production in 2012	163,005,982
Average value per credit hour	\$196

Source: EMSI college impact model.

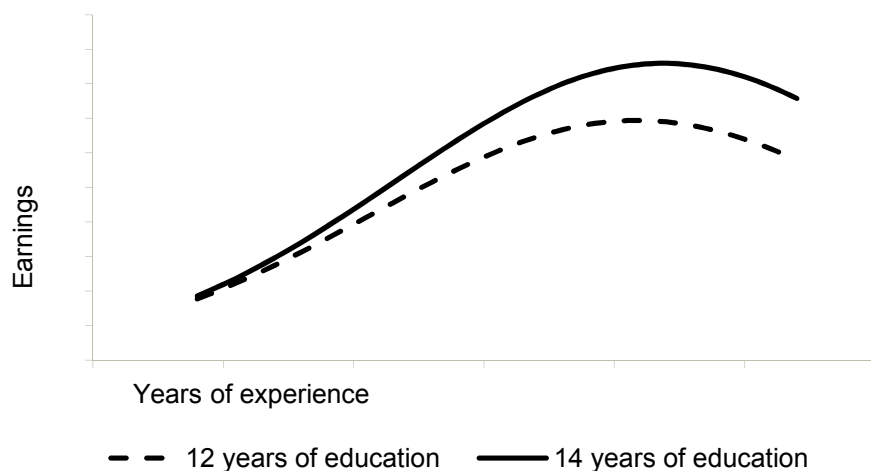
A4.2 Mincer Function

The \$196 value per credit hour in Table A4.1 only tells part of the story, however. Human capital theory holds that earnings levels do not remain constant; rather, they start relatively low and gradually increase as the worker gains more experience. Research also shows that the earnings increment between educated and non-educated workers grows through time. These basic patterns in earnings over time were originally identified by Jacob Mincer, who viewed the lifecycle earnings distribution as a function with the key elements being earnings, years of education, and work experience, with age serving as a proxy for experience.⁴² Mincer's earnings function is still upheld in recent data and has served as the foundation for a variety of research pertaining to labor economics.

Figure A4.1 illustrates several important points about the Mincer function. First, as demonstrated by the shape of the curves, an individual's earnings initially increase at an increasing rate, then increase at a decreasing rate, reach a maximum somewhere well after the midpoint of the working career, and then decline in later years. Second, individuals with higher levels of education reach their maximum earnings at an older age compared to individuals with lower levels of education (recall that age serves as a proxy for years of experience). And third, the benefits of education, as measured by the difference in earnings between education levels, increase with age.

⁴² See Mincer, 1958 and Jacob Mincer, "Schooling, Experience and Earnings" (New York: National Bureau of Economic Research, 1974). See also Gary S. Becker, *Human Capital: a Theoretical Analysis with Specific Reference to Education* (New York: Columbia College Press for NBER, 1964).

Figure A4.1: Lifecycle change in earnings, 12 years versus 14 years of education



In calculating the student productivity effect in Chapter 2, we use the slope of the curve in Mincer's earnings function to condition the \$196 value per credit hour to the students' age and work experience.⁴³ To the students just starting their career during the analysis year, we apply a lower value per credit hour; to the students in the latter half or approaching the end of their careers we apply a higher value per credit hour. The original \$196 value per credit hour applies only to the credit hour production of students precisely at the midpoint of their careers during the analysis year.

In Chapter 3 we again apply the Mincer function, this time to project the benefits stream of the colleges' 2012 student population into the future. Here too the value per credit hour is lower for students at the start of their career and higher near the end of it, in accordance with the scalars derived from the slope of the Mincer curve illustrated in Figure A4.1.

A4.3 Conclusion

This appendix demonstrates the significance of the value per credit hour and the Mincer function in determining the initial effect of student productivity on the national economy in Chapter 2 and the students' return on their educational investment in Chapter 3. Both chapters provide further discussion on the role that the students' credit hour production and corresponding increase in earnings play in calculating the study outcomes.

⁴³ The Mincer equation is computed based on estimated coefficients presented in Robert J. Willis, "Wage Determinants: A Survey and Reinterpretation of Human Capital Earnings Function" in *Handbook of Labor Economics*, Vol. 1 (Amsterdam: Elsevier Science Publishers, 1986): 525–602. These are adjusted to current year dollars in the usual fashion by applying the GDP implicit price deflator. The function does not factor in temporary economic volatility, such as high growth periods or recessions. In the long run, however, the Mincer function is a reasonable predictor.

Appendix 5: Alternative Education Variable

In a scenario where America's community colleges did not exist, some students would still be able to avail themselves of an education. These students create benefits in the national economy even in the absence of the colleges. The alternative education variable is an estimate of this portion of students and is used to discount the benefits we attribute to community colleges. This appendix outlines the theoretical framework and data used in estimating the alternative education variable.

A5.1 Theory

The alternative education variable is essentially an estimation of the students' demand for alternative institutions. Student demand for education is determined by a number of different factors. Among the most important of these factors are price, distance, and program offerings in every institution. The more students have to pay in tuition and the further they have to travel to receive an education, the less likely they are to enroll.⁴⁴ Program offerings are also critical in the enrollment decision, especially since college offerings can vary so widely. The fact that the students enroll in public community colleges and not at alternative institutions reveals that they preferred the programs offered at the community colleges over those of the alternative institutions. Using tuition prices, distances, and program differences, we estimate the alternative education variable (AE) as the reduction in enrollment at institution j given the alternative institution a .

We estimate the alternative education variable as a function of the costs of attending institution j and the alternative institution a :

$$AE = f(C_j, C_a)$$

Where:

C_j = Cost of attendance per student at institution j

C_a = Cost of attendance per student at alternative institution a

The cost of attendance at institution j (C_j) is assumed to be equal to the tuition price per student at institution j (P_j). Thus:

⁴⁴ For more discussion on the impact of price and distance on an individual's decision to enroll in higher education, see Andy Dickerson and Steven McIntosh, "The Impact of Distance to Nearest Education Institution on the Post Compulsory Education Participation Decision," *Urban Studies* 50, no. 4 (2013): 742-758. See also Stijn Kelchtermans and Frank Verboven, "Participation and Study Decisions in a Public System of Higher Education," *Journal of Applied Econometrics* 25 (2010): 355-391. Additional variables were tested but did not show a clear effect on our dependent variables. For example, financial aid - which was suggested by Dynarski as a potential influence on student preferences - proved to be too difficult to factor out the effect on enrollment (see Susan Dynarski, "Does Aid Matter? Measuring the Effect of Student Aid on College Attendance and Completion," *American Economic Review* 93, no. 1 (2003): 279-288.

$$C_j = P_j$$

There are three components to the cost of attending institution a . The first two are tuition prices and distance. The third is a cost associated with the program differences between institution j and a . Given the students chose institution j over institution a , the alternative institution's program offerings are second best to institution j 's. All else equal, in order to attend institution a over institution j , students would need to be compensated with some amount of money. The compensation such that they are indifferent between choosing institution j and a is known as the equivalent variation. For institution a , the cost of attendance per student (C_a) is represented by the following equation:

$$C_a = P_a + M_a + E_{ja}$$

Where:

P_a = Tuition price per student at alternative institution a

M_a = Additional transportation costs as a result of increased mileage to institution a , including the opportunity cost of wages forgone as a result of increased travel time to institution a

E_{ja} = Equivalent variation between institution j and a .

