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# Economic Analysis of Proposed Swallowtail Solar Development in Bartholomew County, Indiana

Emily Giovanni  
Kenneth Richards  
Matthew Kinghorn  
Adam Copp

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## Executive Summary

Arevon plans to invest \$272 million to construct a 1,200-acre solar electricity generation facility in Bartholomew County, Indiana (i.e., the Swallowtail development). The construction phase of this project is estimated to take 14 months to complete and require an estimated 570,000 person-hours of labor.

Most of the impact of the project in Bartholomew County will be generated by the hiring of construction workers and their subsequent spending of earnings in the area. The estimated labor budget for the construction phase translates into an estimated 235 full time equivalent (FTE) workers for 14 months earning roughly \$29 million in total compensation during the construction period, which represents direct effects provided by the project within the county. The workers will have a further economic impact in the county by spending money locally (on housing, healthcare, groceries, entertainment, etc.), resulting in impact multipliers or “ripple effects.”<sup>1</sup> The ripple effects of this construction project will generate an additional 135 jobs at other businesses in the county, bringing the total employment footprint of the construction phase to 370 FTE jobs for 14 months, with \$36.2 million in compensation, as well as \$46.3 million contributed to the county’s gross domestic product (GDP).<sup>2</sup>

The annual operation and maintenance of the facility will involve five employees who will earn total compensation of approximately \$420,000. Additionally, Arevon will spend \$767,650 annually to procure the necessary goods and services to operate the facility. The annual ripple effects generated by these supply chain purchases and by the household spending of the onsite employees will support an additional 12 jobs in Bartholomew County. All told, the full ongoing annual economic impact of the operations of the facility in the county are approximately 17 FTE jobs and \$981,300 in employee compensation, as well as a \$1.57 million contribution to the county’s GDP.

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<sup>1</sup> Defined as the economic activity generated by workers when they purchase needed goods and services from other Bartholomew County businesses, as well as the impacts of household spending in the county by the workers.

<sup>2</sup> In terms of multipliers, every job directly tied to the construction phase of this project supports another 0.57 jobs in the county, while every dollar of payroll generates an additional \$0.25 in compensation with other local employers. Every dollar of GDP generated triggers an additional \$0.34 in economic activity.

# 1 Introduction

Arevon, a leading renewable energy developer, has proposed to develop a 263 megawatt DC/200 megawatt AC solar farm in Bartholomew County, Indiana. This document summarizes an input-output economic modeling analysis to estimate the economic effects of this development on employment, labor income, and gross state product in the county.

Section 2 of this report provides background information, characterizing Indiana's baseline energy and electricity sector and Bartholomew County's existing economic conditions. Section 3 describes the data and methods used to model the impacts of the planned solar development, and Section 4 presents and explains the results. Section 5 provides references, and the appendices provide supplemental information, including additional discussion of the modeling approach used for the analysis and a description of the authors of this report.

## 2 Background

This section provides background information about Indiana’s energy and electricity sector (Section 2.1) and the recent economic conditions of Bartholomew County where the development will be located (Section 2.2).

### 2.1 Indiana Energy and Electricity Sector

Indiana consumes more energy than it produces, making the state a net importer of energy. According to the United States Energy Information Administration (U.S. EIA; 2021a), the total energy production for the state of Indiana in 2019 was 981.4 trillion BTUs, comprising 0.97 percent of energy production for the United States. Total Indiana energy consumption for the same year was 2,777.5 trillion BTUs. Thus, Indiana’s net energy import was 1,796.1 trillion BTUs (U.S. EIA, 2021a).

Primary energy production in Indiana is dominated by coal. In 2019, statewide coal production was 712.2 trillion BTUs, which accounted for 72.6 percent of all estimated energy produced in Indiana that year (Table 1). Indiana is the nation's sixth largest coal producer and second largest coal consumer (by volume) after Texas (U.S. EIA, 2021a). In terms of Indiana’s total energy production, coal is followed by biofuels (15.5 percent) and other renewable energy (10.5 percent).

