



EXECUTIVE SUMMARY

SEPTEMBER 2021



The Economic Value of Hagerstown Community College



HAGERSTOWN COMMUNITY COLLEGE (HCC) creates value in many ways. The college plays a key role in helping students increase their employability and achieve their individual potential. The college draws students to the county, generating new dollars and opportunities for Washington County. HCC provides students with the education, training, and skills they need to have fulfilling and prosperous careers. Furthermore, HCC is a place for students to meet new people, increase their self-confidence, and promote their overall health and well-being.

HCC influences both the lives of its students and the county economy. The college supports a variety of industries in Washington County, serves county businesses, and benefits society as a whole in Maryland from an expanded economy and improved quality of life. The benefits created by HCC even extend to the state and local government through increased tax revenues and public sector savings.

This study measures the economic impacts created by HCC on the business community and the benefits the college generates in return for the investments made by its key stakeholder groups—students, taxpayers, and society. The following two analyses are presented:



Economic impact analysis



Investment analysis

All results reflect employee, student, and financial data, provided by the college, for fiscal year (FY) 2018-19. The FY 2018-19 was chosen as the analysis year for this study as it is representative of the pre-Covid operations of the college. Impacts on the Washington County economy are reported under the economic impact analysis and are measured in terms of added income. The returns on investment to students, taxpayers, and society in Maryland are reported under the investment analysis.



HCC influences both the **lives of its students** and the **county economy**.



HCC promotes economic growth in Washington County through its direct expenditures and the resulting expenditures of students and county businesses. The college serves as an employer and buyer of goods and services for its day-to-day operations and construction. The college’s activities attract students from outside Washington County, whose expenditures benefit county vendors. In addition, HCC is a primary source of higher education to Washington County residents and a supplier of trained workers to county industries, enhancing overall productivity in the county workforce.

Operations spending impact



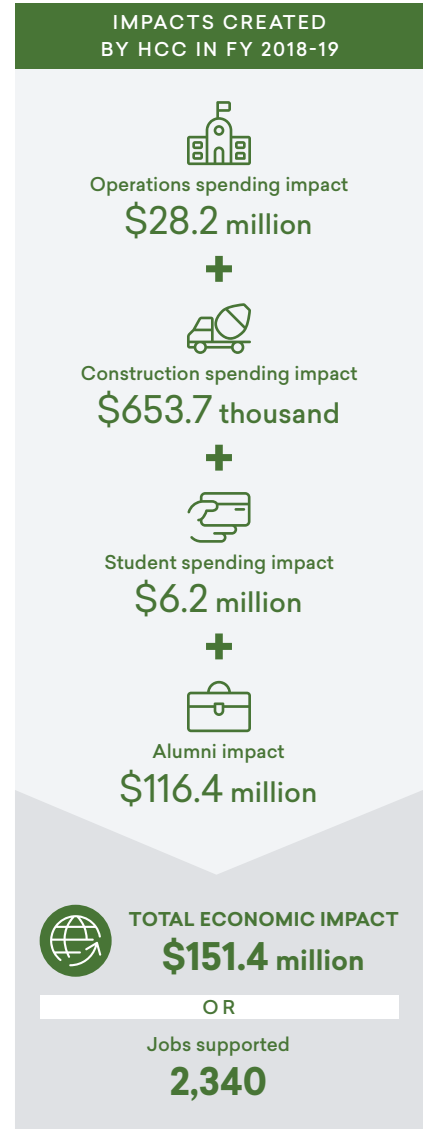
HCC adds economic value to Washington County as an employer of county residents and a large-scale buyer of goods and services. In FY 2018-19, the college employed 522 full-time and part-time faculty and staff, 54% of whom lived in Washington County. Total payroll at HCC was \$27.3 million, much of which was spent in the county for groceries, mortgage and rent payments, dining out, and other household expenses. In addition, the college spent \$12.3 million on day-to-day expenses related to facilities, supplies, and professional services.

