

Demographic, Housing & Commercial Trends in Fountain June 7, 2007



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Presented by Fred Crowley, Ph.D.
Crowley's Consulting, Inc.

May 11, 2007
Program Hosted by:



Objectives

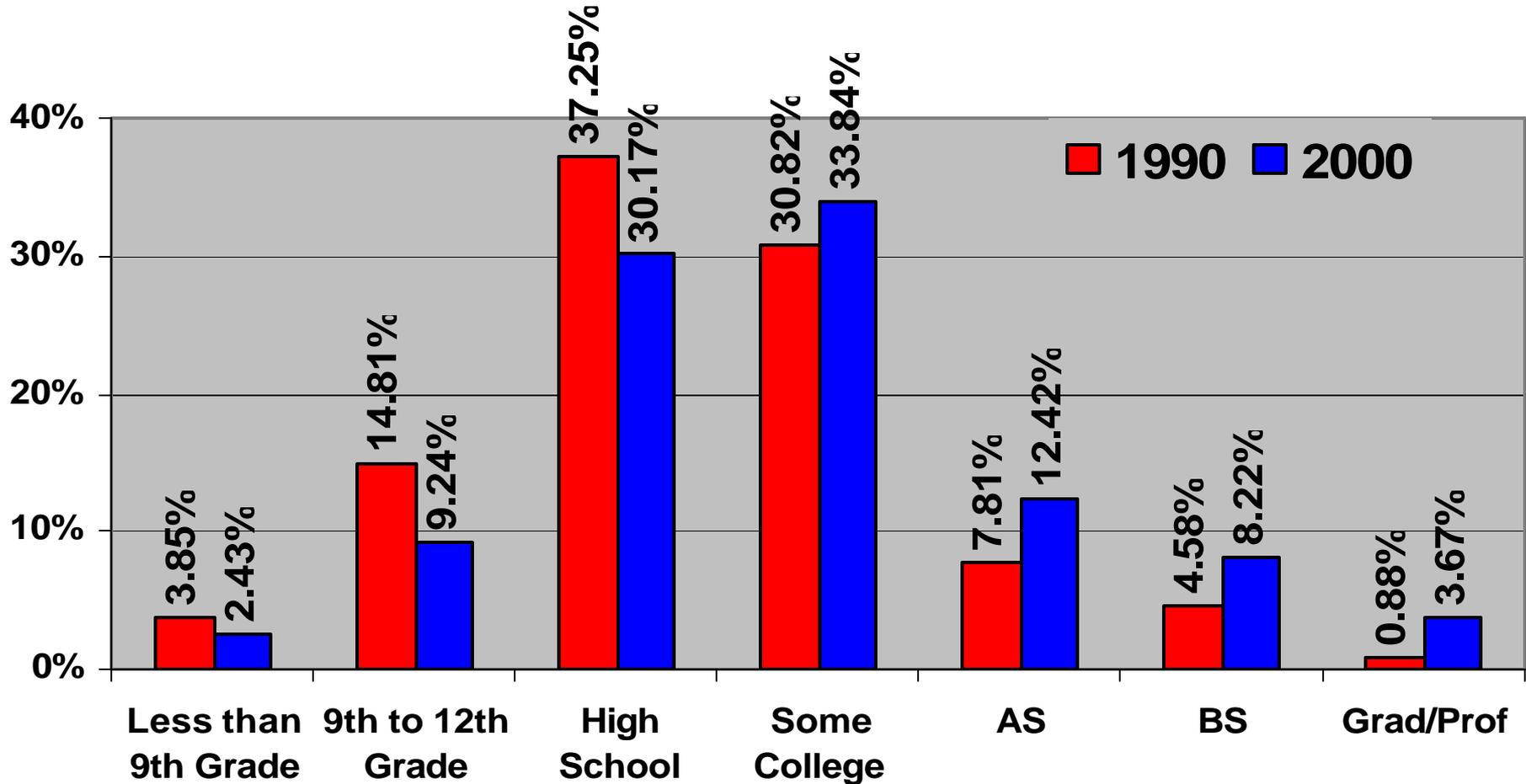
- Socioeconomic Trends
- Growth and Gravity
- Commercial Activity
- Retail Gap
- Restaurant Gap
- Fort Carson
- Summary

Data Sources

- Bureau of the Census
- Colorado
 - Department of Revenue
 - Department of Labor and Employment
 - Division of Local Governments U.S. Department of Labor
- Department of Defense
- Fort Carson
- Home Mortgage Disclosure Act
- Pikes Peak Regional Building Department
- RKG