Combining the tuition prices, costs associated with distance, and the equivalent variation, we control for the substitution and income effects of attending the alternative institution.

A5.2 Data

Data on tuition prices are available from IPEDs. The opportunity cost of wages forgone and the additional transportation cost (M_a) are dependent on the distance (d) and travel time (t) between institution j and a . Travel time (t) is measured in terms of hours and is a function of d (measured in terms of miles) and the average number of miles that an individual can travel in one hour. In this analysis, we assume the average speed to be 45 miles per hour. Accordingly, travel time (t) is calculated as follows:

$$t = d / 45$$

The distance (d) between institution j and alternative institution a is dependent upon the latitude (θ) and longitude (τ) of institutions j and a . Latitudes and longitudes for all private and public institutions are available from IPEDS. We measure distance between institutions in accordance with the standard haversine formula, as follows:⁴⁵

⁴⁵ The haversine formula is used in navigation to calculate the great-circle distance between two points on a sphere given their latitudes and longitudes.

$$d\left(f(\theta_{(j,a)}, \tau_{(j,a)})\right) = 2R * \left\{ \arcsin \left(\sqrt{\sin^2 \left(\frac{\theta_a - \theta_j}{2} \right) + \cos(\theta_j) \cos(\theta_a) \sin^2 \left(\frac{\tau_a - \tau_j}{2} \right)} \right) \right\}$$

Where:

R = Earth's radius, a total 3,959 miles

Having established t and d , the opportunity cost of wages forgone and additional transportation costs, (M_a) may now be determined. The equation for M_a is:

$$M_a = t * w * e * 160 + 2 * d * 0.596 * 160$$

Such that $d \geq 0$

And where w is hourly wages per student, e is the percent of students who are employed at institution j , 160 is the number of days in a standard academic year, and 0.596 is the average driving cost (in terms of dollars) per mile. The average cost per mile is an estimate provided by the American Automobile Association. Hourly wages (w) are conservatively estimated to be equal to the minimum hourly wage in the state where institution j is located. Information on minimum wage rates per state is available from the U.S. Census Bureau.

We estimate the equivalent variation as a function of program differences between institutions. With completer data from IPEDs at the two-digit CIP level, we have information on the program offerings for each institution. Supposing there are n possible programs offered, we calculate an n -dimensional Euclidean distance between institution j and a . We use this Euclidean distance as a measure of the difference between the two institution's program offerings in order to estimate the equivalent variation E_{ja} , which is incorporated as part of the total cost of attendance for our alternative institution.

A5.3 Estimation

The previous equations set the parameters for calculating the cost of attendance at institutions j and a based on tuition prices, distance, and program differences. We now apply an arc price elasticity of demand function to calculate the percent reduction in enrollment at institution j should a portion of its students choose instead to attend institution a . The equation is as follows:

$$AE = \frac{\varepsilon_d * (C_a - C_j) + (C_a + C_j)}{(C_a + C_j) - \varepsilon_d * (C_a + C_j)}$$

Where ε_d represents the elasticity of demand and is equal to an assumed value of -.75.

The result of this equation (AE) is the alternative education variable used in the counterfactual adjustment to the student productivity effect in Chapter 2 and the social and taxpayer investment analysis in Chapter 3. More information on how the alternative education variable is applied in these analyses is provided in the main body of the report.

Appendix 6: Overview of Investment Analysis Measures

The purpose of this appendix is to provide context to the investment analysis results using the simple hypothetical example summarized in Table A6.1 below. The table shows the projected benefits and costs for a single student over time and associated investment analysis results.⁴⁶

Table A6.1: Example of the benefits and costs of education for a single student

Year	Tuition	Opportunity cost	Total cost	Higher earnings	Net cash flow
1	2	3	4	5	6
1	\$1,500	\$20,000	\$21,500	\$0	-\$21,500
2	\$0	\$0	\$0	\$5,000	\$5,000
3	\$0	\$0	\$0	\$5,000	\$5,000
4	\$0	\$0	\$0	\$5,000	\$5,000
5	\$0	\$0	\$0	\$5,000	\$5,000
6	\$0	\$0	\$0	\$5,000	\$5,000
7	\$0	\$0	\$0	\$5,000	\$5,000
8	\$0	\$0	\$0	\$5,000	\$5,000
9	\$0	\$0	\$0	\$5,000	\$5,000
10	\$0	\$0	\$0	\$5,000	\$5,000
Present value			\$21,500	\$35,753	\$14,253
Internal rate of return					18.0%
Benefit-cost ratio					1.7
Return on investment					0.7
Payback period					4.2 years

Assumptions are as follows:

1. Benefits and costs are projected out ten years into the future (Column 1).
2. The student attends college for one year, and the cost of tuition is \$1,500 (Column 2).
3. Earnings forgone while attending college for one year (opportunity cost) come to \$20,000 (Column 3).
4. Together, tuition and earnings forgone cost sum to \$21,500. This represents the out-of-pocket investment made by the student (Column 4).
5. In return, the student earns \$5,000 more per year than he would have otherwise earned without the education (Column 5).

⁴⁶ Note that this is a hypothetical example. The numbers used are not based on data collected from an existing college.

6. The net cash flow (NCF) in Column 6 shows higher earnings (Column 5) less the total cost (Column 4).
7. The assumed “going rate” of interest is 4%, the rate of return from alternative investment schemes for the use of the \$21,500.

Results are expressed in standard investment analysis terms, which are as follows: the net present value, the internal rate of return, the benefit-cost ratio, the return on investment, and the payback period. Each of these is briefly explained below in the context of the cash flow numbers presented in Table A6.1.

A6.1 Net present value

The student in Table A6.1 can choose either to attend college or to forgo post-secondary education and maintain his present employment. If he decides to enroll, certain economic implications unfold. Tuition and fees must be paid, and earnings will cease for one year. In exchange, the student calculates that with post-secondary education, his income will increase by at least the \$5,000 per year, as indicated in the table.