**Table 1: Total Energy Production in Indiana, 2019**

Resource Type	Energy Production Estimates (trillion BTU)	Percent of Total Energy Production in Indiana
Coal	712.2	72.6%
Biofuels	152.2	15.5%
Other Renewable Energy	102.6	10.5%
Crude Oil	9.0	0.9%
Natural Gas	5.3	0.5%
<b>Total Production</b>	<b>981.4</b>	<b>100.0%</b>

Source: United States Energy Information Administration (2021a)

Energy consumption refers to energy used as a direct fuel source for industry, heating, transportation, and electricity. The energy consumed in Indiana mainly comes from fossil fuels, with coal and natural gas accounting for over 60 percent (Table 2). Renewables represent only a small fraction of Indiana’s energy consumption, with renewables other than hydroelectric power and biomass accounting for 2.3 percent of all energy consumed in 2019, or 64.2 trillion BTUs.

**Table 2: Total Indiana Energy Consumption, 2019**

Resource Type	Energy Consumption Estimates (trillion BTU)	Percent of Total Energy Consumption in Indiana
Coal	821.5	29.6%
Natural Gas	933.9	33.6%
Motor Gasoline (excl. ethanol)	340.6	12.3%
Distillate Fuel Oil	218.0	7.8%

Resource Type	Energy Consumption Estimates (trillion BTU)	Percent of Total Energy Consumption in Indiana
Biomass (incl. ethanol)	118.6	4.3%
Other Petroleum	102.2	3.7%
Jet Fuel	26.4	1.0%
Other Renewables	64.2	2.3%
Net Interstate Flow of Electricity <sup>a</sup>	124.3	4.5%
HGL	23.7	0.9%
Hydroelectric Power	2.3	0.1%
Residual Fuel	1.7	0.1%
<b>Total Consumption</b>	<b>2,777.5</b>	<b>100.0%</b>

Source: United States Energy Information Administration (2021a)

a. Defined by the U.S. EIA as follows: “Includes the energy losses associated with the generation, transmission, and distribution of the electricity flowing across state lines. A positive number indicates that more electricity came into the state than went out of the state during the year.” Also includes electricity traded with Canada and Mexico.

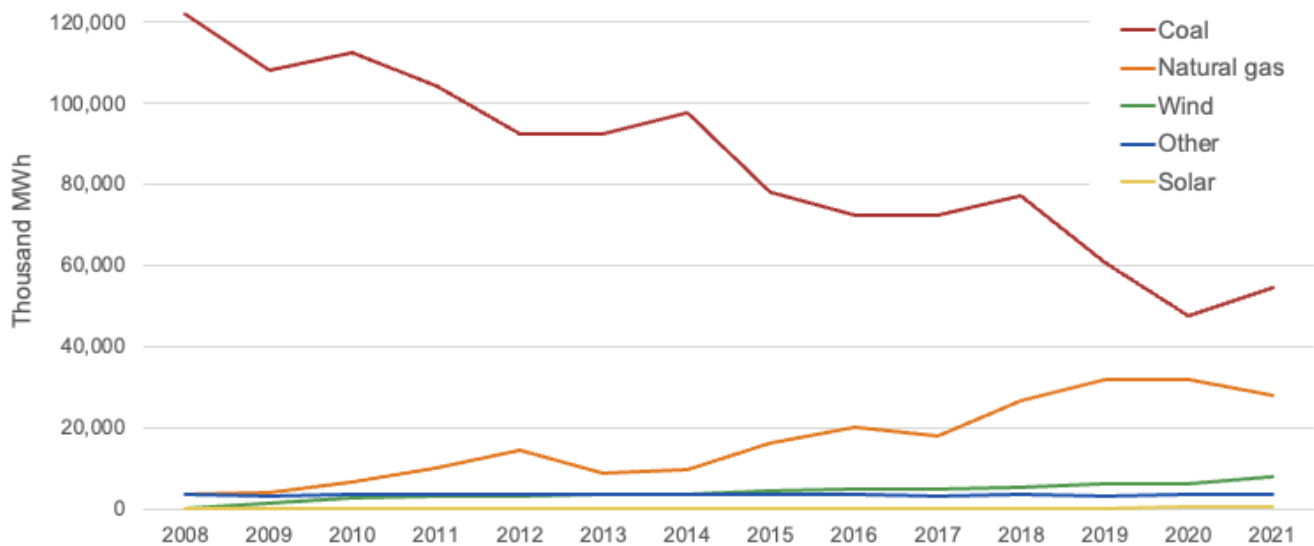
Generation refers to the amount of electricity generated within the state of Indiana. Electricity in Indiana is generated by a variety of sources, with the largest shares attributable to coal (almost 60 percent) and natural gas (almost 30 percent) (Table 3). Wind is the most developed renewable energy resource in Indiana, representing more than 8 percent of electricity generated, followed by solar and hydropower, which each accounting for less than 1 percent. In addition to electricity generated within the state, Indiana imports approximately 5 percent of the electricity it consumes (U.S. EIA, 2021c).