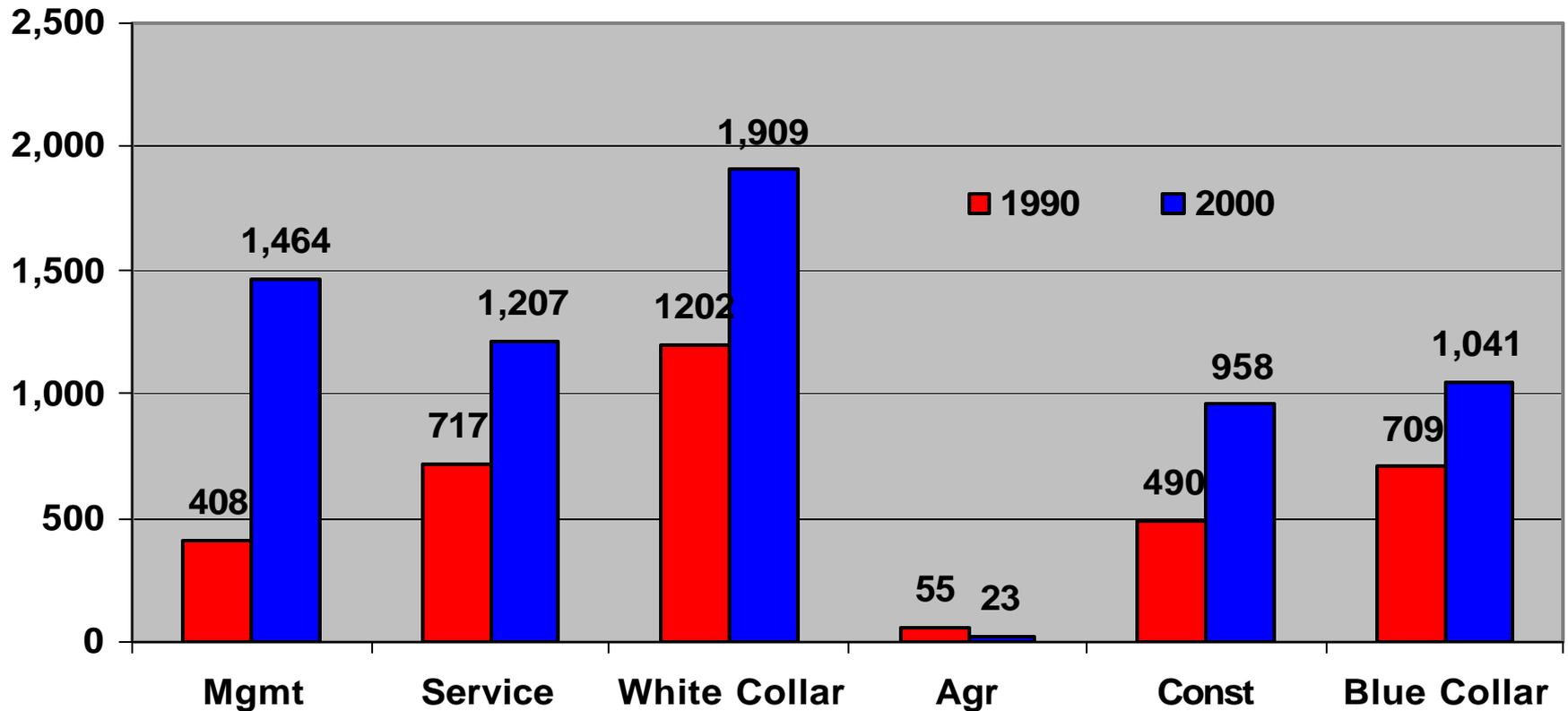
Socioeconomic Trends

Fountain Education Attainment Age 25 +



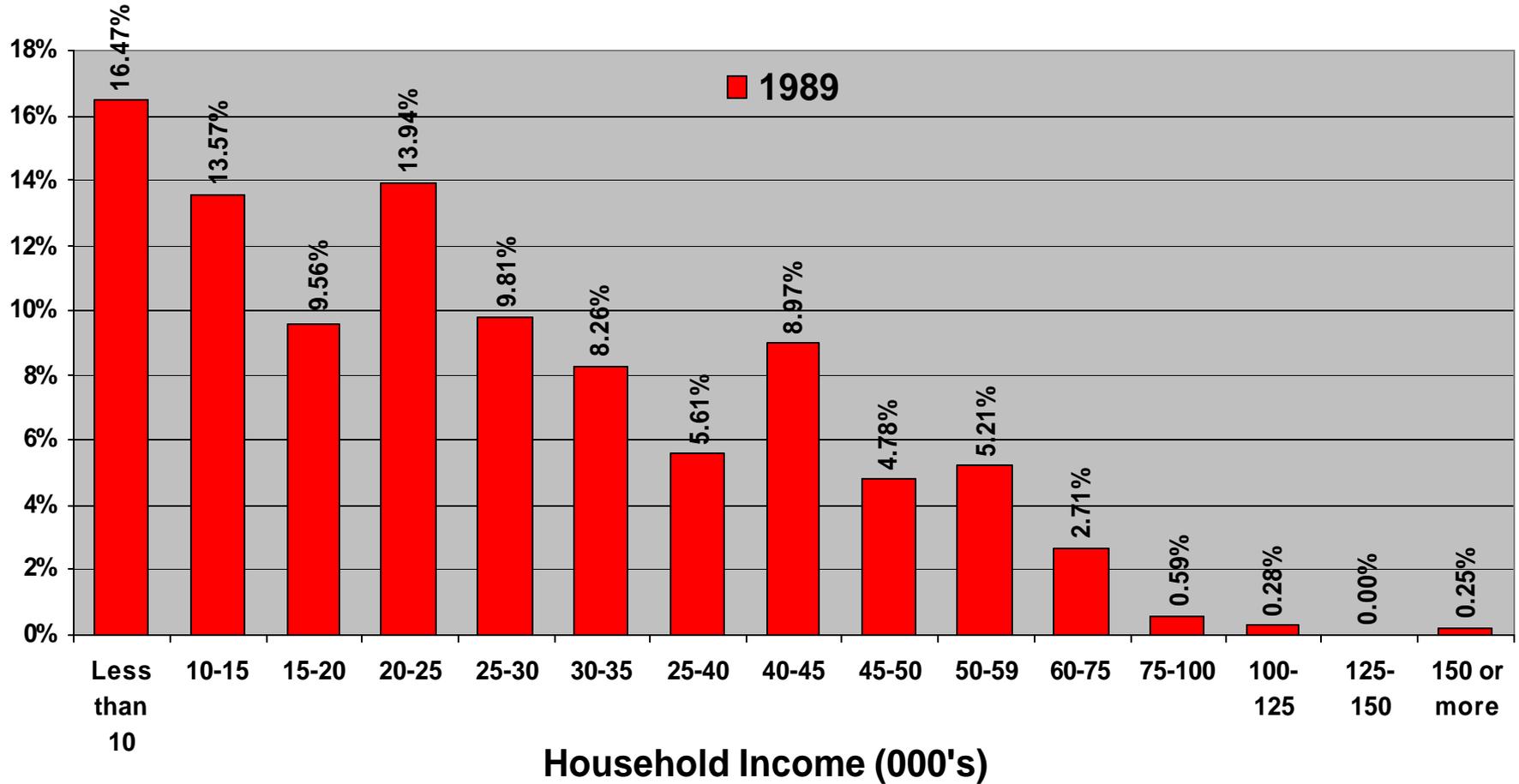
City of Fountain

Total Employment by Sector



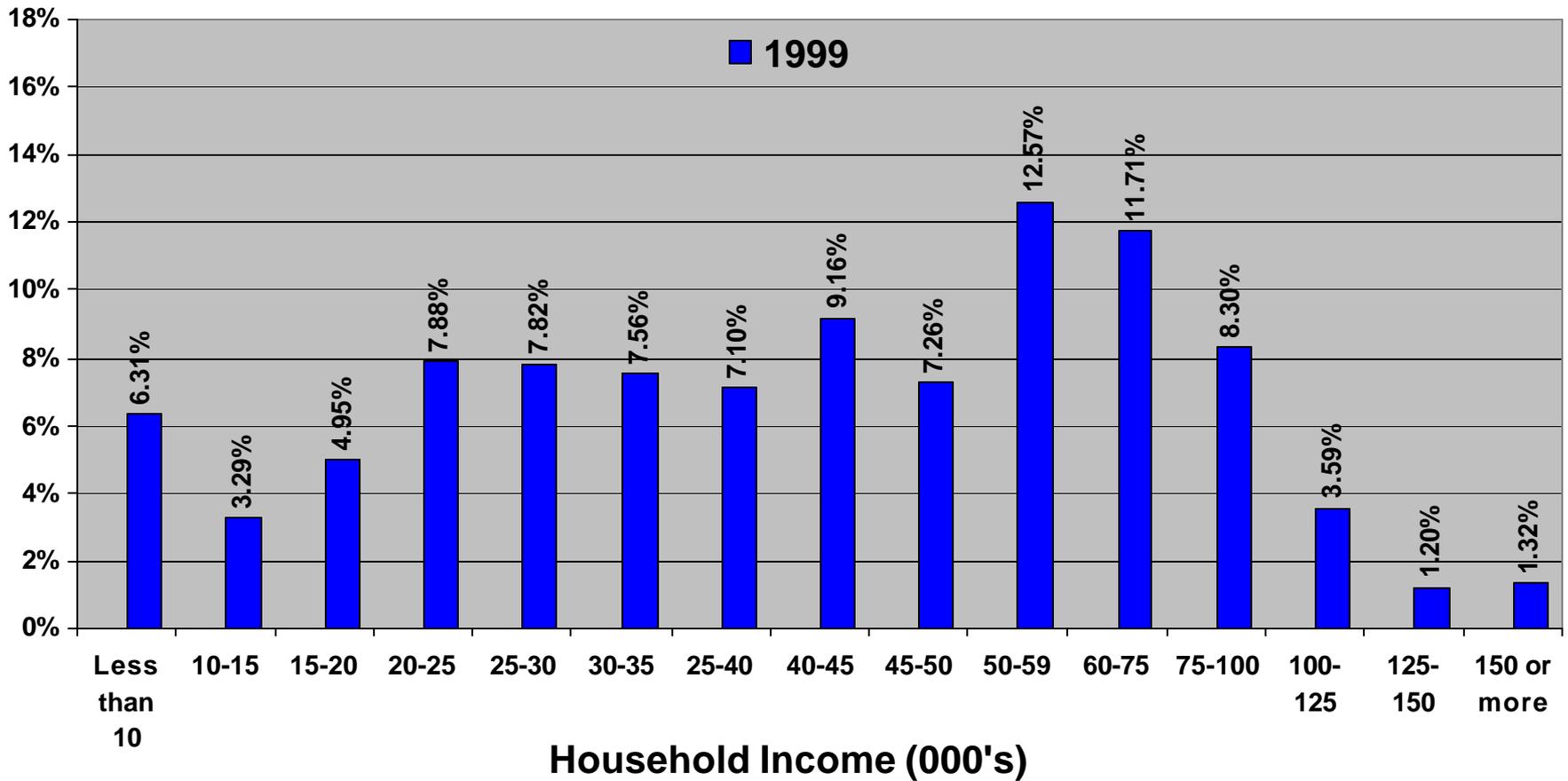
City of Fountain

Household Income Distribution



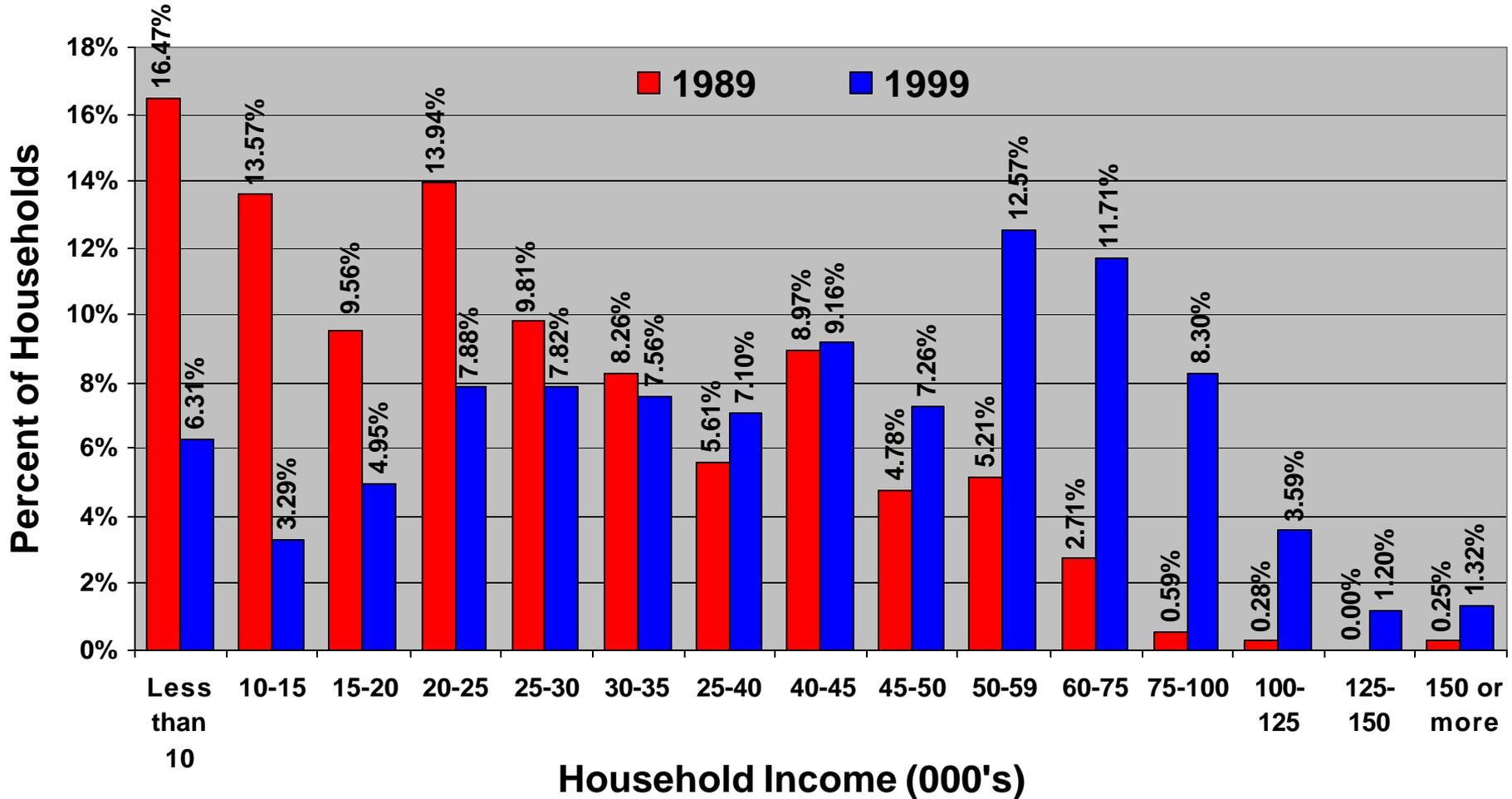
City of Fountain

Household Income Distribution

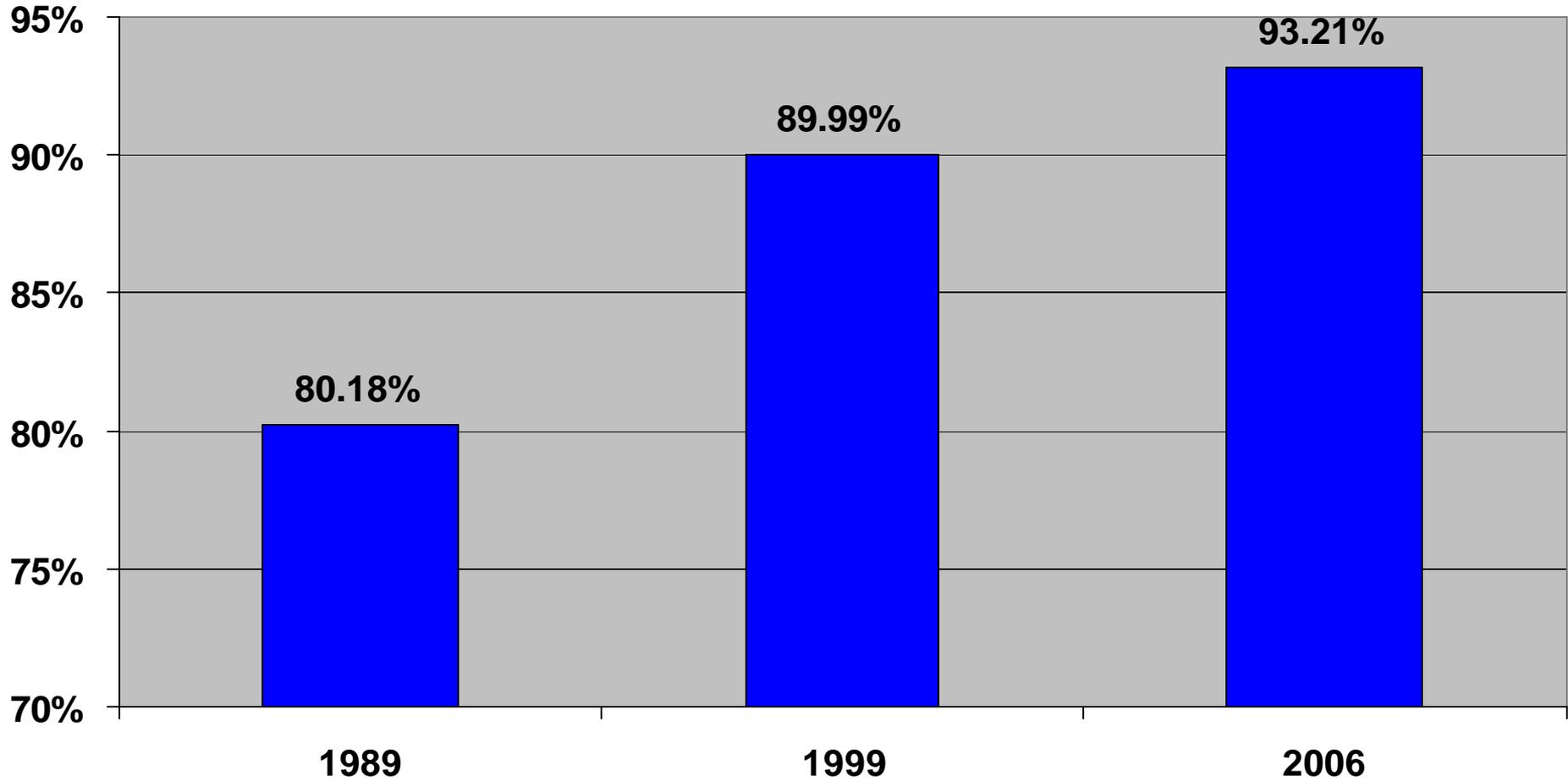


City of Fountain

Household Income Distribution

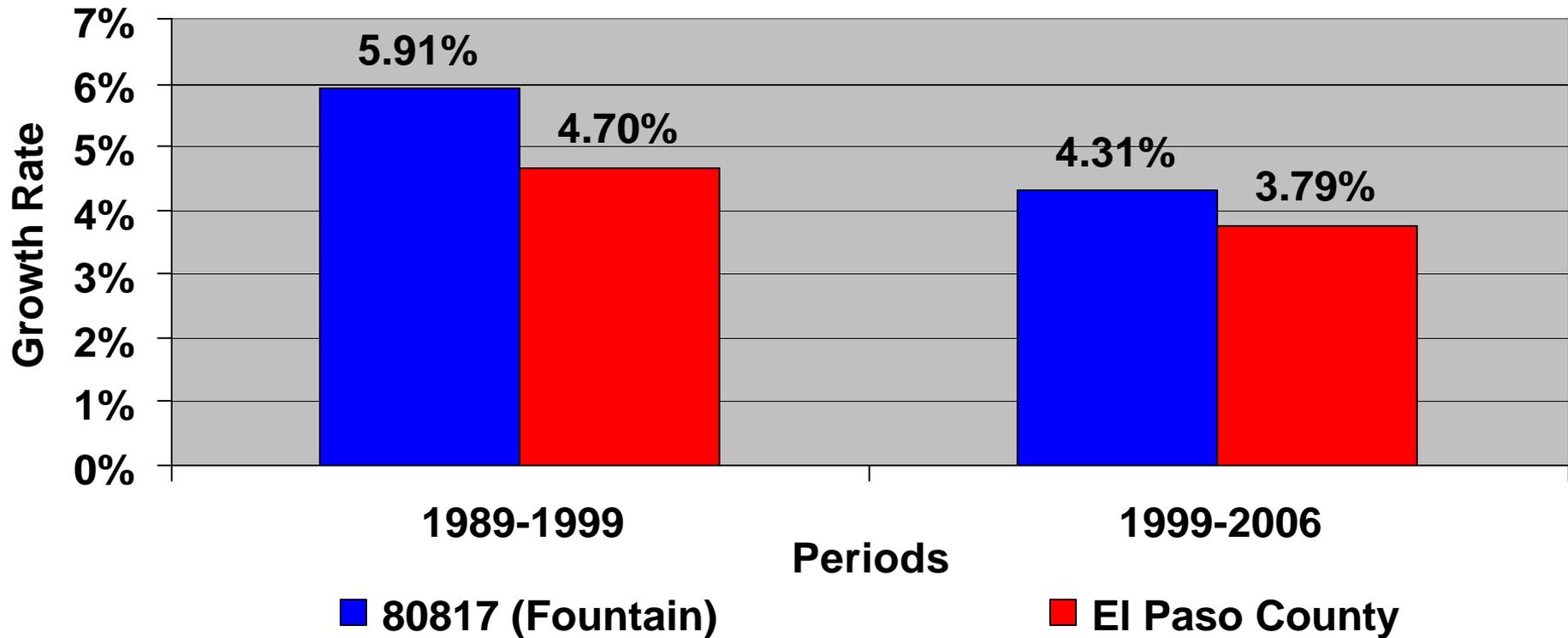


Median Household Income in Zip Code 80817 (Fountain) as a % of El Paso Household Income