The question is simple – will the prospective student be economically better off by choosing to enroll? If he adds up higher earnings of \$5,000 per year for the remaining nine years in Table 1, the total will be \$45,000. Compared to a total investment of \$21,500, this appears to be a very solid investment. The reality, however, is different. Benefits are far lower than \$45,000 because future money is worth less than present money. Costs (tuition plus earnings forgone) are felt immediately because they are incurred today, in the present. Benefits, on the other hand, occur in the future. They are not yet available. All future benefits must be discounted by the going rate of interest (referred to as the discount rate) to be able to express them in present value terms.⁴⁷

Let us take a brief example. At 4%, the present value of \$5,000 to be received one year from today is \$4,807. If the \$5,000 were to be received in year ten, the present value would reduce to \$3,377. Put another way, \$4,807 deposited in the bank today earning 4% interest will grow to \$5,000 in one year; and \$3,377 deposited today would grow to \$5,000 in ten years. An “economically rational” person would, therefore, be equally satisfied receiving \$3,377 today or \$5,000 ten years from today given the going rate of interest of 4%. The process of discounting – finding the present value of future higher earnings – allows the model to express values on an equal basis in future or present value terms.

The goal is to express all future higher earnings in present value terms so that they can be compared to investments incurred today (in this example, tuition plus earnings forgone). As indicated in Table A6.1, the cumulative present value of \$5,000 worth of higher earnings between years 2 and 10 is \$35,753 given the 4% interest rate, far lower than the undiscounted \$45,000 discussed above.

⁴⁷ Technically, the interest rate is applied to compounding – the process of looking at deposits today and determining how much they will be worth in the future. The same interest rate is called a discount rate when the process is reversed – determining the present value of future earnings.

The net present value of the investment is \$14,253. This is simply the present value of the benefits less the present value of the costs, or $\$35,753 - \$21,500 = \$14,253$. In other words, the present value of benefits exceeds the present value of costs by as much as \$14,253. The criterion for an economically worthwhile investment is that the net present value is equal to or greater than zero. Given this result, it can be concluded that, in this case, and given these assumptions, this particular investment in education is very strong.

A6.2 Internal rate of return

The internal rate of return is another way of measuring the worth of investing in education using the same cash flows shown in Table A6.1. In technical terms, the internal rate of return is a measure of the average earning power of money used over the life of the investment. It is simply the interest rate that makes the net present value equal to zero. In the discussion of the net present value above, the model applies the “going rate” of interest of 4% and computes a positive net present value of \$14,253. The question now is what the interest rate would have to be in order to reduce the net present value to zero. Obviously it would have to be higher – 18.0% in fact, as indicated in Table A6.1. Or, if a discount rate of 18.0% were applied to the net present value calculations instead of the 4%, then the net present value would reduce to zero.

What does this mean? The internal rate of return of 18.0% defines a breakeven solution – the point where the present value of benefits just equals the present value of costs, or where the net present value equals zero. Or, at 18.0%, higher incomes of \$5,000 per year for the next nine years will earn back all investments of \$21,500 made plus pay 18.0% for the use of that money (\$21,500) in the meantime. Is this a good return? Indeed it is. If it is compared to the 4% “going rate” of interest applied to the net present value calculations, 18.0% is far higher than 4%. It may be concluded, therefore, that the investment in this case is solid. Alternatively, comparing the 18.0% rate of return to the long-term 7% rate or so obtained from investments in stocks and bonds also indicates that the investment in education is strong relative to the stock market returns (on average).

A word of caution – the approach for calculating the internal rate of return can sometimes generate wild or unbelievable results that defy the imagination. Technically, the approach requires at least one negative cash flow to offset all subsequent positive flows. For example, if the student works full-time while attending college, the opportunity cost of time would be much lower. The only out-of-pocket cost would be the \$1,500 paid for tuition. In this case, it would still be possible to compute the internal rate of return, but it would be a staggering 333% because only a negative \$1,500 cash flow would be offsetting nine subsequent years of \$5,000 worth of higher earnings. Although the 333% return would technically be correct, it would not be consistent with the conventional understanding of returns expressed as percentages.

A6.3 Benefit-cost ratio

The benefit-cost ratio is simply the present value of benefits divided by present value of costs, or $\$35,753 \div \$21,500 = 1.7$ (based on the 4% discount rate). Of course, any change in the discount rate would also change the benefit-cost ratio. Applying the 18.0% internal rate of return discussed above would reduce the benefit-cost ratio to 1.0, the breakeven solution where benefits just equal costs. Applying a discount rate higher than the 18.0% would reduce the ratio to lower than 1.0, and the investment would not be feasible. The 1.7 ratio means that a dollar invested today will return a cumulative \$1.70 over the ten-year time period.

A6.4 Return on investment

The return on investment is similar to the benefit-cost ratio, except that it measures the net (as opposed to gross) benefits of an investment relative to the investment's cost. In terms of dollars, the return on investment represents the benefits received over and above the original investment. It is calculated simply by dividing the net present value of the benefits by the total costs of the investment, or $\$14,253 \div \$21,500 = 0.7$ (again based on the 4% discount rate). This means that the investment will return the original cost of the investment plus an additional \$.70 for every dollar invested. A positive value for the return on investment measure (*i.e.*, any value above 0) indicates that the investment has been profitable.

A6.5 Payback period

This is the length of time from the beginning of the investment (consisting of tuition and earnings forgone) until higher future earnings give a return on the investment made. For the student in Table A6.1, it will take roughly 4.2 years of \$5,000 worth of higher earnings to recapture his investment of \$1,500 in tuition and the \$20,000 in earnings forgone while attending college. Higher earnings that occur beyond 4.2 years are the returns that make the investment in education in this example economically worthwhile. The payback period is a fairly rough, albeit common, means of choosing between investments. The shorter the payback period, the stronger the investment.

Appendix 7: Shutdown Point

The investment analysis in Chapter 3 weighs the benefits generated by America's community colleges against the taxpayer funding that the colleges receive to support their operations. An important part of this analysis is factoring out the benefits that the colleges would have been able to generate anyway, even without taxpayer support. This adjustment is used to establish a direct link between what taxpayers pay and what they receive in return. If the colleges are able to generate benefits without taxpayer support, then it would not be a true investment.⁴⁸

The overall approach includes a sub-model that simulates the effect on student enrollment if the colleges lose their public funding and have to raise student tuition and fees in order to stay open. If the colleges can still operate without government support, then any benefits they generate at that level are discounted from total benefit estimates. If the simulation indicates that the colleges cannot stay open, however, then benefits are directly linked to costs, and no discounting applies. This appendix documents the underlying theory behind these adjustments.

A7.1 Government support versus student demand for education

Figure A7.1 presents a simple model of student demand and government support. The right side of the graph is a standard demand curve (D) showing student enrollment as a function of student tuition and fees. Enrollment is measured in terms of total credit hours and expressed as a percentage of the colleges' current credit hour production. Current student tuition and fees are represented by p' , and government support covers $C\%$ of all costs. At this point in the analysis, it is assumed that the colleges have only two sources of revenues: 1) student tuition and fees and 2) government support.