**Table 3. Electricity Generation in Indiana, 2021**

Resource Type	Thousands MWh Generated Within Indiana	Percent of Total Energy Generation in Indiana
Coal	54,541	57.7%
Natural gas	27,913	29.5%
Wind	7,903	8.4%
Other gas	2,212	2.3%
Other biomass	452	0.5%
Other	489	0.5%
Solar	669	0.7%
Hydroelectric	257	0.3%
Petroleum	129	0.1%
<b>Total Electricity Generation</b>	<b>94,565</b>	<b>100.0%</b>

Source: United States Energy Information Administration (2021b)

In recent years, the share of Indiana’s electricity generated from coal has decreased, as shown in Figure 1 (U.S. EIA, 2021b).<sup>3</sup> Between 2010 and 2021, 32 of the 60 coal-fired generation units in Indiana have retired because they are no longer competitive, and, based on the Indiana Utilities Commissions (IURC) integrated resource planning, it is anticipated that 24 more coal-fired generation units will retire by 2038 (IURC, 2021). As a result of the decline in coal together with the relatively low cost of natural gas, natural gas usage for electricity generation within the state has increased four-fold in the last decade, from 6,475 MWh in 2010 to 27,913 MWh in 2021 (U.S. EIA, 2021b).



**Figure 1: Electricity Generation in Indiana, 2008 to 2019**

Although renewables represent only a small fraction of Indiana’s energy portfolio, their development within the state of Indiana is increasing every year. Solar power generating capacity increased from zero in 2011 to 279 MW by 2020, while wind capacity increased from 1,340 MW to 2,940 MW over the same period (U.S. EIA, 2021d). Net metering<sup>4</sup> and increasing ability to use batteries to store energy are likely to be significant factors in the continued expansion of renewables. Additionally, advances in renewable technology together with state and regional trends encouraging renewables (such as feed-in tariffs and public benefit funds, among others), are expected to continue making renewables more widespread and competitive (IURC, 2020).

Indiana has historically seen lower electricity prices than the rest of the United States, with an overall favorability (i.e., affordability) rating of 4<sup>th</sup> nationally in 2004. However, the state remains reliant on coal and as such electricity prices are tethered to coal markets. Since 2003, coal prices have tended to increase, while natural gas and renewables prices have tended to decrease. As a result, Indiana’s electricity prices have increased compared to the rest of the United States, with a favorability rating of 27<sup>th</sup> in 2020.

<sup>3</sup> Electricity generation from all sources decreased by 27 percent over the same period, from approximately 130,000 MWh in 2008 to 95,000 MWh in 2021.

<sup>4</sup> Net metering is a service by which customers can self-supply some or all of their electricity usage by installing renewable energy facilities, selling any overproduction to the electric grid at retail electric rates. This is becoming increasingly popular in Indiana; by the end of 2019, 4,800 customers had installed net metering with 132 MW of total capacity (IURC, 2021).