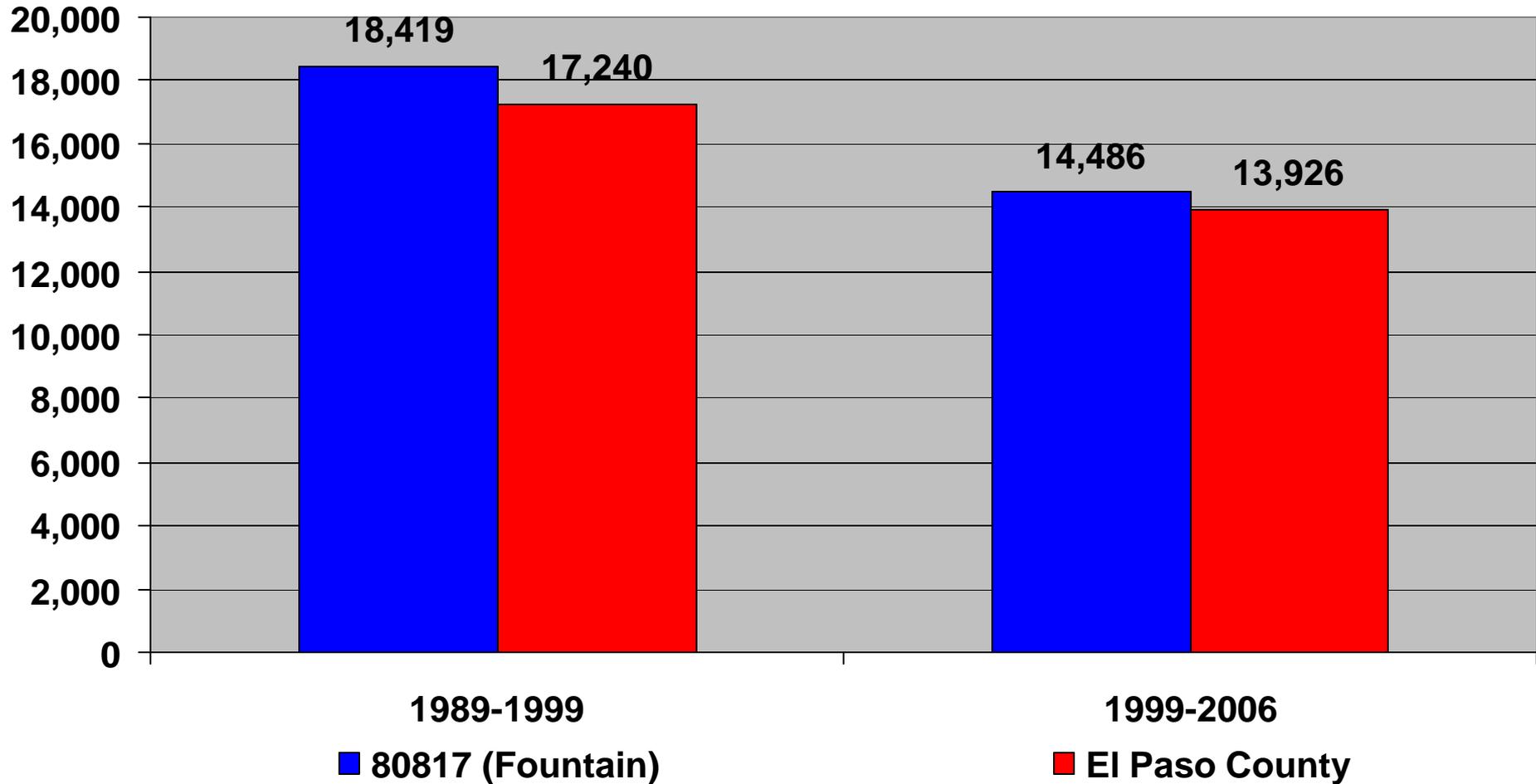
Source: Census 1990, 2000 and HMDA

Annual Growth Rate in Median Household Income



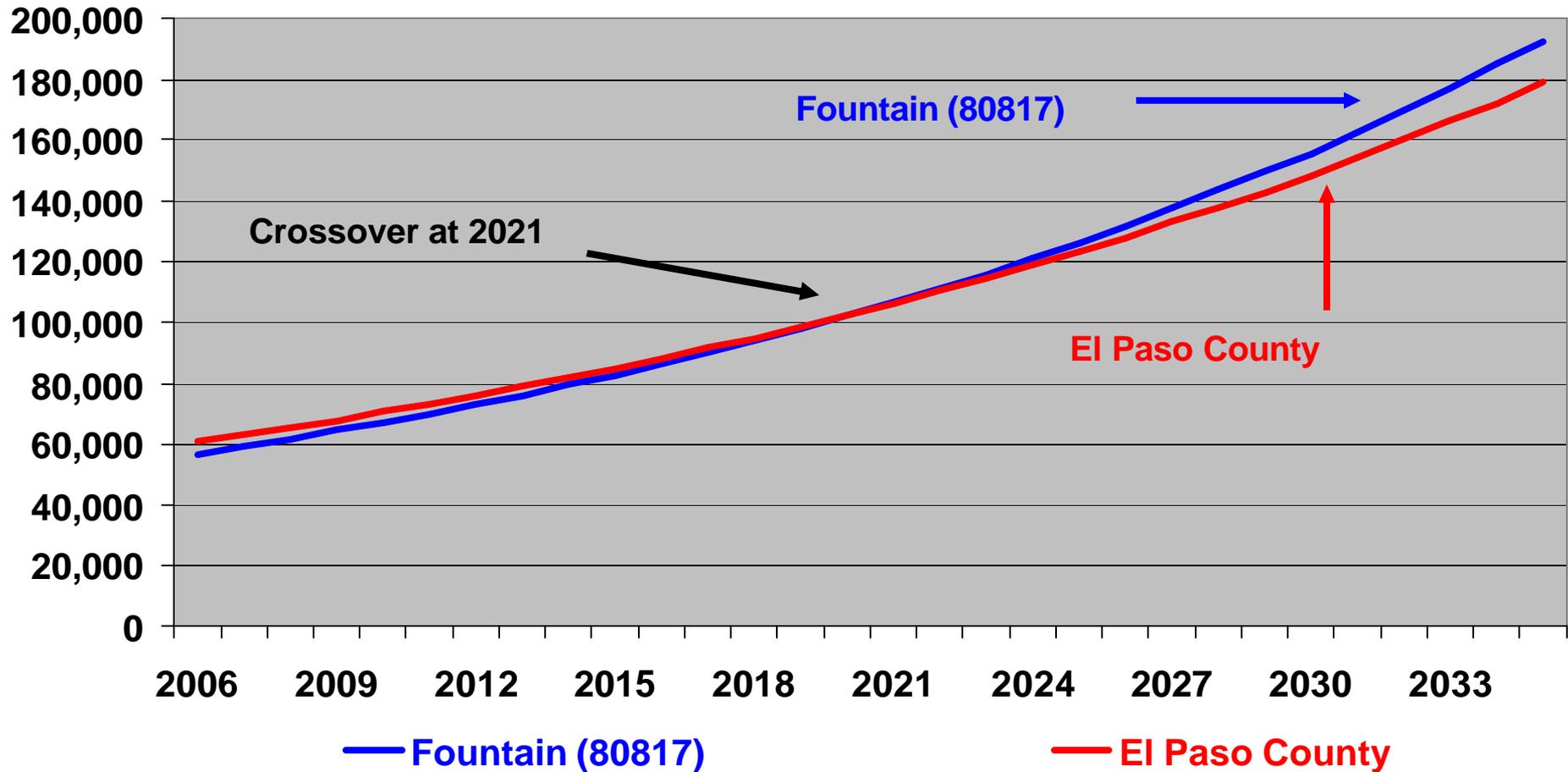
Source: Census 1990, 2000 and HMDA

Growth in Median Household Income



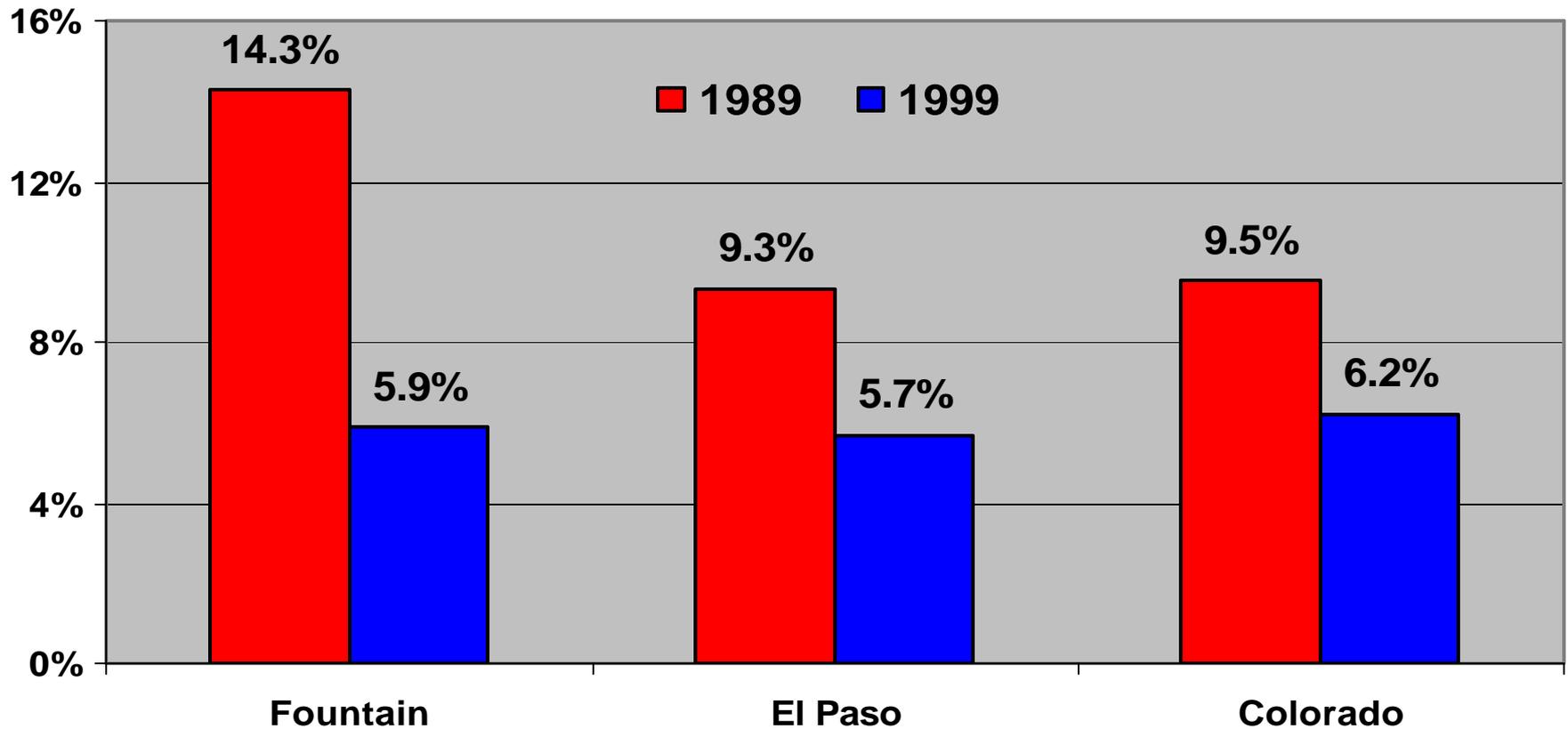
Source: Census 1990, 2000, HMDA

Median Household Income Projections

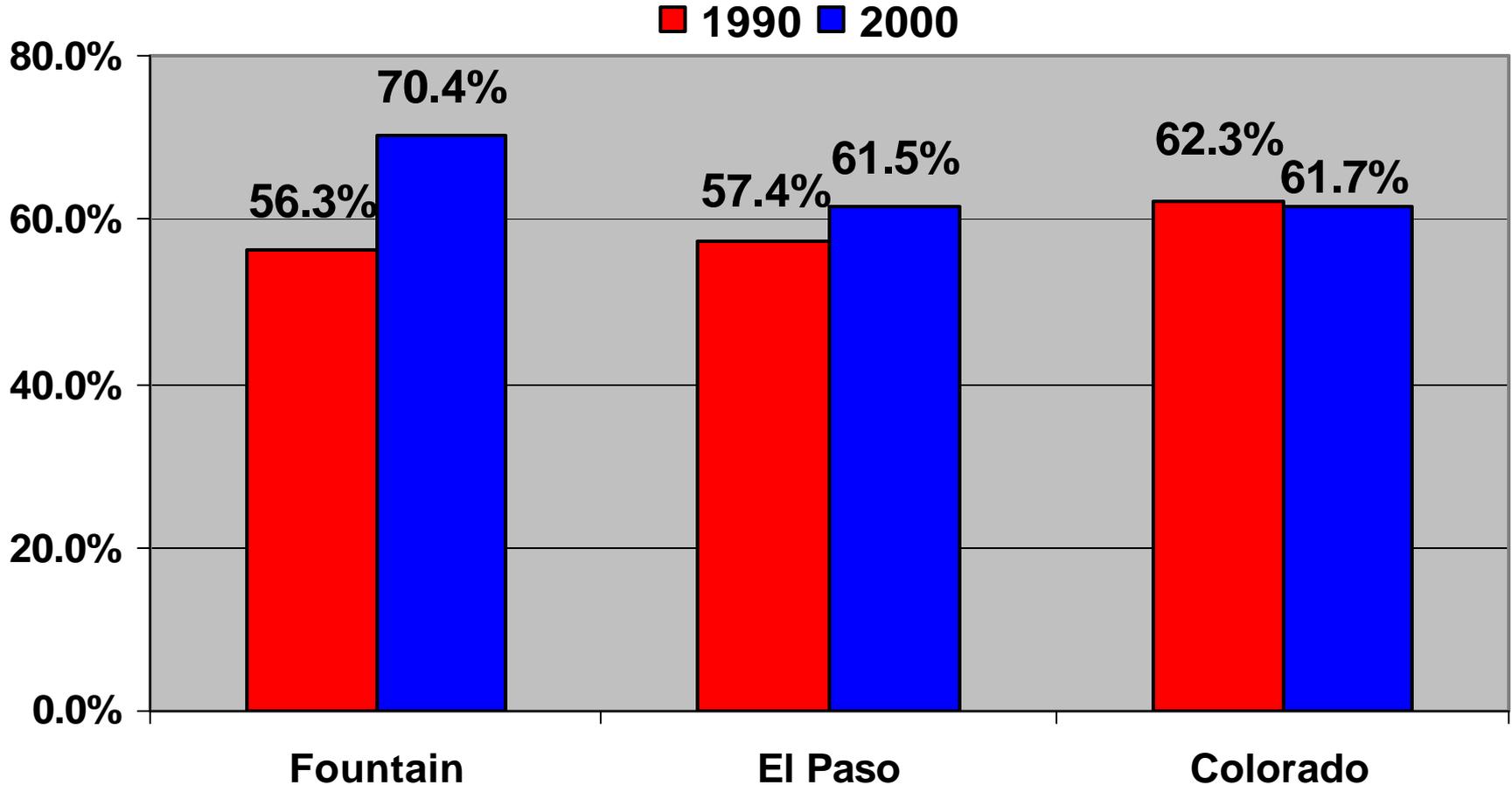


Source: HMDA and Crowley's Consulting, Inc.

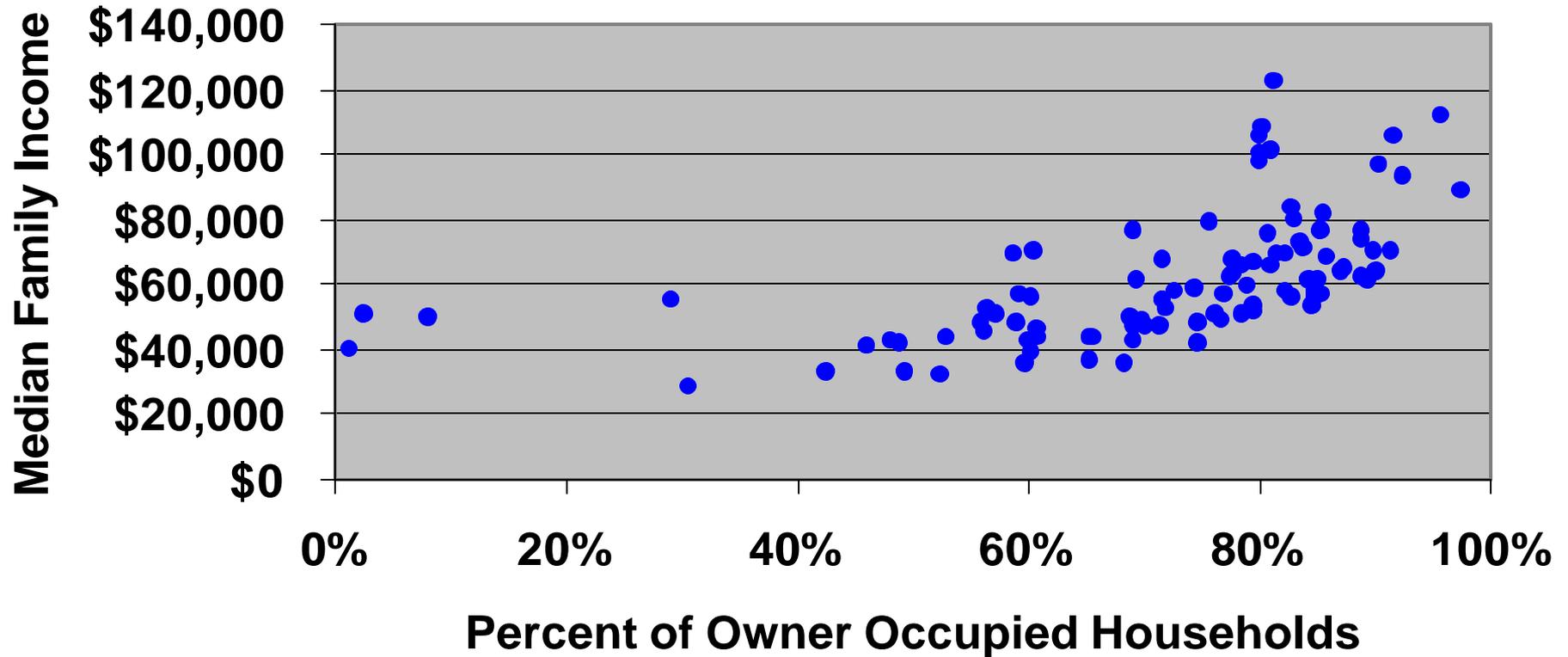
Percent of Households Below Poverty Level