⁴⁸ Of course, as public training providers, community colleges would not be permitted to continue without public funding, so the situation in which they would lose all public support is entirely hypothetical. The purpose of the adjustment factor is to examine America's community colleges in standard investment analysis terms by netting out any benefits they may be able to generate that are not directly linked to the costs of supporting them.

Figure A7.1

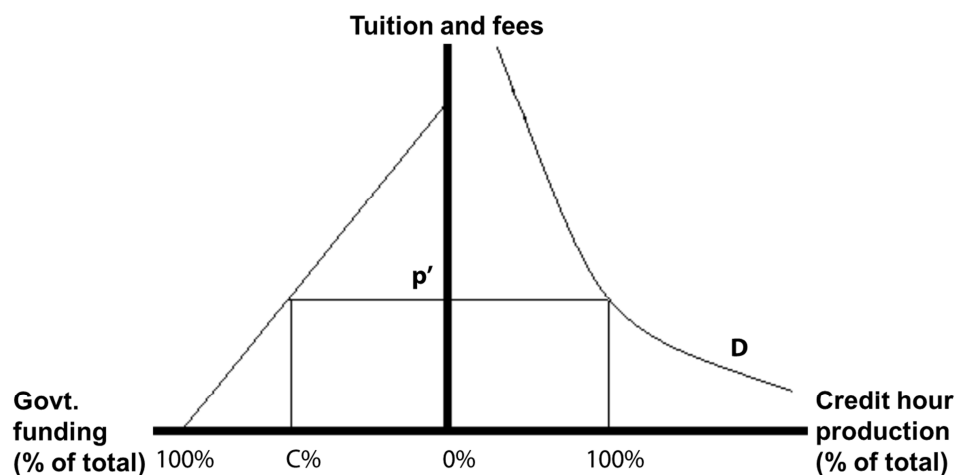
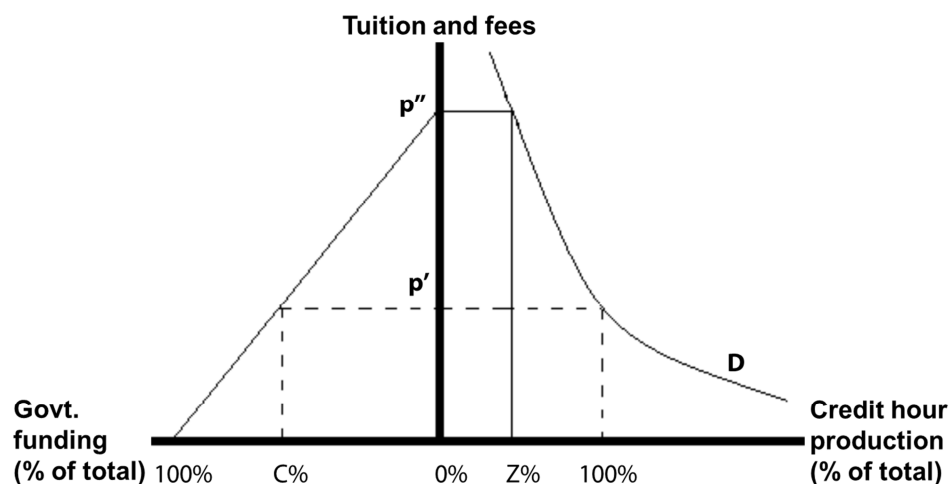


Figure A7.2 shows another important reference point in the model – where government support is 0%, student tuition and fees are increased to p'' , and credit hour production is at $Z\%$ (less than 100%). The reduction in credit hours reflects the price elasticity of the students’ demand for education, *i.e.*, the extent to which the students’ decision to attend college is affected by the change in tuition and fees. Ignoring for the moment those issues concerning the colleges’ minimum operating scale (considered below in the section called “Shutdown Point”), the implication for the investment analysis is that benefits to the public sector must be adjusted to net out the benefits that the colleges can provide absent government support, represented as $Z\%$ of the colleges’ current credit hour production in Figure A7.2.

Figure A7.2



To clarify the argument, it is useful to consider the role of enrollment in the larger benefit-cost model. Let B equal the benefits attributable to government support. The analysis derives all benefits as a function of student enrollment, measured in terms of credit hours produced. For consistency with the graphs in this appendix, B is expressed as a function of the percent of the colleges' current credit hour production. Equation 1 is thus as follows:

$$1) \quad B = B(100\%)$$

This reflects the total benefits generated by enrollments at their current levels.

Consider benefits now with reference to Figure A4.2. The point at which government support is zero nonetheless provides for $Z\%$ (less than 100%) of the current enrollment, and benefits are symbolically indicated by the following equation:

$$2) \quad B = B(Z\%)$$

Inasmuch as the benefits in equation 2 occur with or without government support, the benefits appropriately attributed to government support are given by equation 3 as follows:

$$3) \quad B = B(100\%) - B(Z\%)$$

A7.2 Calculating benefits at the shutdown point

Colleges cease to operate when the revenue they receive from the quantity of education demanded is insufficient to justify their continued operations. This is commonly known in economics as the shutdown point.⁴⁹ The shutdown point is introduced graphically in Figure A7.3 as $S\%$. The location of point $S\%$ indicates that the colleges can operate at an even lower enrollment level than $Z\%$ (the point at which the colleges receive zero government funding). Government support at point $S\%$ is still zero, and student tuition and fees have been raised to p''' . Government support is thus credited with the benefits given by equation 3, or $B = B(100\%) - B(Z\%)$. With student tuition and fees still higher than p''' , the colleges would no longer be able to attract enough students to keep the doors open, and they would shut down.

⁴⁹ In the traditional sense, the shutdown point applies to firms seeking to maximize profits and minimize losses. Although profit maximization is not the primary aim of colleges, the principle remains the same, *i.e.*, that there is a minimum scale of operation required in order for colleges to stay open.