Investment costs to address environmental mandates and the replacement of aging infrastructure have also contributed to Indiana’s reduced relative price advantage (IURC, 2021). Furthermore, as coal-fired energy generation within the state has decreased, Indiana’s total generation has decreased, requiring more electricity to be imported to meet statewide demand (U.S. EIA, 2021c).

Indiana’s State Utility Forecasting Group (SUFGE), established by statute to provide an independent forecast of Indiana’s electricity needs, projects in their 2021 Indiana Energy Forecast that electricity usage will grow at a rate of 0.21 percent per year over the next 20 years (SUFGE, 2021). They also predict that Indiana electricity prices will increase through the year 2028, due to increases in fuel costs and the installation of new emissions control equipment, and then level off. When prices for coal, natural gas, and oil increase, electricity demand faces multiple pressures. To the extent that these fuels generate electricity, when their price increases, electricity prices rise and electricity demand falls, all else being equal. On the other hand, because fossil fuels compete directly with electricity to provide end use services such as heating, when the price of fossil fuels rises electricity becomes relatively more attractive and electricity demand tends to rise, all else being equal. The net impact of these opposing forces depends on how they affect utility costs, the responsiveness of customer demand to electricity price changes, and the availability and competitiveness of fossil fuels in the end-use services markets. In the long term, the projected additional resource requirements are generally lower than in previous forecasts, which indicates a need for a “mix of natural gas-fired combustion turbines and combined cycle units, with wind and solar capacity.” This is due to lower projected peak demand (SUFGE, 2021).

**2.2 Bartholomew County Economy**

Bartholomew County, in west central Indiana, has a total population of 83,540 as of 2022, ranking 19<sup>th</sup> out of Indiana’s 92 counties and accounting for 1.22 percent of the state’s population (STATS Indiana, 2023). Recent data<sup>5</sup> indicate that economic characteristics for the county’s population are comparable to statewide statistics, with median household income of \$65,739 (slightly lower than the statewide \$66,785), an annual unemployment rate of 2.8 percent (lower than the state rate of 3.3 percent), and a poverty rate of 15.9 percent (higher than the statewide rate of 12.6 percent).

Table 4 summarizes key economic indicators for the county broken out by industry.

**Table 4: Summary of Bartholomew County Economic Data by Industry, 2021**

Sector	Employment	Labor Income (millions)	Total Sales (millions)
Manufacturing	19,458	\$2,139.9	\$11,457.6
Administrative Government	5,532	\$341.9	\$436.0
Retail Trade	5,014	\$183.7	\$504.2
Health Care and Social Assistance	4,632	\$312.0	\$487.0
Accommodation and Food Services	3,689	\$94.2	\$324.2
Professional, Scientific, and Technical Services	3,076	\$241.5	\$523.7
Administrative and Support and Waste Management and Remediation Services	2,850	\$129.6	\$313.3

<sup>5</sup> Compiled and summarized by STATS Indiana (2023).



Sector	Employment	Labor Income (millions)	Total Sales (millions)
Other Services (except Public Administration)	2,813	\$163.9	\$286.1
Construction	2,554	\$161.0	\$427.1
Wholesale Trade	1,838	\$274.6	\$804.2
Real Estate and Rental and Leasing	1,646	\$66.1	\$729.8
Finance and Insurance	1,559	\$111.0	\$496.6
Transportation and Warehousing	1,184	\$91.1	\$206.6
Agriculture, Forestry, Fishing and Hunting	917	\$57.6	\$146.7
Management of Companies and Enterprises	709	\$92.6	\$177.2
Arts, Entertainment, and Recreation	523	\$7.4	\$35.3
Information	334	\$22.6	\$253.5
Government Enterprises	209	\$15.5	\$26.3
Utilities	174	\$23.2	\$202.9
Educational Services	155	\$4.5	\$8.5
Mining, Quarrying, and Oil and Gas Extraction	109	\$1.9	\$41.3
<b>Total</b>	<b>58,974</b>	<b>\$4,536</b>	<b>\$17,888</b>
Source: IMPLAN			

### 3 Data, Assumptions, and Methods

Table 5 shows construction phase assumptions used in the economic modeling, while Table 6 shows assumptions for the subsequent operations phase. The planned Bartholomew County development will be a 263 megawatt DC/200 megawatt AC solar installation on approximately 1,200 acres, representing a 72 percent increase relative to the U.S. EIA’s estimated 2020 solar capacity (see Section 2.1).