HCC’s day-to-day operations spending added \$28.2 million in income to the county during the analysis year. This figure represents the college’s payroll, the multiplier effects generated by the in-county spending of the college and its employees, and a downward adjustment to account for funding that the college received from county sources. The \$28.2 million in added income is equivalent to supporting 526 jobs in the county.

Construction spending impact



HCC invests in construction each year to maintain its facilities, create additional capacities, and meet its growing educational demands. While the amount varies from year to year, these quick infusions of income and jobs have a substantial impact on the county economy. In FY 2018-19, HCC’s construction spending generated \$653.7 thousand in added income, which is equivalent to supporting 10 jobs.



Student spending impact



Around 27% of credit students attending HCC originated from outside the county in FY 2018-19, and some of these students relocated to Washington County to attend HCC. These students may not have come to the county if the college did not exist. In addition, some in-county students, referred to as retained students, would have left Washington County if not for the existence of HCC. While attending the college, these relocated and retained students spent money on groceries, accommodation, transportation, and other household expenses. This spending generated \$6.2 million in added income for the county economy in FY 2018-19, which supported 138 jobs in Washington County.

Alumni impact



The education and training HCC provides for county residents has the greatest impact. Since its establishment, students have studied at HCC and entered the county workforce with greater knowledge and new skills. Today, thousands of former HCC students are employed in Washington County. As a result of their HCC educations, the students receive higher earnings and increase the productivity of the businesses that employ them. In FY 2018-19, HCC alumni generated \$116.4 million in added income for the county economy, which is equivalent to supporting 1,665 jobs.

Total impact

HCC added \$151.4 million in income to the Washington County economy during the analysis year, equal to the sum of the operations and construction spending impacts, the student spending impact, and the alumni impact. For context, the \$151.4 million impact was equal to approximately 2.1% of the total gross regional product (GRP) of Washington County. This contribution that the college provided on its own was larger than the entire Information industry in the county.

HCC's total impact can also be expressed in terms of jobs supported. The \$151.4 million impact supported 2,340 county jobs, using the jobs-to-sales ratios specific to each industry in the county. This means that one out of every 35 jobs in Washington County is supported by the activities of HCC and its students. In addition, the \$151.4 million, or 2,340 supported jobs, stemmed from different industry sectors. Among non-education industry sectors, HCC's spending and alumni in the Health Care & Social Assistance industry sector supported 456 jobs in FY 2018-19. These are impacts that would not have been generated without the college's presence in Washington County.

HCC IMPACTS BY INDUSTRY (JOBS SUPPORTED)



One out of every 35 jobs in Washington County is supported by the activities of HCC and its students.



An investment analysis evaluates the costs associated with a proposed venture against its expected benefits. If the benefits outweigh the costs, then the investment is financially worthwhile. The analysis presented here considers HCC as an investment from the perspectives of students, taxpayers, and society in Maryland.

Student perspective



In FY 2018-19, HCC served 5,750 credit and 6,494 non-credit students. In order to attend the college, the students paid for tuition, fees, books, and supplies. They also took out loans and will incur interest on those loans. Additionally, students gave up money they would have otherwise earned had they been working instead of attending college. The total investment made by HCC's students in FY 2018-19 amounted to a present value of \$47.3 million, equal to \$15.9 million in out-of-pocket expenses (including future principal and interest on student loans) and \$31.4 million in forgone time and money.

In return for their investment, HCC's students will receive a stream of higher future earnings that will continue to grow throughout their working lives. For example, the average HCC associate degree graduate from FY 2018-19 will see annual earnings that are \$7,700 higher than a person with a high school diploma or equivalent working in Maryland. Over a working lifetime, the benefits of the associate degree over a high school diploma will amount to an undiscounted value of \$292.6 thousand in higher earnings per graduate. The present value of the cumulative higher future earnings that HCC's FY 2018-19 students will receive over their working careers is \$180.7 million.

The students' benefit-cost ratio is 3.8. In other words, for every dollar students invest in HCC, in the form of out-of-pocket expenses and forgone time and money, they will receive a cumulative value of \$3.80 in higher future earnings.