Figure A7.3

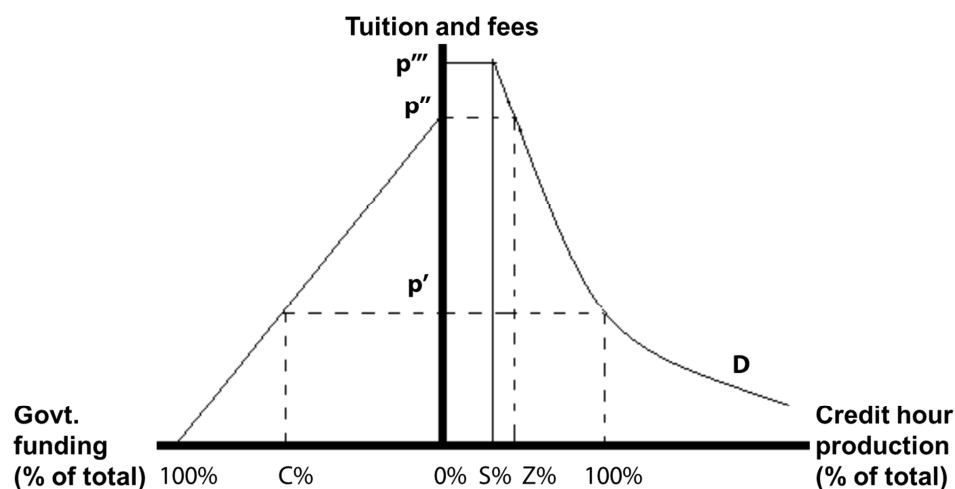
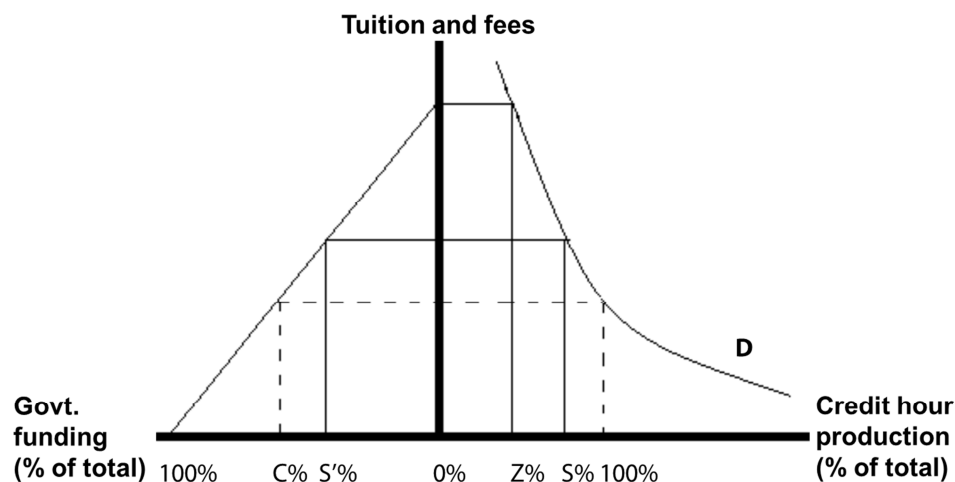


Figure A7.4 illustrates yet another scenario. Here the shutdown point occurs at a level of credit hour production greater than Z% (the level of zero government support), meaning some minimum level of government support is needed for the colleges to operate at all. This minimum portion of overall funding is indicated by S' on the left side of the chart, and as before, the shutdown point is indicated by S% on the right side of chart. In this case, government support is appropriately credited with all the benefits generated by the colleges' credit hour production, or $B = B (100\%)$.

Figure A7.4



Appendix 8: Social Externalities

Education has a predictable and positive effect on a diverse array of social benefits. These, when quantified in dollar terms, represent significant social savings that directly benefit society as a whole, including taxpayers. In this appendix we discuss the following three main benefit categories: 1) improved health, 2) reductions in crime, and 3) reductions in welfare and unemployment.

It is important to note that the data and estimates presented here should not be viewed as exact, but rather as indicative of the positive impacts of education on an individual's quality of life. The process of quantifying these impacts requires a number of assumptions to be made, creating a level of uncertainty that should be borne in mind when reviewing the results.

A8.1 Health

Statistics clearly show the correlation between increases in education and improved health. The manifestations of this are found in five health-related variables: smoking, alcoholism, obesity, mental illness, and drug abuse. There are other health-related areas that link to educational attainment, but these are omitted from the analysis until we can invoke adequate (and mutually exclusive) databases and are able to fully develop the functional relationships between them.

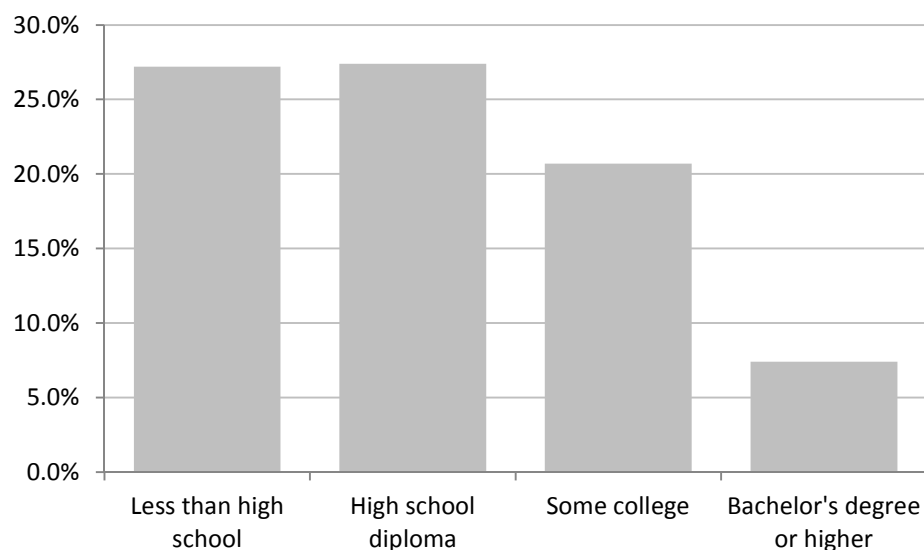
A8.1.1 Smoking

Despite a marked decline over the last several decades in the percentage of U.S. residents that smoke, a sizeable percentage of the U.S. population still uses tobacco. The negative health effects of smoking are well documented in the literature, which identifies smoking as one of the most serious health issues in the U.S.

Figure A8.1 shows the prevalence of cigarette smoking among adults aged 25 years and over, based on data provided by the National Health Interview Survey.⁵⁰ As indicated, the percent of persons who smoke begins to decline beyond the level of high school education.

⁵⁰ Centers for Disease Control and Prevention, "Table 61. Age-adjusted prevalence of current cigarette smoking among adults aged 25 and over, by sex, race, and education level: United States, selected years 1974-2011," National Health Interview Survey, 2011.