Percent of Households Which are Owner Occupied



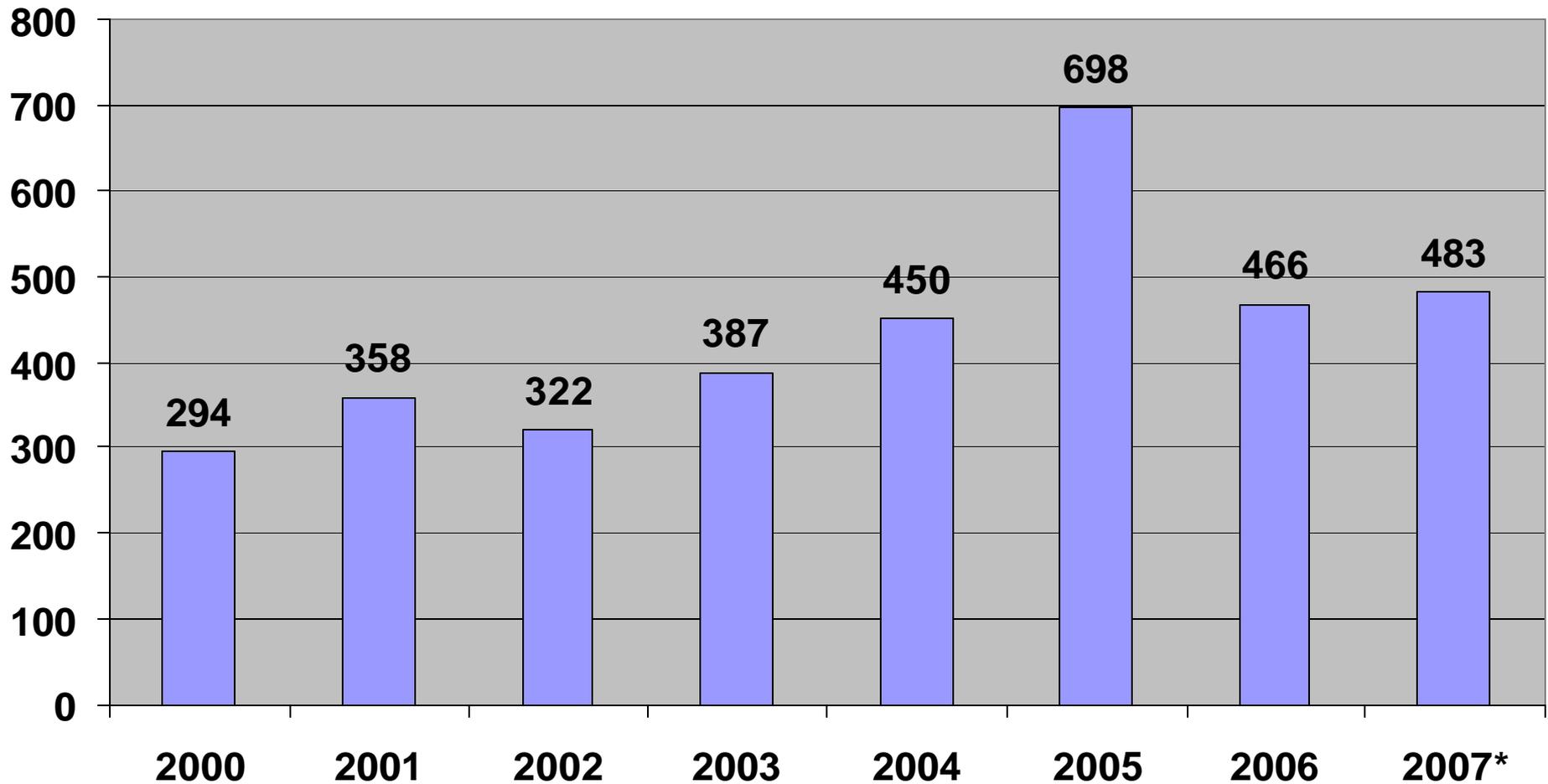
Household Income and Ownership in El Paso County 2006



Source: Home Mortgage Disclosure Act

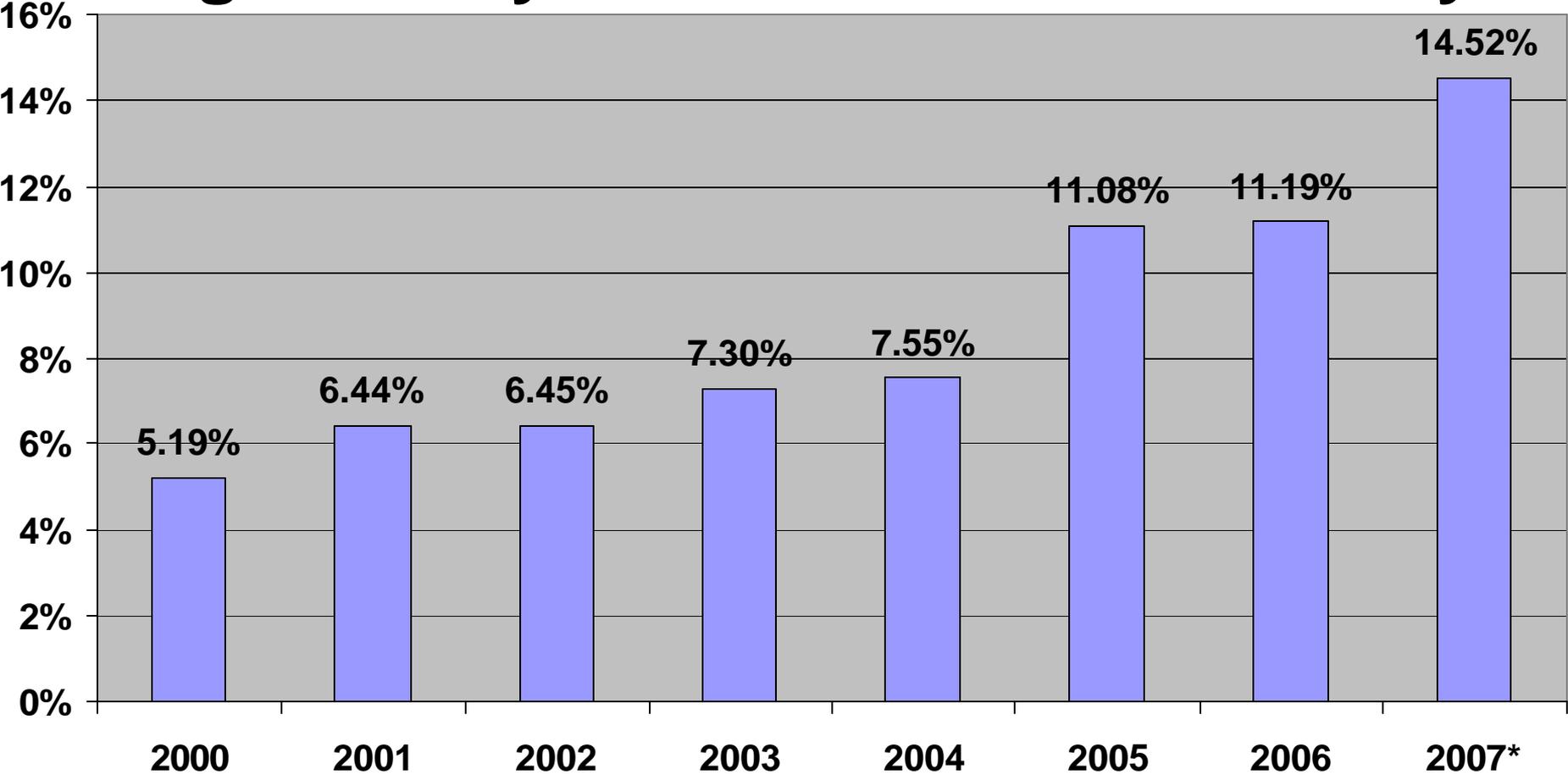
Growth and Gravity

Single Family Permits in Fountain (80817)



