Sample report. The event and the club are fictional; the county data are real.

Economic impact of the Riverbend Youth Soccer Classic 2027

Greenville County, South Carolina

Prepared for	Riverbend Soccer Club (fictional)
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Summary

The Riverbend Youth Soccer Classic is a three-day tournament for about 160 teams. Of its 4,800 players, coaches and family members, 3,192 are visitors from outside Greenville County who came because of the tournament. Their spending, together with the club's spending of out-of-county entry fees, brings $950,000 of new money into the county, of which $800,000 becomes sales of local businesses.

Business activity in Greenville County	Pay for local workers
$1.1–1.5 million	**$270,000–350,000**
Jobs supported for a year	Hotel room nights
7–8	**1,596**

These are gross figures for one edition of the tournament, in 2023 dollars. They count only money that would not have been spent in the county without the event. The ranges come from two standard ways of

estimating how much of what local businesses need is bought within the county.

1. The event and the question

The tournament runs Friday to Sunday on the club's fields. Teams travel from neighboring counties and states; most families stay two nights. The club asked how much the tournament adds to the county's economy, to support a grant application.

This report answers that question for one edition. It does not compare the tournament with other uses of the grant, and it does not estimate tax revenue other than hotel tax.

2. Who counts as new money

Spending by people who live in the county is not new: without the tournament, most of it would have been spent locally on something else. Spending by visitors who would have come anyway, for example to see family, is not new either. Only the remaining visitors count.

People attending (players, coaches, family)	4,800
From outside the county (70%)	3,360
Of those, came mainly for the tournament (95%)	3,192

The attendance and the shares come from the club's team registrations and a short survey of team managers. In a real report, both are documented in Appendix B.

3. New spending in the county

Each new visitor spends 2.5 days in the county, 7,980 visitor-days in all, at $84 a day on food ($42), shopping ($18), recreation ($10) and gas and local transport ($14). 80% of them stay overnight, for 2 nights, 3.2 people to a room at $139 a night. The club spends $60,000 of out-of-county entry fees with local firms on field rental, referees and equipment.

Category	Spent in the county	Sales of local businesses
Lodging	$220,000	$220,000
Food and drink	$340,000	$340,000
Shopping	$140,000	$43,000
Recreation and attractions	$80,000	$80,000
Gas and local transport	$110,000	$64,000
Organizer’s local spending	$60,000	$60,000
Total	**$950,000**	**$800,000**

Shopping and fuel count only the seller's margin (30% for shops, 15% for fuel): the goods themselves are made elsewhere, so the rest of the money leaves the county at once. Half of gas and local transport is fuel, half local transport services.

4. How the spending moves through the county

A dollar spent at a local hotel is the hotel's sale. The hotel then buys laundry, food, repairs and insurance, some of it from local firms, and those firms buy from others. The hotel's staff and the staff of its suppliers spend part of their pay in the county. Multipliers add up these rounds.

Sector	Output per $1	Local pay per $1	Jobs per $1 million
Accommodation	1.41–1.71	0.29–0.36	7.9–9.0
Food services and drinking places	1.35–1.93	0.36–0.49	9.8–11.8
Retail trade	1.35–1.89	0.38–0.51	7.9–9.9
Arts, entertainment and recreation	1.43–1.79	0.32–0.40	6.4–7.7
Transportation	1.64–1.89	0.34–0.40	5.7–6.6

Final-demand multipliers for Greenville County, low and high case, from the estimator's model: BEA 2023 input-output tables, localized with Census County Business Patterns 2023 (see Appendix A).

Of the total business activity, $800,000 is the new spending itself, $180,000–390,000 comes from local suppliers, and $140,000–280,000 from local workers spending their pay.

5. Results

From spending on	Business activity	Local pay	Jobs for a year
Lodging	$310,000–380,000	$65,000–81,000	2
Food and drink	$450,000–650,000	$120,000–170,000	3–4
Shopping	$58,000–82,000	$16,000–22,000	fewer than 1
Recreation and attractions	$110,000–140,000	$25,000–32,000	1
Gas and local transport	$100,000–120,000	$22,000–26,000	fewer than 1
Organizer’s local spending	$86,000–110,000	$19,000–24,000	fewer than 1
Total	**$1.1–1.5 million**	**$270,000–350,000**	**7–8**

Business activity is the total sales of businesses in Greenville County caused by the new spending, including that spending. Local pay is wages and benefits. Jobs are payroll jobs counted as a year of work; a one-off event spreads them over many people for a short time.

6. Hotel nights and hotel tax

New visitors book about 1,596 room nights and spend $220,000 on lodging. At an illustrative local hotel tax of 3%, that is about $6,700 in hotel tax for the county. A real report uses the county's actual rate and, where the hotels can share them, room-block figures.

7. How sensitive the results are

The figures depend most on how many visitors come from outside the county and how much they spend. The table shows the results if those assumptions are less favorable.

If	Business activity	Local pay	Jobs for a year
Main estimate	$1.1–1.5 million	$270,000–350,000	7–8
Only 60% of visitors come from outside the county	$0.98–1.3 million	$230,000–300,000	6–7
Visitors spend 20% less per day	$0.92–1.2 million	$220,000–280,000	5–6
Only 60% stay overnight in the county	$1.0–1.4 million	$250,000–330,000	6–7
Organizer’s local spending left out	$1.0–1.4 million	$250,000–330,000	6–7

8. What this report leaves out

- Spending by county residents at the tournament.
- Visitors who would have come to the county anyway.
- Costs to the county, such as policing, traffic or field maintenance.
- Possible crowding out: if hotels were already full that weekend, some of the tournament's visitors replace other visitors. The figures assume hotels had free rooms.
- Benefits that are not sales, such as the county's reputation or the value to local families of a tournament nearby.
- Tax revenue other than hotel tax.

Appendix A. Method

Model. An input-output model of the county's economy with households included (a Type II model). National requirements come from the US Bureau of Economic Analysis 2023 summary input-output tables, after redefinitions, in producer prices, using only the domestically produced share of each product, for 71 industries.

Localizing. The share of each input bought within the county is estimated from county payroll by industry (Census County Business Patterns 2023). The high case uses simple location quotients, as BEA does for RIMS II; the low case uses Flegg's location quotient (FLQ, $\delta = 0.15$), which assumes smaller regions buy more from outside. Households spend 55% (low) or 68% (high) of extra pay on purchases in the county, after taxes, saving and commuting. Local pay per dollar of output is adjusted for county wage levels by sector.

Paid reports use the Bureau of Economic Analysis's RIMS II multipliers for the client's county as the main estimate, with this model as a cross-check.

Not included. Fiscal costs, displacement and non-market benefits (section 8).

Appendix B. Inputs and sources

Attendance	4,800	Team registrations (fictional)
From outside the county	70%	Team manager survey (fictional)
Came mainly for the tournament	95%	Team manager survey (fictional)
Days in the county	2.5	Tournament schedule
Stay overnight / nights / per room	80% / 2 / 3.2	Team manager survey (fictional)
Room rate	$139	Tournament hotel block (fictional)
Daily spending per visitor	$84	Illustrative
Organizer's local spending	$60,000	Club budget (fictional)
Input-output tables	2023	US Bureau of Economic Analysis
County employment and pay	2023	Census County Business Patterns

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