STUDENTS SEE A HIGH RATE OF RETURN FOR THEIR INVESTMENT IN HCC



Average annual return for HCC students
19.6%



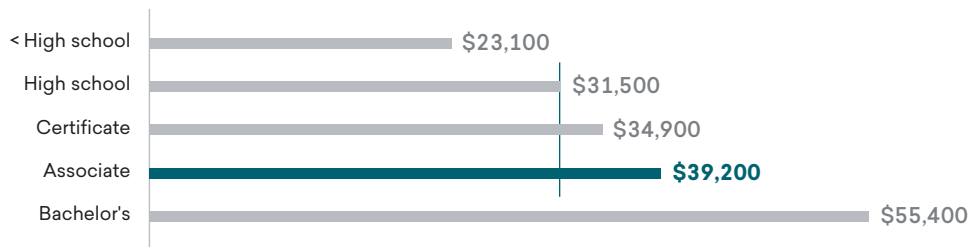
Stock market 30-year average annual return
9.9



Interest earned on savings account (National Rate Cap)
0.8%

Source: Forbes' S&P 500, 1989-2018. FDIC.gov, 6-2019.

The average associate degree graduate from HCC will see an increase in earnings of **\$7,700** each year compared to a person with a high school diploma or equivalent working in Maryland.



Source: Emsi Burning Glass employment data.

Annually, the students' investment in HCC has an average annual internal rate of return of 19.6%, which is impressive compared to the U.S. stock market's 30-year average rate of return of 9.9%.

Taxpayer perspective



HCC generates more in tax revenue than it takes. These benefits to taxpayers consist primarily of taxes that the state and local government will collect from the added revenue created in the state. As HCC students will earn more, they will make higher tax payments throughout their working lives. Students' employers will also make higher tax payments as they increase their output and purchases of goods and services. By the end of the FY 2018-19 students' working lives, the state and local government will have collected a present value of \$30.6 million in added taxes.

Benefits to taxpayers will also consist of savings generated by the improved lifestyles of HCC students and the corresponding reduced government services. Education is statistically correlated with a variety of lifestyle changes. Students' HCC educations will generate savings in three main categories: 1) healthcare, 2) crime, and 3) income assistance. Improved health will lower students' demand for national health care services. In addition, students will be less likely to interact with the criminal justice system, resulting in a reduced demand for law enforcement and victim costs. HCC students will be more employable, so their reduced demand for income assistance such as welfare and unemployment benefits will benefit taxpayers. For a list of study references, contact the college for a copy of the main report. Altogether, the present value of the benefits associated with an HCC education will generate \$3.2 million in savings to state and local taxpayers.

Total taxpayer benefits amount to \$33.8 million, the present value sum of the added taxes and public sector savings. Taxpayer costs are \$21.7 million, equal to the amount of state and local government funding HCC received in FY 2018-19. These benefits and costs yield a benefit-cost ratio of 1.6. This means that for every dollar of public money invested in HCC in FY 2018-19, taxpayers will receive a cumulative value of \$1.60 over the course of the students' working lives. The average annual internal rate of return for taxpayers is 4.9%, which compares favorably to other long-term investments in the public and private sectors.

For every dollar of public money invested in HCC, taxpayers will receive a cumulative value of **\$1.60** over the course of the students' working lives.

Social perspective



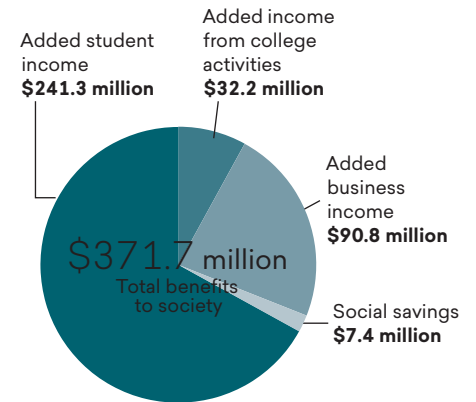
Society as a whole in Maryland benefits from the presence of HCC in two major ways. Primarily, society benefits from an increased economic base in the state. This is attributed to the added income from students' increased lifetime earnings (added student income) and increased business output (added business income), which raise economic prosperity in Maryland.