Figure A8.1: Prevalence of smoking among U.S. adults by education level



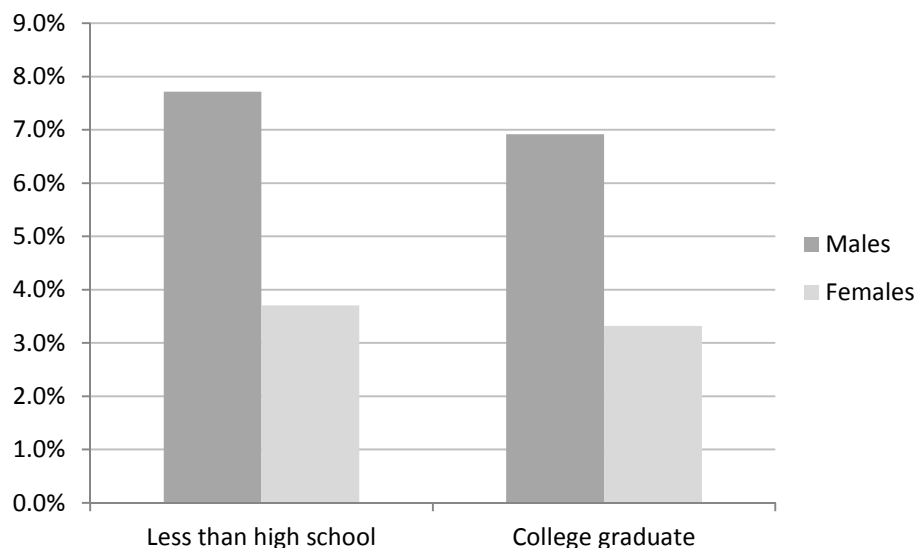
A8.1.2 Alcohol abuse

Alcoholism is difficult to measure and define. There are many patterns of drinking, ranging from abstinence to heavy drinking. Alcohol abuse is riddled with social costs, including healthcare expenditures for treatment, prevention, and support; workplace losses due to reduced worker productivity; and other effects.

Figure A8.2 compares the percent of males and females aged 26 and older that abuse or depend on alcohol at the less than high school level to the prevalence rate of alcoholism among college graduates, based on data supplied by the Substance Abuse and Mental Health Services Administration (SAMHSA).⁵¹ These statistics give an indication of the correlation between education and the reduced probability of alcoholism. As indicated, alcohol dependence or abuse falls from a 7.7% prevalence rate among males with less than a high school diploma to a 6.9% prevalence rate among males with a college degree. Similarly, alcohol dependence or abuse among females ranges from a 3.7% prevalence rate at the less than high school level to a 3.3% prevalence rate at the college graduate level.

⁵¹ Substance Abuse and Mental Health Services Administration, "Table 5.7B - Substance Dependence or Abuse in the Past Year among Persons Aged 26 or Older, by Demographic Characteristics: Percentages, 2010 and 2011," Center for Behavioral Health Statistics and Quality, National Survey on Drug Use and Health, 2010 and 2011.

Figure A8.2: Prevalence of alcohol dependence or abuse by sex and education level



A8.1.3 Obesity

The rise in obesity and diet-related chronic diseases has led to increased attention on how expenditures relating to obesity have increased in recent years. The average cost of obesity-related medical conditions is calculated using information from the *Journal of Occupational and Environmental Medicine*, which reports incremental medical expenditures and productivity losses due to excess weight.⁵² The CDC also reports the prevalence of obesity among adults by state.⁵³

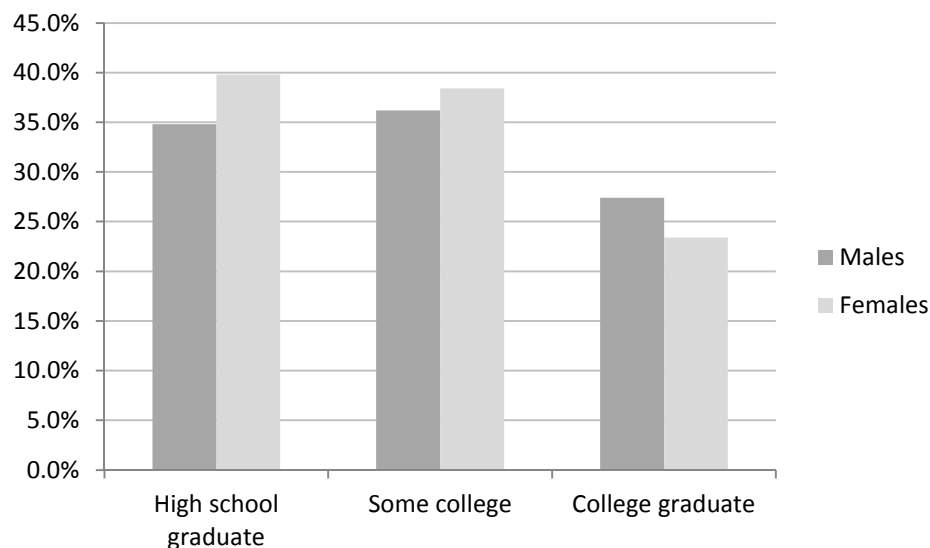
Data for Figure A8.3 was provided by the National Center for Health Statistics which shows the prevalence of obesity among adults aged 20 years and over by education and sex.⁵⁴ As indicated, college graduates are less likely to be obese than individuals with a high school diploma. However, the prevalence of obesity among males with some college is actually greater than males with no more than a high school diploma. In general, though, obesity tends to decline with increasing levels of education.

⁵² Eric A. Finkelstein, Marco da Costa DiBonaventura, Somali M. Burgess, and Brent C. Hale, “The Costs of Obesity in the Workplace,” *Journal of Occupational and Environmental Medicine* 52, no. 10 (October 2010): 971-976.

⁵³ Centers for Disease Control and Prevention, “Adult Obesity Facts,” Overweight and Obesity, accessed August 2013, <http://www.cdc.gov/obesity/data/adult.html#Prevalence>.

⁵⁴ Cynthia L. Ogden, Molly M. Lamb, Margaret D. Carroll, and Katherine M. Flegal, “Figure 3. Prevalence of obesity among adults aged 20 years and over, by education, sex, and race and ethnicity: United States 2005-2008” in “Obesity and Socioeconomic Status in Adults: United States 2005-2008,” NCHS data brief no. 50, Hyattsville, MD: National Center for Health Statistics, 2010.