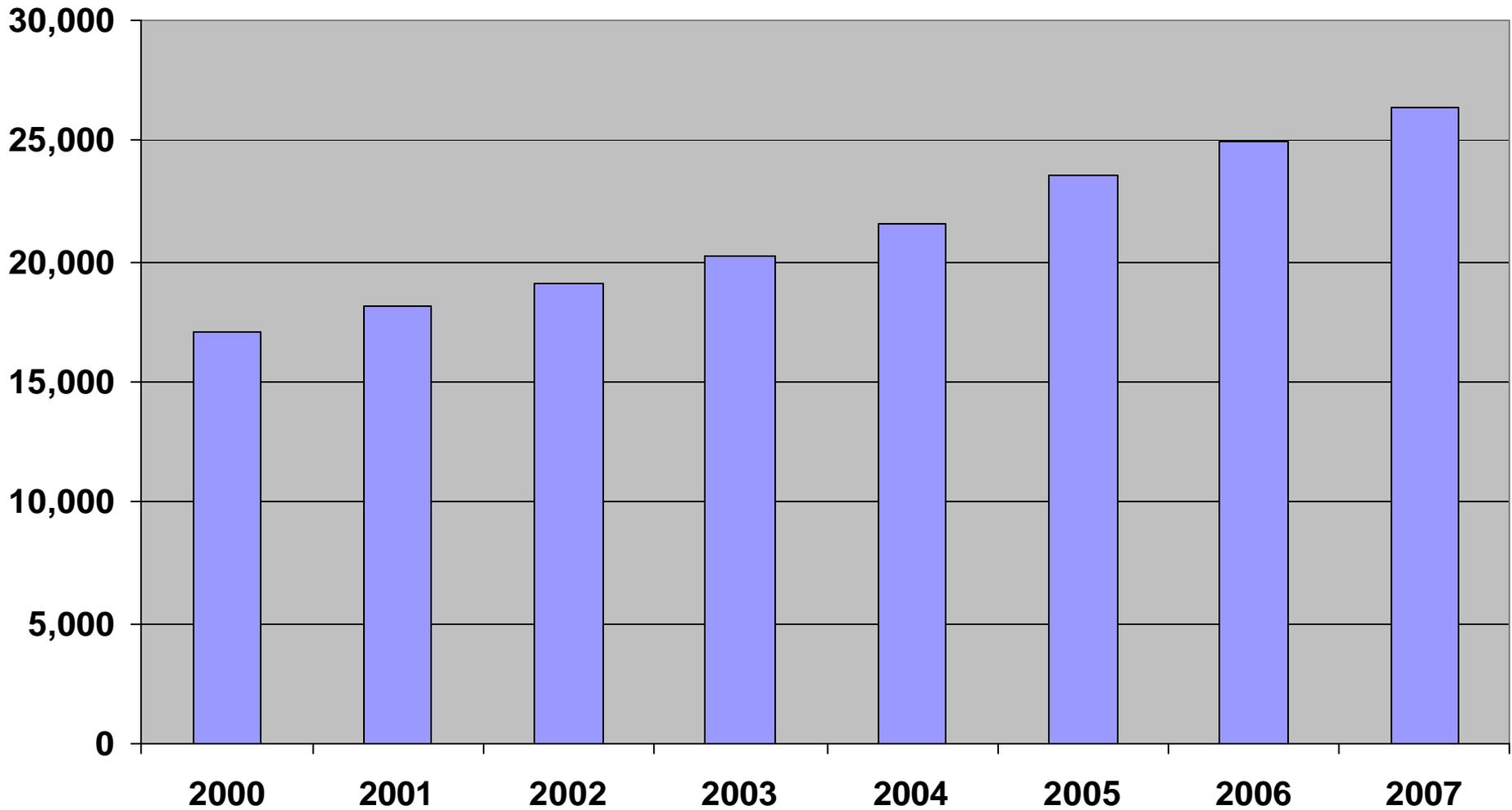
*=projected for 2007

Fountain's (80817) Share of Single Family Permits in El Paso County

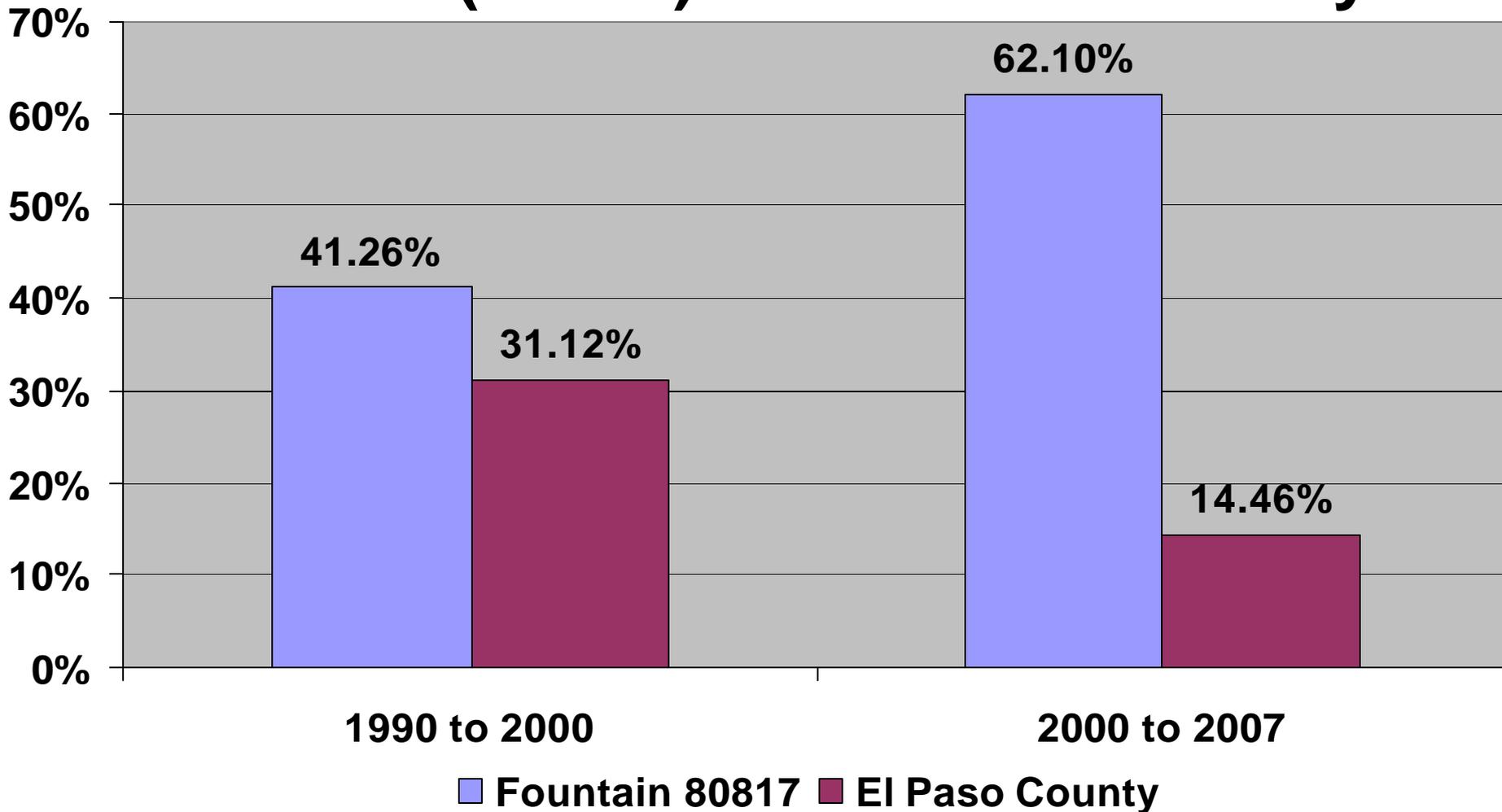


*=Projected for 2007

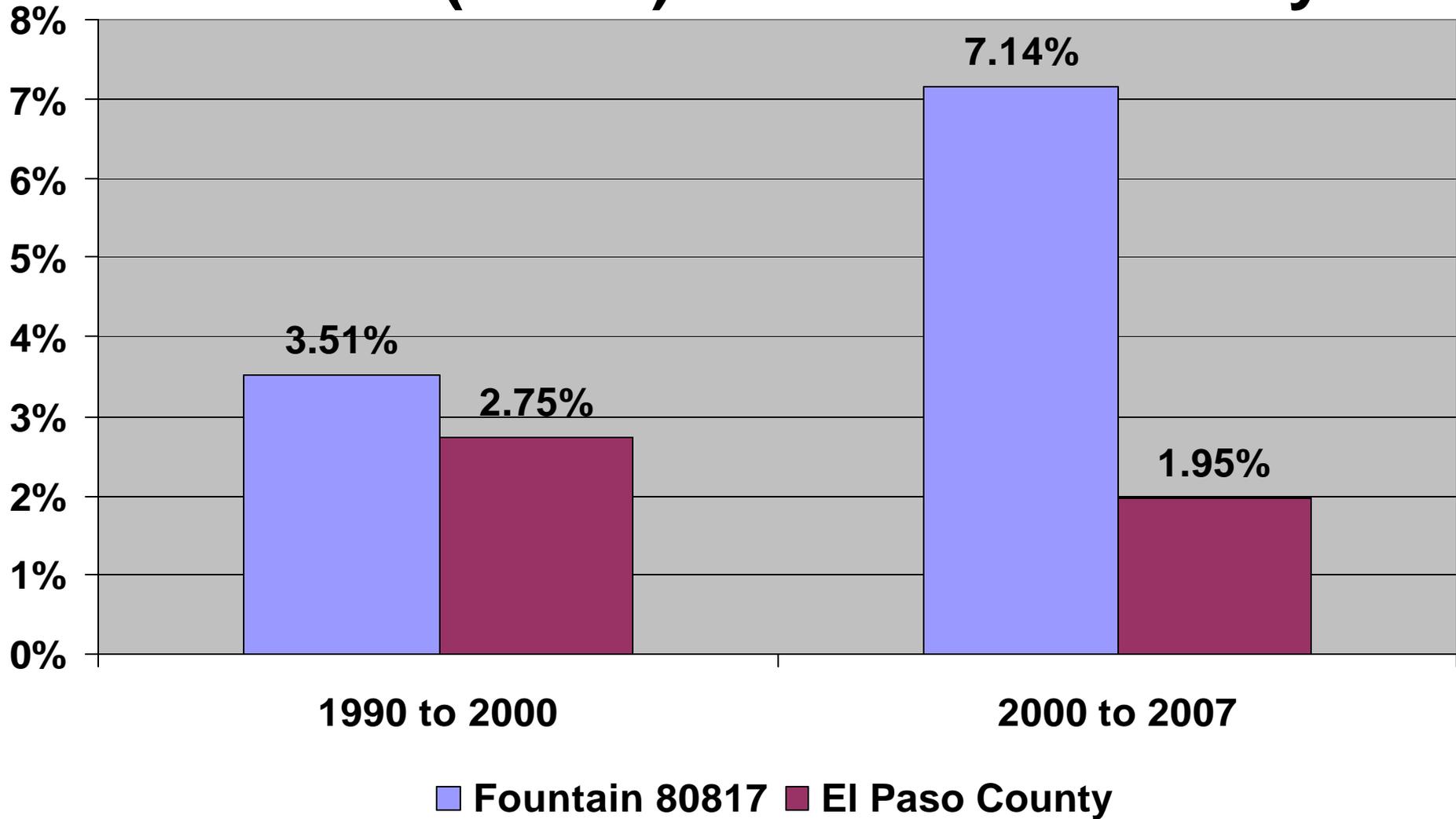
Fountain (80817) Population Estimates



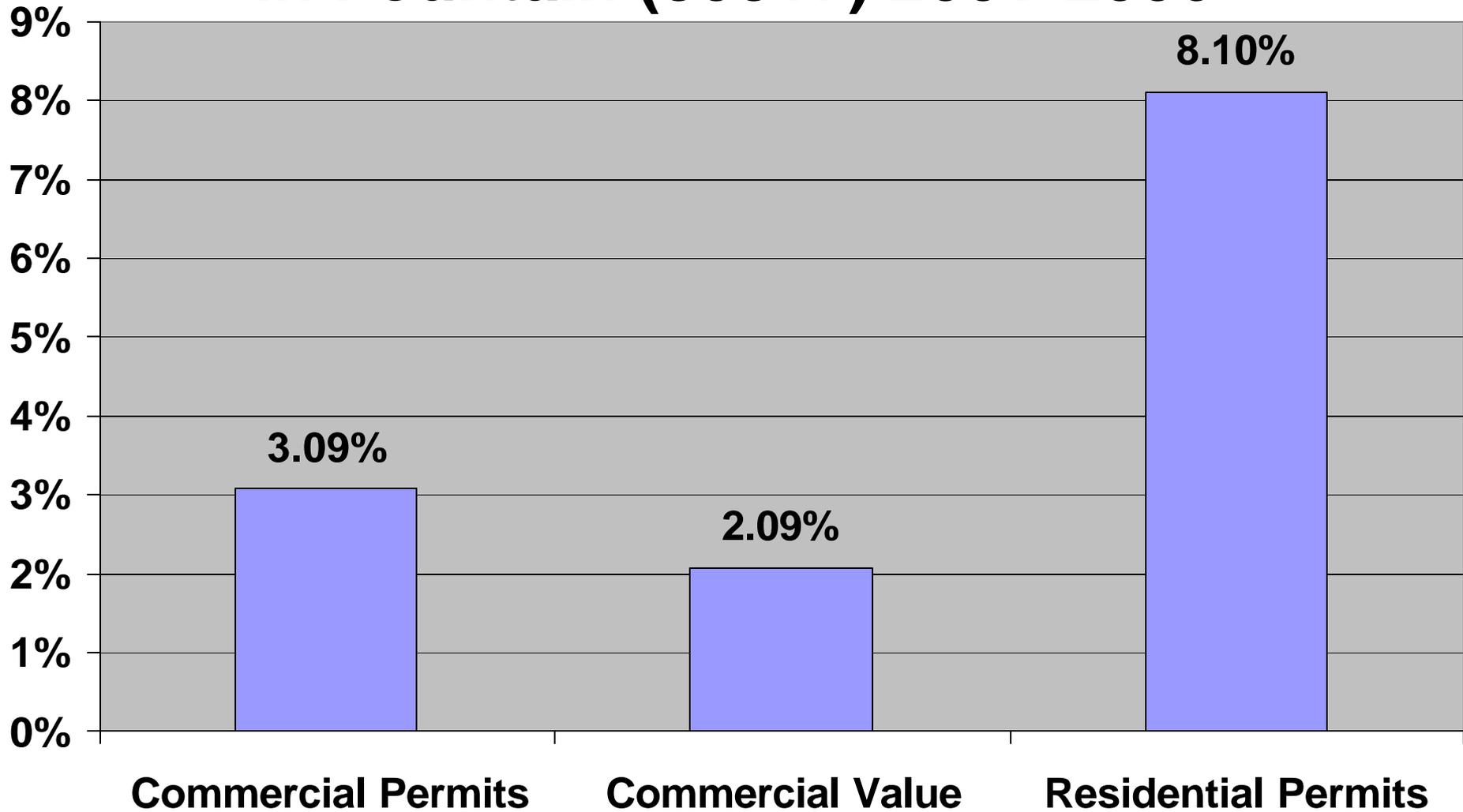
Population Growth in Fountain (80817) and El Paso County



Compound Annual Population Growth in Fountain (80817) and El Paso County

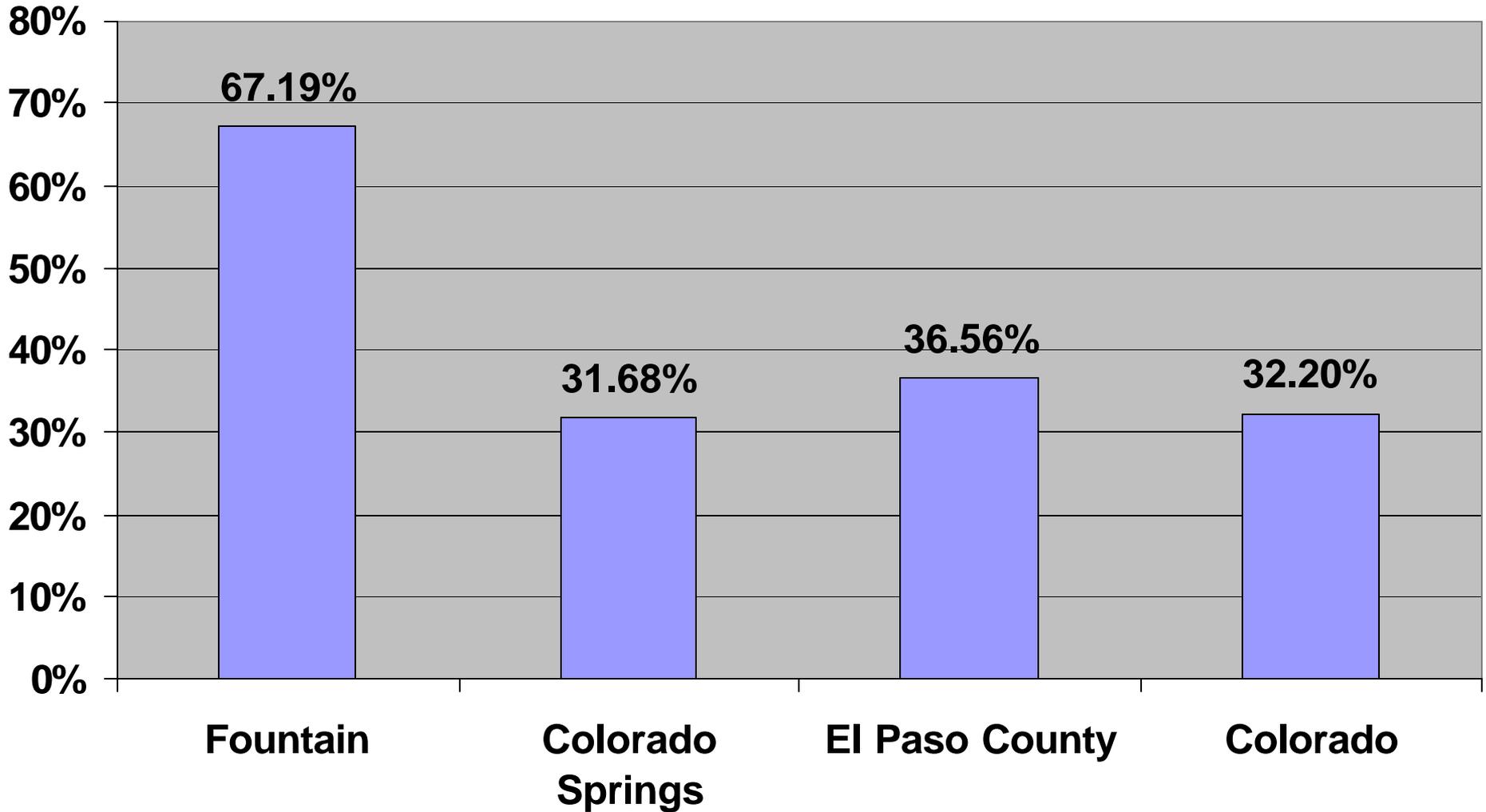


Share of Permit Activity in Fountain (80817) 2001-2006



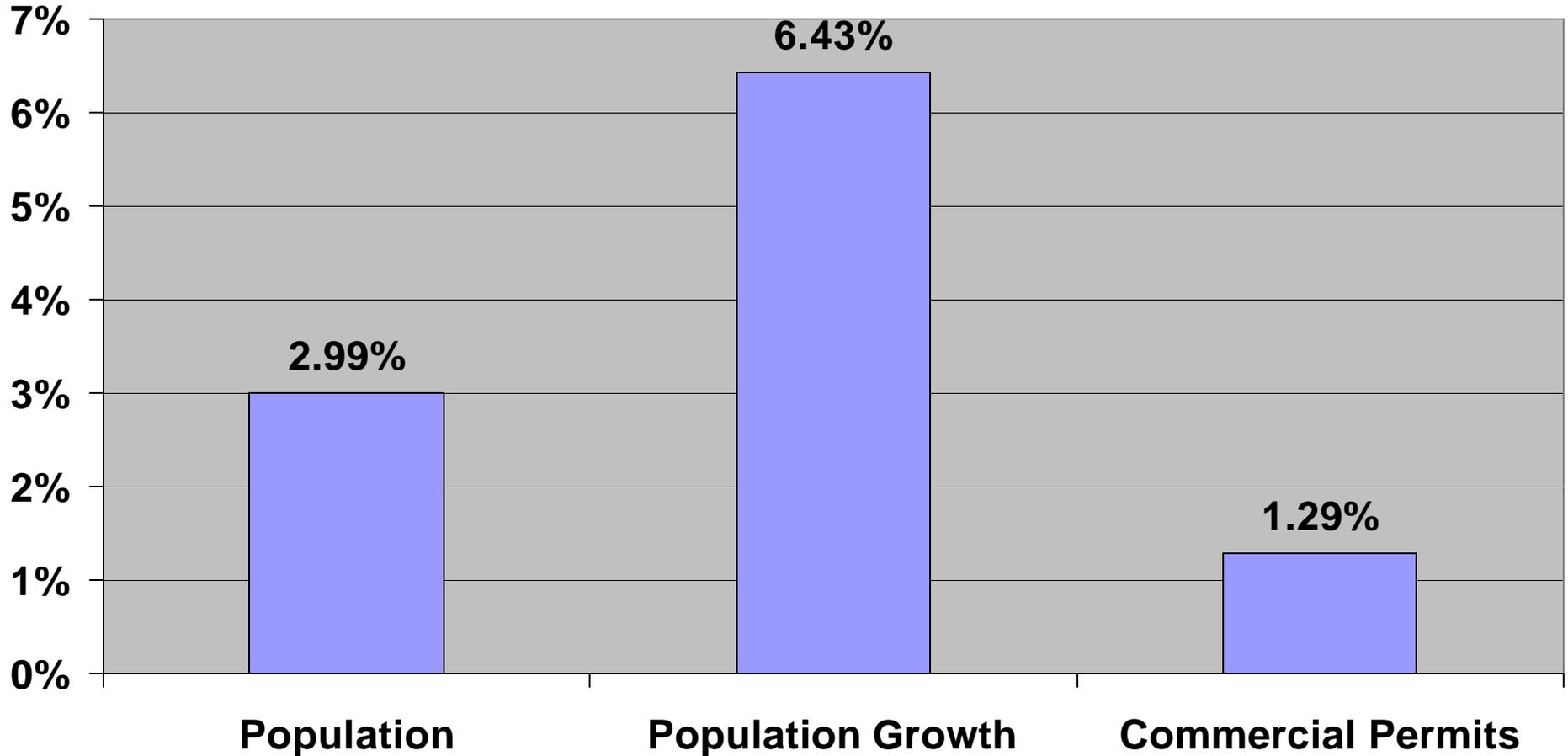
Commercial Activity

Growth in Retail Sales (2000 to 2006)



