

Universities and Hospitals



Higher Education and Healthcare Institutions require specialized analyses to showcase the valuable impacts of their work to a variety of stakeholders. Econsult Solutions' economic, strategic, analytic, and big data capabilities can keep your organization on the forefront.

Economic Impact

Social Impact

Regional Competitiveness

Groups of Institutions

Single-Project Analysis

Analytics-Driven Insight

Universities and hospitals face unprecedented challenges and scrutiny—at a time when the potential impact of knowledge activity to communities, regions, and people has never been greater. ESI’s university and hospital practice provides a range of services to help institutions understand and articulate their impacts within their host communities and address long-term strategic challenges that drive institutional reputations, health, and viability over the long-term.

ANALYTICAL CAPABILITIES

- | | |
|--|---------------------------------------|
| Economic Impact Analysis | Social Impact Analysis |
| Project-Specific Analyses | Environmental Scans |
| Feasibility Studies and Business Plans | Strategic Planning/Facilitation |
| Strategic Advisory Services | Supplier Diversity Analyses |
| Diversity Equity and Inclusion Audits | Interactive Dashboards of Market Data |

SERVING

Athletics Departments

Coalitions of Institutions

Community and Government Relations Officers

Hospitals and Healthcare Systems

Procurement Departments

Public and Private Universities

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Our Team’s Experience and Expertise



Economic Impact

Though their primary mission is education, research, and care, universities and hospitals must express the economic and social impacts they represent as major employers, procurers of goods and services, initiators of capital projects, and magnets for students, patients, and visitors. ESI helps its institutional clients articulate those impacts, and reinforce that these economic impacts occur because of a focus on education, research, and care, which in addition to supporting jobs and tax revenues today, also ensure long-term regional economic competitiveness. ESI can also advise institutions on how to expand its economic impact and increase stakeholder awareness of its impact.

Economic and Catalytic Impact of University of the District of Columbia

Looking to quantify its economic and catalytic impact on the local community, the University of the District of Columbia retained ESI to evaluate university operations and initiatives.



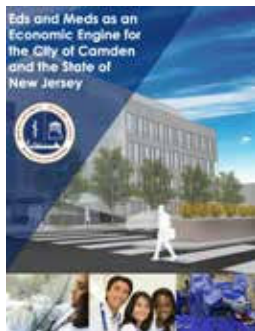
April 11, 2017
Carnegie Mellon University Creates \$2.7 Billion in Economic Impact Each Year

Impact from Innovation: Carnegie Mellon University

ESI was retained by Carnegie Mellon University, one of the world's leading education and research institutions, to produce an economic impact study demonstrating the importance of the university as a regional and global economic engine.

Eds and Meds as an Economic Engine

The Rowan University/Rutgers – Camden Board of Governors (“RURCBOG”) engaged ESI to analyze the economic and social impacts of education and healthcare. ESI found that these sectors generate significant economic impact on national, state, regional and local levels.



“Greenville University engaged ESI to conduct an individualized economic impact study as a result of encouragement from colleagues in California, who found the reports most helpful in recent state discussions. ESI was excellent to work with. More importantly, the report they produced has been very helpful as we make our case to multiple publics: accrediting bodies, local communities, grant foundations, and state agencies. A key role of a university president is to tell the story of our institution well. Having well-researched economic impact facts to back up our claims only strengthens our case. I’m thankful to ESI for presenting thorough analysis in a highly readable format.”

- Ivan L. Filby, President, Greenville University

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Social Impact

Universities and hospitals are inextricably tied to their host communities: they serve and are served by their surrounding neighborhoods, and together represent a physical place and quality of life package that competes with other locations. ESI helps its institutional clients express the scale and composition of positive benefits they confer upon their immediate community, and anchors those benefits in the institution mission of education, research, and care.

Boston College's Economic and Social Impact

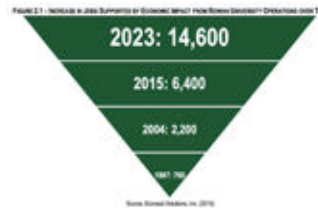
Serving the Local Community - Aggregate Results

	Financial Investment	Financial Contribution	Number of Students	# Individual Alumni	# People Served
Service to the Community	\$1,000	\$250,000	1,200	500,000	2,000
Investing in local Public Education	\$0	\$10,750,000	600	75,000	6,000
Strong's Social Register	\$200,000	\$200,000	100	100	60,000
Total	\$201,000	\$16,750,000	1,900	750,000	68,000

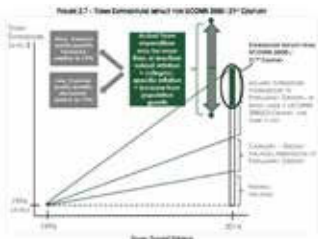
ESI determined the College's current economic impact and related social benefits in the Boston metropolitan area, the Commonwealth of Massachusetts, and New England. ESI staff compiled and then analyzed data on the Boston College's operating budget, construction and renovation expenditures, spending by students, families, and visitors, and activities of graduates, as well as impact on residents and businesses through service and investments in infrastructure.