Arevon estimates that it will invest approximately \$330 million in the development. Of this total investment, approximately \$272 million will be allocated to construction labor, equipment, engineering services, and other professional services. These expenditures, as summarized in Table 5, are expected to have economic effects within Bartholomew County.<sup>6</sup> For the purposes of the economic modeling, we assume that the development’s construction phase will take approximately 14 months and a total of 570,000 hours of labor, equating to 274 person-years in construction labor,<sup>7</sup> or 235 workers employed on a full-time basis for 14 months. Arevon estimates that up to half of these construction workers will reside outside of Indiana. The actual effect on final county-level labor demand will depend on a variety of factors, including general market conditions, local employment conditions, the number and location of solar installations being developed in the state, and others. While Arevon’s preference is to provide for in-state employment, this analysis conservatively assumes that half of the workers will reside outside of Bartholomew County.

Additionally, as with any production or construction activity, some portion of the goods and services needed to complete the project will be purchased outside of the local economy from manufacturers and service providers that are located elsewhere. In fact, given that solar facilities consist almost entirely of highly specialized equipment and material, Arevon estimates that 85 to 95 percent of the goods and services needed for the installation phase of this project will be provided by vendors from outside the local area. Within the economic impact analysis, this non-local spending is considered leakage and does not factor into the economic impacts of Arevon’s investments discussed in this report.

**Table 5: Construction Phase Assumptions in Modeling of Bartholomew County Development**

Assumption	Value
Number of person hours	570,000
Duration of project (months)	14
Total project investment amount	\$272,100,000
Amount for labor	\$29,070,000
Amount for equipment and materials	\$236,630,000
Amount for engineering and other professional services	\$6,400,000
Percent of labor provided by out-of-state contractors	50%
Percent of equipment and materials provided by out-of-state vendors	95%
Percent of engineering and professional services provided by out-of-state vendors	85%

<sup>6</sup> The remaining investment costs, associated with costs for financing, taxes and insurance, interconnection, and other development expenses, may also have economic effects in Bartholomew County; however, sufficient information is not available to model these effects. For this analysis, we conservatively assume that these expenditures will have no effect.

<sup>7</sup> Assuming 2,080 hours for one person-year and 8 hours for one person-day.

Once the development is operational, Arevon estimates that it will employ five full-time workers with annual compensation of \$420,000 and that it will spend \$767,500 annually on goods and services to maintain the 1,200 acre property (Table 6).

**Table 6: Operations Phase Assumptions in Modeling of Bartholomew County Development**

Assumption	Value
Generation capacity (megawatts DC/megawatts AC)	263/200
Number of employees	5
Total annual payroll (wages and benefits)	\$420,000
Annual spending on goods and services <sup>a</sup>	\$767,650
Spare parts (cost per kwdc annually)	\$0.25
Vegetation management (cost per acre annually)	\$300
Size (acres)	1,200
Misc (cost per kwdc annually)	\$0.30
Asset management services (total annual cost)	\$263,000
a. Calculated as (spare parts cost x generation capacity x 1,000) + (vegetation management cost x size) + (misc. cost x generation capacity x 1,000) + asset management services costs.	

The employment and spending assumptions shown in Table 5 and Table 6 represent direct effects of the development. The economic effects of this project do not end there, however. A resident in the county working on the construction of the facility, for instance, will spend much of their earnings in the local area on housing, health care, groceries, entertainment, etc. Even construction workers who do not reside in the area will have an economic effect in Bartholomew County by spending money on lodging, meals, gasoline, and other incidentals while on the job. Additionally, construction contractors create additional secondary effects when they purchase needed goods and services from other businesses in Bartholomew County.