Fountain (80817)

Share of El Paso County Gravity



Population growth is for 2000 to 2007

Retail Gap

	Fountain	El Paso County
Retail Sales in 2006	\$299,800,278	\$12,543,160,833
Expected Retail Sales	\$554,407,709	
Annual Leakage	\$254,607,431	
Leakage Percent	45.92%	
Input/Output Estimate of Leakage	46.00%	

Leakage Summary

Retail Business	Expected Firms	Actual Firms	Leakage
Auto	9	5	4
Furniture	5	1	4
Electronics & appliances	3	2	1
Building materials	5	3	2
Food & Beverage	8	7	1
Health	5	0	5
Gasoline	7	6	1
Clothing	10	1	9
Sporting goods	5	2	3
General merchandise	3	3	0
Miscellaneous retailers	11	3	8
Non-store retailers	4	0	4
Total	Crowley's Consulting, Inc. 75	33	42 ²⁸

Restaurant Gap

Restaurant Market Demographics in El Paso County (2003)

- Population per restaurant 712**
- Population per full service restaurant 1,558**
- Population per limited service restaurant 1,310**

- Daytime Population for 80817, 80911, 80913 = 32,361**

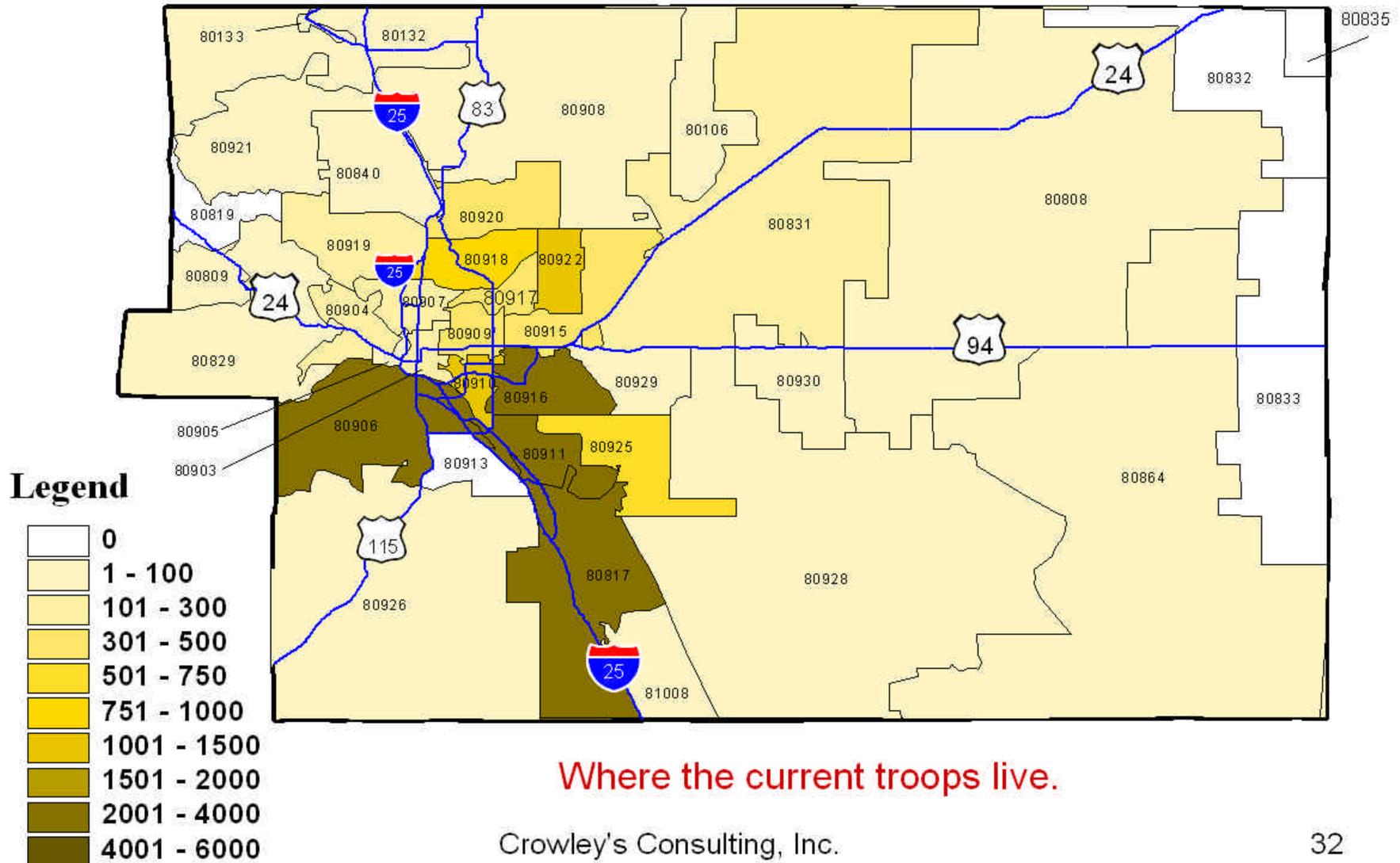
- Resident Population for 80817, 80911, 80913 = 63,115**

Restaurant Market Analysis

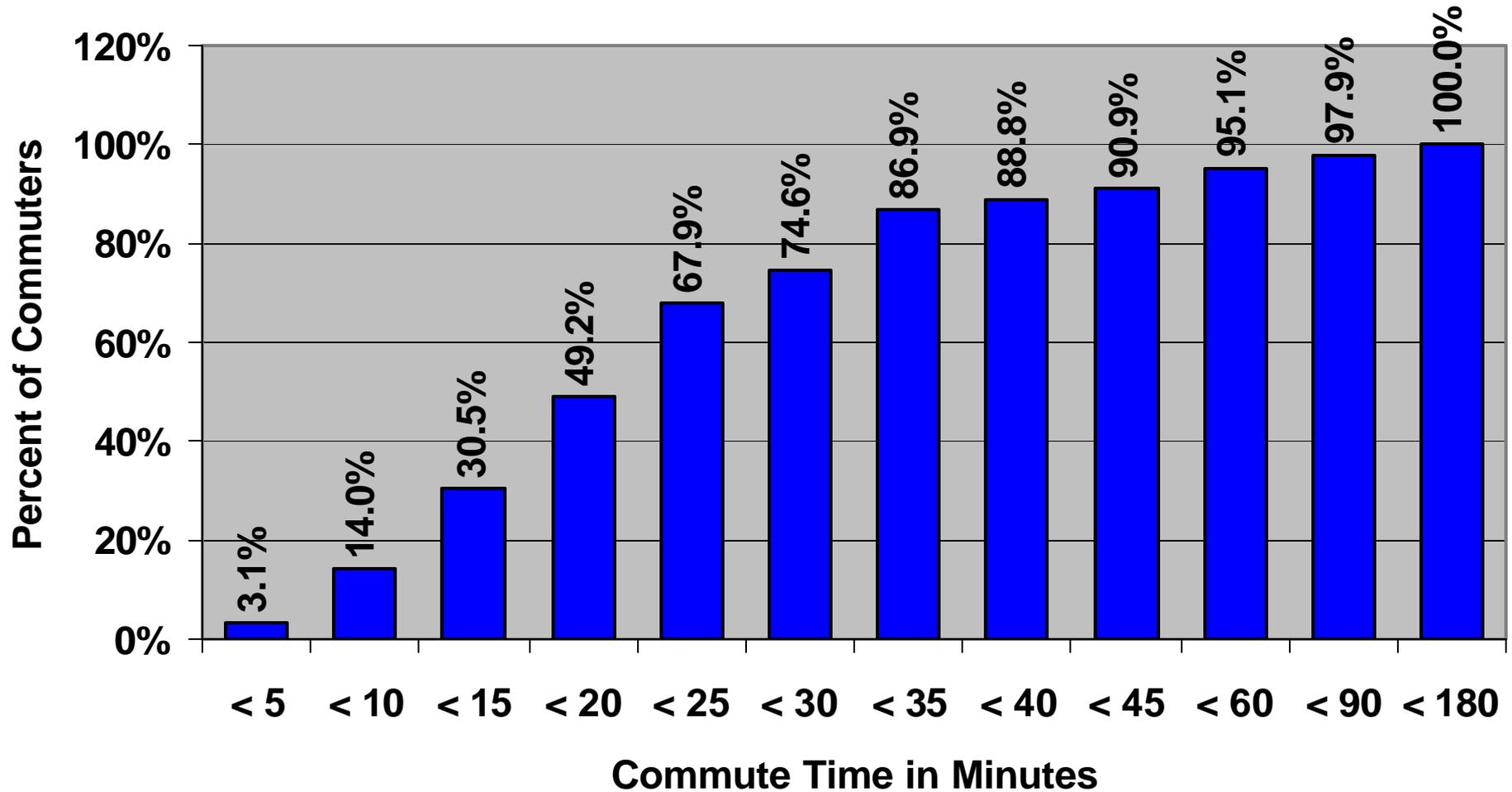
Restaurant Type	Actual Restaurants	Expected for Daytime Population	Shortage for Daytime Population
All Restaurants	26	45	19
Full Service	10	21	11
Limited Service	16	25	9
	Actual Restaurants	Expected for Resident Population	Shortage for Resident Population
All Restaurants	26	89	63
Full Service	10	41	31
Limited Service	16	48	32

Fort Carson

Fort Carson Troop Residences: 2005



El Paso County Journey to Work Time



Source: Census 2000

Anticipated Remaining BRAC05 Deployment Schedule

Year	Troops	Dependents	Total
2007	1,100	2,054	3,154
2008	100	187	287
2009	5,200	9,710	14,910
2010	700	1,307	2,007
2011	700	1,307	2,007
Total	7,800	14,565	22,365

BASIC PAY—EFFECTIVE JANUARY 1, 2006^{1/}

Cumulative Years of Service

Pay Grade	2 or less	Over 2	Over 3	Over 4	Over 6	Over 8	Over 10	Over 12	Over 14	Over 16	Over 18	Over 20	Over 22	Over 24	Over 26
O-10 ^{2/}	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,365.00	13,430.40	13,709.70	14,196.30
O-9	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,689.50	11,857.50	12,101.10	12,525.60
O-8	8,271.00	8,541.90	8,721.60	8,772.00	8,996.10	9,371.10	9,458.10	9,814.20	9,916.20	10,222.80	10,666.20	11,075.40	11,348.70	11,348.70	11,348.70
O-7	6,872.70	7,191.90	7,339.80	7,457.10	7,669.80	7,879.50	8,122.50	8,364.90	8,607.90	9,371.10	10,015.80	10,015.80	10,015.80	10,015.80	10,066.50
O-6	5,094.00	5,596.20	5,963.40	5,963.40	5,985.90	6,242.70	6,276.60	6,276.60	6,633.30	7,263.90	7,634.10	8,004.00	8,214.60	8,427.60	8,841.30
O-5	4,246.50	4,783.50	5,115.00	5,177.10	5,383.50	5,507.40	5,779.20	5,978.70	6,236.10	6,630.60	6,818.10	7,003.80	7,214.40	7,214.40	7,214.40
O-4	3,663.90	4,241.40	4,524.30	4,587.60	4,850.10	5,131.80	5,482.20	5,755.80	5,945.40	6,054.30	6,117.60	6,117.60	6,117.60	6,117.60	6,117.60
O-3	3,221.40	3,651.90	3,941.70	4,297.50	4,503.00	4,728.90	4,875.30	5,115.90	5,240.70	5,240.70	5,240.70	5,240.70	5,240.70	5,240.70	5,240.70
O-2	2,783.10	3,170.10	3,651.00	3,774.30	3,852.00	3,852.00	3,852.00	3,852.00	3,852.00	3,852.00	3,852.00	3,852.00	3,852.00	3,852.00	3,852.00
O-1	2,416.20	2,514.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60	3,039.60
O-3E ^{3/}	0.00	0.00	0.00	4,297.50	4,503.00	4,728.90	4,875.30	5,115.90	5,318.40	5,434.50	5,592.90	5,592.90	5,592.90	5,592.90	5,592.90
O-2E ^{3/}	0.00	0.00	0.00	3,774.30	3,852.00	3,974.70	4,181.40	4,341.60	4,460.70	4,460.70	4,460.70	4,460.70	4,460.70	4,460.70	4,460.70
O-1E ^{3/}	0.00	0.00	0.00	3,039.60	3,246.30	3,366.00	3,488.70	3,609.30	3,774.30	3,774.30	3,774.30	3,774.30	3,774.30	3,774.30	3,774.30
W-5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,720.10	5,916.30	6,113.10	6,311.10
W-4	3,328.80	3,581.10	3,684.00	3,785.10	3,959.40	4,131.30	4,305.90	4,475.70	4,651.50	4,927.20	5,103.60	5,276.10	5,454.90	5,631.00	5,811.00
W-3	3,039.90	3,166.80	3,296.40	3,339.30	3,475.50	3,631.50	3,837.30	4,040.40	4,256.40	4,418.40	4,579.80	4,649.10	4,720.80	4,876.80	5,032.50
W-2	2,673.90	2,826.60	2,960.40	3,057.30	3,140.70	3,369.60	3,544.50	3,674.40	3,801.30	3,888.30	3,961.50	4,100.70	4,239.00	4,379.10	4,379.10
W-1	2,361.30	2,554.50	2,683.80	2,767.50	2,990.40	3,124.80	3,243.90	3,376.80	3,465.00	3,544.80	3,674.70	3,773.10	3,773.10	3,773.10	3,773.10
E-9 ^{4/}	0.00	0.00	0.00	0.00	0.00	0.00	4,022.10	4,113.30	4,228.20	4,363.50	4,499.40	4,717.80	4,902.30	5,097.00	5,394.00
E-8	0.00	0.00	0.00	0.00	0.00	3,292.50	3,438.30	3,528.30	3,636.30	3,753.30	3,964.50	4,071.60	4,253.70	4,354.80	4,603.50
E-7	2,288.70	2,498.10	2,593.80	2,720.70	2,819.40	2,989.50	3,084.90	3,180.30	3,350.40	3,435.60	3,516.30	3,565.80	3,732.60	3,840.60	4,113.60
E-6	1,979.70	2,178.00	2,274.30	2,367.60	2,465.10	2,685.00	2,770.50	2,865.30	2,948.70	2,978.10	2,998.50	2,998.50	2,998.50	2,998.50	2,998.50
E-5	1,814.10	1,935.30	2,028.60	2,124.60	2,273.70	2,402.10	2,496.60	2,526.60	2,526.60	2,526.60	2,526.60	2,526.60	2,526.60	2,526.60	2,526.60
E-4	1,662.90	1,748.10	1,842.60	1,935.90	2,018.40	NOTES: 1. While serving as JCS/Vice JCS, CNO, CMC, Army/Air Force Chief of Staff, commander of a unified or specified combatant command, basic pay is \$15,615.90 (See note 2). 2. Basic pay for an O-7 to O-10 is limited by Level III of the Executive Schedule which is \$12,666.60. Basic pay for O-6 and below is limited by Level V of the Executive Schedule which is \$11,158.20. 3. Applicable to O-1 to O-3 with at least 4 years & 1 day of active duty or more than 1460 points as a warrant and/or enlisted member. See DoDFMR for more detailed explanation on who is eligible for this special basic pay rate. 4. For the MCPO of the Navy, CMSgt of the AF, Sergeant Major of the Army, Marine Corps or Senior Enlisted Advisor of the JCS, basic pay is \$6499.50. CZTE for O-1 and above is based on this basic pay rate plus HFP/IDP which is \$225.00.									
E-3	1,501.20	1,595.70	1,692.00	1,692.00	1,692.00										
E-2	1,427.40	1,427.40	1,427.40	1,427.40	1,427.40										
E-1 4 mos +	1,273.50	1,273.50	1,273.50	1,273.50	1,273.50										
E-1 -4 mos	1,178.10	0.00	0.00	0.00	0.00										