Benefits to society also consist of the savings generated by the improved lifestyles of HCC students. As discussed in the previous section, education is statistically correlated with a variety of lifestyle changes that generate social savings. Note that these costs are avoided by the consumers but are distinct from the costs avoided by the taxpayers outlined above. Healthcare savings include avoided medical costs associated with smoking, alcohol dependence, obesity, drug abuse, and depression. Savings related to crime include reduced security expenditures and insurance administration, lower victim costs, and reduced expenditures by the criminal justice system. Income assistance savings include reduced welfare and unemployment claims. For a list of study references, contact the college for a copy of the main report.

Altogether, the social benefits of HCC equal a present value of \$371.7 million. These benefits include \$241.3 million in added student income, \$90.8 million in added business income, \$32.2 million in added income from college activities, as well as \$7.4 million in social savings related to health, crime, and income assistance in Maryland. People in Maryland invested a present value total of \$78.5 million in HCC in FY 2018-19. The cost includes all the college and student costs.

The benefit-cost ratio for society is 4.7, equal to the \$371.7 million in benefits divided by the \$78.5 million in costs. In other words, for every dollar invested in HCC, people in Maryland will receive a cumulative value of \$4.70 in benefits. The benefits of this investment will occur for as long as HCC's FY 2018-19 students remain employed in the state workforce.

SOCIAL BENEFITS IN MARYLAND FROM HCC



Source: Emsi Burning Glass impact model.

Summary of investment analysis results

The results of the analysis demonstrate that HCC is a strong investment for all three major stakeholder groups—students, taxpayers, and society. As shown, students receive a great return for their investments in an HCC education. At the same time, taxpayers' investment in HCC returns more to government budgets than it costs and creates a wide range of social benefits throughout Maryland.

STUDENT PERSPECTIVE		TAXPAYER PERSPECTIVE		SOCIAL PERSPECTIVE	
Present value benefits	\$180.7 million	Present value benefits	\$33.8 million	Present value benefits	\$371.7 million
Present value costs	\$47.3 million	Present value costs	\$21.7 million	Present value costs	\$78.5 million
Net present value	\$133.3 million	Net present value	\$12.2 million	Net present value	\$293.2 million
Benefit-cost ratio	3.8	Benefit-cost ratio	1.6	Benefit-cost ratio	4.7
Rate of return	19.6%	Rate of return	4.9%	Rate of return	n/a*

* The rate of return is not reported for the social perspective because the beneficiaries of the investment are not necessarily the same as the original investors.

CONCLUSION

The results of this study demonstrate that HCC creates value from multiple perspectives. The college benefits county businesses by increasing consumer spending in the county and supplying a steady flow of qualified, trained workers to the workforce. HCC enriches the lives of students by raising their lifetime earnings and helping them achieve their individual potential. The college benefits state and local taxpayers through increased tax receipts and a reduced demand for government-supported social services. Finally, HCC benefits society as a whole in Maryland by creating a more prosperous economy and generating a variety of savings through the improved lifestyles of students.

About the study

Data and assumptions used in the study are based on several sources, including the FY 2018-19 academic and financial reports from HCC, industry and employment data from the U.S. Bureau of Labor Statistics and U.S. Census Bureau, outputs of Emsi Burning Glass's Multi-Regional Social Accounting Matrix model, and a variety of studies and surveys relating education to social behavior. The study applies a conservative methodology and follows standard practice using only the most recognized indicators of economic impact and investment effectiveness. For a full description of the data and approach used in the study, please contact the college for a copy of the main report.

The results of this study demonstrate that HCC creates value from **multiple perspectives**.



Emsi Burning Glass provides colleges and universities with labor market data that helps create better outcomes for students, businesses, and communities. Our data, which cover more than 99% of the U.S. workforce, are compiled from a wide variety of government sources, job postings, and online profiles and résumés. Hundreds of institutions use Emsi Burning Glass to align programs with regional needs, drive enrollment, connect students with in-demand careers, track their alumni's employment outcomes, and demonstrate their institution's economic impact on their region. Visit economicmodeling.com/higher-education to learn more or connect with us.