To estimate these so-called economic “ripple effects,” we used the IMPLAN economic modeling software to conduct an input-output analysis for both the initial construction phase of this project as well as the ongoing operation and maintenance phase.<sup>8</sup> Specifically, we assume that workers who reside in the county have typical local spending habits broken out by sector. For workers from outside the county, we assume that their in-county spending is more akin to visitor spending, with assumed daily per-visitor expenditures summarized in Table 7.

The ripple effect estimates derived from this analysis combine with the direct effects to describe the full economic contributions of Arevon’s investments.

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<sup>8</sup> This widely used modeling software relies on a variety of secondary data sources to build economic models that are tailored to reflect the unique industry mix of any given geographic area. For additional details on IMPLAN, see the Technical Appendix.

**Table 7: Assumptions Regarding Local Expenditures by Non-Resident Workers**

Category	Daily Expenditure (2023 \$)
Lodging	\$54.50
Restaurants	\$25.27
Food Stores	\$25.27
General Merchandise Stores	\$4.23
Gas Stations	\$4.23
<p>Source: Based on U.S. General Service Administration’s per-diem rates for Indiana for meals and incidentals, except for lodging. The lodging rate is based on previous research related to similar projects in Southern Indiana. The number is derived from a survey of motels that offer weekly rates and is updated to 2023 dollars using the Bureau of Labor Statistics’ Consumer Price Index.</p>	

## 4 Findings and Results

Table 8 summarizes the modeled economic effects of Arevon’s development during construction. During installation, the economic effects in Bartholomew County will largely be generated by the hiring of construction workers. Arevon estimates that the construction phase will take 14 months to complete and require 570,000 person-hours of labor. These hours translate to an estimated 235 full time equivalent (FTE) workers for 14 months<sup>9</sup> who will earn roughly \$29 million in total compensation. These employment, payroll, and investment numbers are referred to as the “direct effects” of this project and are provided by Arevon based on best available information at the time of this report and are subject to change.

The additional economic activity created by the household spending of these workers, as well as the construction-related supply chain spending, will support an estimated 135 additional jobs over the duration of construction. These additional impacts are the “ripple effects.” This brings the full employment footprint of construction activities to an estimated 370 FTE jobs in the county. This employment impact will combine to produce an estimated \$36.2 million in total compensation.

A helpful way to interpret these effects is to look at the multipliers. The ratio of total jobs to direct jobs, for instance, is 1.57, meaning that every job directly tied to the construction phase of this project supports another 0.57 jobs with other employers in the county (or every 10 direct jobs support 5.7 additional jobs). The compensation multiplier of 1.25 suggests that every dollar of direct payroll generates an additional \$0.25 in compensation with other local employers.

In terms of total economic activity, the full effect of the construction phase of this project will combine to contribute an estimated \$46.3 million to the gross domestic product (GDP) of Bartholomew County. The multiplier of 1.34 indicates that every dollar of GDP directly generated by these investments will trigger an additional \$0.34 in economic activity in the area.

**Table 8: Employment and Economic Effects of Construction Spending in Bartholomew County**

	Direct Effects	Ripple Effects	Total Effects	Multiplier
Employment (full-time equivalent) <sup>a,b</sup>	235	135	370	1.57
Employee Compensation (thousands, 2023 \$)	\$29,070.0	\$7,156.4	\$36,226.4	1.25
Gross Domestic Product (thousands, 2023 \$)	\$34,623.6	\$11,678.5	\$46,302.1	1.34

a. Note: The employment estimates refer to annual full-time equivalent workers. However, these workers are expected to work on the project over a 14 month period. The compensation and GDP estimates refer to the totals generated over the 14 month period.

b. All of the direct construction jobs are counted as though they are in Bartholomew County. Arevon expects that up to 118 of these workers will reside outside of the area. See the appendix for a discussion of the different approaches the research team used for the spending related to local and non-local construction labor.