ALLOWANCES

Basic Allowance for Housing Type II, Differential and Partial

Pay Grade	Without Dependent	With Dependent	Differential	Partial	Pay Grade	Without Dependent	With Dependent	Differential	Partial
O-10	1,161.60	1,429.20	277.50	50.70	W-5	965.70	1,055.70	92.17	25.20
O-9	1,161.60	1,429.20	277.50	50.70	W-4	857.70	967.50	113.51	25.20
O-8	1,161.60	1,429.20	277.50	50.70	W-3	721.20	887.10	171.66	20.70
O-7	1,161.60	1,429.20	277.50	50.70	W-2	639.90	815.10	181.25	15.90
O-6	1,065.60	1,286.70	229.80	39.60	W-1	536.40	705.30	175.37	13.80
O-5	1,026.00	1,240.20	222.00	33.00	E-9	704.40	928.50	231.98	18.60
O-4	950.70	1,093.20	147.60	26.70	E-8	646.80	856.50	217.13	15.30
O-3	762.30	904.50	147.30	22.20	E-7	552.30	795.00	251.77	12.00
O-2	604.20	771.90	173.70	17.70	E-6	499.80	734.40	243.11	9.90
O-1	509.40	690.90	188.40	13.20	E-5	461.10	660.90	206.61	8.70
O-3E	822.90	972.30	155.10	22.20	E-4	400.80	574.20	179.08	8.10
O-2E	699.30	877.20	185.10	17.70	E-3	393.30	534.30	146.30	7.80
O-1E	601.80	810.90	216.90	13.20	E-2	319.50	509.40	196.10	7.20
					E-1	285.30	509.40	231.98	6.90

Family Separation Allowance

All Grades: \$250

Basic Allowance for Subsistence

Officers: 187.49
Enlisted: 272.26

Standard Initial Clothing Allowances (Enlisted Members Only)

Personal Money Allowance (Monthly Amount)

		Army		Navy (E-1 to E-6)		Air Force		Marine Corps		Pay Grade		Amount	
		Male	Female	Male	Female	Male	Female	Male	Female				
		1,283.49	1,551.49	1,157.21	1,371.69	1,235.51	1,445.25	1,173.30	1,409.25	Chairman or Vice Chairman JCS		333.33	
												Chiefs of Services	333.33
												Senior Member of the Military Staff Committee of the United Nation	225.00
Type	Army		Navy		Air Force		Marine Corps						
	Male	Female	Male	Female	Male	Female	Male	Female					
Basic	356.40	417.60	288.00	291.60	291.60	324.00	255.60	273.60			General or Admiral		183.33
Standard	511.20	594.00	410.40	414.00	417.60	464.40	367.20	392.40			Lieutenant General or Vice Admiral		41.67
Special	0	0	604.80	626.40	0	0	0	0			Senior Enlisted Member of a Military Service and the Senior Advisor of the Joint Chiefs of Staff		166.67

Civilian Clothing Allowance

For other pays or specific requirements for the pay cited in this table, go to the web at:

<http://www.dtic.mil/comptroller/fmr/07a/index.html>

Type of Duty	Initial	Replacement	15 days in 30 day period	30 days in 36 months period
Permanent	862.35	287.45	0	0
Temporary	0	0	287.45	574.90

	Enlisted Soldier	<u>Officer</u>
	Civilian Job Police Patrol Officer	Army Job* Military Police Sergeant
<u>Salary</u>	\$45,050**	\$25,495
<u>Housing</u>	0	\$9,552
<u>Food Allowance</u>	0	\$3,267
<u>Special Pay</u>	0	\$1,800
Tax Advantages	0	\$2,262***
<u>Health Care</u>	- \$3,695****	Included
Net Income	\$41,355	\$42,376

Salary and allowances based on 2006 national averages.

	<u>Enlisted Soldier</u>	Officer
	Civilian Job Telecommunications Engineer II	Army Job* Signal Corps Officer
<u>Salary</u>	\$61,643**	\$45,291
<u>Housing</u>	0	\$15,816
<u>Food Allowance</u>	0	\$2,249
<u>Special Pay</u>	0	\$1,800
Tax Advantages	0	\$2,916***
<u>Health Care</u>	- \$3,695****	Included
Net Income	\$57,948	\$68,072

Salary and allowances based on 2006 national averages.

Enlisted sample based on a married Sergeant (E5) with 4 years service. Figures do not include bonuses.

Officer sample based on a married Lieutenant (O2) with 4 years service. Figures do not include bonuses.

Civilian salary based on national averages. Source: Salary Wizard® at Salary.com.

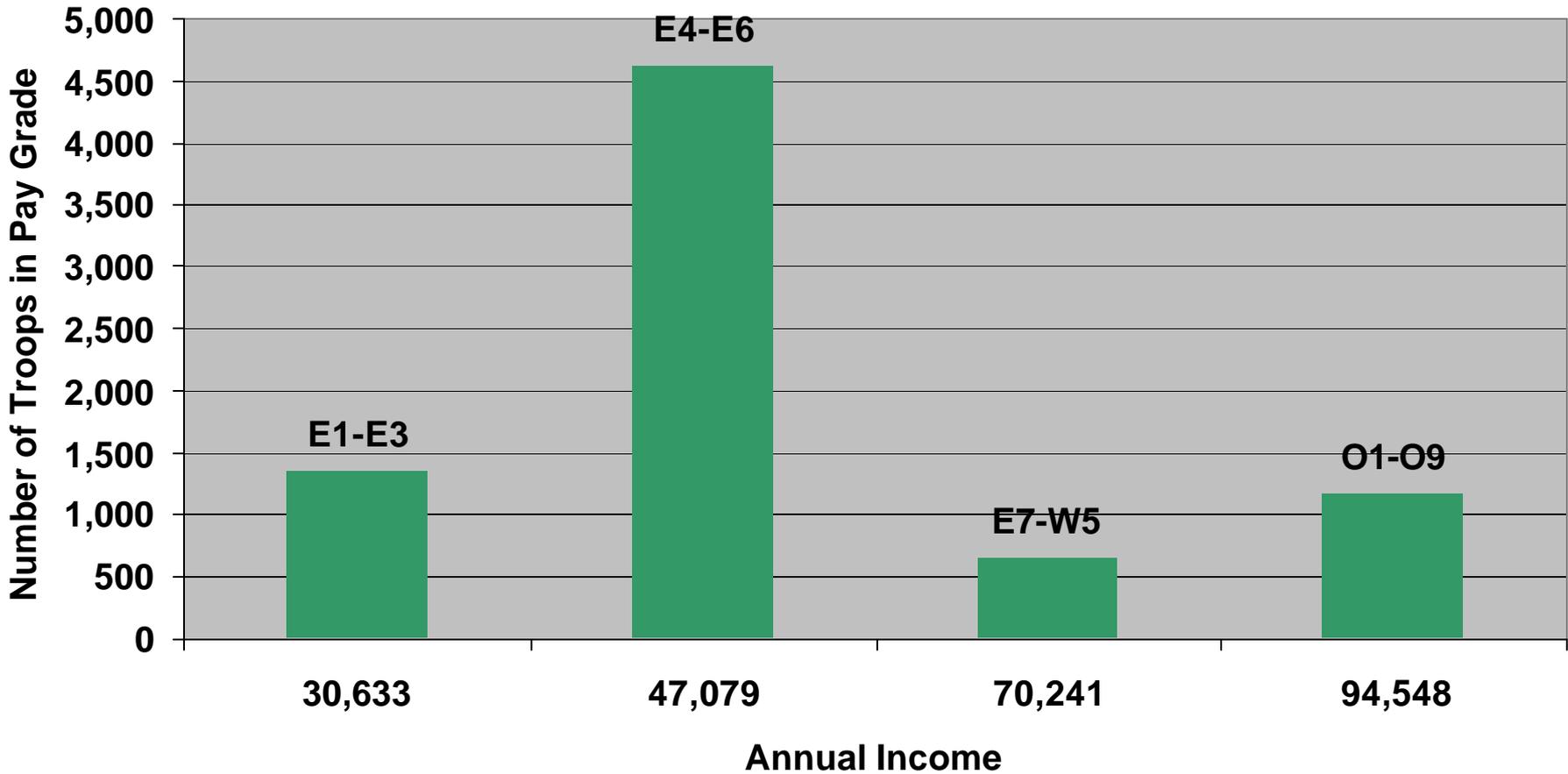
***Health care costs based on a report by the National Coalition on Health Care.
<http://www.nchc.org/facts/cost.shtml>***

Figures did not include bonus pay.

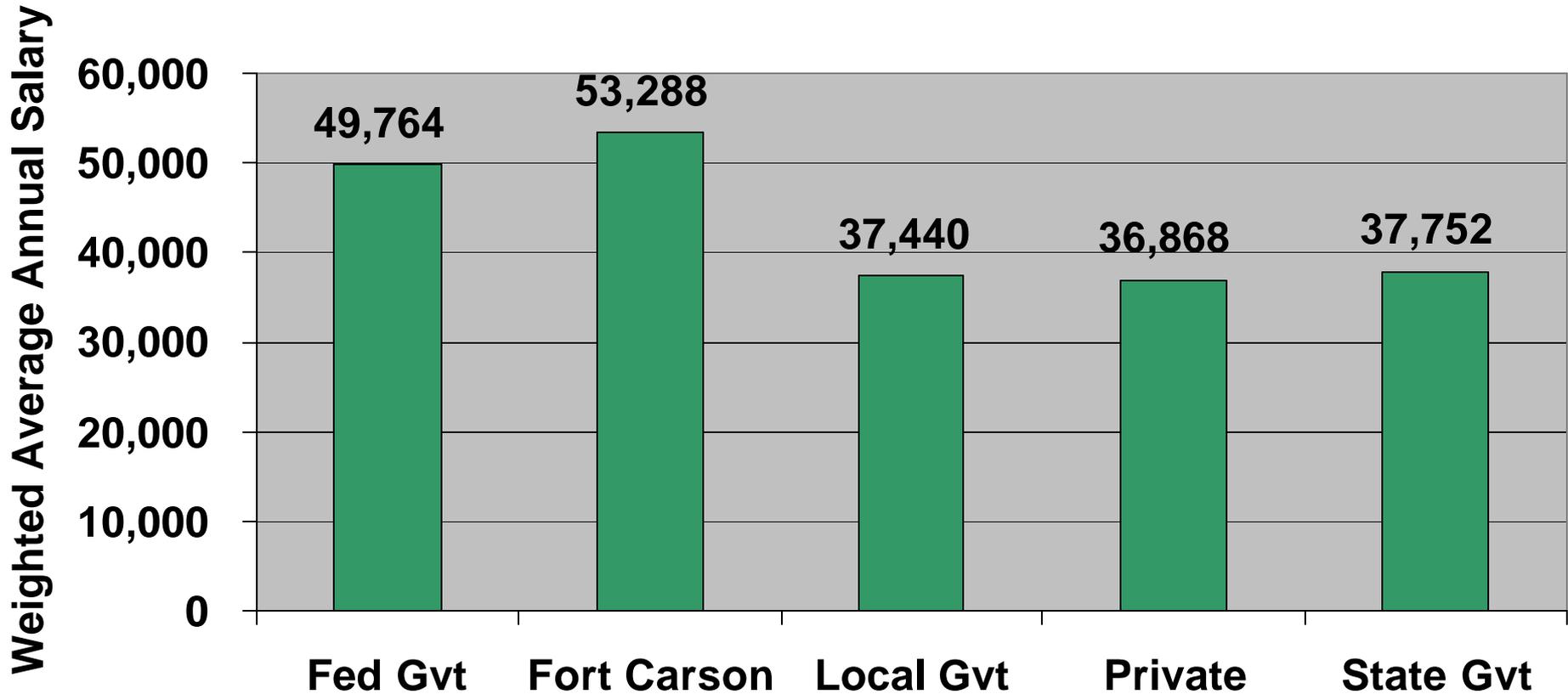
Figures do reflect tax advantages of military allowances.

***Tax advantages are determined by dividing the non-taxable, “in-kind” item by
(1 – tax rate) of the soldier.***

Estimated Fort Carson Salaries: Includes Allowances for Housing, Meals & Medical



Comparison of Annual Salary Estimates



Fort Carson = 2006. Other sectors = 2005

Housing Budget Considerations

- Income \$53,500
- Mortgage carrying ability \$206,000
- Down Payment 20%
- Housing Price \$257,500