Rowan University's Impact on its Host Communities

ESI was retained by Rowan University to perform a study to determine the impact of the University on its host communities. The purpose of this report is to consider the extent to which Rowan makes positive contributions at a more localized level. This report articulates (and, where possible, quantifies) the impact of Rowan in the communities in which it resides.



Economic Impact of Next Generation Connecticut on the Town of Mansfield



ESI analyzed the potential impact of University of Connecticut's Next Generation Connecticut Initiative. ESI's report quantified the economic and fiscal benefits that were anticipated to accrue to the Town as well as an enumeration of any net new Town service, education, and infrastructure expenditures that will result from the initiative.

Since 2013
Econsult Solutions
has completed

132
projects for

65
universities, hospitals, and
representative organizations
located in

20
states across the U.S.,
including D.C. & U.S.V.I.



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Regional Competitiveness

Universities and hospitals are essential participants in a region’s economic competitiveness, because they anchor critical functions that differentiate a location against other locations, such as human capital investment, research, and innovation. ESI helps its institutional clients translate their efforts into the economic development gains that accrue to a region, thus solidifying the critical role they play in regional economic development.

Knoxville College

The assessment ESI produced for Knoxville College went beyond economic metrics to speak to the broader regional import of the College’s growth aspirations.

Estimated Industry Distribution of Employment Generated by KC's Future Capital Investments within Tennessee



The Economic and Social Impact of Tulane University



ESI’s report articulated the impact of Tulane University in terms of economic output, jobs created, and tax revenues generated from Tulane, highlighting the University’s role as an anchor institution in New Orleans, LA.

Impact Through Innovation: University of Delaware

ESI conducted an economic impact study for the University of Delaware, estimating annual operations, capital investments, and the student and visitor spending it attracts.



“Emory is a leading national university with the most comprehensive health care system in the state of Georgia. We are also metro Atlanta’s largest employer. When we talk about our impact in the region, we need to do so with unfailing accuracy. That is why we turned to the experts at ESI. They carefully gathered our data, verified it, and organized it across the categories of operations, wage premium, capital investments, and ancillary spending. When they completed the project, with the care and thoughtfulness we have come to expect of them, we had an airtight case for showing the myriad ways in which Emory University exerts a positive impact in the city and state we call home. They created a powerful tool for us that we will continue to update with their valuable input.”

- David Payne, Associate Vice President, Planning and Engagement, Emory University

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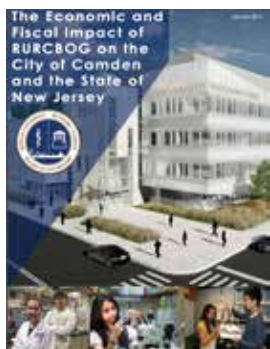
Universities and hospitals often initiate individual development projects that require supportive material that speaks to the impact those projects will have in terms of jobs, tax revenues, and community benefit. ESI is well suited to support its institutional clients in making the economic and social impact case for development projects.

The Economic and Fiscal Impact of Drexel Innovation Neighborhood

ESI quantified the economic and fiscal impacts of the proposed creation of the Drexel Innovation Neighborhood, which was to encompass 5 million square feet of space and dramatically change a strategically important part of the city's downtown core.



The Economic and Fiscal Impact of RURCBOG on the City of Camden and State of New Jersey



ESI was retained by RURCBOG to quantify the economic impact of RURCBOG's first building, the Joint Health Sciences Center. It found that the initiative will achieve one of its key objectives, which is to boost the state economy both upfront and ongoing.

“Universities and hospitals seem to be under unprecedented scrutiny and yet simultaneously in high demand. It underscores for me, the importance of knowing what your impact is to various stakeholder audiences, clearly substantiating that impact, and being the sort of living organization that is constantly innovating its way towards greater future impact.”

- Lee Huang, MPA, President and Principal,
Econsult Solutions

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Experience and Expertise



Lee Huang, MPA
President and Principal
Public policy veteran with vast experience in the economic and social impacts benefitting communities and regions from university and hospital operations and infrastructure.



Stephen Madsen, MCRP
Associate Director
City and regional planner with public and private sector experience, including real estate and economic development.



Frank Robinson, MBA
Vice President
Economic development and sustainability expert, with an extensive background in community finance as well as facilitation of strategic plans.

SELECT CLIENTS

UNIVERSITIES

- Boston College
- Community College of Philadelphia
- Emory University
- Knoxville College
- Morgan State University
- New Jersey Institute of Technology
- Tulane University
- University of Chicago
- University of the District of Columbia
- University of Notre Dame
- University of Pennsylvania
- University of Wisconsin Madison Athletics

HOSPITALS

- Children's Hospital of Philadelphia
- Jefferson Health
- Penn Medicine
- St. Christopher's Hospital for Children

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Contact Us

LET US HELP YOU FIND A SOLUTION TO YOUR MOST PRESSING CHALLENGES.
Our staff and advisory board consists of experienced professionals that provide the highest levels of technical expertise in economics, analytics, and thought leadership.

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