<sup>9</sup> As described in Section 3, Arevon estimates that up to half of these FTE workers will come to the worksite from outside of Indiana, with the rest residing locally. Additionally, note that the actual number of jobs may be higher or lower over the course of construction; however, the estimated labor hours average to 235 full-time equivalent employees for 14 months.

Once the facility is fully installed, it will continue to provide an economic effect to Bartholomew County through ongoing operation and maintenance activities, as summarized in Table 9. During a typical year of operation, Arevon expects that it will employ 5 FTE workers at the facility and spend roughly \$420,000 annually on compensation and other operating expenditures (direct effects).

This level of spending will support an additional 12 jobs in the county worth \$561,300 in annual employee compensation (ripple effects). All told, the annual operation and maintenance activities for the facility will support an estimated 17 jobs with \$981,300 in annual compensation. The combined effects of facility operations will contribute an estimated \$1.57 million per year to the GDP of Bartholomew County.

**Table 9: Employment and Economic Impacts of Facility Operations in Bartholomew County**

	Direct Effects	Ripple Effects	Total Effects	Multiplier
Employment (full-time equivalent)	5	12	17	3.40
Employee Compensation (thousands; 2023 \$)	\$420.0	\$561.3	\$981.3	2.34
Gross Domestic Product (thousands, 2023 \$)	\$836.3	\$735.0	\$1,571.4	1.88

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## 6 Technical Appendix

This appendix provides additional detail on the modeling software used to estimate economic effects (Section 6.1) and a glossary of key terms (Section 6.2).

### 6.1 IMPLAN Modeling

IMPLAN is built on a mathematical input-output (I-O) model that expresses relationships between sectors of the economy in a chosen geographic location. In expressing the flow of dollars through a regional economy, the input-output model assumes fixed relationships between producers and their suppliers based on demand. It also omits any dollars spent outside of the regional economy—say, by producers who import raw goods from another area, or by employees who commute and do their household spending elsewhere.

The idea behind I-O modeling is that the inter-industry relationships within a region largely determine how that economy will respond to economic changes. In an I-O model, the increase in demand for a certain product or service causes a multiplier effect, layers of effect that come in a chain reaction. Increased demand for a product affects the producer of the product, the producer's employees, the producer's suppliers, the supplier's employees, and so on—ultimately generating a total effect in the economy that is greater than the initial change in demand. The ratio of that overall effect to the initial change is called a regional multiplier and can be expressed as:

$$(\text{Direct Effect} + \text{Ripple Effects}) / (\text{Direct Effect}) = \text{Multiplier}$$

Multipliers are industry- and region-specific. Each industry has a unique output multiplier, because each industry has a different pattern of purchases from firms inside and outside of the regional economy. The output multiplier is in turn used to calculate income and employment multipliers.

IMPLAN constructs its I-O model using aggregated production, employment and trade data from a variety of secondary sources, such as the U.S. Census Bureau's annual *County Business Patterns* report and the U.S. Bureau of Labor Statistics' annual report *Covered Employment and Wages*. In addition to gathering enormous amounts of data from government sources, the company also estimates some data where they haven't been reported at the level of detail needed (county-level production data, for instance), or where detail is omitted in government reports to protect the confidentiality of individual companies.

The IMPLAN modeling software includes predefined industry spending patterns and local purchasing coefficients which can be used to estimate economic impacts when these variables are unknown. In assessing the economic impact of the planned solar development, we were instead able to construct a custom production function tailored to fit the specifics of the project, as detailed in Section 3, including a breakout of spending by categories including manufacturers, service providers, and workers located outside the immediate area. This approach greatly improved the accuracy of the economic impact estimates.

### 6.2 Key Terminology

**Direct Effects:** The increase in final demand or employment in a given area that can be attributed specifically to Arevon proposed investments and operations.

**Ripple Effects:** A combination of the indirect and induced effects generated by the direct effects. Indirect effects measure the change in dollars or employment caused when Arevon increases its purchase of goods

and services from suppliers and, in turn, those suppliers purchase more inputs and so on throughout the economy. Induced effects reflect the changes — whether in dollars or employment — that result from the household spending of direct workers, along with the employees in the supply chain.