Average Housing Prices December 2006

- Pueblo West (3 to 4 Bedroom) \$243,233
- Fountain (3 to 4 Bedroom) \$189,400

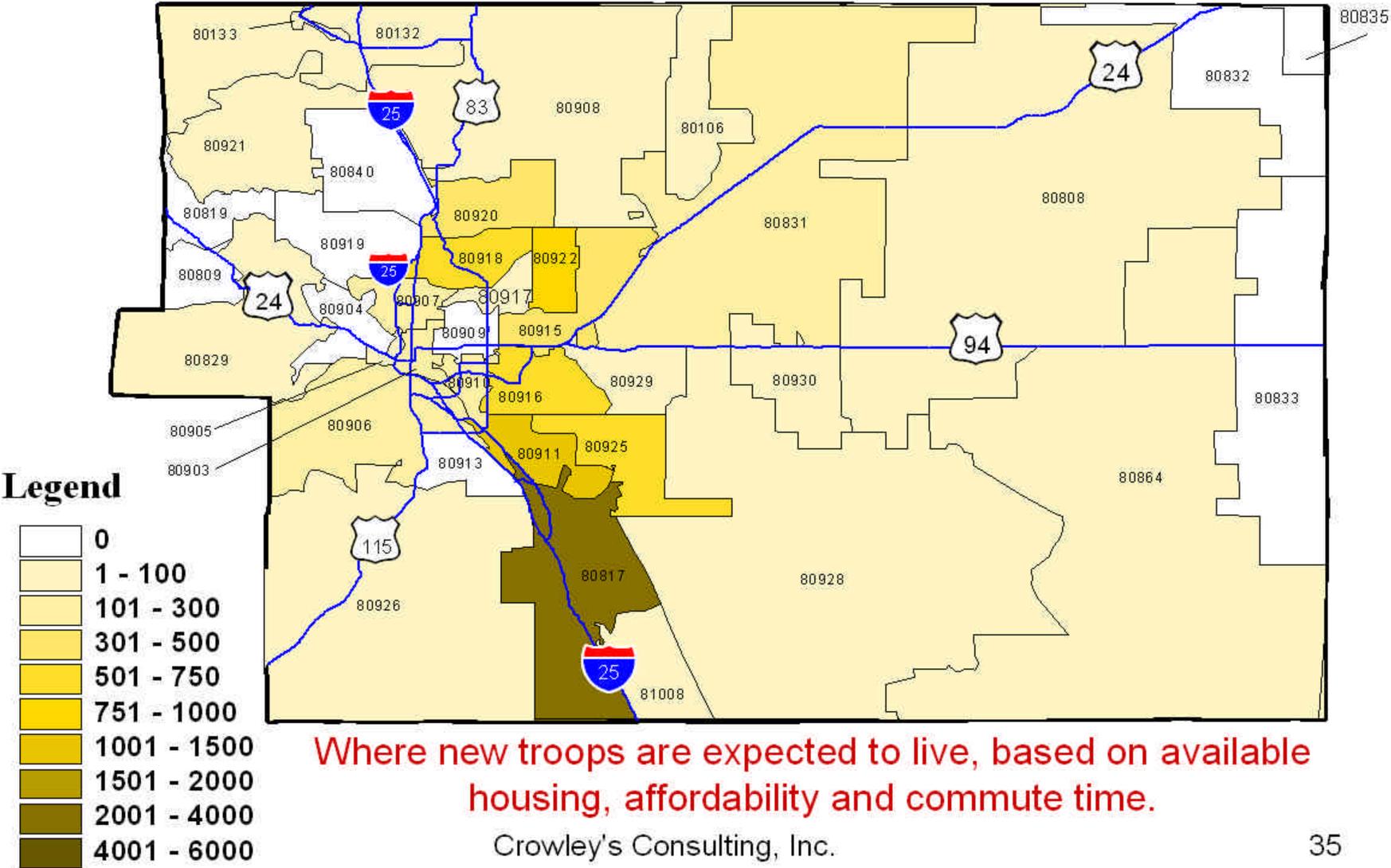
Source: Trulia Real Estate Search

Commuting Considerations to Fort Carson

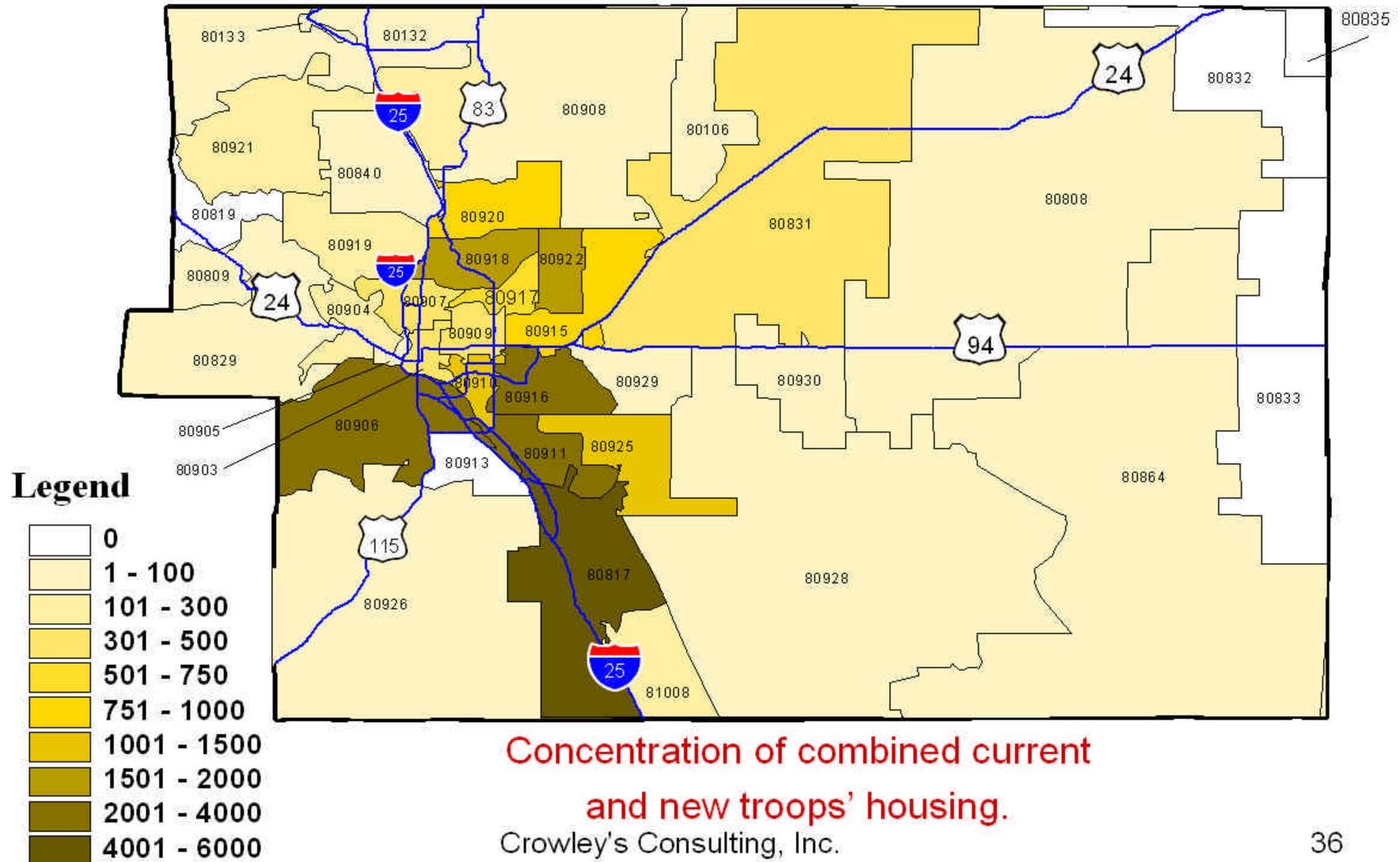
	El Paso County	Pueblo West	Pueblo West Disadvantage
Yearly drive time	199 hrs	373 hrs	173 hrs
Yearly miles	6,120	19,890	13,770
Yearly gas cost	\$1,030	\$3,346	\$2,317
Housing appreciation	5.27%	4.16%	1.11%

Does not include vehicle, replacement or maintenance costs. Commuting costs from Fountain are less than the above El Paso County Numbers.

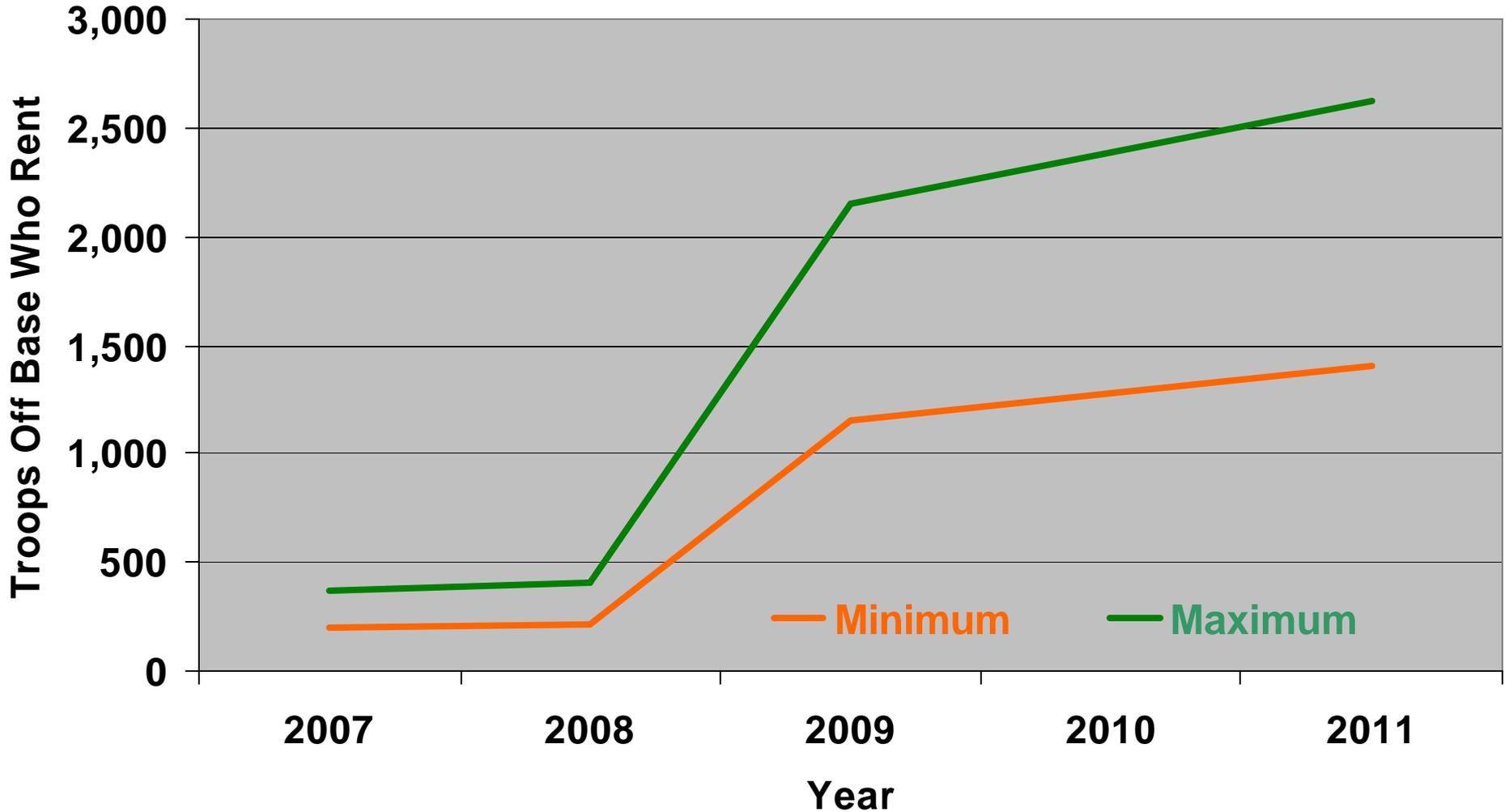
Projected Residences of New Troops BRAC05



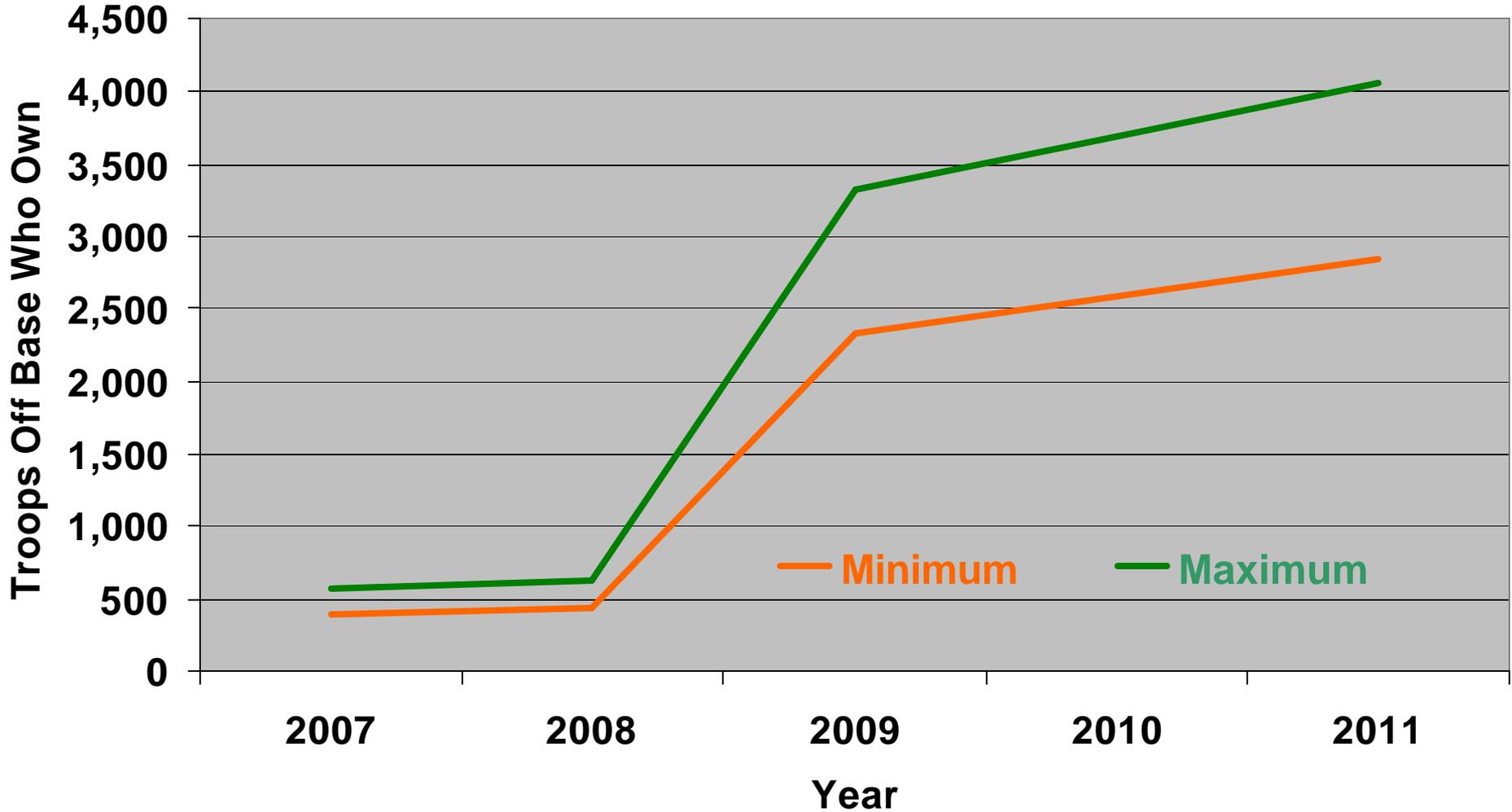
Projected BRAC05 Fort Carson Troop Residences



Cumulative Estimate of the Number of Troops Living Off Base Who Will Rent



Cumulative Estimate of the Number of Troops Living Off Base Who Will Own



Expected New Jobs from BRAC05

Top 25 Industries

Industry	New Jobs
Amusements/Recreation	59
Auto Repair	111
Banks	81
Building Materials	58
Clothing	63
Colleges	57
Day Care	77
Employment Services	60
Financial Advisors	59
Food & Beverage	115
Food Service & Drinking	545
Gen Merchandise	135
Health Care	52

Industry	New Jobs
Hospitals	94
Insurance	55
Motor Vehicle Parts	92
Miscellaneous Retail	75
Nonstore Retailers	131
Nursing Care	129
Physicians & Dentists	246
Private Households	106
Real Estate	136
Religious Organizations	64
Social Assistance	102
Wholesale	106
Total	2,808

Summary

- **3rd fastest population growth out of 38 Zip Codes**
- **2nd fastest growth in income out of 38 Zip Codes**
- **21st lowest local resident retail services (out of 38 Zip Codes)**
- **Over \$253,000,000 lost retail sales in 2006**
- **12th best diversified area in El Paso County: i.e., a stable local economy (out of 38 Zip Codes)**
- **BRAC05 is expected to significantly enhance commercial opportunities**
- **Two access points along I-25**
- **Access to two rail lines**

Questions?

Please direct your questions to:

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