Figure A8.3: Prevalence of obesity by education level

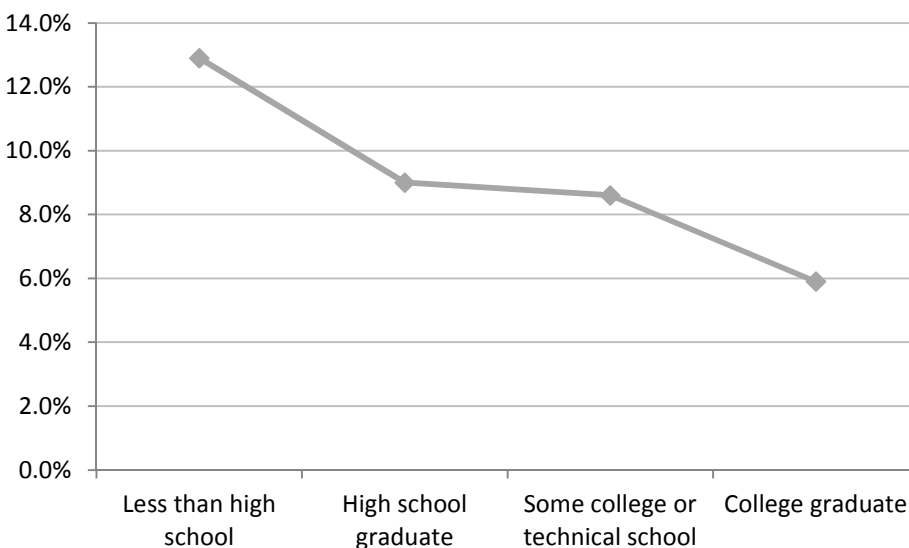


A8.1.4 Mental illness

Capturing the full economic cost of mental disorders is problematic because many of the costs are hidden or difficult to detach from others externalities, such as drug abuse or alcoholism. For this reason, this study only examines the costs of absenteeism caused by depression in the workplace. Figure A8.4 summarizes the prevalence of self-reported frequent mental distress among adults by education level, based on data supplied by the CDC.⁵⁵ As shown, people with higher levels of education are less likely to suffer from mental illness, with the prevalence of mental illness being the highest among people with less than a high school diploma.

⁵⁵ Centers for Disease Control and Prevention, "Table 1. Number of respondents to a question about mental health and percentage who self-reported frequent mental distress (FMD), by demographic characteristics -- United States, Behavioral Risk Factor Surveillance System, 1993-1996" in "Self-Reported Frequent Mental Distress Among Adults -- United States, 1993-1996." *Morbidity and Mortality Weekly Report* 47, no. 16 (May 1998): 325-331.

Figure A8.4: Prevalence of frequent mental distress by education level



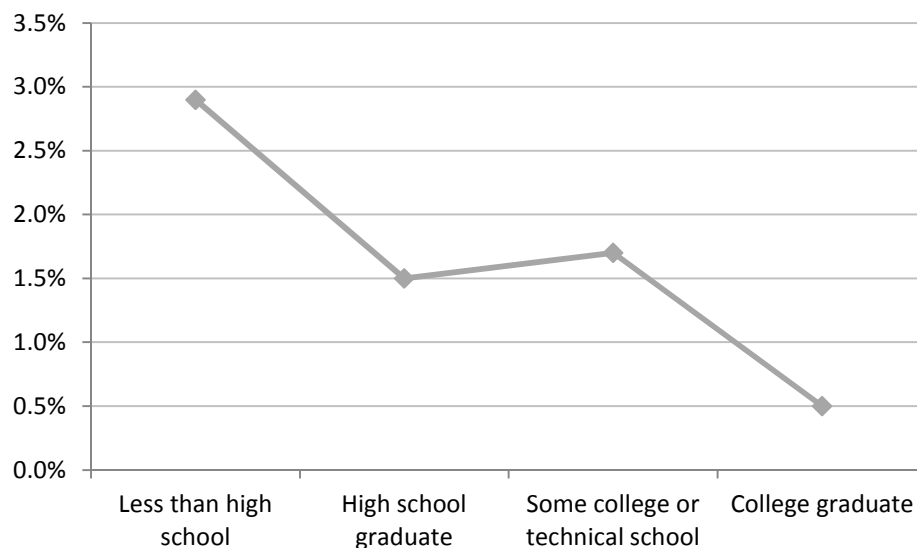
A8.1.5 Drug abuse

The burden and cost of illicit drug abuse is enormous in our society, but little is known about potential costs and effects at a population level. What is known is that the rate of people abusing drugs is inversely proportional to their education level. The higher the education level, the less likely a person is to abuse or depend on illicit drugs. The probability that a person with less than a high school diploma will abuse drugs is 2.9%, nearly six times greater than the probability of drug abuse for college graduates (0.5%). This relationship is presented in Figure A8.5 based on data supplied by SAMHSA.⁵⁶ Health costs associated with illegal drug use are also available from SAMSHA, with costs to government representing 82% of the total cost related to illegal drug use.⁵⁷

⁵⁶ Substance Abuse and Mental Health Services Administration, National Survey on Drug Use and Health, 2010 and 2011.

⁵⁷ Substance Abuse and Mental Health Services Administration. “Table A.2. Spending by Payer: Levels and Percent Distribution for Mental Health and Substance Abuse (MHSA), Mental Health (MH), Substance Abuse (SA), Alcohol Abuse (AA), Drug Abuse (DA), and All-Health, 2005” in *National Expenditures for Mental Health Services & Substance Abuse Treatment, 1986 – 2005*. DHHS Publication No. (SMA) 10-4612. Rockville, MD: Center for Mental Health Services and Center for Substance Abuse Treatment, Substance Abuse and Mental Health Services Administration, 2010.

Figure A8.5: Prevalence of illicit drug dependence or abuse by education level



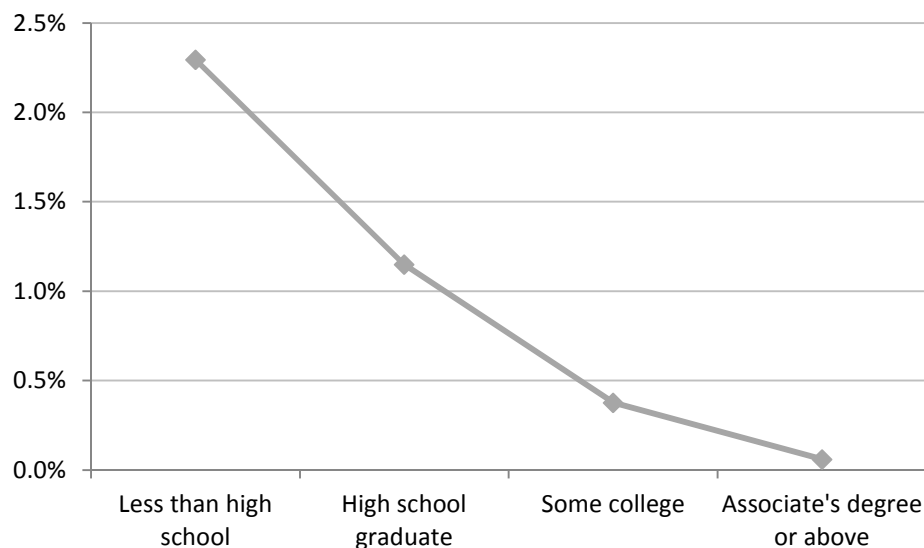
A8.2 Crime

As people achieve higher education levels, they are statistically less likely to commit crimes. The analysis identifies the following three types of crime-related expenses: 1) criminal justice expenditures, including police protection, judicial and legal, and corrections, 2) victim costs, and 3) productivity lost as a result of time spent in jail or prison rather than working.