**Total Effects:** The size of the economic impact, calculated as the sum of direct effects and ripple effects.

**Multiplier:** The magnitude of the economic response in a particular geographic area associated with a change in the direct effects, calculated as the total effect divided by the direct effect.

**Gross Domestic Product (GDP):** A measure of the economic activity generated by a company, industry, state, nation, etc., calculated as the difference between total output (i.e., sales) and the cost of production inputs. GDP consists of four components: employee compensation, proprietor income, other property income, and indirect business tax.

## 7 Description of Authors

**Dr. Kenneth Richards** is a Principal Associate with Gnarly Tree Sustainability Institute (GTSI), and teaches and conducts research in the fields of sustainability and environmental policy at Indiana University's O'Neill School of Public and Environmental Affairs, and. His work combines academic research with policy advice to the public and private sector. In Master of Business Administration (MBA) and Master of Public Affairs (MPA) programs, he teaches sustainability management courses that include conceptual framing related to the business case for sustainability, business and society and the relation among the public, private and nonprofit sectors. He also holds appointments in environmental economics, policy and law at the Maurer School of Law and the Ostrom Workshop in Political Theory and Policy Analysis and frequently collaborates with GTSI on economic analyses of public and private sector policies and projects.

Kenneth obtained a Ph.D. from the Wharton School of Business and a J.D. from the Law School at the University of Pennsylvania. He also holds a Master of Science (M.S.) and a Bachelor of Science (B.S.) in Civil Engineering from Northwestern University and a Bachelor of Arts (B.A.) degree in Botany and Chemistry from Duke University. Previous appointments include the Oxford Martin School and the Smith School of Enterprise and the Environment, both at the University of Oxford, as well as a chaired visiting position in sustainability at the NUS Business School. He has also served as an economist at the U.S. Council of Economic Advisers in the Executive Office of the President, the U.S. Department of Agriculture's Economic Research Service, and the U.S. Department of Energy's Pacific Northwest National Laboratory.

**Matthew Kinghorn** is a senior analyst with the Indiana Business Research Center (IBRC) at Indiana University in Bloomington, where he has extensive experience conducting demographic and economic research projects. Examples include population projections for Indiana and its counties, community benchmarking studies, and economic impact analysis. He has published extensively in specialty publications such as Indiana Business Review and InContext. Additionally, Matt is an Indiana representative to the U.S. Census Bureau's Federal-State Cooperative for Population Estimates and a member of the Indiana Geographic Information Council. Matt holds a B.A. in geography from Indiana University and an MPA from the O'Neill School. Prior to joining the IBRC, Matt worked with a community development consulting firm where he led a range of projects throughout Indiana including local economic development strategies, community needs assessments, and project feasibility studies.

**Emily Giovanni** is a Principal Consultant with GTSI with extensive experience in benefit, cost, and economic impact analyses of environmental regulations and policies in the United States and internationally. Her work encompasses quantitative analysis and assessment; evaluation of economic and environmental impacts of a variety of regulations and policies; and building customized models in support of analysis and decision-making. Emily earned her MPA and Master of Science in Environmental Science from the O'Neill School, where she specialized in environmental economics and policy. She also holds a B.A. degree in Environmental Science and English from Ripon College. Before joining GTSI, Emily spent over eight years conducting cost, benefit, and economic impact analyses of environmental policies and regulations for the United States Environmental Protection Agency and other clients.

**Adam Copp** is an Associate Analyst with GTSI with experience in data gathering, preparation, and visualization as well as quantitative and statistical research methods. His work includes research into economic analyses, environmental justice analyses, carbon crediting mechanisms, and carbon capture systems. Adam earned his MPA from the O'Neill School with a concentration in policy analysis. He also has a Bachelor of Arts in Economics and Political Science from Indiana University. Before joining GTSI, Adam taught and tutored economics courses.