

OUR SERVICES

The principals and staff at EPS possess the skills and experience needed to transform complex economic, financial, and policy concerns into successful public and private real estate projects and sound land use policy. One or more of the following services may apply to any given assignment:

- *Market Studies*
- *Pro Forma Cash Flow Analysis*
- *Property Disposition Strategies*
- *Public/Private Partnerships*
- *Intergovernmental Negotiations*
- *Demographic and Economic Forecasting*
- *Regional Land Use Forecasting and GIS Database Development*
- *Jobs/Housing Analysis*
- *Economic Impact Analysis*
- *Public Tax Revenue and Expenditure Forecasting*
- *Infrastructure Demand Forecasts*
- *Industry Studies and Cluster Analysis*

The Economics of Land Use



Market Studies — *The firm's market analyses range from evaluations of existing market information to detailed project-specific market forecasts to help in determining optimum product types, absorption, and pricing.*

Pro Forma Cash Flow Analysis — *Pro forma cash flow models test feasibility under a range of project alternatives, financing, partnership options, disposition strategies, and measures of financial return.*

Property Disposition Strategies — *EPS assists public- and private-sector clients to negotiate the lease, transfer, and sale of real estate assets, providing expertise in preparing business plans, marketing strategies, and developer selection criteria; negotiating agreements; and formulating land disposition business terms.*

Public/Private Partnerships — *We apply our knowledge of government organization, in combination with our understanding of private-sector financial feasibility objectives, to develop clear and legally defensible public/private deal structures.*

Intergovernmental Negotiations — *EPS staff are effective at facilitating meetings and negotiations to achieve consensus among diverse interests, as well as drafting concise public documents; these abilities are supported by solid quantitative skills essential to building trust and agreement over economic numbers.*

Demographic and Economic Forecasting — *EPS forecasts future development trends, income and household characteristics, industry growth and estimates future employment to support effective planning.*

Regional Land Use Forecasting and GIS Database Development — *EPS designs and supports stand-alone GIS systems, develops land use inputs, and organizes and coordinates complex land information collection, reconciliation, forecasting and application activities.*

Berkeley
Sacramento
Denver

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The Economics of Land Use



Jobs/Housing Analysis — EPS evaluates the physical and economic linkage between jobs and housing, as well as the impacts that employment growth has on housing needs.

Economic Impact Analysis — EPS estimates impacts of land use and policy on regional employment, output, property values, regional dollar flow, and industry sales, including the direct, indirect, and induced economic effects.

Public Tax Revenue and Expenditure Forecasting — EPS prepares long-range budget forecasts, fiscal impact analysis, consolidations and capital improvement plans by forecasting property taxes, sales taxes, special tax and assessment revenues, and other public revenues. In many cases, EPS also estimates staffing requirements, operational costs, and capital requirements.

Infrastructure Demand Forecasts — EPS performs needs assessments to assist in infrastructure design, sizing, and timing. This analysis can provide the basis for development of infrastructure financing plans, impact fees, and cost allocations.

Industry Studies and Cluster Analysis — EPS provides information on the future growth and performance of particular industries and/or regions and evaluates the competitiveness and specialization of regions and submarkets, including the geographic distribution of various economic "clusters."

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