Figure A8.6 displays the probability that an individual will be incarcerated by education level. Data are derived from the breakdown of the inmate population by education level in federal, state, and local prisons as provided by the Bureau of Justice Statistics,⁵⁸ divided by the total adult population. As indicated, incarceration drops on a sliding scale as education levels rise.

⁵⁸ Caroline Wolf Harlow. "Table 1. Educational attainment for State and Federal prison inmates, 1997 and 1991, local jail inmates, 1996 and 1989, probationers, 1995, and the general population, 1997" in "Education and Correctional Populations." Bureau of Justice Statistics Special Report, January 2003, NCJ 195670. Accessed August 2013. <http://bjs.ojp.usdoj.gov/index.cfm?ty=pbdetail&iid=814>.

Figure A8.6: Incarceration rates by education level



Victim costs comprise material, medical, physical, and emotional losses suffered by crime victims. Some of these costs are hidden, while others are available in various databases. Estimates of victim costs vary widely, attributable to differences in how the costs are measured. The lower end of the scale includes only tangible out-of-pocket costs, while the higher end includes intangible costs related to pain and suffering.⁵⁹

Yet another measurable benefit is the added economic productivity of people who are gainfully employed, all else being equal, and not incarcerated. The measurable productivity benefit is simply the number of additional people employed multiplied by the average income of their corresponding education levels.

A8.3 Welfare and unemployment

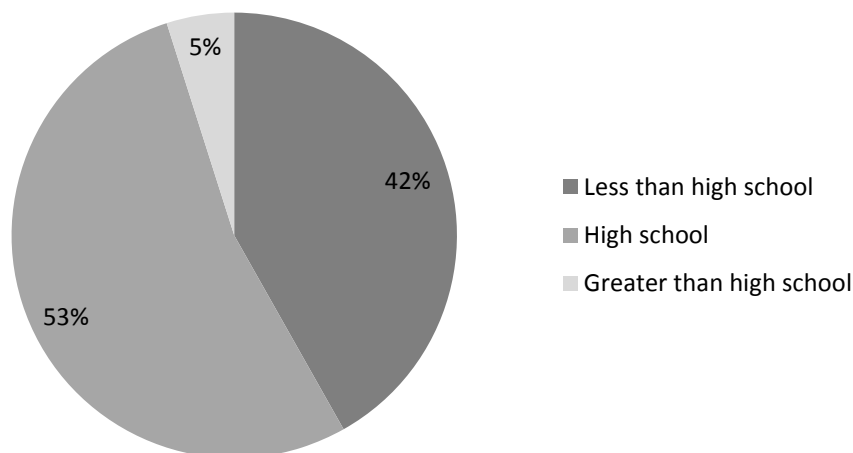
Statistics show that as education levels increase, the number of welfare and unemployment applicants declines. Welfare and unemployment claimants can receive assistance from a variety of different sources, including Temporary Assistance for Needy Families (TANF), Supplemental Nutrition Assistance Program (SNAP), Medicaid, Supplemental Security Income (SSI), and unemployment insurance.⁶⁰

⁵⁹ Kathryn E. McCollister, Michael T. French, and Hai Fang, “The Cost of Crime to Society: New Crime-Specific Estimates for Policy and Program Evaluation.” *Drug and Alcohol Dependence* 108, no. 1-2 (April 1, 2010): 98-109.

⁶⁰ Medicaid is not considered in the analysis for welfare because it overlaps with the medical expenses in the analyses for smoking, alcoholism, obesity, mental illness, and drug abuse. We also exclude any welfare benefits associated with disability and age.

Figure A8.7 relates the breakdown of TANF recipients by education level, derived from data supplied by the U.S. Department of Health and Human Services.⁶¹ As shown, the demographic characteristics of TANF recipients are weighted heavily towards the less than high school and high school categories, with a much smaller representation of individuals with greater than a high school education.

Figure A8.7: Breakdown of TANF recipients by education level

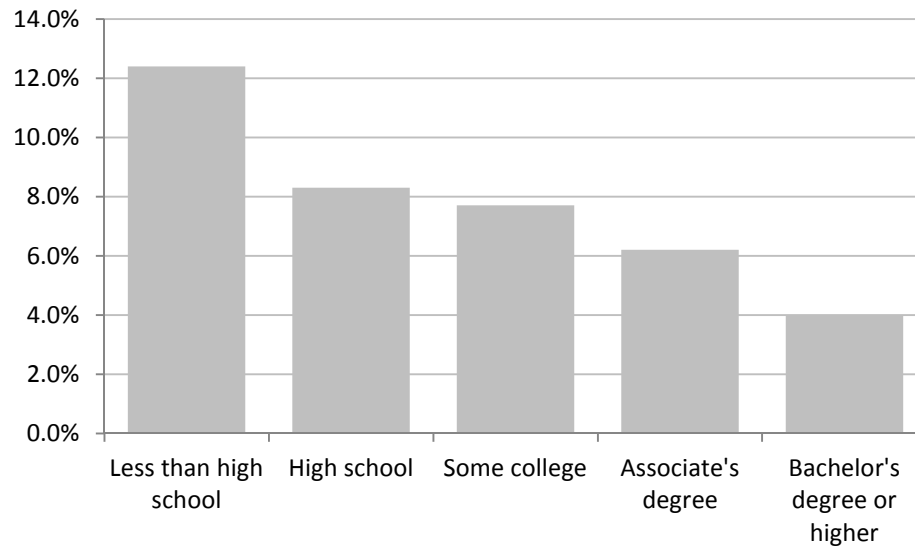


Unemployment rates also decline with increasing levels of education, as illustrated in Figure A8.8. These data are supplied by the Bureau of Labor Statistics.⁶² As shown, unemployment rates range from 12.4% for those with less than a high school diploma to 4.0% for those at the bachelor's degree level or higher.

⁶¹ U.S. Department of Health and Human Services, Office of Family Assistance, "Table 10:26 - Temporary Assistance for Needy Families - Active Cases: Percent Distribution of TANF Adult Recipients by Educational Level, FY 2009" in Temporary Assistance for Needy Families Program Ninth Report to Congress, 2012.

⁶² Bureau of Labor Statistics, "Table 7. Employment status of the civilian noninstitutional population 25 years and over by educational attainment, sex, race, and Hispanic or Latino ethnicity." Current Population Survey, Labor Force Statistics. Accessed August 2013. <http://www.bls.gov/cps/cpsaat07.pdf>.

Figure A8.8: Unemployment by education level



A8.4 Conclusion

The statistical databases bear out the simple correlation between education and improved health, lower incarceration rates, and reduced welfare and unemployment. These by no means comprise the full range of benefits one possibly can link to education. Other social benefits certainly may be identified in the future as reliable statistical sources are published and data are incorporated into the analytical framework. However, the fact that these incidental benefits occur and can be measured is a bonus that enhances the economic attractiveness of education.